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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.** |
| **x** | **Charles Parker** | **x** | **Samuel Rodriguez** |  | **John Moffatt** |
| **x** | **Dane White** | **x** | **Nicole Ray** | **x** | **Steve Rocca** |

1. **Approval of Minuets: Action Item Mattis**
	1. 4-30-20 Motion: Debbie Benson Second: Sandy Dale Motion carried.
2. **Overview of the Current Association Budget: Report Patton**

Virtual Conference Donor Allocations

* $35,000 Western States Petroleum Association
* $8,000 UTI Universal Technical Institute/ in negotiations for more
* $9,000 SP1070 grant from CDE
* $12,000 Shekels Foundation
* Census 2020 proposal submitted
* Dane and Intuitive had a walk through and meeting about the virtual site last week and we are anticipating a budget proposal soon
* We are at approx. 64,000 in contributions. We will need to identify some additional funding to keep a zero cost to the chapters.
* Dane mentioned, in an attempt to offer a zero cost event there was an idea to produce a workbook with four lesson plans based on the video conference. This curriculum would work in concert with the recorded conference. If we do, we may have a small charge for materials. Leadership activities will be based upon a single leadership concept.
* Members had significant concerns about incurring additional costs as we look at the state budget reductions as much as 50%. Additionally, a question about our desire to enter into curriculum sales. In the past, curriculum development was free to the chapters.
* It was suggested that a registration fee be proposed with a “hold harmless” condition if a chapter is not able to pay.
* Conference rollover is about $30,000 that will go toward services for next year’s event. This is calculated off of the current year’s budget.

Significant Funding Changes

* $68,7000 Payroll Protection Plan federal loan from Banner Bank granted and deposited. This will take payroll through the rest of the year.
* Convention Electric is making payments on 5-20, 6-15, and 6-19 of $1,800 each
* Knott’s is “processing” the check. We have been in weekly contact
* Bussing company for the Knott’s trip has had multiple requests for a refund from Jackie Jones. ($17,000)
* Hilton hotel has had multiple requests for a refund. ($6,000)

*Factors and timing involved in the planning of the 20/21 Association Budget*

* Regional Budget submission. Those are submitted after Regional Meetings
* Determination of CDE grant funding amounts which will happen after the passage of the State Budget on June 15
* Determination of CDE grant funding amounts dependent on DOF authorizing spending of surplus Perkins funds
* Final programmatic decisions by CDE on items like GLC’s, State Officer Itinerary, and Regional FFA Events
* It was recommended that we meet “face to face” in June as we go over the budget items. Members agreed to meet in Galt June 26th at 2:00 PM. Zoom links will be distributed for those that cannot travel.
1. **Action items for the next meeting - Report Patton**
* FFA State Officers Itinerary for this next year
* Discussion of auditor three-year contract – Proposals to come at the June meeting.
1. **Questions**
	1. Greenhand Conference planning. At this time, we are only accepting applications for facilitators (employees). Dane is planning for adapting GLCs for Hybrid environments. It was requested that the funding projections for GLC, ALA, MFE be provided in June.
	2. Next meeting June 26 at 2:00 PM in Galt.
2. **Meeting adjourned at 4:25 PM**

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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** |  |  |
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| **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