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| **X** | **Kristann Mattes - CHAIR** | **X** | **Debbie Benson - VICE CHAIR** | **X** | **Kevin Woodard - SECRETARY** |
| **X** | **Randy Mendes** | **X** | **Sandy Dale** | **X** | **Sam Meredith** |
| **X** | **Rosemary Cummings** | **X** | **Jason Bretz** | **X** | **John Williams** |
| **X** | **Troy Van Bavel** | **X** | **Tim Hively** | **X** | **Tim Brown** |
| **X** | **Tom Vazquez** | **X** | **Matt Patton** |  | **Max Jones, Jr.** |
|  | **Charles Parker** | **X** | **Samuel Rodriguez** |  | **John Moffatt** |
|  | **Dane White** |  | **Kayla Zalesny** | **X** | **Steve Rocca** |

1. **Approval of Outstanding Minuets: Action Item Mattis**
   1. 2-25-20 Motion: Tim H. Second: Jason B. Motion carried.
   2. 3-12-20 Motion: John W. Second: Debbie B. Motion carried.
   3. 3-19-20 Motion: Jason B. Second: Steve R. Motion carried.
   4. 3-26-20 Motion: Debbie B. Second: Tim H. Motion carried.
   5. 4-2-20 Motion: Tim H. Second: John W. Motion carried.
2. **Overview of the Current Association Budget: Report Patton**
   1. Prior to today’s meeting Matt Patton forwarded the most current budget for both the association and state conference. Patton identified that the staff at the FFA center has been working diligently to process refunds for both registration and the expo of state conference. A few of the Expo vendors have chosen to defer their registration for the 2021 conference. Refunds and returned checks are being mailed the day of this meeting. Matt wanted to extend a big thanks to the staff for processing those refunds so quickly.
   2. Patton stated that we are slowly getting refunds back from vendor for state conference. The process is slow, and most vendors point to reduced or furloughed staffs for the delays. Currently we have gotten back or cancelled nearly $250,000 in deposits from conference. We still have out over half a million dollars in deposits or fees. Some of those are being deferred in next year and some of those funds will not come back because they are for services already rendered. The two big returns that we are expecting are from the convention center and Knott’s Berry farm. I have been in constant contact with both organizations and they continue to say that we will be refunded. I will feel much better when we have cashed the checks.
   3. Patton has scheduled a meeting for next week to give Maria a change to finalize the budget to date. Her time lately has been allocated to refunds.
   4. Currently, we have sponsors that have chosen to continue their support for this year’s conference and denied a refund. We will have an accurate picture of the current budget for our meeting on May 14th zoom link will come out next week inviting you to the meeting.
3. **Status of the 2020 State FFA Leadership Conference - Patton**
   1. At the time of this meeting, Dane White is working with the state officers to develop a plan for a modified online virtual conference. This is planned for a June delivery, but format has not been solidified. There has not been a decision as to the cost to attendees. Patton was encouraged by the board to push for a hard date as soon as possible. This would make it possible for programs to process payment through their districts.
4. Questions

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| **California Association FFA** |  |  |  |  |  |
| **2019-2020 Budget Activity** |  |  |  |  |  |
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| **As of March 31, 2020** | **2019-2020** | **Year to Date** | **Balance** | **%** | **Notes** |
|  | **Proposed** | **Actuals** | **Difference** |  |  |
|  |  |  |  |  |  |
| **01 - ADVANCED ACADEMY** |  |  |  |  |  |
| **Income** | **134,525.00** | **140,550.00** | **6,025.00** | **104.5%** | Est. 1747 people @ $75/ 8 Conferences (includes full price fees $3,500) |
| **Income - CTSO** | **900.00** | **900.00** | **-** | **100.0%** | Conf Staff **Actuals - 1,739 Students - Full price fees $10,125** |
| **Income - CDFA** | **3,840.00** | **3,840.00** | **-** | **100.0%** | Workbooks |
| **Income - Foundation Support** | **-** |  | **-** |  |  |
| **Expense** | **137,000.00** | **123,120.97** | **13,879.03** | **89.9%** |  |
| Professional Services | 12,000.00 | 3,000.00 | 9,000.00 | 25.0% | 1 Staff members $300/conf + training - revised |
| Lodging/Room Rental | 15,500.00 | 10,861.68 | 4,638.32 | 70.1% |  |
| Meals | 90,000.00 | 94,071.72 | (4,071.72) | 104.5% |  |
| Travel | 4,000.00 | 548.10 | 3,451.90 | 13.7% |  |
| Supplies | 15,500.00 | 14,639.47 | 860.53 | 94.4% | AV-$440.86 & Internet-$878.74 |
| **Net** | **$ 2,265.00** | **$ 22,169.03** | **$ 19,904.03** | **978.8%** |  |
|  |  |  |  |  |  |
| **02 - AFFILIATION** |  |  |  |  |  |
| **Income** | **927,000.00** | **948,833.50** | **21,833.50** | **102.4%** | Est. 92,700 members @ $10 |
| **Income-CTSO** | **30,000.00** | **30,000.00** | **-** | **100.0%** | AET/Recordbooks |
| **Income-CDFA** - Revised | **116,285.00** | **116,285.00** | **-** | **0.0%** | CalAgEd Website $21,000 / AET $95,285 |
| **Expense** | **705,817.52** | **637,072.34** | **68,745.18** | **90.3%** |  |
| Membership | 467,929.42 | 468,060.00 | (130.58) | 100.0% | 92,657 @ $5.0515 - 2018/19 |
| Website Fees | 24,000.00 | 21,000.00 | 3,000.00 | 87.5% | CalAgEd.org = Wieghat $21,000 / Peak $3,000 |
| Shipping/Delivery | 700.00 | 94.18 | 605.82 | 13.5% |  |
| AET | 166,764.60 | 147,866.00 | 18,898.60 | 88.7% | $1.80/member - Final invoice includes discounts |
| Program Expense-Reg Rebate | 46,323.50 |  | 46,323.50 | 0.0% | 92,647 @ $.50 |
| Supplies | 100.00 | 52.16 | 47.84 | 52.2% |  |
| **Net** | **$ 367,467.48** | **$ 458,046.16** | **$ 90,578.68** | **124.6%** |  |
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| **03 - CHAPTER OFFICER LEADERSHIP CONFERENCE** |  |  |  |  |  |
| **Income - Region Reimbursement/CTSO** |  |  | - |  |  |
| **Income - CTSO** | **30,000.00** | **30,000.00** | **-** | **100.0%** |  |
| **Expenses - CAFFA** | **30,000.00** | **30,000.00** | **-** | **100.0%** |  |
| Program Expense-Reg Rebate | 30,000.00 | 30,000.00 | - | 100.0% |  |
| Supplies | - |  | - |  |  |
| **Net** | **$ -** | **$ -** | **$ -** |  |  |
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**Income and Expenses as of 04/23/20**

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| --- | --- | --- | --- |
| **Income - 2020 SLC** | **Proposed Income** | **YTD Income** | **Balance Difference** |
| **Income** | | | |
| Registrations | $1,430,000.00 |  | $1,430,000.00 |
| Admin Conference Reg | $8,100.00 |  | $8,100.00 |
| Tours | $27,000.00 |  | $27,000.00 |
| Lodging | $30,000.00 |  | $30,000.00 |
| Sponsorship - ($38,812.50-Foundation Support/Mosaic) (Shekels Donation $12,100) | $50,000.00 | $50,912.50 | ($912.50) |
| Career Show/Sponsors | $50,000.00 |  | $50,000.00 |
| CDFA | $121,585.00 |  | $121,585.00 |
| CTSO | $17,368.55 |  | $17,368.55 |
| Misc - (Proficiency Award Winners-National FFA $13,100) | $51,000.00 | $13,100.00 | $37,900.00 |
| **Total Income** | **$1,785,053.55** | **$64,012.50** | **$1,721,041.05** |

**Conference Cancellation Refunds**

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| **Expenses - 2020 SLC** | **Proposed Expenses** | **YTD Expenses** | **Balance Difference** |  | Refund Type | Refund Amount |
| **Expenses** | | | |  |  |  |
| **Conference Coordinator** | | | |  |  |
| Conference Coordinator - Mosaic | $55,000.00 | $38,812.50 | $16,187.50 |  |  |
| **Sub-Total** | **$55,000.00** | **$38,812.50** | **$16,187.50** |  |  |
|  | | | |  |  |
| **Recreation/Entertainment** | | | |  |  |
| Knotts Berry Farm - 6,500 @ $50 admission tickets | $325,000.00 | $300,000.00 | $25,000.00 |  |  |
| Disney Tickets - NEW SO (12 @$129) | $1,600.00 |  | $1,600.00 |  |  |
| Knotts Berry Farm - Parking | $4,000.00 | $4,000.00 | $0.00 |  |  |
| Knotts Berry Farm - Busses | $50,000.00 |  | $50,000.00 | Refunded | $ 7,532.80 |
| **Sub-Total** | **$380,600.00** | **$304,000.00** | **$76,600.00** |  |  |
|  | | | |  |  |
| **Professional Fees- AV/Session** | | | |  |  |
| Rigging - PSAV | $70,072.36 |  | $70,072.36 |  |  |
| Arena AV - Intuitive | $400,000.00 |  | $400,000.00 | Voided | $ 213,877.50 |
| **Sub Total** | **$470,072.36** | **$0.00** | **$470,072.36** |  |  |
|  | | | |  |  |
| **Professional Fees - Facility** | | | |  |  |
| Decorator - Expo Décor (kept Admin Fees) | $55,000.00 | $8,772.23 | $46,227.77 | 2021 Conf Credit | $ 21,227.77 |
| **Sub Total** | **$55,000.00** | **$8,772.23** | **$46,227.77** |  |  |
|  | | | |  |  |
| **Professional Fees - Misc.** | | | |  |  |
| Arena Backstage Staff & Nom Com Staff | $7,000.00 |  | $7,000.00 |  |  |
| Speakers (1 Speaker-2019) | $12,500.00 | $3,500.00 | $9,000.00 |  |  |
| Paradigm Video-Levy | $25,000.00 | $25,000.00 | $0.00 |  |  |
| **Sub Total** | **$44,500.00** | **$28,500.00** | **$16,000.00** |  |  |

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| **Expenses - 2020 SLC** | **Proposed Expenses** | **YTD Expenses** | **Balance Difference** |  | Refund Type | Refund Amount |
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| **Facility - Rental** | | | |
| Rent Credit of Mtg Rms - Hall A - ACC | ($9,800.00) |  | ($9,800.00) |
| Food Service Credit - ACC | ($4,000.00) |  | ($4,000.00) |
| Conv. Center Property Tax | $1,000.00 |  | $1,000.00 |
| Rental - Hilton Anaheim | $6,000.00 |  | $6,000.00 |
| Nom Com Rooms - ACC | $6,000.00 |  | $6,000.00 |
| North Hall Level 2 - ACC | $61,500.00 |  | $61,500.00 |
| Hall A - ACC | $49,000.00 |  | $49,000.00 |
| Arena - ACC | $75,000.00 | $175,400.00 | ($100,400.00) |
| **Sub-Total** | **$184,700.00** | **$175,400.00** | **$9,300.00** |

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| **Facility - Utilities/Personnel** | | | |
| Cleaners - United National | $2,500.00 |  | $2,500.00 |
| Room Reset/Cleaning/Electrician - ACC | $7,500.00 |  | $7,500.00 |
| Internet Service - Smart City/Intuitive | $10,000.00 |  | $10,000.00 |
| Electricity - Convention Electric | $15,000.00 | $7,200.00 | $7,800.00 |
| Personnel - Security,Fire, EMT, Etc. - ACC | $30,000.00 |  | $30,000.00 |
| Crisis Prevention Plan | $2,000.00 |  | $2,000.00 |
| **Sub-Total** | **$67,000.00** | **$7,200.00** | **$59,800.00** |
|  | | | |
| **Lodging - Hotels** | | | |
| Misc. Lodging Expenses | $1,000.00 | $378.72 | $621.28 |
| Clarion Hotel - College Workshops | $10,000.00 |  | $10,000.00 |
| Hilton | $130,000.00 | $6,000.00 | $124,000.00 |
| **Sub Total** | **$141,000.00** | **$6,378.72** | **$134,621.28** |
|  | | | |
| **Meals** | | | |
| Misc. Meals | $2,100.00 | $1,056.84 | $1,043.16 |
| Reg & SO Final Meals | $2,500.00 |  | $2,500.00 |
| New Officer Orientation Dinner | $3,500.00 |  | $3,500.00 |
| State Interview Meals | $4,000.00 |  | $4,000.00 |
| Foundation/Sponsor Meals | $4,000.00 |  | $4,000.00 |
| Arena Staff Meals | $5,000.00 |  | $5,000.00 |
| Administrator Conference | $5,000.00 |  | $5,000.00 |
| Public Speaking & Parli-Pro Meals | $5,000.00 |  | $5,000.00 |
| Nom Com & State Officer Candidates | $5,000.00 | $138.02 | $4,861.98 |
| Various Conv Meal Adjustments | $10,500.00 |  | $10,500.00 |
| AV Company Meals and Snacks | $23,000.00 |  | $23,000.00 |
| Meal Vouchers | $50,000.00 |  | $50,000.00 |
| **Sub Total** | **$119,600.00** | **$1,194.86** | **$118,405.14** |
|  | | | |
| **Travel** | | | |
| Parking & Uber | $1,200.00 |  | $1,200.00 |
| Ground Transportation | $1,500.00 |  | $1,500.00 |
| Flights - Various Staff/Judges | $11,000.00 | $1,667.23 | $9,332.77 |
| Travel - Expo Décor & Mosaic | $12,000.00 |  | $12,000.00 |
| Tours - Charter Busses | $19,000.00 | $17,795.00 | $1,205.00 |
| Equipment - Transportation | $21,000.00 |  | $21,000.00 |
| **Sub total** | **$65,700.00** | **$19,462.23** | **$46,237.77** |

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| **Expenses - 2020 SLC** | **Proposed Expenses** | **YTD Expenses** | **Balance Difference** |  | Refund Type | Refund Amount |
| **Program Expenses** | | | |  |  |  |
| Regional Rebate - @$5/pp | $32,575.00 |  | $32,575.00 |  |  |
| **Sub-Total** | **$32,575.00** | **$0.00** | **$32,575.00** |  |  |
|  | | | |  |  |
| **Awards** | | | |  |  |
| National FFA Awards & FFA Jackets | $3,500.00 | $4,370.90 | ($870.90) |  |  |
| Session Awards - Paula | $12,500.00 |  | $12,500.00 |  |  |
| **Sub total** | **$16,000.00** | **$4,370.90** | **$11,629.10** |  |  |
|  |  |  |  |  |  |
| **Supplies** | | | |  |  |
| Misc. Supplies - Shipping Fees | $1,500.00 | $93.50 | $1,406.50 |  |  |
| Nom Com Supplies | $2,750.00 |  | $2,750.00 |  |  |
| Multimedia Supplies - SO Video | $3,750.00 | $3,442.99 | $307.01 |  |  |
| Misc. Supplies - Office Supplies | $4,000.00 | $635.86 | $3,364.14 |  |  |
| Misc. - Paula Maita - Badge Holders | $4,500.00 | $692.28 | $3,807.72 |  |  |
| Buttons - Paula Maita | $5,000.00 |  | $5,000.00 |  |  |
| Tour Entry Tickets | $7,000.00 |  | $7,000.00 | Refunded | $ 4,575.00 |
| Conference T-Shirts - Paula Maita | $30,000.00 |  | $30,000.00 |  |  |
| **Sub-Total** | **$58,500.00** | **$4,864.63** | **$53,635.37** |  |  |
|  | | | |  |  |
| **Printing** | | | |  |  |
| Guest Badges - Mosaic | $500.00 |  | $500.00 |  |  |
| Misc. Printing & Copies | $2,500.00 | $1,196.94 | $1,303.06 |  |  |
| Signs and Posters - Twisted Twig | $8,500.00 | $3,230.13 | $5,269.87 |  |  |
| Guidebooks | $4,000.00 | $4,400.00 | ($400.00) |  |  |
| Programs - Paula Maita | $9,000.00 |  | $9,000.00 |  |  |
| **Sub total** | **$24,500.00** | **$8,827.07** | **$15,672.93** |  |  |
|  | | | | **Conf Cancellation Refund Totals:** | |
| **Total Expenses** | **$1,714,747.36** | **$607,783.14** | **$1,106,964.22** |  | **$ 247,213.07** |

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| --- | --- | --- | --- |
| **Total Income** | $1,785,053.55 | $64,012.50 | $1,721,041.05 |
| **Total Expenses** | $1,714,747.36 | $607,783.14 | $1,106,964.22 |
| **Net Profit and Loss** | **$ 70,306.19** | **$ (543,770.64)** | **$614,076.83** |

**Future Conference Years Expenses Paid 2019/20** (Totals not included in above conference numbers)

**$27,000** - 2021 & 2022 - Facility Deposits

**$21,227.77** - 2021 Expo Décor Conference Credit on file