

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. 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.

Letter 947

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VALDEZ ADVENTURE ALLIANCE

Sincerely,

Stephen A. Martin

Director, Exempt Organizations
Rulings and Agreements

Letter 947



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)
08/03/2020

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).

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

COVERAGES **CERTIFICATE NUMBER:** CL1911707662 **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"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:	Y	Y	WS365206	06/16/2020	06/16/2021	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
	AUTOMOBILE LIABILITY <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) \$
	UMBRELLA LIAB <input type="checkbox"/> OCCUR EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED <input type="checkbox"/> RETENTION \$						EACH OCCURRENCE \$ AGGREGATE \$
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below Y/N <input checked="" type="checkbox"/> Y <input type="checkbox"/> N	N/A		20GWW74982	07/22/2020	07/22/2021	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER E.L. EACH ACCIDENT \$ 100,000 E.L. DISEASE - EA EMPLOYEE \$ 100,000 E.L. DISEASE - POLICY LIMIT \$ 500,000
C	Directors & Officers			NDO1576622B	05/18/2020	05/18/2021	Aggregate \$1,000,000 Each Claim \$1,000,000

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

Certificate holder is automatically Additionally Insured with waiver of subrogation in regards to the above mentioned General Liability policy when required in written contract or agreement between the insured and the certificate holder.
Any and all alteration(s) made to this document are considered fraudulent and is punishable by law.

CERTIFICATE HOLDER

City of Valdez 212 Chenega Ave Valdez AK 99686	CANCELLATION SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. AUTHORIZED REPRESENTATIVE
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Regarding comprehensive auto liability insurance - \$500,000 per accident

Valdez Adventure Alliance will be happy to provide a certificate of insurance naming the City as additional insured on a comprehensive auto liability policy with \$500,000 per accident.

Valdez Adventure Alliance does not own, nor directly hire vehicles.

However, each year, when we hire a summer employee(s), as per our contract with the State of AK, if he/she is going to be using his/her vehicle for the performance of services that are under the state permit, Valdez Adventure Alliance pays to increase the coverage to \$300,000 and lists the State of Alaska as additional insured and provides a copy of that to the State.

We can simply make the increase to \$500,000 and list the COV in addition to the State, but obviously, we can't do that until we hire the summer employee(s).

Alternatively, if COV wants something that is immediate and/or year round, I am happy to increase my policy on my Ford and list COV as additionally insured and provide a copy of that certificate. If this is the case, please let me know.

III

GRANT FUNDING REQUEST FOR COMMUNITY SERVICE ORGANIZATIONS

2021 FUNDING REQUEST/CERTIFICATION FORM

ORGANIZATION NAME: Valdez Adventure Alliance PHONE: 972-835-6039

ADDRESS: P.O. Box 33, Valdez, AK 99686 ZIP: 99686

CONTACT PERSON: Lanette Oliver PHONE: 972-835-6039

CONTACT PERSON E-MAIL: events@valdezadventure.com

PROGRAM TITLE: Public Campgrounds, Parks, and Trails

FUNDING REQUEST FOR 2021: \$80,000

1. Non-Profit Corporation? Yes X No
Date of incorporation: May 2, 2019 Federal Tax ID #: 84-2445177
2. Organization's estimated TOTAL 2021 operating budget: \$250,180
3. Historical Funding and Membership Information

	Total CSO Budget	City Funding	City % of Total	# of Members
2017	NA			
2018	NA			
2019	NA			
2020	201,662	80,000	40%	

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

Helped pay 2 college internships (all of spring then they had to leave b/c COVID). Provide jobs to Valdez locals during COVID shutdown, specifically: kept Events Coor. working from home until her reg summer job opened; hired local who lost Denali job as temp work from home during 2 wks isolation until she got reg job; hired 2 others who lost their summer jobs as ft for ops at Worthington/Blueberry; hired a pt, work from home, who was furloughed by college. Hired Program Manager who created a Comprehensive Program Management Plan Binder and efile, making future management easier and less time consuming, thus saving costs. Partially supported ED/grant writer/manager allowing her to invest time/energy to submit/manage grants for the program. Was awarded and implemented \$48K grant on Shoup Bay Trail (awaiting reimbursement), \$2K grant at Blueberry (beginning major labor this week), as well as other grants. Supported management of events, and work on pushing organization toward appropriate business environment of planning, management, continuity, records keeping, financials, etc. Improvements at locations within this program as detailed in Other Comments section.

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 2021 budget, including revenues and expenditures. (label page 5)
- Copy of your organization's balance sheet and profit and loss as of 6/30/2020

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.

Lanette Oliver
EXECUTIVE DIRECTOR (or equivalent)

8-12-2020
DATE

[Signature]
PRESIDENT, BOARD OF DIRECTORS (or equivalent)

8-12-20
DATE

Valdez Adventure Alliance	
Income Statement	
August - December, 2019	
	TOTAL
Revenue	
4000 Sales of 'Product' Revenue	0.00
4003 Park Trail Rentals - Blueberry	300.00
4005 Park Trails Rentals - Cabins	329.80
Total 4000 Sales of 'Product' Revenue	\$ 629.80
4040 Grants	32,500.00
Total Revenue	\$ 33,129.80
Gross Profit	\$ 33,129.80
Expenditures	
6007 Contractor Services - Event Staffing	25.75
6011 Taxes & Licenses	541.31
6013 Office Supplies & Software	409.21
6015 Shipping	194.93
6016 Other Business Expenses	24.99
6017 Advertising & Marketing	280.99
6025 Travel (Other, Includes fuel)	350.00
6040 Event Operations	25.00
6041 Event Office Supply Expenditures	100.00
Total 6040 Event Operations	\$ 125.00
6046 Rent / Lease (Storage)	150.00
6050 Job Supplies	242.03
6070 Bank Charges & Fees	-0.24
Total Expenditures	\$ 2,343.97
Net Operating Revenue	\$ 30,785.83
Net Revenue	\$ 30,785.83

Valdez Adventure Alliance	
Balance Sheet	
As of December 31, 2019	
	Total
ASSETS	
Current Assets	
Bank Accounts	18,160.61
Other Current Assets	2,625.22
Total Current Assets	\$ 20,785.83
Fixed Assets	10,000.00
TOTAL ASSETS	\$ 30,785.83
LIABILITIES AND EQUITY	
Liabilities	
Total Liabilities	
Equity	30,785.83
TOTAL LIABILITIES AND EQUITY	\$ 30,785.83

Page 4 pt 1

2020 Current Operating Budget

Sheet1

	TOTAL			
Revenue				
Grant Income				
COV Event grant	\$ 32,330			
CSO Grant	\$ 80,000			
CVEACF	\$ 832			
RTP grant	\$ 48,000			
Access grant	\$ 2,000			
TOTAL Grant Income		\$ 163,162		
Parks/Trails Rentals				
Blueberry & Worthington	\$ 9,500			
Cabins	\$ 12,000			
TOTAL Parks/Trails Rentals		\$ 21,500		
Sponsorships				
Sponsorship (Alyeska)	\$ 2,000			
Sponsorship (Mermaid) could not do b/c covid				
TOTAL Sponsorships		\$ 2,000		
Fees, Registration & Donations/ Auction Sales				
At-door entrance fees	\$ 500			
Donations/Auction Sales	\$ 3,500			
Registration	\$ 11,000			
TOTAL Fees, Registration & Donations/ Auction Sales		\$ 15,000		
TOTAL Revenue			\$ 201,662	
Expenses				
Advertising	\$ 10,000			
Photo/Video	\$ 2,500			
Total Advertising		\$ 12,500		
Contract Services				
Accounting	\$ 36,000			
Event Operations	\$ 3,000			
Event Staffing	\$ 12,000			
Pumping	\$ 3,150			
Water taxi & RTP contractor work	\$ 42,500			
TOTAL Contract Services		\$ 96,650		
Other Operating Expenses				
Permits	\$ 5,000			
Rent (storage)	\$ 1,800			
Printing/stationery	\$ 200			
Salaries & Wages	\$ 58,000			
Supplies (office/software)	\$ 3,000			
Travel & mileage	\$ 8,000			
Lodging	\$ 500			
Cleaning/maint Supplies	\$ 6,000			
Insurance	\$ 6,000			
Event F&B	\$ 3,500			

Sheet1

TOTAL Other Operating Expenses		\$ 92,000		
TOTAL Expenses			\$ 201,150	
Net Income				\$ 512

Proposed 2021 Budget Page 5 pt 1

Sheet1

	TOTAL			
Revenue				
Grant Income				
COV Event grants	\$ 33,130			
CSO Grant	\$ 80,000			
CVEACF	\$ 950			
RTP grant	\$ 52,000			
Other grants	\$ 37,000			
TOTAL Grant Income		\$ 203,080		
Parks/Trails Rentals				
Worthington day fee/shop	\$ 4,200			
Blueberry Campgrounds	\$ 10,000			
Cabins	\$ 14,000			
TOTAL Parks/Trails Rentals		\$ 28,200		
Sponsorships				
Sponsorship (Alyeska)	\$ 2,200			
TOTAL Sponsorships		\$ 2,200		
Fees, Registration & Donations/ Auction Sales				
At-door entrance fees	\$ 200			
Donations/Auction Sales	\$ 3,500			
Registration	\$ 13,000			
TOTAL Fees, Registration & Donations/ Auction Sales		\$ 16,700		
TOTAL Revenue			\$ 250,180	
Expenses				
Advertising	\$ 5,000			
Photo/Video	\$ 1,000			
Total Advertising		\$ 6,000		
Contract Services				
Accounting	\$ 40,000			
Event Operations	\$ 3,000			
Event Staffing	\$ 10,000			
Pumping	\$ 3,150			
Water taxi & RTP contractor work	\$ 48,500			
TOTAL Contract Services		\$ 104,650		
Other Operating Expenses				
Permits	\$ 5,000			
Rent (storage)	\$ 1,800			
Printing/stationery	\$ 200			
Salaries & Wages	\$ 104,000			
Supplies (office/software)	\$ 2,000			
Travel & mileage	\$ 7,000			
Lodging	\$ 500			
Cleaning/maint Supplies	\$ 6,000			
Insurance	\$ 6,000			
Event F&B	\$ 2,500			

Sheet1

TOTAL Other Operating Expenses		\$ 135,000		
TOTAL Expenses			\$ 245,650	
Net Income				<u>\$ 4,530</u>

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.)

Program will ensure continued public access & improved quality of services at Blueberry Campground, Worthington Glacier site, Shoup Bay cabins, & Shoup Bay Trail A. Will provide for paid internships, partially support a Program Coordinator to work with interns & continue improvements, & partially support E.D./grant writer/manager to continue implementing current grants & pursuing new ones.

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 is important for youth groups, college classes, & families (esp. low income). It is important to keep it open to increase Valdez tourism & serve locals. Worthington is important for safety/bathroom stop between Glennallen/Valdez; a great educational opp for local families w/in manageable time & cost; has wheel-chair trail to bottom; is an attraction for tour buses/cruise ships (therefore expensive to maintain); its condition reflects on the reputation of COV. Cabins provide total immersion in nature, perfect for artists and personal spiritual retreats, but w/more safety and comfort; are favorites for locals and tourists. Shoup Bay Trail is a favorite of locals, close access for school field-trips, one of only 2 trails that can adequately serve all the special-pops we focus on. This is an existing program.

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? 200,000
Provide formula for estimate:

2020 #s down b/c COVID, expect #s back up in 2021. These are 2019 #s: Most from monthly counts req by AK, others from on-site counts. Blueberry 2,275; Worthington can run 2,100/day Jun/Aug (6bus x 50ppl,+turnover 50 car/hr x 9 hr x 4ppl/car x 92 day=193k Not every day reaches that, but close, conservative #185k Jun/Aug (explains \$300+/wk for tp). Fewer /day in ½ May, Sept, ½ Oct 400/day x 60 days=24k+the 185k= 209; Cabins 1,200; Trails 1,500 (b/c repeat users).

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

All pops. Blueberry's used frequently by youth groups, college classes, & low income families. Worthington has wheelchair trail to viewing and the bottom. Shoup Bay Trail used by many, including elementary school. Submitting for a grant to make Shoup Trail Sr. friendly

6. Is membership in your organization required for participation: Yes_____ No__X__

7. Fee to participant: Member \$_____ Non-Member \$_____
Campgrounds \$25/night \$5 day use fees

8. Number of paid program staff: Full-time _____ Part-time __2__ Temporary __4__
¼ of Exec. Dir., pt Program Manager, 2 summer interns, 2 summer employees

ORGANIZATION NAME: Valdez Adventure Alliance

Program Information (continued)

9. Volunteer Services Information:

Number of volunteers:	Actual 2018	n/a
	Actual 2019	51
	Anticipated 2020	62 so far
	Estimated 2021	70

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:

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% Program would continue, but go backwards. No interns, no trash service, no improvements. Not able to execute Rec Trails Prog (RTP) grant b/c it is reimbursing. E.D. would have to go to pt & get other pt work, crippling grants apps, further delaying ability of org to become self-sustaining.

50% 2021 is only the 2nd yr for this org. Program & org would be at bare-bones op, (more likely slow death). Had COVID not hit, & revenues been as predicted, I intended to ask for ½ of last yrs original ask of \$96k (so \$48k), that might have been doable (though it would slow progress on Shoup Bay Trail significantly). It is difficult to predict post-COVID revenues, as well as other problems, but it is my full intention to begin reducing CSO asks after this one.

25% This would result in no program and no organization.

0% No program and no org. Though it is not this program, we wish to state that no other CSO has an event like Ice Fest as far as bringing outside spending into Valdez during slowest season. Due to expenses for permits, insurance, specialized staffing, etc. it is not likely another CSO would take this up, so loss of VAA would impact things past loss of this program. As other applicants for permit for ops of Worthington/Blueberry/Shoup trail wanted cabins only (\$ makers) but not other 3 (all \$ losers/but working on it), it is likely these 3 would be locked & access blocked off (at least for a substantial amount of time if not permanently) should VAA fold.

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 & EOE statements & contact info on job descriptions, apps, in office and on website.

ORGANIZATION NAME: Valdez Adventure Alliance

Program Information (continued)

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

I am pleased to report that almost all goals laid out in for 2020 CSO were met. A few, such as extensive painting and clearing, and work on Shoup Bay Trail, were begun in 2020, but due to years of neglect (prior to VAA taking over from L-49), it will take several years of unrelenting push to bring all those areas up to our desired standards.

We created the position and hired a Program Manager who developed a Comprehensive Program Management Plan Binder and efile, making future management easier and less time consuming, thus saving costs in the future (and making it possible to reduce CSO ask for 2022). We were not able to reduce CSO ask for 2021 due to COVID cutting our 2020 revenue by 70%, while increasing costs. We need the 2021 CSO to be able to continue submitting grants, and delivering programs. Summer 2021 revenues (as well as other cost cutting and revenue increasing strategies implemented) should put us in a better position by this time 2021 and fully expect to be able to reduce CSO ask at that time.

Worthington Glacier: for the 1st time, we kept lower bathroom open during winter for travelers and winter campers and day recreators (many from Valdez); replaced laminated signs with metal ones; began extensive painting on previously neglected structures; began extensive clearing on previously neglected grounds; added a model display-cleaned, painted, updated; located, framed and mounted 8 interpretive panels that have been hidden for at least last 4 yrs. Could not open shop due to COVID, but are in the process of painting and installing pegboard and we have purchased and are installing ceiling tiles to have it ready to open in 2021. Updated and revised website to give Worthington its own tab, information, photos, etc. Currently working on installing ADA viewing scope. Have submitted a grant to replace ADA ramp to shop.

Blueberry Lake: replaced large sign; prepared/opened sites 18-21; painted 2 pavilions; began extensive clearing of previously neglected access road, 21 sites, and trail; built reservations sign stands; purchased and assembled building for host to be able to sleep, work while raining, store equipment; repaired and delivered RV for host use; purchased and installed host mailbox; working on mapping for new sites. Submitted, was awarded, and currently implementing Access grant to begin 1st bit for trail along Thompson Lake. Updated and revised website and reservations site.

Shoup Bay Trail: Submitted several grants, was awarded and implemented \$48k RTP grant to resurface 1,500 ft. One grant still out, if awarded, would resurface trailhead and 200ft, build retaining walls and trenches, install culverts, install 4 benches; Other grant, if awarded would develop and install interpretive panels and replace all old signage; ran successful National Trails Day (and give its own tab on website); began Buy The Foot campaign (and gave its own tab on website), but stalled due to COVID.

Cabins: completed thorough cleaning and needs assessment; some clearing; currently working on some repairs.

ORGANIZATION NAME: Valdez Adventure Alliance

OPERATING EXPENSES OF PROPOSED PROGRAM

(Budget Form #1)

<u>Program Expenses:</u>	<u>Budget</u>	<u>Breakdown</u>
PERSONAL SERVICES:	\$68,000	
Salaries/wages		
Program Coordinator \$2,000/mo x 12 mo		\$24,000
Grant Writer/Manager (1/4 of E.D.)		\$12,000
2 Summer Employees \$2,000/mo x 4 mo x 2 employees		\$16,000
2 Summer Interns \$2,000/mo x 4 mo x 2 interns		\$16,000
Employee benefits		\$ _____
CONTRACTUAL SERVICES:	\$72,412	
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. \$600/wk x 16 wks		\$ 9,600
RTP contractor work		\$52,000
Professional fees & services		\$ _____
OTHER SERVICES:	\$13,618	
Volunteer services		\$ _____
Communications/postage		\$ _____
Printing		\$ 74
Advertising/promotion		\$ 500
Electricity		\$ _____
Heating		\$ _____
Travel/transportation		
56 mile/day x 2 staff/day x 7 days/wk x 16 wk		\$12,544
Other: permitting fee		\$ 500
COMMODITIES:	\$8,960	
Clothing (uniforms are required by state)		
\$35/shirt x 4 shirts each x 4 employees/interns		\$ 560
Office supplies (for required reports, laminating, etc.)		\$ 300
Building maintenance (ADA ramp, painting, cabins, etc.)		\$ 1,000
Operating supplies		
Toilet paper, cleaning supplies, etc. \$400/wk x 16 wks		\$ 6,400
Parts & supplies – equipment (bins, blades, locks, chains)		\$ 700
OTHER CHARGES/EXPENSES:	\$3,700	
Insurance		\$ 1,480
Contingencies		\$ _____
Training		\$ _____
Rent (storage for equipment and supplies)		\$ 1,800
Capital equipment (face safety shields)		\$ 500
Office equipment		\$ _____
TOTAL COST FOR OPERATION OF THIS PROGRAM:	\$166,770	

(9)

ORGANIZATION NAME: Valdez Adventure Alliance

FUNDING SOURCES FOR PROPOSED PROGRAM
(Budget Form #2)

This program budget covers the period of Jan 1, 2021 to Dec 31, 2021

<u>SOURCES OF PROGRAM FUNDING</u>	<u>GOAL AMOUNT</u>	<u>%</u>	<u>COMMITTED (Y/N)</u>
Parent Organization	\$ 290	.2%	committed
Gifts and Contributions	\$ _____	_____	_____
Membership Dues	\$ _____	_____	_____
Fees & charges to participants	\$ _____	_____	_____
Cabins	\$14,000	8.4%	anticipated
Blueberry Lake Campgrounds	\$10,000	6%	anticipated
Worthington Day Fees/shop	\$ 4,200	2.5%	anticipated
Private sector grants (specify source and date of award)			
Access grant	\$ 2,000	1.2%	anticipated
Cornerstone grant	\$ 4,000	2.4%	anticipated
RTP grant	\$ 52,000	31%	anticipated
Fundraisers (specify major fundraising events/programs)			
Buy The Foot	\$ 280	.2%	anticipated
Subtotal of Financial Support for this program:	\$86,770	52%	
Supplemental Funding Requested from City of Valdez:	\$80,000	48%	
<u>TOTAL FUNDING FOR OPERATION OF THIS PROGRAM:</u>	\$166,770	100%	

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.

(10)

ORGANIZATION NAME: Valdez Adventure Alliance

SCOPE OF SERVICESTimeline **OUTCOMES for 2021** (What do you plan to accomplish in 2021 - be specific)

Jan-Feb Hire Spring Interns, Deliver Climbing Festival Event. As the 2020 hire for the Public Campgrounds, Parks & Trails Program Manager was a person who lost his regular summer job because of COVID and has a regular winter job, we will not be able to keep him on after summer 2020. He will need to be replaced in January so that person can immediately begin all the work that has to be done leading up to the summer.

Mar-Apr Continue to employ spring interns, deliver Bike Bash event, recruit summer interns, hire regular camp hosts, etc.

May-Sept Operations and improvements of recreational sites. Updates to Comprehensive Program Management Plan and alignment to Strategic Plan are ongoing.

Goals for 2021

Worthington Glacier site: Replace one wheelchair ramp; continue extensive clearing begun in 2020 on the entire grounds; continue painting work started in 2020; install ADA scope, research for repair/replace handrails. We had hoped to begin in 2020, but COVID prevented it, so for 2021 we plan to open and run the Visitor Center/shop to promote Valdez events and businesses and provide informational brochures as well as selling items; we are working with CVT to get wifi there in 2021 and hope that we can run credit cards that will increase shop sales; 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 proven 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 2021, that it will return enough to reduce need for COV assistance there in 2022. 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. Return of the cruise ships and tour buses will again increase the expenses of toilet paper, pump outs, trash and cleaning.

Continued on attachment.

See attachment- one additional page for Scope of Services.

Attach additional pages if necessary

Definition: Outcome - End product or result accomplished.

SCOPE OF SERVICES

continued

Blueberry Lake Campgrounds Continue extensive clearing that was begun in 2020 of previously neglected access road, 21 sites, and the trail; 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. But again, we need temporary financial assistance for that. Again, 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: An \$48,000 RTP grant funded surface improvement from 200ft to 1,700ft during summer of 2020. We have applied for a grant that, if awarded in 2021, would fund surfacing the trailhead, first 200 ft, install retaining walls, culvert, and 4 benches. We have also applied for a grant that if awarded in 2021, would fund development, fabrication, and installation of interpretive panels. In Nov 2020 we will apply for another RTP grant, requesting funding to complete the next 620 ft and replace the bridge in summer 2021.

Shoup Bay Cabins Annual and ongoing cleaning, maintenance, clearing. Replacement/repair of stove pipes and/or caps at all three cabins.

Valdez Adventure Alliance

Balance Sheet

As of June 30, 2020

	Total
ASSETS	
Current Assets	
Bank Accounts	36,266.67
Other Current Assets	2,438.70
Total Current Assets	\$ 38,705.37
Fixed Assets	16,380.25
TOTAL ASSETS	\$ 55,085.62
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	0.00
Other Current Liabilities	1,845.85
Total Current Liabilities	\$ 1,845.85
Total Liabilities	\$ 1,845.85
Equity	53,508.17
TOTAL LIABILITIES AND EQUITY	\$ 55,354.02

Valdez Adventure Alliance

Income Statement (P&L)

January - June, 2020

	TOTAL
Revenue	
4000 Sales of 'Product' Revenue	934.00
4003 Park Trail Rentals - Blueberry	6,835.33
4004 Park Trails Rental - Worthington	334.99
4005 Park Trails Rentals - Cabins	8,447.64
4006 Event Registration Sales	10,477.36
Total 4000 Sales of 'Product' Revenue	\$ 27,029.32
4020 Donations and Contributions	3,445.00
4040 Grants	101,782.00
4050 Uncategorized Income (COVEc. Strim)	1,762.03
4051 Reimbursement to VAA	200.00
Total 4050 Uncategorized Income	\$ 1,962.03
Total Revenue	\$ 134,218.35
Gross Profit	\$ 134,218.35
Expenditures	
6000 Payroll Expenses	0.00
6001 Salaries & Wages	36,959.31
6002 Taxes - Payroll	2,281.05
6003 Instructor Salaries & Wages	2,108.77
Total 6000 Payroll Expenses	\$ 41,349.13
6006 Contract Services - Event Operations	475.00
6007 Contractor Services - Event Staffing	12,170.45
6011 Taxes & Licenses	10,914.21
6012 Office/General Administrative Expenditures	3,152.33
6013 Office Supplies & Software	2,916.66
6015 Shipping	60.05
6017 Advertising & Marketing	9,898.93
6018 Photography	630.24
6019 Videos	2,000.00
Total 6017 Advertising & Marketing	\$ 12,529.17
6021 Reimbursable Expenses	0.00
6025 Travel (Other, Includes fuel)	7,515.72
6026 Lodging	300.00
6027 Meals	3,512.45
6028 Employee Mileage Reimbursement	509.14
6029 Employee Insurance Reimbursement	80.00
Total 6025 Travel (Other, Includes fuel)	\$ 11,917.31
6030 Insurance	6,494.00
6031 Memberships	245.00
6040 Event Operations	2,541.50
6041 Event Office Supply Expenditures	5.15
Total 6040 Event Operations	\$ 2,546.65
6045 Equipment Rental	272.00
6046 Rent / Lease (Storage)	900.00
6050 Job Supplies	5,051.44
6070 Bank Charges & Fees	49.90
6080 Utilities	674.97
Total Expenditures	\$ 111,718.27
Net Operating Revenue	\$ 22,500.08
Net Revenue	\$ 22,500.08