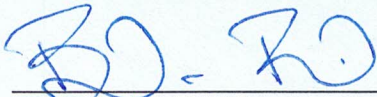


ATTACHMENTS: (label as indicated)

- Copy of your organization's most recent fiscal year end financial statements including balance sheet and profit and loss, and sources and uses of revenues. These statements must also show all accumulated fund balances for all of the organization's assets. (label page 2)
- Copy of balance sheets from three prior fiscal years. (label page 3)
- Copy of your organization's estimated current operating budget, including revenues and expenditures. (label page 4)
- Copy of proposed 2020 budget, including revenues and expenditures. (label page 5)
- Copy of your organization's balance sheet and profit and loss as of 6/30/2019

CERTIFICATION: (must be signed by both individuals)

I certify that the information contained in this application, including all attachments and supporting materials, is true and correct to the best of my knowledge.



EXECUTIVE DIRECTOR (or equivalent)

8/18/19

DATE

 Eric Christensen, VP

PRESIDENT, BOARD OF DIRECTORS (or equivalent)

8/18/19

DATE

INTERNAL REVENUE SERVICE  
P. O. BOX 2508  
CINCINNATI, OH 45201

## DEPARTMENT OF THE TREASURY

Date: **AUG 19 2019**

VALDEZ ADVENTURE ALLIANCE  
PO BOX 33  
VALDEZ, AK 99686

Employer Identification Number:  
84-2445177  
DLN:  
29053207345019  
Contact Person:  
SHEILA M ROBINSON ID# 31220  
Contact Telephone Number:  
(877) 829-5500  
Accounting Period Ending:  
December 31  
Public Charity Status:  
170(b)(1)(A)(vi)  
Form 990/990-EZ/990-N Required:  
Yes  
Effective Date of Exemption:  
May 2, 2019  
Contribution Deductibility:  
Yes  
Addendum Applies:  
No

Dear Applicant:

We're pleased to tell you we determined you're exempt from federal income tax under Internal Revenue Code (IRC) Section 501(c)(3). Donors can deduct contributions they make to you under IRC Section 170. You're also qualified to receive tax deductible bequests, devises, transfers or gifts under Section 2055, 2106, or 2522. This letter could help resolve questions on your exempt status. Please keep it for your records.

Organizations exempt under IRC Section 501(c)(3) are further classified as either public charities or private foundations. We determined you're a public charity under the IRC Section listed at the top of this letter.

If we indicated at the top of this letter that you're required to file Form 990/990-EZ/990-N, our records show you're required to file an annual information return (Form 990 or Form 990-EZ) or electronic notice (Form 990-N, the e-Postcard). If you don't file a required return or notice for three consecutive years, your exempt status will be automatically revoked.

If we indicated at the top of this letter that an addendum applies, the enclosed addendum is an integral part of this letter.

For important information about your responsibilities as a tax-exempt organization, go to [www.irs.gov/charities](http://www.irs.gov/charities). Enter "4221-PC" in the search bar to view Publication 4221-PC, Compliance Guide for 501(c)(3) Public Charities, which describes your recordkeeping, reporting, and disclosure requirements.

-2-

VALDEZ ADVENTURE ALLIANCE

Sincerely,

*Stephen A. Martin*

Director, Exempt Organizations  
Rulings and Agreements

Letter 947





# CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)  
08/21/2019

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

**IMPORTANT:** If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

<b>PRODUCER</b> Integrity Insurance Agency, LLC 1505 West 34th Ave  Anchorage AK 99503		<b>CONTACT NAME:</b> Vincent Cook <b>PHONE (A/C, No, Ext):</b> (907) 562-5522 <b>FAX (A/C, No):</b> (907) 562-5756 <b>E-MAIL ADDRESS:</b> vcook@integrity-ins.net	
<b>INSURED</b>  Valdez Adventure Alliance PO Box 33  Valdez AK 99686		<b>INSURER(S) AFFORDING COVERAGE</b> <b>INSURER A:</b> Northland Casualty <b>INSURER B:</b> Alaska National Insurance <b>INSURER C:</b> United States Liability Insurance Company <b>INSURER D:</b> <b>INSURER E:</b> <b>INSURER F:</b>	

## COVERAGES

**CERTIFICATE NUMBER:** CL1982107426

**REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> <b>COMMERCIAL GENERAL LIABILITY</b> <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR  GEN'L AGGREGATE LIMIT APPLIES PER: <input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PROJECT <input type="checkbox"/> LOC OTHER:	Y		WS365206	06/16/2019	06/16/2020	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 100,000 MED EXP (Any one person) \$ 50,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMP/OP AGG \$ 2,000,000 \$
	<b>AUTOMOBILE LIABILITY</b> <input type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> NON-OWNED AUTOS ONLY						COMBINED SINGLE LIMIT (Ea accident) \$ BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
	<b>UMBRELLA LIAB</b> <input type="checkbox"/> OCCUR <b>EXCESS LIAB</b> <input type="checkbox"/> CLAIMS-MADE DED <input type="checkbox"/> RETENTION \$						EACH OCCURRENCE \$ AGGREGATE \$ \$
	<b>WORKERS COMPENSATION AND EMPLOYERS' LIABILITY</b> ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N Y	N/A	19GWW74982	07/22/2019	07/22/2020	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER E.I. EACH ACCIDENT \$ 100,000 E.I. DISEASE - EA EMPLOYEE \$ 100,000 E.I. DISEASE - POLICY LIMIT \$ 500,000
C	Directors and Officers			NDO1576622A	05/18/2019	05/18/2020	Limits \$1M/\$1M

**DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)**

Certificate holder is automatically Additionally Insured in regards to the above mentioned General Liability policy.  
Any and all alteration(s) made to this document are considered fraudulent and is punishable by law.

## CERTIFICATE HOLDER

## CANCELLATION

City of Valdez PO Box 307 212 Chenega Ave Valdez AK 99686	<b>SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.</b>  <b>AUTHORIZED REPRESENTATIVE</b> 
--	---



## III

## GRANT FUNDING REQUEST FOR COMMUNITY SERVICE ORGANIZATIONS

## 2020 FUNDING REQUEST/CERTIFICATION FORM

ORGANIZATION NAME: Valdez Adventure Alliance

PHONE: 907-302-1726

ADDRESS: P.O. Box 33

ZIP: 99686

CONTACT PERSON: Brandon Reid

PHONE: 907-302-1726

CONTACT PERSON E-MAIL: info@valdezadventure.com

PROGRAM TITLE: Public Campgrounds, Parks, &amp; Trails

FUNDING REQUEST FOR 2020: \$96,516

1. Non-Profit Corporation? Yes   X   No       

Date of incorporation: May 2, 2019 Federal Tax ID #: 84-2445177

This is a new entity; independent of L49 and IMBA Levitation 49 EIN is 47-4244493

2. Organization's estimated TOTAL 2020 operating budget: \$234,978

Although this is a new entity, I have included the financial info for L49 throughout the app.

3. Historical Funding and Membership Information

	Total CSO Budget	City Funding	City % of Total	# of Members
2016	207,734	150,025	72%	N/A
2017	204,724	150,000	73%	N/A
2018	233,549	83,450	36%	N/A
2019	168,381	77,675	46%	N/A

4. What was previous grant funding used for? Be specific.

All 2019 funding was used for delivery of programs and services; specifically, a portion of the events coordinator/interim ED salary was paid with CSO funds, in order to continue full delivery of all events, programs and services when the former ED left in Dec 2018; storage; insurance; \$11,075 on Ice Fest (the DIFFERENCE between \$19,968 VAA spent INSIDE Valdez for IF and the \$9,000 event grant given for that use); plus outside Valdez costs of \$2,450 to bring in documentary films and music enjoyed by locals and \$2,000 for youth clinics (the difference not funded by local businesses); a portion of clearing & improvements Shoup Trail; bear proof trash cans, toilet paper holders, toilet pump-outs, toilet paper, cleaning supplies, cleaning, trash hauls, site host at Worthington Glacier; NOTE: The State of AK provides no assistance for expenses or work at Worthington and expenses have increased astronomically due to tour buses, associated with, and independent of, cruise ships (June-July, toilet paper alone \$300+/week). Bear proof trash cans, toilet paper holders, toilet pump-outs, toilet paper, cleaning supplies, cleaning, trash hauls, camp host at Blueberry Lake heavily used by Valdez residents, especially families, youth & community groups, and lower income (nominal fees do not cover expenses).

(Page 2 pt 1)

**Valdez Adventure Alliance**  
**Balance Sheet**  
As of December 31, 2018

	Jan - Dec 2016	Jan - Dec 2017	Jan - Dec 2018
<b>ASSETS</b>			
Current Assets			
Bank Accounts			
1000 BUSINESS CHECKING (XXXXXX 3077)	63,367.10	21,697.10	7,423.36
1001 PayPal Bank	0.00	0.00	0.00
1072 Bill.com Money Out Clearing		0.00	0.00
Total Bank Accounts	\$ 63,367.10	\$ 21,697.10	\$ 7,423.36
Accounts Receivable			
1003 Pledges/donations Receivable	0.00	0.00	0.00
Total Accounts Receivable	\$ 0.00	\$ 0.00	\$ 0.00
Other Current Assets			
1008 Undeposited Funds	0.00	0.00	0.00
Total Other Current Assets	\$ 0.00	\$ 0.00	\$ 0.00
Total Current Assets	\$ 63,367.10	\$ 21,697.10	\$ 7,423.36
<b>TOTAL ASSETS</b>	<b>\$ 63,367.10</b>	<b>\$ 21,697.10</b>	<b>\$ 7,423.36</b>
<b>LIABILITIES AND EQUITY</b>			
Liabilities			
Current Liabilities			
Accounts Payable			
2050 Accounts Payable (A/P)		0.00	2,000.00
Other Payable		0.00	0.00
Total Accounts Payable	\$ 0.00	\$ 0.00	\$ 2,000.00
Other Current Liabilities			
Direct Deposit Payable		0.00	0.00
Loan Payable		0.00	0.00
Payroll Liabilities		0.00	0.00
AK Unemployment Tax		0.00	186.55
Federal Taxes (941/944)		0.00	1,571.06
Total Payroll Liabilities	\$ 0.00	\$ 0.00	\$ 1,757.61
Total Other Current Liabilities	\$ 0.00	\$ 0.00	\$ 1,757.61
Total Current Liabilities	\$ 0.00	\$ 0.00	\$ 3,757.61
Total Liabilities	\$ 0.00	\$ 0.00	\$ 3,757.61
Equity			
3002 Retained Earnings		64,567.10	21,697.10
Net Income	63,367.10	-42,870.00	-18,031.35
Total Equity	\$ 63,367.10	\$ 21,697.10	\$ 3,665.75
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$ 63,367.10</b>	<b>\$ 21,697.10</b>	<b>\$ 7,423.36</b>

**Valdez Adventure Alliance**  
**Profit and Loss**  
January - December 2018

	<u>Total</u>
<b>Income</b>	
4001 Events Income	
4001-1 Event Registration	30,940.24
4001-2 Event Donations	6,965.00
Total 4001 Events Income	<b>\$ 37,905.24</b>
4002 Fundraising - Income	39.50
4004 In-Kind Donations	31,665.00
4005 Income	13,597.00
4009 Non Profit Income	
4009-1 Grants	166,256.08
Total 4009 Non Profit Income	<b>\$ 166,256.08</b>
4017 Sponsorship	3,191.00
4019 State Parks Camping Fees	
4019-1 Cabins	14,570.00
4019-2 Campground	10,510.00
Total 4019 State Parks Camping Fees	<b>\$ 25,080.00</b>
Square Income	1,086.00
Total Income	<b>\$ 278,819.82</b>
<b>Cost of Goods Sold</b>	
5000 Contract Services	
5000-1 Campground Management	525.00
5000-2 State Park Maintenance	9,767.50
5000-3 Administrative	0.00
Total 5000 Contract Services	<b>\$ 10,292.50</b>
5003 Event Services	
5003-1 Event Operations	5,941.93
5003-2 Event Rentals	9,808.53
5003-3 Event Staffing	5,420.38
Total 5003 Event Services	<b>\$ 21,170.84</b>
5004 State Park Staffing	2,825.00
Total Cost of Goods Sold	<b>\$ 34,288.34</b>
Gross Profit	<b>\$ 244,531.48</b>
<b>Expenses</b>	
6000 Advertising	20,406.22
6111 Creative Services	
6000-3 Video	48,085.07
6000-4 Photography	3,936.13
6000-5 Graphic Design	2,410.00
Total 6111 Creative Services	<b>\$ 54,431.20</b>
Total 6000 Advertising	<b>\$ 74,837.42</b>
6002 Bank Charges	897.54



VAA  
Profit & Loss  
Jan-Dec 2018

(Page 2 pt 2.2)

6003 Commissions & fees	25.00
6004 Continuing Education	50.00
6006 Dues & Subscriptions	1,314.40
6007 Event F&B	8,274.02
6008 Tools & Equipment	1,139.21
6011 Fundraising	199.00
6013 Insurance	1,132.00
6015 Insurance - Liability	4,151.00
6018 Legal & Professional Fees	11,359.95
6019 Meals and Entertainment	88.82
6020 Meetings & Trade Events	429.72
6021 Office Supplies and Expenses	1,373.73
6022 Permits	2,550.00
6023 Promotional Expense	3,353.25
6026 Repair & Maintenance	160.64
6027 Shipping and delivery expense	224.37
6028 Square Fees	19.02
6029 Stationery & Printing	485.60
6030 Supplies	8,535.44
6031 Taxes & Licenses	50.00
6033 Travel	13,686.72
6036 Uncategorized Expense	5,518.62
6038 VIP Hospitality	7,209.27
6039 Salaries and Wages	76,583.01
6040 Payroll Tax	7,250.08
6041 In Kind Donation Expense	31,665.00
Total Expenses	<hr/> \$ 262,562.83 <hr/>
Net Operating Income	<hr/> -\$ 18,031.35 <hr/>
Net Income	<hr/> -\$ 18,031.35 <hr/>

Wednesday, Jul 17, 2019 09:57:41 AM GMT-7 - Accrual Basis

**Valdez Adventure Alliance**  
**Balance Sheet**  
As of December 31, 2018

	Jan - Dec 2016	Jan - Dec 2017	Jan - Dec 2018
<b>ASSETS</b>			
Current Assets			
Bank Accounts			
1000 BUSINESS CHECKING (XXXXXX 3077)	63,367.10	21,697.10	7,423.36
1001 PayPal Bank	0.00	0.00	0.00
1072 Bill.com Money Out Clearing		0.00	0.00
Total Bank Accounts	\$ 63,367.10	\$ 21,697.10	\$ 7,423.36
Accounts Receivable			
1003 Pledges/donations Receivable	0.00	0.00	0.00
Total Accounts Receivable	\$ 0.00	\$ 0.00	\$ 0.00
Other Current Assets			
1008 Undeposited Funds	0.00	0.00	0.00
Total Other Current Assets	\$ 0.00	\$ 0.00	\$ 0.00
Total Current Assets	\$ 63,367.10	\$ 21,697.10	\$ 7,423.36
<b>TOTAL ASSETS</b>	<b>\$ 63,367.10</b>	<b>\$ 21,697.10</b>	<b>\$ 7,423.36</b>
<b>LIABILITIES AND EQUITY</b>			
Liabilities			
Current Liabilities			
Accounts Payable			
2050 Accounts Payable (A/P)		0.00	2,000.00
Other Payable		0.00	0.00
Total Accounts Payable	\$ 0.00	\$ 0.00	\$ 2,000.00
Other Current Liabilities			
Direct Deposit Payable		0.00	0.00
Loan Payable		0.00	0.00
Payroll Liabilities		0.00	0.00
AK Unemployment Tax		0.00	186.55
Federal Taxes (941/944)		0.00	1,571.06
Total Payroll Liabilities	\$ 0.00	\$ 0.00	\$ 1,757.61
Total Other Current Liabilities	\$ 0.00	\$ 0.00	\$ 1,757.61
Total Current Liabilities	\$ 0.00	\$ 0.00	\$ 3,757.61
Total Liabilities	\$ 0.00	\$ 0.00	\$ 3,757.61
Equity			
3002 Retained Earnings		64,567.10	21,697.10
Net Income	63,367.10	-42,870.00	-18,031.35
Total Equity	\$ 63,367.10	\$ 21,697.10	\$ 3,665.75
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$ 63,367.10</b>	<b>\$ 21,697.10</b>	<b>\$ 7,423.36</b>

# Valdez Adventure Alliance

## Current Operating Budget 2019

### Income

4001 Events Income	
4001-1 Event Registration	14,104.51
4001-2 Event Donations	2,822.86
Total 4001 Events Income	<b>16,927.37</b>
4002 Fundraising - Income	813.35
4008 Membership Due	25.00
4009 Non Profit Income	1,500.00
4009-1 Grants	113,491.00
4009-2 Contributions	8,100.40
Total 4009 Non Profit Income	<b>123,091.40</b>
4017 Sponsorship	450.00
4019 State Parks Camping Fees	
4019-1 Cabins	15,680.00
4019-2 Campground and worthington	10,961.00
Total 4019 State Parks Camping Fees	<b>26,641.00</b>
Square Income	433.84
Total Income	<b>168,381.96</b> \$168,381.96

### Cost of Goods Sold

5000 Contract Services	
5000-2 State Park Maintenance	1,175.97
5000-3 Administrative	3,300.00
5000-4 Contract Service - Misc	1,000.00
5000-5 Shoup Cabins Maintenance	428.26
5000-6 Worthington Maintenance	1,884.99
5000-7 Blueberry Maintenance	979.99
5000-8 Shoup Trail Maintenance	1,218.97
Total 5000 Contract Services	<b>9,988.18</b>
5003 Event Services	
5003-1 Event Operations	13,604.25
5003-2 Event Rentals	332.00
5003-3 Event Staffing	4,833.52
Total 5003 Event Services	<b>18,769.77</b>
Total Cost of Goods Sold	<b>28,757.95</b>

Gross Profit **139,624.01**

### Expenses

6000 Advertising	15,531.59
6000-1 Advertising - Website	43.65
6111 Creative Services	
6000-2 Media Services	0.00
6000-3 Video	500.00
6000-4 Photography	0.00



6000-5 Graphic Design	3,350.00
Total 6111 Creative Services	<b>3,850.00</b>
Total 6000 Advertising	<b>19,381.59</b>
6002 Bank Charges	520.72
6004 Continuing Education	265.00
6006 Dues & Subscriptions	1,217.40
6007 Event F&B	7,066.35
6009 Event Venues	600.00
6011 Fundraising	-25.00
6012 Grant Expense	0.00
6013 Insurance	208.00
6015 Insurance - Liability	3,489.00
6018 Legal & Professional Fees	9,221.34
6019 Meals and Entertainment	59.42
6021 Office Supplies and Expenses	2,941.18
6022 Permits	700.00
6023 Promotional Expense	0.00
6025 Rent or Lease	1,210.00
6027 Shipping and delivery expense	266.86
6028 Square Fees	14.19
6029 Stationery & Printing	890.29
6030 Supplies	4,173.60
6031 Taxes & Licenses	1,288.00
6032 Tools	166.64
6033 Travel	2,431.56
Lodging	1,782.42
Total 6033 Travel	<b>4,213.98</b>
6038 VIP Hospitality	0.00
6039 Salaries and Wages	68,807.50
6040 Payroll Tax	4,019.25
Reimbursements	1,262.38
Total Expenses	<b>131,957.69</b>
Net Operating Income	<b>7,666.32</b>
Other Expenses	
8000 Miscellaneous	237.65
Total Other Expenses	<b>237.65</b>
Net Other Income	<b>237.65</b>
Net Income	<b>7,903.97</b>

Pages pt1  
2020 Budget  
Sheet1

TOTAL

Revenue

At-door entrance fees	5,200.00
Donations/Auction Sales	5,200.00
Grant Income	.00
COV Event grant	32,330.00
CSO Grant	96,516.00
CVEACF	832.00
Eagles Grant	500.00
Grants – Other	50,000.00
TOTAL Grant Income	180,178.00
Registration	16,200.00
Parks/Trails Rentals	
Blueberry camp	10,000.00
Cabins	14,000.00
TOTAL Parks/Trails Rentals	24,000.00
Sponsorship (Alyeska)	1,200.00
Sponsorship (Fat Mermaid)	3,000.00
TOTAL Revenue	234,978.00

Expenses

Event Rentals	300.00
Event F&B	2,750.00
Equipment Rental	2,712.00
Advertising	11,420.00
Graphic Design	1,300.00
Photo/Video	1,000.00
Total Advertising	13,720.00
Lodging	4,380.00
Cleaning/maint Supplies	7,050.00
Fuel	500.00
Insurance	3,489.00
Building maintenance	1,000.00
Contract Services	
Accounting	9,200.00
Event Operations	11,010.00
Event Staffing	4,302.00
Pumping	8,100.00
Water taxi/trail clearing	19,200.00
TOTAL Contract Services	36,500.00
Permits	800.00
Rent (storage)	2,100.00
Printing/stationery	100.00
Salaries & Wages	125,850.00
Supplies	1,960.00
Tools and Equipment	1,350.00
Travel	13,944.00

TOTAL Expenses 233,817.00

Page 5 pt 2  
2020 Budget  
Sheet 1

Net Income

1,161.00



## PROGRAM INFORMATION

ORGANIZATION NAME: Valdez Adventure Alliance

Program Title: Public Campgrounds, Parks, & Trails

Complete section below. Limit comments to this page.

1. Summarize the program you are proposing. (You will provide the details in the scope of services form.)

This program will ensure continued public access and improved quality of services at Blueberry Lake Campground, Worthington Glacier site, Shoup Bay cabins and Shoup Bay Trail A. Provide for paid internship for-credit positions. Enable the organization to create and implement a comprehensive Program Management Plan aligned with Strategic Plan, including applying for/management of, similar rfps (such as possibly Allison Point and/or Valdez Glacier Campground). Complete Valdez Area Master Trails Plan and conduct a dialogue regarding the next stage. Temporarily provide for a grant writer/manager to make this a successful program and reduce future CSO asks.

2. Briefly, but specifically, describe why the program to be funded under this proposal is needed and how it will benefit the Valdez community. Is this a new or existing program? How have you determined the need for your program?

Blueberry Campground is important for youth groups, college classes, & families (especially low-income). It is not unusual for every campground in Valdez to be full, so it is important to keep it open to maintain/increase Valdez tourism. Worthington Glacier is important for safety/bathroom break between Glenn-Allen/Valdez; an excellent educational opportunity for local families in manageable time & cost; has a wheel-chair trail to the foot; is a major attraction for all tour buses, including from cruise ships; and its condition reflects on the reputation COV. Cabins provide total immersion in nature, excellent for artists and personal spiritual retreats, but with more safety and comfort, are favorites for locals and tourists. Shoup Bay Trail is a favorite of locals, is used by 4<sup>th</sup> grade for lessons, is expensive to maintain and has needed more attention for some time. Contract for these has existed, but until now, no comprehensive program management plan has been put in place. See Scope of Services.

3. Is this program year-round, seasonal, or a one-time event?  
Year round. See Scope of Services for explanation.

4. Estimated number of people to be served by this program? 213,975  
Provide formula for estimate:

Blueberry 2,275 by count. Worthington 209,000 Can run 2,100 ple/day Jun-Aug on-site counts (6 buses x 50 pple, + turn over 50 cars/hr x 9 hrs x 4 ple/car) x 92 days=193,200 Not every day reaches that but close, a conservative # 185,000 Jun-Aug (explains \$300+/wk tp) Fewer/day in 1/2 May, Sept, 1/2 Oct 400/dayx 60 days= 24,000 + the 185,000= 209,000 Prior State count walk inside only, w/fewer hrs/days, prior to ships & other new buses reported 100,000+. Cabins 1,200 by count. Trail 1,500 estimate

5. Target population served: (ie: youth, adult, Senior Citizens, disadvantaged, etc.)

All pops. Blueberry is used frequently by youth groups, college classes, and families that are lower-income. Worthington has a wheelchair trail all the way to the glacier. Shoup Bay Trail is used by 4<sup>th</sup> grade for science

6. Is membership in your organization required for participation: Yes \_\_\_\_\_ No X

7. Fee to participant: Member \$ \_\_\_\_\_ Non-Member \$ \_\_\_\_\_  
Free for trails and lots of activities, \$5 day use/\$25 overnight at campgrounds.

8. Number of paid program staff: part time 2, seasonal 4, See Scope of Services.

ORGANIZATION NAME: Valdez Adventure Alliance  
Program Information (continued)

9. Volunteer Services Information:

Number of volunteers:	Actual 2017	31
	Actual 2018	48
	Anticipated 2019	actual so far 51
	Estimated 2020	65

Source of volunteers (parents, members, professionals, others):

Community members, BOD members, Wells Fargo volunteer team, families, teachers, college students, trail users, friends,

Types of services provided by volunteers:

Build boxes/whatever is needed, disassemble/reassemble displays, clean, paint, cut and clear on trails and sites, receive/deliver supplies, haul trash,

10. Where will you operate this program? What facilities?

Blueberry Lake Campgrounds, Worthington Glacier site, Shoup Bay Cabins, Shoup Bay Trail A. Offices inside college and home office.

11. What is the specific impact on your program if City funding is available at the following percentages of your request?

75% is \$72,387 We would be able to maintain the program, but only at the level we did in 2019. We would not be able to create paid internships; nor improve the cleaning, stocking, and trash services at Worthington and Blueberry; nor improve the clearing and any other work on Shoup Bay Trail A.

50% is \$48,258 At that amount it is likely we would not be able to deliver the program at all in 2020. Additionally, as \$2,000/mo of the ED salary (as the Project Manager, as this program takes 2/3 of his time) and \$2,000/mo (2/3) of the Grants Writer/Events Coordinator (partially supplementing this position for 1 year will let her get us to a position where we greatly reduce any asks for assistance from COV by 2021 and in the future) funding at 50% will not only prevent delivery of the program in 2020, it will likely end VAA unless someone writes grants for free.

Though it is not this particular program, we wish to point out that no other CSO has anything like Ice Fest as far as bringing so much outside spending in to Valdez businesses during their slow season. Due to its heavy requirements and expenses for permits, insurance, pros, etc. it is not likely that any other CSO would take this up, so loss of VAA would impact many things past the loss of this one particular program.

25% See above. No program, no VAA.

0% See above, No program, no VAA.

12. The City is prohibited from contracting with businesses or persons that violate the Americans with Disabilities Act (ADA). What methods does your organization employ to comply with the requirements of ADA?

ADA and EOE statements and contacts information are on job descriptions, applications, posted in the office and on the website.





ORGANIZATION NAME: Valdez Adventure Alliance  
Program Information (continued)

13. Any other comments you would like to make about your program?

VAA would like to acknowledge up front that the Levitation 49 Executive Director was not strong in the chief financial officer aspects, resulting in an \$18,000 deficit in 2018 and (as they were on cash instead of accrual through 2018) an additional almost \$18,000 in unrecorded (thus unpaid) invoices and commitment from 2018 that had to be paid in 2019. To keep this from happening again, the Board of Directors instituted a paragraph in the bylaws and in the Executive Director contract that prohibits the ED from spending, or entering in to agreements to spend, more than \$5,000 on any expenditure that has already been approved through budget and no more than \$2,000 on any expenditure that has not been approved through budget, without going through an additional board review and approval process. The Interim Executive Director, Lanette Oliver, hired a different accountant who specializes in non-profits, and worked diligently with him and in close communication with the board to clean up financial issues, including this one and moving to accrual method of accounting. Another financial problem in 2018 was that many different accounting systems were in place, each dealing with only one aspect of the accounting (completely separate systems for billing, accounts payable, payroll, sales, reservations payments, credit card processing, banking, general accounting) and none of them "talking" to each other. That has been reduced to only QBO with Square and banking automatically feeding in to it. The Resnexus company is working on software to auto-update to QBO and as soon as possible that will be used. This has helped significantly in preventing anything from failing to be recorded, being recorded incorrectly, or "falling through the cracks".

Events and the state contract for the parks/trail were in place but no overall strategic plan had been developed.

The current VAA BOD and ED are committed to developing a written strategic plan with milestones and timelines for a four-prong revenue stream: 1) Sponsors – cash and in-kind. The Levitation 49 ED did recruit and build numerous and strong industry contacts and sponsors, and the new VAA ED has already begun expanding that. 2) Grants – the current Events Coordinator has landed and managed more than 3.5 million in grants. 3) Fundraising/Membership 4) Earned income garnered through delivery of services.

Financial reserves for unanticipated fiscal impacts: We had to wait on the new 501c3 approval of Valdez Adventure Alliance as its own entity, but we will now open the checking account as Valdez Adventure Alliance, and add a savings account. Discussions regarding "rainy day fund", bonds, etc. have already started and a plan for this will be in the Strategic Plan.



ORGANIZATION NAME: Valdez Adventure Alliance

## OPERATING EXPENSES OF PROPOSED PROGRAM

(Budget Form #1)

<u>Program Expenses:</u>	<u>Budget</u>	<u>Breakdown</u>
<b>PERSONAL SERVICES:</b>	<b>\$80,000</b>	
Salaries/wages		
Program Coordinator (2/3 of ED) \$2,000/mo x12mo		\$24,000
Grant Writer/Manager (2/3 of 1 employee) \$2,000/mo x 12 mo		\$24,000
2 Summer Employees \$2,000/mo x 4 mo x 2 employ		\$16,000
2 Summer Interns \$2,000/m x 4 mo x 2 interns		\$16,000
Employee benefits		\$ _____
Other: _____		\$ _____
<b>CONTRACTUAL SERVICES:</b>	<b>\$30,012</b>	
Reproduction/copying		\$ _____
Equipment rental (mini excavator \$339/day x 8 days )		\$ 2,712
Data processing		\$ _____
Dues/subscriptions		\$ _____
Contractual services		
Pumping toilets 6 toilets X \$450/toilet x 3 times/yr		\$ 8,100
Water taxi, Clearing trails, etc \$1,200/wk x 16 wks		\$19,200
Professional fees & services		\$ _____
Other: _____		\$ _____
<b>OTHER SERVICES:</b>	<b>\$13,044</b>	
Volunteer services		\$ _____
Communications/postage		\$ _____
Printing		\$ _____
Advertising/promotion		\$ _____
Electricity		\$ _____
Heating		\$ _____
Travel/transportation		
56 mile/day x 2 staff/day x 7 days/wk x 16 wk		\$ 12,544
Other: permitting/contract fee		\$ 500
<b>COMMODITIES:</b>	<b>\$9,260</b>	
Clothing (uniforms are required by state)		
\$35/shirt x 4 shirts each x 4 employees		\$ 560
Office supplies (for required reports, etc.)		\$ 300
Building maintenance (2 ramps, 1 door, painting, cabins)		\$1,000
Operating supplies		
(toilet paper, cleaning supplies, \$400/wk x 16 wks)		\$6,400
Parts & supplies – equipment (line, buckets, lids, etc)		\$ 500
Generator fuel and fuel for power tools, etc		\$ 500
<b>OTHER CHARGES/EXPENSES:</b>	<b>\$4,700</b>	

ORGANIZATION NAME: Valdez Adventure Alliance

**OPERATING EXPENSES OF PROPOSED PROGRAM**

Insurance	\$ 1,500
Contingencies	\$ _____
Training	\$ _____
Rent (storage for equipment and supplies)	\$1,800
Capital equipment (weed whackers, shields)	\$ 500
Office equipment	\$ _____
Other expenses: signage	\$ 900

**TOTAL \$137,016**

ORGANIZATION NAME: Valdez Adventure Alliance

**FUNDING SOURCES FOR PROPOSED PROGRAM**

(Budget Form #2)

This program budget covers the period of Jan 1, 2020 to Dec 31, 2020

<u>SOURCES OF PROGRAM FUNDING</u>	<u>GOAL AMOUNT</u>	<u>%</u>	<u>COMMITTED (Y/N)</u>
Parent Organization	\$ _____	_____	_____
Gifts and Contributions	\$ 300	0.3	anticipated
Membership Dues	\$ _____	_____	_____
Fees & charges to participants	\$ _____	_____	_____
Cabins	\$14,000	10.2	anticipated revenue
Blueberry Lake Campgrounds	\$10,000	7.5	anticipated revenue
Worthington Day Fee	\$ 3,200	2.5	anticipated revenue
Private sector grants (specify source and date of award)			
unknown	\$ 13,000	9.5	no
We intended to apply for Recreation Trails Program grant (and ask 42,000). But it is tied to the State budget, so it has been removed from application until further notice. Probably not at all for 2020. That is why we are asking for the CSO for this program this year. But we do think we can find \$13,000 of grants we can get toward this program in 2020.			
Fundraisers (specify major fundraising events/programs)	\$ _____	_____	_____
<b>Subtotal of Financial Support for this program:</b>	<b>\$ 40,500</b>	<b>30%</b>	
<b>Supplemental Funding Requested from City of Valdez:</b>	<b>\$96,516</b>	<b>70%</b>	
<b><u>TOTAL FUNDING FOR OPERATION OF THIS PROGRAM:</u></b>	<b>\$137,016</b>	<b>100%</b>	

NOTE: Projected program financial support should meet or exceed projected program expenditures. If not, you must provide an explanation. If the financial support is projected to exceed the expenditures by a substantial amount, please provide an explanation as to why grant funds are being requested for this program.

ORGANIZATION NAME: Valdez Adventure Alliance

## SCOPE OF SERVICES

Timeline      OUTCOMES for 2020 (What do you plan to accomplish in 2020 - be specific)

---

The last day of December, 2018, the Levitation 49 d.b.a. Valdez Adventure Alliance Executive Director, Lee Hart, resigned to move to Anchorage to pursue work there. Since then, the Interim Executive Director (Lanette Oliver), Board of Directors, and then new Executive Director (Brandon Reid), have worked to establish Valdez Adventure Alliance as an independent 501c3. We have created new Mission and action statements to communicate this different focus and to more fully relate the scope of the work we do.

**Mission:**

The Valdez Adventure Alliance is a non-profit organization that seeks to improve the quality of life for residents and visitors of all ages through organized outdoor events, opportunities, education and access.

**We:**

Provide outdoor events, programs, activities and opportunities that improve physical and mental health for individuals; promote family-building; and strengthen the community.

Create opportunities for education about and participation in, outdoor access, activities, and safety; environmental conservation; athletic skills building; and artistic expression.

Facilitate cooperation among agencies, land managers, local businesses, and citizens for the development of outdoor recreation infrastructure.

Advocate for: environmental protection and education; outdoor recreation access, education and industry; and increased participation in outdoor recreation by underrepresented populations including girls and women, minorities, and lower economic levels.

Produce and promote events and athletic competitions for mountain sports athletes and spectators that benefit the economy and citizens of Valdez.

Are committed to responsible stewardship of the natural resources that define Valdez.

**Continued on attachment.**

---

Attach additional pages if necessary

*Definition: Outcome - End product or result accomplished.*



## Program Staffing

Though the majority of the physical work for the Public Campgrounds, Parks, & Trails is done during the summer, the program must be managed year-round. There is much “invisible” work in the program.

For the Program Manager (2/3<sup>rd</sup> of the Executive Director) creating the Comprehensive Program Management Plan and aligning it to Strategic Plan and work on the Valdez Master Trails Plan is ongoing. Jan-Feb renew contracts, finalize internships; Mar-Apr post and hire summer staff and interns; May-Sept sites management; Oct-Nov post-season work- remove hand rails, pump-outs, meetings with state. So, the ED is a full-time, year-round employee of VAA, but part-time (2/3 allocated), year-round on this particular program as 1/3 of the ED work is allocated to other administration, etc.

The Grants Writer & Manager must work year-round, as that is the nature of grant work. Partially supplementing this position for 1 year will let her get VAA to a position where we greatly reduce any asks for assistance from COV by 2021 and in the future. Because she is also the Events Coordinator, she is a full-time year-round employee of VAA, but part-time (2/3 allocated), year-round on this particular program.

So, though VAA employs 2 full-time staff, each of these are allocated only part-time to the Public Campgrounds, Parks, & Trails Program.

**Summer staffing:** 2019 we employed a camp host part-time to cover both Blueberry and Worthington. Heavy traffic at both locations shows we need much more staff. Since there is no water, electricity, phones, etc at the sites, a commute, and low pay, staffing has always been a problem. We have been working with PWSC Outdoor Leadership Program and Internships Program and intend to offer 2 paid, for-credit, internship positions, as well as 2 paid staff positions. We need temporary financial assistance for that. We believe if we can increase on-site staff at Worthington to enforce day-use fees and sell some items in 2020, that it will return enough to reduce need for COV assistance there in 2021. And, as you can see, financial support to VAA for the 2 paid internship and 2 paid summer staff positions also serves as a direct feed of support to the Outdoor Leadership Program and 4 Valdez citizens.

## Program Services

We did have to focus on delivering events, cleaning up financials, and searching for an executive director during January through mid-April of 2019. As soon as the new Executive Director, Brandon Reid, was hired he went to work to hammer out mission and action statements and focus on the Public Campgrounds, Parks, & Trails Program.

**Worthington Glacier site:** In 2019, the lower bathroom and information kiosk area was opened, assessed, cleaned and stocked prior to Holland bus tour on May 13. The rest of Worthington followed as the snow melted. We put up some new signage, 3 large bear-proof trash cans, and 2 additional toilet paper holders in each of the 4 stalls. This year brought more buses from the cruise ships and new land-based tour companies than ever before. Early in the season we recognized that the massive numbers of visitors to this site used more than \$300 per week in toilet paper and required extra pump-outs of the toilets. Staff visits in a range of days and times were used to count buses, people, and car turn-over at Worthington. It can run 2,100 people/day, (which would explain the \$300/week toilet paper) during June-August. For the reported numbers, we calculated the 9 hrs as 9am-6pm, as data graphs from last year provided by Zach Sheldon showed those as peak time (and experience this year proved that out), but I have been on-site at 8:10 am and 7:30 pm several times and there were always 15-30 cars. Calculations are in #4 on the application. **Goals for next year include:** replacing laminated signs with metal ones; replacing the two wheelchair ramps at the shop; painting all doors; painting in the parking lot; opening up the shop to promote Valdez events and businesses and provide informational brochures as well as



selling items such as water; hiring 1 staff and 1 intern as hosts to clean, maintain, haul trash, provide customer service and educational information, and be on-site for additional security, safety, first-aid and emergencies will greatly improve the quality of services there. Staffing has proved to be a problem due to distance, no water, no electricity, no phone reception. It is important to be able to pay enough to hire good interns and staff. We need temporary financial assistance for that. We believe if we can increase on-site staff at Worthington to enforce day-use fees and sell some items in 2020, that it will return enough to reduce need for COV assistance there in 2021. And, as you can see, financial support to VAA for the paid internship and paid summer staff positions at Worthington also serves as a direct feed of support to the Outdoor Leadership Program and 2 Valdez citizens. Even more extra pump outs will be needed, as Holland had 3 ships this year, it has 10 scheduled for next year.

**Blueberry Lake Campground** Here again, in 2019 we put up some new signage, 3 large bear-proof trash cans, and 2 additional toilet paper holders in each of the 2 stalls. We also opened up a reservation system, updated photos and descriptions on the website, created a high-quality aerial map. The campground is almost always at nightly capacity of 15 sites with lots of additional day use. Expense has prevented us from being able to properly cut back the access road, all the sites, and the trail. This year we added sites 16-20. **Goals for next year include:** replacing the large signage; properly cut back the access road, all the sites, and the trail; cutting and maintaining access to 9 more sites. Here again, staffing has proved to be a problem due to distance, no water, no electricity, no phone reception. It is important to be able to pay enough to hire a good intern and staff. Hiring 1 staff and 1 intern as hosts to manage reservations, clean, maintain, haul trash, provide customer service and educational information, and be on-site for additional security, safety, first-aid and emergencies will greatly improve the quality of services there, especially if we manage to open up the 9 other sites. But again, we need temporary financial assistance for that. And, as you can see, financial support to VAA for the paid internship and paid summer staff positions at Blueberry also serves as a direct feed of support to the Outdoor Leadership Program and 2 Valdez citizens.

**Shoup Bay Trail** 2019 upgrades at Shoup Bay Trail included new paint, new signage, addition of dog waste bag box with bags and donation box. An all-day volunteer day on June 1 made progress in leveling and clearing. A 3-person crew paid crew followed that with 3 days more work. Clearing has continued as possible throughout the summer and another big push will be done in Sept. Expense prohibits keeping it cleared as much as we would like and from doing more major work on leveling and widening and drainage that is badly needed. **Goals for next year:** Address leveling, widening, and drainage issues. This is going to require major work and expense. Contract for clearing on a constant basis to keep it usable by the public. As Parks & Rec Dept knows, this is necessary and expensive. Work to facilitate renewal of agreement regarding easement at trailhead between COV and State of AK. Work to classify for use of motorized vehicles (especially during winter months) so the trail (and possibly cabins) could be used by snow-machines. Replace metal signage inside the kiosk. Replace metal sign on the street at the Mineral Creek bridge.

**Shoup Bay Cabins** The cabins always require pre-opening and closing maintenance inside and outside, including clearing, as well as clearing throughout the season. 2019 required major focus on Blueberry, Worthington, and Shoup Bay Trail, but if we can implement the additional help at Blueberry, Worthington, and Shoup Bay Trail in 2020 we will be able to direct some focus to the cabins. **Goals for the cabins for 2020:** full assessment/inventory of needed repairs/upgrades with associated costs for each cabin in order to develop more detailed goals for the cabins within the Program Management Plan aligned with the Strategic Plan, seek grants for such repairs/upgrades, analysis of “rentability” of each cabin based on 2019 rental records (they vary due to accessibility), development of plan to increase “rentability” of each cabin, explore possibility of making them available later and earlier for each season by allowing access by motorized vehicles (snow machines).



**Valdez Area Master Trails Plan** We are working on a Valdez Area Master Trails Plan. At this stage we are adding maps to it. **Goals for 2020:** We plan to take the Valdez Area Master Trails Plan to a finished product, post online, share with all interested parties, and facilitate dialogues to determine next steps of possible improvements to existing trails and new trails development.

**Development of a Comprehensive Program Management Plan** Lack of a Strategic Plan for the organization as a whole is a glaring problem to be addressed starting October, 2019. Additionally, a Comprehensive Program Management Plan for Public Campgrounds, Parks, & Trails needs to be created and implemented with the goals to reduce any future ask of CSO and eventually transfer day-to-day management of that program to a Program Manager that is not the ED, freeing up the ED to focus attention on the next needed issue. This management plan would include brief history and original of the rfps and contracts; current contracts and contacts; all internship, jobs, hiring, and work information; management details (and reasoning) for each site; SMART goals for each site; break down the program budget by site; plans to improve delivery of services and increase revenues at each site; 3-year grants plan for dovetailed, stacked, and sequential grants; plan to maximize the currently existing infrastructure of the reservation system (and by then the Comprehensive Program Management Plan) by applying for/management of, similar rfps, such as possibly Allison Point and/or Valdez Glacier Campground, thus increasing revenue with little increase in expenses. Financial assistance for summer staffing and partial ED support for 2020 will make it possible to create this program management plan that will have positive long-term impact moving the program to self-sustaining.

**Grants:** Temporarily provides \$2,000/month for 2020 for a Grant Writer/Manager to work to make this a successful program and reduce or eliminate any future ask for CSO for this program. This person has more than 3.5 million dollars in successful grant awards and implementation. She has created the framework for the grant program and begun the searching, and tracking process and has submitted a few other small grant applications. As you know, this Valdez Adventure Alliance is a brand-new entity that just obtained its 501c3 official approval, and as you know, grant processes are long. It will take several months to see returns, and almost a year to fully self-support this position. Not that she can't get more than \$24,000 within a year, but almost 100% of awards is applied to specifics in the related program services, not grant writer/manager pay, so she has to get far more than the \$24,000, plus all the other target amounts (\$13,000 for this program, plus target amounts in other programs) in order to fund the position. She believes she can get \$13,000 of grant funding for this program in 2020, plus other grants for other programs, and position VAA to have enough outside grants to greatly reduce any future asks of COV.

**Valdez Adventure Alliance**  
**Balance Sheet**  
As of June 30, 2019

	<u>Total</u>
<b>ASSETS</b>	
Current Assets	
Bank Accounts	
1000 BUSINESS CHECKING (XXXXXX 3077)	22,551.41
1001 PayPal Bank	0.00
1072 Bill.com Money Out Clearing	0.00
Total Bank Accounts	\$ 22,551.41
Accounts Receivable	
1003 Pledges/donations Receivable	0.00
Total Accounts Receivable	\$ 0.00
Other Current Assets	
1006 Prepaid Expenses	180.12
1007 Uncategorized Asset	85.17
1008 Undeposited Funds	0.00
Total Other Current Assets	\$ 265.29
Total Current Assets	\$ 22,816.70
Fixed Assets	
1010 Fixed Assets	
1011 Office Equipment	3,634.24
Total 1010 Fixed Assets	\$ 3,634.24
Total Fixed Assets	\$ 3,634.24
<b>TOTAL ASSETS</b>	<b>\$ 26,450.94</b>
<b>LIABILITIES AND EQUITY</b>	
Liabilities	
Current Liabilities	
Accounts Payable	
2050 Accounts Payable (A/P)	1,203.25
Other Payable	0.00
Total Accounts Payable	\$ 1,203.25
Other Current Liabilities	
Direct Deposit Payable	1,649.91
Loan Payable	0.00
Payroll Liabilities	
AK Unemployment Tax	64.96
Federal Taxes (941/944)	1,861.69
Total Payroll Liabilities	\$ 1,926.65
Total Other Current Liabilities	\$ 3,576.56
Total Current Liabilities	\$ 4,779.81
Total Liabilities	\$ 4,779.81
Equity	
3002 Retained Earnings	3,665.75



VAA  
Balance Sheet  
As of June, 30 2019 pg 2

Net Income		18,005.38
Total Equity	\$	21,671.13
TOTAL LIABILITIES AND EQUITY	\$	26,450.94

Wednesday, Jul 17, 2019 09:35:52 AM GMT-7 - Accrual Basis

**Valdez Adventure Alliance**  
**Profit and Loss**  
January - June, 2019

	<u>Total</u>
<b>Income</b>	
4001 Events Income	
4001-1 Event Registration	14,104.51
4001-2 Event Donations	2,822.86
Total 4001 Events Income	<b>\$ 16,927.37</b>
4002 Fundraising - Income	313.35
4008 Membership Due	25.00
4009 Non Profit Income	1,500.00
4009-1 Grants	95,816.00
4009-2 Contributions	304.76
Total 4009 Non Profit Income	<b>\$ 97,620.76</b>
4017 Sponsorship	450.00
4019 State Parks Camping Fees	
4019-1 Cabins	9,775.00
4019-2 Campground	2,550.00
Total 4019 State Parks Camping Fees	<b>\$ 12,325.00</b>
Square Income	433.84
Total Income	<b>\$ 128,095.32</b>
<b>Cost of Goods Sold</b>	
5000 Contract Services	
5000-2 State Park Maintenance	175.97
5000-3 Administrative	3,300.00
5000-4 Contract Service - Misc	1,600.00
5000-5 Shoup Cabins Maintenance	228.26
5000-6 Worthington Maintenance	1,434.99
5000-7 Blueberry Maintenance	529.99
5000-8 Shoup Trail Maintenance	18.97
Total 5000 Contract Services	<b>\$ 7,288.18</b>
5003 Event Services	
5003-1 Event Operations	13,604.25
5003-2 Event Rentals	332.00
5003-3 Event Staffing	4,833.52
Total 5003 Event Services	<b>\$ 18,769.77</b>
Total Cost of Goods Sold	<b>\$ 26,057.95</b>
Gross Profit	<b>\$ 102,037.37</b>
<b>Expenses</b>	
6000 Advertising	14,431.59
6000-1 Advertising - Website	43.65
6111 Creative Services	
6000-5 Graphic Design	2,825.00
Total 6111 Creative Services	<b>\$ 2,825.00</b>

Pd L 2019 (p. 2)  
continued

Total 6000 Advertising	\$	17,300.24
6002 Bank Charges		385.90
6006 Dues & Subscriptions		894.41
6007 Event F&B		7,066.35
6011 Fundraising		-25.00
6013 Insurance		208.00
6015 Insurance - Liability		3,489.00
6018 Legal & Professional Fees		5,463.78
6019 Meals and Entertainment		59.42
6021 Office Supplies and Expenses		2,548.25
6022 Permits		350.00
6025 Rent or Lease		460.00
6027 Shipping and delivery expense		241.36
6028 Square Fees		14.19
6029 Stationery & Printing		690.29
6030 Supplies		3,437.71
6031 Taxes & Licenses		313.00
6033 Travel		1,318.76
Lodging		1,382.42
Total 6033 Travel	\$	2,701.18
6039 Salaries and Wages		36,610.00
6040 Payroll Tax		3,283.93
Reimbursements		689.98
Total Expenses	\$	86,181.99
Net Operating Income	\$	15,855.38
Other Expenses		
8000 Miscellaneous		50.00
9000 (Gain)/Loss on Disposal		-2,200.00
Total Other Expenses	-\$	2,150.00
Net Other Income	\$	2,150.00
Net Income	\$	18,005.38

Friday, Aug 16, 2019 05:04:46 AM GMT-7 - Accrual Basis