



Meeting Notice of the Blaine County Recreation District Board of Directors

Date: Friday, July 29, 2022

Time: 3:30 p.m. Regular Session; 4:00 Budget Hearing Fiscal Year 2022-2023

Place: Community Campus Minnie Moore Room

Agenda of the Regular Session of the Board of Directors

1. Review of Prior Meeting Minutes:
 - a. 07-06-2022 Regular Session (ACTION ITEM)
2. Finance Updates:
 - a. Recommendation from Board President to approve cash disbursements for July 2022 and authorize payment of bills and payroll for August 2022 when they become due. Consideration of approval of June 2022 credit card statement of Executive Director (ACTION ITEM).
 - b. Finance Report – Review and approve June 2022 financial statement (ACTION ITEM).
3. Old Business:
 - a.
4. New Business:
 - a. Select contractor for BCRD website update (ACTION ITEM).
 - b. Review fee increases for BCRD programs (DISCUSSION).
5. Topic: BCRD Board of Directors Meeting and Budget Hearing
Time: July 29, 2022 04:00 PM Mountain Time (US and Canada)
6. Department Updates (Please see written reports):
 - a. Development and Communications
 - b. Operations
 - c. Programs
 - d. Trails
 - e. Executive Director
7. Executive Session per Idaho Statute to discuss organization issues 74-206(a)

Participation Information:

Anyone needing special accommodations to participate in this meeting should contact the Blaine County Recreation District at (208) 578-2273

Remote Participation:

Topic: BCRD Board Meeting and Budget Hearing

Time: Jul 29, 2022 04:00 PM Mountain Time (US and Canada)

Join Zoom Meeting

<https://us06web.zoom.us/j/86565702824?pwd=YkFmMHRjaUZ4WDBUN2piOWVsL05FZz09>

Meeting ID: 865 6570 2824

Passcode: dTu5BD

One tap mobile

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BLAINE COUNTY RECREATION DISTRICT
Minutes for the Regular Session of the Board of Directors
Wednesday, July 6, 2022

Group: Blaine County Recreation District Board of Directors
Date: Wednesday, July 6, 2022
Time: 3:00PM to 5:00PM Regular Session
Place: Community Campus – BCRD Conference Room & virtually via Zoom

Present at meeting: Simpson

Board members: Mary Fauth, Mat Hall, Mark Mary

BCRD staff: Mark Davidson, Morgan Buckert, Eric Rector, Mollie Santo, Blanca Ruiz

Guests: Lili Simpson, Tracy

Public Session – Regular Session of the Board of Directors (3:00-5:00 PM)

Call to order at 3:00PM.

Time for public comment was added to the agenda.

Mary Fauth opened the meeting for public comment and invited members of the public to provide comments if desired. No public comment was offered.

Review of Prior Meeting Minutes

06-01-2022 Regular Session (ACTION ITEM)

Mary Fauth made a motion to approve the minutes from the June 1, 2022 meeting. Mat Hall seconded motion passed unanimously.

Finance Updates

Recommendation from Board President to approve cash disbursements for June 2022 and authorize payment of bills and payroll for July 2022 when they become due. Consideration of approval of May 2022 credit card statement of Executive Director (ACTION ITEM). b. Finance Report – Review and approve May 2022 financial statement (ACTION ITEM).

Mary Fauth asked about a concrete pad that was paid for at the Aquatic Center. The staff responded the concrete pad was built to extend the deck of the pool for storing the pool covers more easily and prevent dripping on the grass which can kill it due to the chlorine in the water.

Mary Fauth made a motion to approve the cash disbursements. Motion was seconded by Matt Hall. Motion passed unanimously.

**Finance Report – Review and approve February and March 2022 financial statements
(ACTION ITEM)**

We have experienced increases in fuel costs and are just beginning to see the impacts of the recent wage adjustments. Most of the large expenses we are seeing this month are related to the Aquatics center and Quigley. We have had some donations come in but not as much as we see during the Nordic season and end of year. Most, if not all, of earned revenue is coming from the Aquatics Center.

Mark Davidson provided the board with some perspective on budget expectations for the remaining fiscal year. As of this month we are managing our expenses well and coming in below budget and revenue is staying steady, we anticipate being on track for the year end if not ahead overall.

Mark Mary asked for clarifications for pool operations. Mollie Santo reminded the board of fee adjustments we made to some passes and shared we are exceeding expectations for day passes and season passes.

Mary Fauth made a motion to approve the may financials, Motion seconded by Mark Mary. Motion passed unanimously.

Old Business

a. Quigley plan infrastructure (DISCUSSION)

We have had regular meetings with Jay Cone who is on contract to help us work through preliminary design options. Mark Davidson asked Matt Hal to participate in discussions with Jay to provide his construction expertise. We currently have two proposed building plans informed by Mollie Santo, Eric Rector, and Mark Davidson to meet program needs as well as how we think a building may enhance the user experience at Quigley. We will continue to work on plans and present options to the full board in September. The building will also accommodate the needs of the Sun Valley Ski Education Foundation who would use some of the space for their programming needs.

Staff described to the board the various elements we are considering informing the scope and scale of a building at Quigley. What will best serve our programming needs which include: sufficient space to accommodate current and future growth of our HUB and Summer Camp capacity, accessible bathrooms, usable program space for various types of classes and programs, event space/large common room, fits within the context of the neighborhood and is something BCRD can be proud of.

We are on track for planned paving of the parking lot to begin on or around August 23. There is a lot of work happening today in preparing the area for paving. Access to Quigley Trails Park may be limited on and off over the next little while as this work continues.

b. Finalize strategic Plan (ACTION ITEM)

The plan has a lot of measurable goals, it is important to the Board that we can create a reporting structure for tracking progress. Mary Fauth asked the staff to work on ways to use the existing format of the plan for reporting purposes the rest of the Board agreed. The staff will work on this and bring updates to future meetings.

As an example of how we are beginning to work toward implementing the strategic plan Mollie Santo described conversations she has initiated with several partners and organized sport clubs to help inform the programming elements of the plan. These conversations have ranged from individual conversations to more formal and structured conversations. Staff will continue to work on how we can track progress and feedback received and incorporated. Mark Davidson provided a possible example with what Mollie described regarding how we might achieve community engagement: create a draft schedule to meet with organized recreation groups in the community, BCRD met with and gathered feedback from 5 organized user groups; these groups provided this type of feedback which helped shape a program, launched pilot project based on input from public outreach.

There was broad support for the format of the strategic plan, Matt Hal commented specifically why he liked the format we are using. Mat Hall suggested a notes section should be added to each component of the plan to track specific information feeding into the plan and providing context for tracking progress.

There was consensus that we need to stay focused and use the strategic plan to hold ourselves accountable. Mary Fauth appreciated seeing the steps involved to create a final strategic plan, one that keeps us accountable to our values. Mark Davidson shared the plan resonated with the staff.

Matt Hall made a motion to approve the 2022- 2027 5-year strategic plan as presented. Motion seconded by Mark Mary. Motion passed unanimously.

New Business

a. Wood River Trail Seal Coat (ACTION ITEM)

We had one company provide a bid for the Wood River Trail seal coat project, we anticipated two companies to put forward a bid, but one dropped out. The staff reviewed the proposal from Imperial Asphalt for the Wood River Trail seal coat project. The staff recommended to the board to approve working with Imperial Asphalt, who we have worked with before, to implement the work.

Eric Rector talked about use of the bike path and how much the community loves the path however, this support does come with some challenges once a seal coat project is completed. One of the most challenging things we face post seal coating is keeping people and bikes off a freshly coated/wet bike path. Some of the precautions we will take include leaving cones and work with law enforcement agencies as needed to help with traffic safety when bikes enter and exit the highway due to seal coat work on the path.

Mark Mary made a motion to approve the wood river seal bid for \$68,000. Matt Hall seconded. The motion passed unanimously.

b. Wood River Trail land sale to Dan Guggenheim (DISCUSSION)

Mark Davidson discussed an inquiry from Dan to purchase a portion of BCRD land adjacent to the Wood River Trail. It is a small amount of acreage and apparently will address a lot line issues the landowner would like to address. There was general conversation about BCRD having sold land and/or completed land transfers in the past. Guidance from the board was for Mark Davidson to investigate further the property boundaries and to contact Daryl Fauth who has helped with WRT easement questions in the past. Mark Davidson agreed and indicated he would bring any new developments to the board for discussion or approval of any actions BCRD may undertake.

Department Updates (PLEASE SEE WRITTEN REPORTS):

- Development and Communications
- Operations
- Programs
- Trails
- Executive Director

Additional Updates:

Board members asked how the negotiations with Kyle and Chelan have been going regarding the Galena Lodge concession agreement. The current contract with Galena thru April 2023. Mark Davidson has been having regular meetings with them and making progress on the lease agreement. Eric Rector is working to update the inventory list and schedule site inspections. We may be about 70% to completing the contract with Kyle and Chelan.

There was a question regarding the ultimate disposition of the Arboretum along the bike path and associated infrastructure specifically the drinking fountain at the end of the arboretum not working. The staff clarified the Arboretum is now under the management of the City of Hailey and associated infrastructure is maintained by the city.

Executive Session per Idaho Statute 74-206(a) – No executive session

Mary Fauth made a motion to adjourn the meeting at 4:35 pm. Motion seconded by Mark Mary, motion passed unanimously.

BCRD Board President

Attest:

Mark Davidson, BCRD Executive Director

BCRD Financial Dashboard Summary
Financial Review Period - June 2022

Legend

	Behind plan or trend
	Close to plan or trend
	Ahead of plan or trend

Total BCRD Income Statement	MTD to Budget		YTD to Budget		Year on Year	
	Variance	Status	Variance	Status	Variance	Status
Jun-22						
Total Revenue	-1,145		270,589		-38,335	
COGS	-2,454		-11,449		-3,110	
Operating Expenses	-122,624		-289,594		194,410	
Capital Expenditures	-11,000		-275,313		-102,123	
Net income	134,933		846,944		-127,512	

Total BCRD Income Statement Categories	MTD to Budget		YTD to Budget		Year on Year	
	Variance	Status	Variance	Status	Variance	Status
Jun-22						
Property Tax	-12,842		38,537		26,877	
Program Fees + Passes	-10,086		24,380		-5,858	
Fundraising	18,965		181,792		33,229	
Other Revenue	9,242		33,530		-99,626	
Total Revenue	-6,423		-7,649		7,042	
Total Revenue	-1,145		270,589		-38,335	
Cost of Goods Sold	-2,454		-11,449		-3,110	
Wages & Benefits	-30,906		-132,807		55,843	
Marketing	-50,401		-86,037		5,581	
Repair & Maintenance	-11,635		-3,520		24,518	
Consulting/Legal	-3,371		-4,713		6,159	
Rent	-4,859		-13,379		18,950	
Supplies	2,506		873		11,041	
Utilities	-6,016		-20,314		-6,772	
Other	-17,942		-29,698		79,089	
Capex	-11,000		-275,313		-102,123	
Total Expenses	-136,078		-576,355		89,177	

Key Metrics	MTD to Budget		YTD to Budget		Year on Year	
	Variance	Status	Variance	Status	Variance	Status
Jun-22						
League fees	874		-2,053		3,810	
Aquatics fees	-7,796		-2,495		1,078	
Aquatics passes	16,084		17,340		242	
Fitworks classes	562		-1,434		1,304	
Fitworks passes	2,880		-11,216		12,220	
NVT Season passes	0		161,439		17,460	
NVT day passes	0		7,378		-2,591	
Rental Revenue	-415		3,949		-78	
Operational Fundraising	9,242		191,030		-76,652	
Earmarked Fundraising	0		-157,500		-22,974	
Gas (Expense)	-119		22,284		33,007	

Net Income by Major Department	MTD to Budget		YTD to Budget		Year on Year	
	Variance	Status	Variance	Status	Variance	Status
Jun-22						
Tax Related Recreation	90,229		482,620		-14,749	
G&A	-9,031		244,379		151,519	
BCRD@CC (Programs)	6,133		71,142		-124,377	
Aquatics	57,140		121,134		-71,507	
Tax Trails (WRT)	35,987		45,965		29,616	
GNVT	44,705		364,324		-112,763	

Total BCRD Income Statement	MTD to Budget		YTD to Budget		Year on Year	
	Variance	Status	Variance	Status	Variance	Status
July-22 Preliminary (7/25/22)						
Total Revenue	-12,701		257,888		-3,440	
COGS	-581		-12,030		-695	
Operating Expenses	-24,510		-314,104		221,950	
Capital Expenditures	18,821		-256,492		-88,934	
Net income	-6,430		840,514		-135,760	

Blaine County Recreation District

Balance Sheet

As of June 30, 2022

	<u>Jun 30, 22</u>
ASSETS	
Current Assets	
Checking/Savings	
0105 · Mountain West Bank-Checking	27,782
0110 · Mountain West-Imprest	559
0115 · Petty Cash	100
0120 · Cash On Hand	400
0140 · Savings-General Fund #980	1,770,665
0145 · Savings - WRT Fund #3178	448,268
0150 · Savings-Galena #1396	1,980,545
0160 · Savings-Harriman Trail #2273	175,459
0170 · Diversified Fund	400,922
0180 · Mtn West Bank-FLEX Acct	25,655
Total Checking/Savings	<u>4,830,355</u>
Accounts Receivable	
0205 · Accounts Receivable	1,191
0208 · Altru Credit Card Receivable	11,320
Total Accounts Receivable	<u>12,512</u>
Other Current Assets	
1499 · Undeposited Funds	17,116
Total Other Current Assets	<u>17,116</u>
Total Current Assets	<u>4,859,983</u>
Fixed Assets	
1110 · Property/Equip-Rec Dist	151,944
1120 · Property/Fixtures-Rec Dist	118,133
1130 · Aquatic-Property/Equipment	741,040
1140 · Aquatic-Furn/Fixtures	83,508
1150 · Aquatic-Design	54,951
1160 · Aquatic-Engineering	15,137
1170 · Aquatic-Construction	2,789,947
1180 · Aquatic-Landscape	36,704
1190 · Aquatic-Phase I	18,073
1220 · Storage Shed	8,207
1230 · Parks	128,626
1310 · WRT-Maintenance Equipment	2,266,645
1320 · WRT-Construction	6,198,552
1330 · WRT-Engineering	208,403
1340 · WRT-Land	308,259
1360 · Quigley Land	75,000
1410 · Galena Lodge	1,812,439
1420 · Galena Equipment	291,628
1510 · Community Campus Construction	666,747
1553 · Construction in Progress	684,301
1610 · HUB-Construction	183,089
1620 · HUB-Equipment	3,373
1700 · Accumulated Depreciation	-7,629,834
Total Fixed Assets	<u>9,214,873</u>
TOTAL ASSETS	<u>14,074,856</u>

Blaine County Recreation District

Balance Sheet

As of June 30, 2022

	<u>Jun 30, 22</u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2010 · Accounts Payable	
2011 · Rent Payable	40,216
2010 · Accounts Payable - Other	2,138
Total 2010 · Accounts Payable	42,355
Total Accounts Payable	42,355
Other Current Liabilities	
2120 · State Withholding Tax Payable	3,882
2125 · SUTA Payable	711
2130 · PERSI Payable	9,485
2140 · PERSI Choice-Payable	618
2160 · Health Insurance Payable	-13
2161 · AFLAC Pre-tax Payable	333
2162 · AFLAC (After-tax) Payable	58
2200 · Sales Tax Payable	3,766
2323 · Advanced Revenue-NVT/ Harriman	6,146
2329 · Advanced Revenue-Other Programs	
2329.03 · Advanced Rev Quigley Developmnt	217,241
Total 2329 · Advanced Revenue-Other Programs	217,241
2350 · Galena Adventure Camp Scholarsh	5,317
Total Other Current Liabilities	247,545
Total Current Liabilities	289,900
Total Liabilities	289,900
Equity	
3000 · Investment in Fixed Asset	9,214,873
3010 · Fund Balance	3,718,307
Net Income	851,776
Total Equity	13,784,956
TOTAL LIABILITIES & EQUITY	14,074,856

Blaine County Recreation District
All BCRD Income Statement vs. Budget
October 2021 through June 2022

	MTD				TOTAL			
	Jun 22	Budget	\$ Over Budget	% of Budget	Oct '21 - Jun 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense								
Income								
Property Tax								
4000 · Property Tax	54,343	67,185	-12,842	81%	1,196,902	1,158,365	38,537	103%
Total Property Tax	54,343	67,185	-12,842	81%	1,196,902	1,158,365	38,537	103%
Program Fees, Lessons								
4100 · Program Fees								
4100.01 · Baseball	0	0	0	0%	15,436	0	15,436	100%
4100.02 · Track & Field	0	0	0	0%	11,176	0	11,176	100%
4100.03 · Youth Sports Camp	350	0	350	0%	1,670	0	1,670	100%
4100 · Program Fees - Other	6,320	5,939	381	106%	104,743	140,794	-36,051	74%
Total 4100 · Program Fees	6,670	5,939	731	112%	133,025	140,794	-7,769	94%
4101 · Program Fees (non-taxable)	-246	7,550	-7,796	-3%	70,762	54,175	16,587	131%
4350 · Lessons	1,251	7,000	-5,749	18%	29,012	14,900	14,112	195%
4360 · Class Fees	5,370	2,642	2,728	203%	11,024	9,574	1,450	115%
Total Program Fees, Lessons	13,045	23,131	-10,086	56%	243,823	219,443	24,380	111%
Passes								
4305 · Combo Annual Pass	0	0	0	0%	148,236	70,000	78,236	212%
4310 · Annual Passes								
4310.01 · Adult Season Pass (083)	0	0	0	0%	577,265	0	577,265	100%
4310.02 · Dog Season Pass (083)	0	0	0	0%	44,470	0	44,470	100%
4310.03 · Snowshoe Season Pass (083)	0	0	0	0%	11,468	0	11,468	100%
4310 · Annual Passes - Other	31,220	21,975	9,245	142%	73,006	611,275	-538,269	12%
Total 4310 · Annual Passes	31,220	21,975	9,245	142%	706,209	611,275	94,934	116%
4320 · Day Passes								
4320.01 · Adult Day Pass (083)	0	0	0	0%	95,773	0	95,773	100%
4320.02 · Dog Day Pass (083)	0	0	0	0%	3,038	0	3,038	100%
4320.03 · Quigley Day Pass (086)	0	0	0	0%	4,328	0	4,328	100%
4320.04 · Snowshoe Day Pass (083)	0	0	0	0%	3,968	0	3,968	100%
4320 · Day Passes - Other	14,000	5,656	8,344	248%	17,027	108,679	-91,652	16%
Total 4320 · Day Passes	14,000	5,656	8,344	248%	124,135	108,679	15,456	114%
4330 · Weekly Passes	0	0	0	0%	36,851	30,000	6,851	123%
4335 · Month Pass	3,043	1,666	1,377	183%	24,318	38,002	-13,684	64%
Total Passes	48,262	29,297	18,965	165%	1,039,748	857,956	181,792	121%
Fundraising								
4700 · Fundrasing - Nordic Pins	0	0	0	0%	54,050	48,000	6,050	113%
4710 · Fundraising-Donations								
4710.01 · Galena Donation	7,200	0	7,200	100%	180,381	0	180,381	100%
4710.02 · NVT Donation	2,000	0	2,000	100%	41,717	0	41,717	100%
4710.03 · Harriman Trail Donation	6,000	0	6,000	100%	6,600	0	6,600	100%
4710.04 · WRT Donation	8,500	0	8,500	100%	8,600	0	8,600	100%
4710.05 · Quigley Trails Park Donation	0	0	0	0%	150	0	150	100%
4710 · Fundraising-Donations - Other	7,399	20,875	-13,476	35%	222,460	239,975	-17,515	93%
Total 4710 · Fundraising-Donations	31,099	20,875	10,224	149%	459,907	239,975	219,932	192%
4711 · Fundraising-Earmarked Donations	0	0	0	0%	20,000	177,500	-157,500	11%
4720 · Fundraising-Sponsorships	0	0	0	0%	0	15,000	-15,000	0%
4730 · Fundraising-Special Events	0	0	0	0%	0	15,000	-15,000	0%
4740 · Fundraising-Grants	1,191	2,173	-982	55%	1,191	6,144	-4,953	19%
Total Fundraising	32,290	23,048	9,242	140%	535,149	501,619	33,530	107%
Other Revenue								
4200 · Facility Rental	435	200	235	218%	3,226	2,400	826	134%
4201 · Facility Rental (non-taxable)	0	650	-650	0%	14,973	11,850	3,123	126%
4210 · Equipment Rental	228	150	78	152%	228	180	48	126%
4220 · Special Events	0	10,000	-10,000	0%	0	20,000	-20,000	0%
4400 · Merchandise Sales	0	1,200	-1,200	0%	454	1,500	-1,046	30%
4410 · Food Sales	7,166	4,010	3,156	179%	7,406	4,090	3,316	181%
4500 · Miscellaneous	0	0	0	0%	9,418	6,500	2,918	145%
4900 · Interest Income	2,923	965	1,958	303%	11,852	8,685	3,167	136%
Total Other Revenue	10,752	17,175	-6,423	63%	47,556	55,205	-7,649	86%
Total Income	158,691	159,836	-1,145	99%	3,063,177	2,792,588	270,589	110%
Cost of Goods Sold								

Blaine County Recreation District
All BCRD Income Statement vs. Budget
October 2021 through June 2022

	MTD				TOTAL			
	Jun 22	Budget	\$ Over Budget	% of Budget	Oct '21 - Jun 22	Budget	\$ Over Budget	% of Budget
	5010 · COS-Merchandise	0	400	-400	0%	3,781	7,900	-4,119
5020 · COS-Food	846	2,900	-2,054	29%	860	8,190	-7,330	10%
Total COGS	846	3,300	-2,454	26%	4,641	16,090	-11,449	29%
Gross Profit	157,845	156,536	1,309	101%	3,058,536	2,776,498	282,038	110%
Expense								
Payroll & Payroll Related								
Salaries								
6010 · Salaries	38,019	42,302	-4,282	90%	377,253	401,858	-24,605	94%
6011 · Salary Sick Leave	0	0	0	0%	4,080	0	4,080	100%
6012 · Salary Vacation Leave	2,820	0	2,820	100%	16,886	0	16,886	100%
Total Salaries	40,839	42,302	-1,462	97%	398,218	401,858	-3,639	99%
Hourly								
6020 · Hourly Wages	51,814	42,337	9,477	122%	366,445	402,221	-35,775	91%
6021 · Hourly Sick Leave	97	0	97	100%	7,804	0	7,804	100%
6022 · Hourly Vacation Leave	2,072	0	2,072	100%	14,117	0	14,117	100%
6030 · Overtime	59	450	-391	13%	832	7,350	-6,518	11%
Total Hourly	54,042	42,787	11,255	126%	389,199	409,571	-20,372	95%
Seasonal								
6040 · Seasonal Payroll	61,129	97,651	-36,521	63%	226,576	281,787	-55,211	80%
6045 · Seasonal Overtime	0	0	0	0%	112	0	112	100%
Total Seasonal	61,129	97,651	-36,521	63%	226,688	281,787	-55,099	80%
Payroll Expenses								
6080 · Worker's Compensation	0	0	0	0%	13,464	25,622	-12,158	53%
6110 · FICA	11,604	13,978	-2,375	83%	74,886	83,632	-8,746	90%
6120 · SUTA	215	1,828	-1,613	12%	1,576	10,932	-9,356	14%
6130 · PERSI	11,329	10,665	664	106%	94,505	101,234	-6,729	93%
6140 · Health Insurance	8,001	10,312	-2,311	78%	68,889	92,802	-23,914	74%
6141 · HSA Company Contribution	1,273	0	1,273	100%	10,767	0	10,767	100%
6145 · Employee Benefits	272	288	-16	94%	2,304	2,592	-288	89%
Total Payroll Expenses	32,694	37,072	-4,378	88%	266,391	316,815	-50,423	84%
6050 · Bonuses	0	0	0	0%	875	0	875	100%
6070 · Employee Relations	546	345	201	158%	2,861	7,010	-4,149	41%
6100 · Employee Sick Leave	0	0	0	0%	0	0	0	0%
Total Payroll & Payroll Related	189,249	220,156	-30,906	86%	1,284,232	1,417,040	-132,807	91%
Marketing								
7015 · Advertising-Design	656	1,950	-1,294	34%	6,015	8,910	-2,895	68%
7020 · Advertising-Production	5,579	7,000	-1,421	80%	12,216	20,660	-8,444	59%
7025 · Advertising-Distribution	0	500	-500	0%	1,502	4,600	-3,099	33%
7030 · Advertising-Placement	720	1,100	-380	65%	8,372	18,940	-10,568	44%
7035 · Advertising-Other	0	50	-50	0%	0	2,350	-2,350	0%
7040 · Advertising Web Developmen	0	39,230	-39,230	0%	0	39,230	-39,230	0%
7222 · Fundraising Expense	0	3,800	-3,800	0%	4,676	13,700	-9,024	34%
7500 · Marketing	2,870	3,000	-130	96%	21,685	30,000	-8,315	72%
7520 · Postage	173	120	53	144%	14,270	11,740	2,530	122%
7535 · Promotion	630	4,280	-3,650	15%	6,217	10,860	-4,643	57%
Total Marketing	10,629	61,030	-50,401	17%	74,953	160,990	-86,037	47%
Repair & Maintenance								
7410 · Repair/Maintenance - other	927	520	407	178%	4,150	2,430	1,720	171%
7420 · Automobiles R/M								
7421.09 · F350 - 1997	0	0	0	0%	153	0	153	100%
7421.10 · Silverado - 2005	0	0	0	0%	83	0	83	100%
7421.13 · F550 - 2008 - RETIRED12/20/21	0	0	0	0%	57	0	57	100%
7421.15 · Dodge Ram - 2008	27	0	27	100%	878	0	878	100%
7421.16 · Ford F250 - 2008	0	0	0	0%	409	0	409	100%
7421.17 · Ford F150 - 2016	110	0	110	100%	339	0	339	100%
7421.18 · Dodge Ram 2500 - 2016	115	0	115	100%	1,703	0	1,703	100%
7421.19 · Dodge Journey - 2018	26	0	26	100%	59	0	59	100%
7421.20 · Ford F250 - 2019	0	0	0	0%	3,056	0	3,056	100%
7420 · Automobiles R/M - Other	0	840	-840	0%	0	5,660	-5,660	0%
Total 7420 · Automobiles R/M	279	840	-561	33%	6,736	5,660	1,076	119%
7430 · Buildings Repair/Maint	1,552	3,675	-2,123	42%	9,467	11,775	-2,308	80%

Blaine County Recreation District
All BCRD Income Statement vs. Budget
October 2021 through June 2022

	MTD				TOTAL			
	Jun 22	Budget	\$ Over Budget	% of Budget	Oct '21 - Jun 22	Budget	\$ Over Budget	% of Budget
7440 · Equipment R/M								
7441.11 · John Deer Compact Excavator	6	0	6	100%	6	0	6	100%
7441.14 · Tool Cat-2015	0	0	0	0%	1,104	0	1,104	100%
7441.16 · 2019 Polaris Sportsman 850SP	0	0	0	0%	47	0	47	100%
7441.17 · 2021 Polaris Sportsman 850	0	0	0	0%	1,556	0	1,556	100%
7440 · Equipment R/M - Other	1,191	1,040	151	115%	5,022	11,190	-6,168	45%
Total 7440 · Equipment R/M	1,198	1,040	158	115%	7,736	11,190	-3,454	69%
7450 · Grooming Equipment R/M								
7451.07 · 2009 PB100-Vamps-(082)	0	0	0	0%	1,148	0	1,148	100%
7451.09 · 2011 PB100-(083)	663	0	663	100%	16,511	0	16,511	100%
7451.10 · 2012 PB100 WRT-Lake Creek-(083)	187	0	187	100%	942	0	942	100%
7451.11 · 2017 PB100-NVT-(083)	1,098	0	1,098	100%	20,386	0	20,386	100%
7451.12 · 2018 PB100-NVT-(083)	1,098	0	1,098	100%	12,860	0	12,860	100%
7451.13 · 2020 PB100-Quigley-(086)	187	0	187	100%	1,531	0	1,531	100%
7450 · Grooming Equipment R/M - Other	44	2,000	-1,956	2%	6,925	32,500	-25,575	21%
Total 7450 · Grooming Equipment R/M	3,276	2,000	1,276	164%	60,303	32,500	27,803	186%
7460 · Path Field Grounds Repair/Maint	6,531	17,322	-10,791	38%	17,120	44,507	-27,387	38%
7470 · Snowmobiles Repair/Maint	0	0	0	0%	1,430	2,400	-970	60%
Total Repair & Maintenance	13,763	25,397	-11,635	54%	106,942	110,462	-3,520	97%
Consulting / Legal								
7400 · Legal Fees	0	925	-925	0%	3,425	6,450	-3,025	53%
7530 · Professional & Consulting Fees	554	3,000	-2,446	18%	6,673	8,360	-1,688	80%
Total Consulting / Legal	554	3,925	-3,371	14%	10,098	14,810	-4,713	68%
Rent								
7620 · Property Rent	12,358	17,217	-4,859	72%	142,130	155,508	-13,379	91%
Total Rent	12,358	17,217	-4,859	72%	142,130	155,508	-13,379	91%
Supplies								
7097 · Computer Supplies	180	25	155	720%	406	775	-369	52%
7510 · Office Supplies	721	770	-49	94%	2,573	4,875	-2,302	53%
7511 · Operating Supplies	150	390	-240	38%	2,244	3,935	-1,691	57%
7845 · Supplies - other	7,249	4,609	2,640	157%	30,214	24,978	5,236	121%
Total Supplies	8,300	5,794	2,506	143%	35,436	34,563	873	103%
Utilities								
7810 · Sanitation	1,415	1,265	150	112%	11,754	14,155	-2,401	83%
7910 · Electric	497	2,055	-1,558	24%	6,422	10,440	-4,018	62%
7915 · Natural Gas	1,013	1,575	-562	64%	1,082	4,050	-2,968	27%
7920 · Water	1,084	5,113	-4,029	21%	5,382	16,517	-11,135	33%
7925 · Cable TV	94	94	0	100%	849	846	3	100%
7930 · Internet Connection	158	175	-17	91%	1,632	1,426	206	114%
Total Utilities	4,260	10,277	-6,016	41%	27,120	47,434	-20,314	57%
Other Miscellaneous								
7001 · Reconciliation Discrepancies	0	0	0	0%	-1	0	-1	100%
7005 · Accounting & Auditing Fees	0	0	0	0%	13,500	13,000	500	104%
7050 · Allocated Expenses	0	-1	1	0%	0	0	0	0%
7055 · Amenities	1,030	1,600	-570	64%	1,461	6,250	-4,789	23%
7060 · Automobile	20	1,410	-1,390	1%	20	1,790	-1,770	1%
7070 · Bank Charges/Financing	0	0	0	0%	120	0	120	100%
7085 · Cellular & Satellite Phones	668	923	-255	72%	5,525	7,591	-2,066	73%
7090 · Chemicals	255	6,000	-5,745	4%	13,675	6,000	7,675	228%
7095 · Computer Services	8,868	12,386	-3,518	72%	43,332	60,655	-17,322	71%
7096 · Computer Software	404	329	75	123%	9,718	9,423	295	103%
7099 · Computer Hardware	247	0	247	100%	2,783	2,100	683	133%
7100 · Courier	0	0	0	0%	35	0	35	100%
7105 · Credit Card Fees	2,093	2,194	-101	95%	41,023	41,069	-46	100%
7200 · Dues	150	500	-350	30%	1,367	1,660	-293	82%
7205 · Entertainment & Meals	168	75	93	224%	707	1,495	-788	47%
7209 · Equipment Purchase	4,193	2,000	2,193	210%	30,650	19,100	11,550	160%
7223 · Furniture & Fixtures	0	0	0	0%	15,434	8,750	6,684	176%
7225 · Gasoline, Diesel & Motor Oil	1,570	1,689	-119	93%	76,958	54,675	22,284	141%
7230 · Insurance	0	0	0	0%	32,981	36,856	-3,875	89%
7250 · Janitorial Services	0	2,500	-2,500	0%	0	3,000	-3,000	0%

Blaine County Recreation District
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October 2021 through June 2022

	MTD				TOTAL			
	Jun 22	Budget	\$ Over Budget	% of Budget	Oct '21 - Jun 22	Budget	\$ Over Budget	% of Budget
	7255 · Laundry	0	45	-45	0%	0	405	-405
7310 · Automobile Lease	0	250	-250	0%	0	250	-250	0%
7330 · Equipment Lease	60	64	-4	94%	540	512	28	105%
7390 · Other	0	0	0	0%	249	238	11	105%
7405 · Licenses & Permits	4,368	2,103	2,265	208%	8,769	32,553	-23,784	27%
7505 · Miscellaneous Exp	0	85	-85	0%	14,012	6,365	7,647	220%
7515 · Penalties & Late Fees	0	0	0	0%	3	0	3	100%
7525 · Printing	0	0	0	0%	66	100	-34	66%
7610 · Equipment Rent	901	10	891	9008%	2,904	7,960	-5,056	36%
7630 · Other Rent	116	90	26	128%	836	1,560	-725	54%
7815 · Security	0	75	-75	0%	162	325	-163	50%
7823 · Signs	0	500	-500	0%	9,940	7,275	2,665	137%
7825 · Small Tools and Parts	901	500	401	180%	2,891	2,450	441	118%
7830 · Soil & Sand	0	0	0	0%	181	0	181	100%
7840 · Subscriptions	10	100	-90	10%	598	1,350	-752	44%
7850 · Telephone	147	489	-342	30%	1,156	3,312	-2,156	35%
7855 · Training	166	2,300	-2,134	7%	1,451	14,766	-13,315	10%
7860 · Travel	24	2,150	-2,126	1%	622	7,525	-6,903	8%
7865 · Uniforms	2,065	6,000	-3,935	34%	19,995	23,000	-3,005	87%
Total Other Miscellaneous	28,423	46,365	-17,942	61%	353,661	383,359	-29,698	92%
Total Expense	267,536	390,160	-122,624	69%	2,034,573	2,324,166	-289,594	88%
Net Ordinary Income	-109,691	-233,624	123,933	47%	1,023,963	452,332	571,631	226%
Other Income/Expense								
Other Expense								
9010 · Capital Expenditures	5,000	16,000	-11,000	31%	172,187	447,500	-275,313	38%
Total Other Expense	5,000	16,000	-11,000	31%	172,187	447,500	-275,313	38%
Net Other Income	-5,000	-16,000	11,000	31%	-172,187	-447,500	275,313	38%
Net Income	-114,691	-249,624	134,933	46%	851,776	4,832	846,944	17629%



To: BCRD Board of Directors
From: Morgan Buckert, Director of Development and Communications
Date: July 28, 2022
Re: Website Redesign Request for Proposal

Blaine County Recreation District aspires to have a website that is as vibrant, diverse, and exciting as the recreational opportunities that we provide to our beloved community of Blaine County, Idaho.

We received six proposals in response to our RFP in June. After staff reviewed the proposals, we interviewed two of the firms to further clarify their proposals.

Some of the challenges we have been working through are hosting, a Spanish language version of the website, and the custom built Trailink sites, which are scheduled for a rebuild in FY24.

After multiple meetings with our current developer and redfox visual, we recommend that the BCRD Board of Directors approve redfox visual's proposal.

With the Board of Directors' approval, we will launch the website before or on December 1, 2022.

Please see the attached proposal from redfox visual for details and additional information.

Authentic Websites for Real People.



project proposal number:
381

client:
Blaine County Recreation District

delivered on:
July 07, 2022

proposal valid through:
August 07, 2022

submitted by:
Tiffany Brus

redfox
visual.

overview.

Sara,

Thank you for reaching out to us about BCRD's website redesign! We love working with organizations that are actively making their communities better places to be and we'd love to partner with you to create a new site that will be simple for both your users and your staff to use.

In the following pages, I've broken down all of the features that are included in this proposal but in summary, you can be sure that your new site will be mobile responsive, simple to edit, accessible, and all of the other things on your "must-have" list. Your site will not only look good, but it will also be simple for users to navigate whether they are 16 or 60! We'll also make sure your site is simple for you to edit and that it can grow with you in the future. Our redfox builder makes it easy to edit pages with a front-end drag-and-drop editor - no coding required! And since we use WordPress, one of the most popular open-source website builders, the possibilities for expanding and updating your site as time goes on are practically endless!

You'll also see that I've included an optional feature that wasn't explicitly mentioned in your RFP - an on-site system for all of your sports schedules that would allow your staff to update schedules through a simple form on the backend of your site instead of needing to create and upload new PDFs whenever your schedules change. While looking over your site, this was a feature we thought might be a good improvement for your workflow so we wanted to include it and let you see what that would look like. If uploading PDFs works for you and you would rather keep using the same workflow you have now, that's also totally fine! Regardless of which option you choose, the site will have the capability to host PDFs and you'll be able to easily add or update them when you need to. But, I wanted to include this option in case this is something you would like to have us build.

In the following pages, you'll see our process broken down in detail along with the cost and timeline for everything. Please let us know if you have any questions! We want to make sure you fully understand everything about our process so if anything is unclear, we would love to discuss it with you further.

Thank you for the opportunity to partner with BCRD,

Sincerely,

Tiffany Brus
Account Director
redfox visual

our website processes.

Research

The first step is for us to thoroughly understand your organization, your goals, your audience, their expectations and behavior, and how your website factors into all of it. In this phase, we do a deep dive into your industry and audience. We'll look at examples of other organizations similar to yours to establish context and benchmarks for how your site should function and then improve on that. Also, this is the time to gather the content we'll need for the rest of our design and development work, figure out the best site map for your new site, and work out a general outline of each of your site's pages. This stage will give us the foundation for moving forward with just the right recommendations for the design and development of your new website.

Design

Once we're armed with this information, we'll get to work sketching out interface layouts for your main/home page and subpages. Then we'll send you a live link to watch the progress of your website take shape.

Once we have your home page finished we'll begin the first round of revisions. We do the first round at this stage to make sure we are still on the right track before building out the rest of your internal pages. We will present you with your home page layout and then dial it in until you're satisfied.

Development

During the development phase, we'll get to work making your design a reality by building the site using standards-based technology. We'll build the front-end in HTML5, CSS, and JQuery for behavior and effects like animations and form validation.

We use WordPress as a content management system (CMS) so you can update the content yourself. WordPress is the most popular open-source CMS in the world and has thousands of developers constantly improving it and contributing plugins to extend its functionality.

We'll install our custom visual building software (REDFOX Builder) onto your site so you can edit it yourself with simple drag-and-drop methods.

We'll present the internal page designs in batches and give you a chance to review them before we lock in the designs and optimize the pages for mobile. Part of this optimization process includes testing the website in a variety of browsers, including Safari, Chrome, Firefox, and Internet Explorer. We'll also test the responsive design on iPhone and Android devices and test the functionality of the site to ensure there are no errors or broken links.

Launch

Once you finish reviewing the final batch of pages and are happy with them, we'll make the website live and point your domain over to the new site. Launch time!

More Testing & Training

After we launch the website we monitor it extremely closely for the next 2 weeks to make sure it handles standard usage now that it's live to the public. We analyze data like page visits, bounce rate, site speed, load time, and overall performance to make sure everything is running smoothly. After this, we still continue to monitor your site and make updates as needed.

We include a 1hr training session covering everything you need to know to be a whiz at making changes to your website by yourself. We've developed a specialized software called the "REDFOX Builder" which allows you to make complex changes to your website without having to have a master's degree in web coding. After this training session, you'll be armed with all the tools you need to add or change content to your website without having to rely on us to do it for you. If you run into issues along the way, we are always just a phone call or email away.

scope of work.

Below is the scope of work for your project.

Features Included in Proposal

Page Builds

Total number of pages on your site. We'll create your core pages (usually 8-10) and then use variations of those designs to create the rest of your pages. This helps keep a consistent look throughout your site!

up to 80 pages

Translation Feature

Integration of a translation plugin like <https://translatepress.com/> or similar and setup of a Spanish language option. Pages will be auto-translated using the plugin but will be simple to edit later if the translations need some tweaks or if you have custom-written copy that you would like to put on the site instead.

PDF Uploads

Adding pdfs to activity pages like the following: <https://www.bcrd.org/youth-spring-ball.php> We'll teach you how to add these as well so you will be able to upload additional PDFs if/when needed.

up to 100 pdfs

Integration of Email Management System

Integrating newsletter sign up form with a service like MailChimp.

Minor Copyediting

Reviewing existing copy and making minor edits to improve the flow or restructuring it to fit the new site design.

Search Feature

A search feature that will allow users to search the site and get a results page with a list of pages related to their query.

Traillink

Will include Traillink subpages set up as a subdomain like they are now. Does not include redesign of the Traillink pages.

Chat Feature

Integration of a website chat feature where users can quickly get in touch with customer service representatives.

Basic Contact Form

Name, Email, and Subject fields. Up to 3 additional fields. Same form can be used multiple times on the site.

1 form

Revisions

1 round of revisions for the initial homepage design.
1 round of revisions for the internal page designs.
1 final round of revisions after mobile optimization.

3 rounds total

(Optional) On-page Sports Schedules

Creating a simple way for BCRD to create sports schedules on the website instead of needing to create and upload PDFs. Includes the creation of up to 50 schedules and training on how to create and update them yourselves.

always included.

Features that are always included in websites we build!

Included in your new website!

redfox Builder

A drag-and-drop builder that makes it easy for you to edit text, update images, and make minor changes to your site without needing to go through us. We'll also train you on any systems specific to your site, like PDF uploads, plugins, adding and removing pages, etc.

Accounts

We give you full administrative access to your site and can also set up custom roles for any of your staff that need to access some, but not all, of your site's systems.

Draft Mode for New Pages

Sometimes, you need to edit a page and get other members of your team to weigh in before it goes live to the public so our builder will let you keep pages in draft mode until you are ready to hit "Publish!"

Google Analytics Integration

It's important to see how users are interacting with your site so we always set up a Google Analytics integration at launch. If you've already got a profile set up, we can connect your new site to it but if you don't have that just yet, we'll help you create one!

Wordpress Platform

There's a reason why Wordpress is one of the most popular platforms for web developers! With its huge community of developers that are constantly creating new plugins and features, the platform only continues to get better and more expansive every year, meaning your site is future-proof.

Mobile Friendly

It's not enough to just have a nice-looking site on desktops anymore. Since so many people browse the web from their smartphones and tablets (and Google even ranks sites poorly if they aren't mobile optimized) having a site that is mobile responsive is a necessity so we start our mobile optimization process as soon as the first page is approved!

A Site for Your Audience

Your website shouldn't just look nice - it should help your audience get the information they need to take the next step in your process. Since everyone interacts with websites differently, we make sure to research the needs of your target audience specifically and build your site in a way that works for them.

Customizable Social Cards

Our website builder includes a suite of tools that you can use to optimize your online presence. One of these features allows you to customize the image, metadata, headline, and text preview of your pages for various social media platforms.



what we'll need from you.

In the previous pages, we showed you what we'll be working on, but this page has the details on what we'll need from you to make your project a success!

High-Quality Images

Images are a core part of any website design or marketing strategy so we require high-resolution, final version images. Basically, we need your images to be large enough that they won't be grainy, blurry, or require further editing/retouching.

If you don't have images for us to use or need more to supplement what you have, we can also source images from our stock libraries. We pay for agency-level subscriptions to many premium stock photo sites where we can source images on our client's behalf, however, if specific stock images are needed that require additional cost, we can show you the watermarked version of any image we want to use so you can decide if you would like to purchase the image for the design.

We'll provide you with folders where you can upload all of these assets during the research phase of your project. It's important that you have all of this information ready to go and get it into those folders during that first phase in order to keep your project on schedule.

We do offer photography and editing packages so if you need some help with your photo content, please let us know and we can discuss availability and pricing.

Product and Service Information

We'll be helping you fine-tune your brand voice and making sure your copy matches that but we don't know your products and services as well as you do! So if you have product descriptions, technical information, pricing, or anything of that nature, we will need the full, detailed information. We'll also need you to provide detailed explanations of all your services so that we know what you offer and can structure your design around your core offerings.

Time

We'll be doing most of the heavy-lifting with your new site but we'll still need some of your time for our kickoff and strategy meetings, reviewing pages, and gathering the above content. We know you're busy though so we do our best to make the website process as seamless as possible so you can keep building your business while we create its new online presence.

timeframe.

Based on your project's scope of work, we have estimated 17 weeks for completion depending on when we receive content and feedback from you. Below is our proposed timetable and workflow process. Project will kick off once we have received the content we need to get started.

Phase	Week
Client survey review & kickoff meeting	1
Begin homepage design	2
Present finished live home page design	4
Begin 1st phase revision process	
Begin internal page builds	5
Deliver final batch of pages	16
Deployment to live site	17
(Optional) On-page sports schedules	add 2 weeks to timeline



website investment.

Below is the estimated budget for your website project based on the scope of work. Some of the line items are "optional". Simply toggle the checkbox on the left of the optional items to see the cost difference.

Website design & dev budget

Description	Price
Research Brand and industry research, site mapping, client strategy meetings.	\$2,599
Design Page designs (home page and internal pages), Graphics/video/photo integration, Client revisions, Final theme design.	\$12,746
Development Back-end & front-end program coding (HTML, CSS, JS, JQuery), mobile responsive programming, Client revision process. Translation feature, chat, website search, newsletter.	\$15,585
Minor Copyediting Adjusting existing website copy on main pages as needed to fit the updated sitemap and layout.	\$1,024
Testing, Training, & Launch Procedures Browser testing, Speed testing, Analytics, Security set-up, post-launch plug-in installation, hosting and domain transfers, REDFOX Builder training.	\$2,000
<input type="checkbox"/> (Optional) On-page Sports Schedules Creation of a system for sports schedules to be entered directly onto the website instead of being uploaded as PDFs.	\$1,665
Total	\$33,954

hosting & security.

REDFOX VISUAL provides hosting and security services for our websites 100% in-house. In fact, we ONLY accept website projects from clients willing to use our hosting and security and we ONLY offer our hosting and security services to OUR website clients.

We do this because we want to make ABSOLUTELY sure the website we design and build for you is always working, always performing, and always converting. YOUR success is OUR success!

We offer 3 hosting packages depending on our individual clients' needs and budgets.

What is Web Hosting?

Well, simply put, the hosting platform is where your website lives online. It's what web browsers, like Google, pull data from to show your visitors when they type in your domain (yourwebsite.com). This is not the same as your domain hosting (like Godaddy or Google Domains); your domain simply points users to your site. The hosting platform your site lives on handles things like page speed, content delivery, visitor bandwidth, and security from potential threats like spam, malware, and hackers.

how our hosting is different.

Our clients trust us with the maintenance and security of their websites; which is something we take very seriously, Your website IS the face of your business online. So we make sure it not only looks awesome, but performs awesome too.

Tuned Specifically for Your Website

We custom tailor hosting and security for each website we build. Some websites have more content than others, or more images and videos, or need to take online payments; so our services can't be one-size-fits-all. We customize every facet of your hosting to your websites specific requirements.

Security Focused Hosting

Getting your website hacked sucks... No one wants intrusive ads popping up all over their site or spam being sent from their email. We protect against this both at the site and server level with things like two-factor authentication, intelligent IP address threat blocking, and daily security scans and site backups. Our Security protocols include MUCH more than what's been listed here. But this should give you a good idea of how we keep your site secure.

Real Support From Real People

Our websites are maintained and supported in-house. We don't outsource anything! ALL of our hosting and security plans include unlimited technical support because we want to give our client the freedom to call or email us with nay questions or issues. It's also unlimited because most of the website support we handle is behind the scenes and done on a daily basis without even bothering our clients. Keeping everything in-house also gives us the ability to handle issues quickly; our average support ticket resolution time is under 30 minutes!

Blazing Fast Speeds

Our websites burn rubber! Because our servers are located ALL over the globe, our websites we'll load quickly regardless of where your site visitor is located. The content on your site is also stored and delivered from several of our servers at once to guarantee fast load times and buffer free experiences. Our platform leverages the SAME industry leading technology as mega sites like BuzzFeed, the New York Times, Yelp, Pinterest, Twitter, and more.

Daily Website Backups

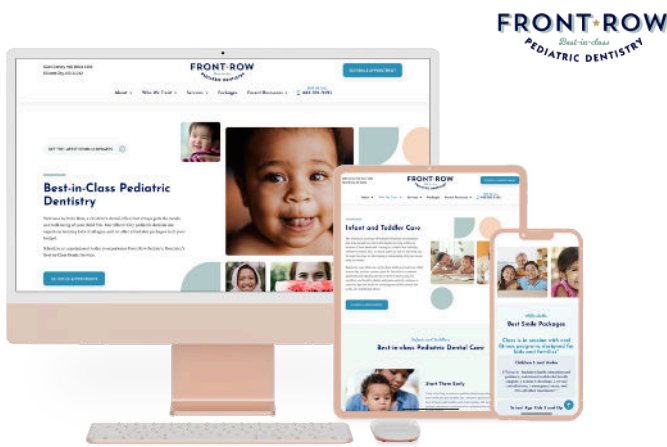
In today's "Internet of things" environment stuff happens... servers crash, browsers fail, and he list goes on. That's why we download and back up your website to multiple servers daily. In the unlikely event your site goes down, we can have it back up with one click of a mouse!

Features	Basic: \$149/mo	Advanced: \$249/mo	Elite: \$349/mo
REDFOX WordPress Hosting	●	●	●
REDFOX Builder: Front-end WordPress Editor You can easily edit your site using drag and drop – no coding!	●	●	●
Secure SL Certificate We put the “S” in https!	●	●	●
WordPress Core Updates	●	●	●
WordPress Plug-In Updates	●	●	●
Daily Security Scans	●	●	●
Monthly Tech Support	----- Unlimited! -----		
Brute Force Security A higher level of security for your website. This is a necessity if you have payment portals on your website. Brute Force Security is what sites like Amazon and Apple use to make sure customer payment information never falls into the wrong hands.		●	●
Content Delivery Network Faster content delivery for faster page speeds.		●	●
Free Malware Removal		●	●
Spam Cleanup		●	●
Preventative Maintenance We continuously crawl every page of your website checking for potential security threats and technical issues and fix them as we find them. It's like the golden gate bridge; as soon as we finish checking every page, we start over and do it again!		●	●
Uptime Monitoring Daily site monitoring to ensure your website is always online.			●
Database Optimization Things on your website like images, videos, and documents can take up a lot of space and make your website really slow... Our database optimization tool automatically reduces the file size of these assets, while preserving quality, so your website is always pretty and FAST!			●
Broken Link Monitoring Our service checks all of the links on your site daily and notifies us of any issues.			●
2hr Design Retainer New page designs, new landing page designs, content updates.			●

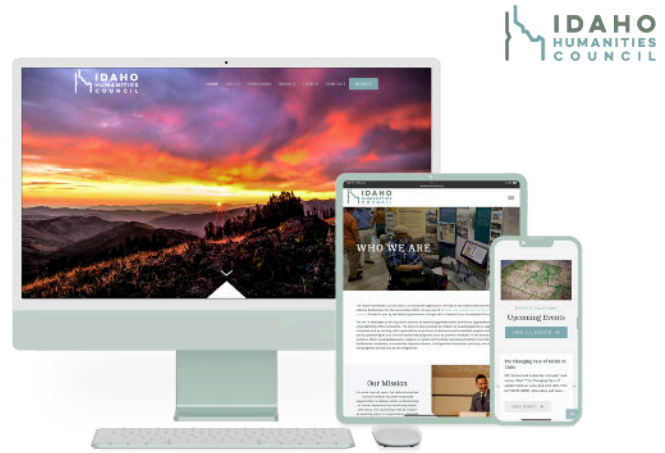
examples of web work.

Below is a handful of recent website projects we've taken on. We are proud to have been able to partner with global companies, local businesses, and government organizations. These websites were 100% custom designed and coded in-house by REDFOX VISUAL.

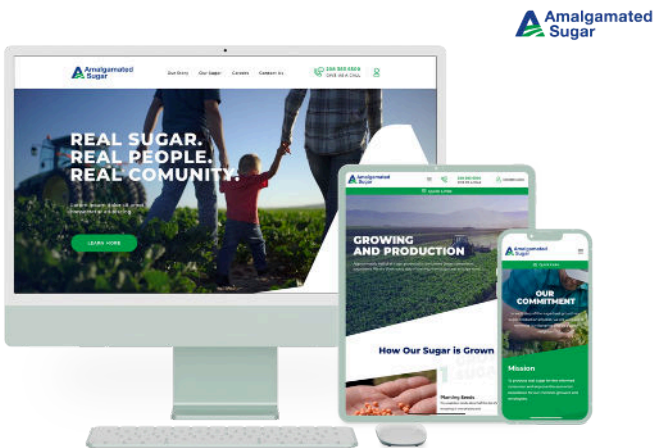
Click an image below to view each website in full.



frontrowpediatricdentistry.com



idahohumanities.org



amalgamatedsugar.com



fisherstech.com



why us?

WE CREATE BECAUSE WE LOVE

Our motto is, and always has been, “we create because we love”.

Notice I didn’t say “because we love to create”. I said, “because we love”. Love is at the center of all we do. It’s not a “hearts and flowers, fireworks, Hollywood, string quartet” kind of love. It’s more of an “I’ve got your BACK” love.

At REDFOX VISUAL we’ve got your back, we’ve got each other’s backs, and the clients we choose to work with have our backs.

We don’t take every project. We don’t take on every client. We choose meaningful relationships over money in the bank, and at the root of all we do... is love.

- Josh Cremer, Founder & CEO

OUR CORE VALUES

- **LOVE**
 - We love each other. We love our clients. We love our community.
- **COURAGE**
 - Be brave, bold, and fearless in creativity and character.
- **AUTHENTICITY**
 - Be who you are. You will be fully supported and loved.
- **EQUALITY**
 - Fairness in opportunity, advancement, rights, and treatment, PERIOD.
- **CURIOSITY**
 - Never stop learning. Always be innovating.

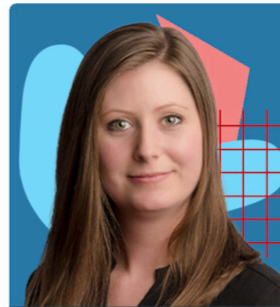
the dream team.

Our objective is to connect your brand with the right people.

Our passion is to tell your story with purpose, create ideas that live in culture, and forge connections centered around profound relationships.



Taylor Belden
Graphic Designer



Tiffany Brus
Account Director



Lexi Chavez
UI/UX Developer



Josh Cremer
Creative Director



Rachel Macfarlane
Social Media Brand Specialist



Nathan Pope
Sr. Web Developer

We're obsessed with your success. By being bolder, digging deeper, and pushing further than expected, we can help you achieve your goals.

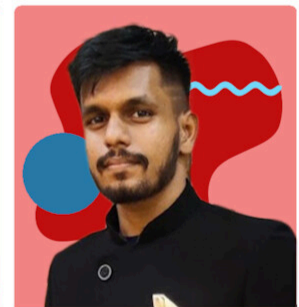
These are the bold thinkers, earth-shakers, and creative minds doing the work to shape your success.



Whitney Schrader
Digital Marketing Specialist



Natalie Sullivan
Jr. Developer



Ankit Vora
Copywriter





logistics.

1 Proposal

You are here. This project proposal is the first step in our process.

2 Contract

Once you have accepted the project proposal we will provide you with our client services contract to review and sign. The client services contract outlines the scope of work, payment schedule, ownership of deliverables, and other items pertaining to the project. This document is signed by all parties involved before we proceed. We will also sign any NDA's that you require in order to proceed with the project.

3 Payment Terms

After the contracts are signed by everyone we collect your first payment. Projects are typically billed in 3 payments spread evenly throughout the proposed duration of the project, however we can work with you to set up a different payment schedule if needed. The payment schedule will be clearly outlined in the contract. Invoices are due on receipt and there will be a 1 week grace period for payment. If payment is not received within this grace period, all website work will halt until the payment is made. Project schedule will be extended according to the time that work is not being done while we are waiting to collect payment.

4 Work

This portion of the process contains all creative work involved with your project. This is where we do the bulk of the work from web design to complex web development. We will provide you with frequent project updates for each milestone so you always know when you can expect to see your finished product.

5 Delivery

When we are finished with the creative process, the revision process, and everything has been fully approved by you, we will set up your monthly hosting service and launch your website.

next steps.

Please read the project proposal thoroughly and identify any questions you have or items you need us to clarify for you. It's really important to us that everything is transparent and understood from the beginning so that we lay a solid foundation for a great working relationship.

If you have any questions at all, please let us know. We're happy to clarify any points and work through solutions with you to find the best outcome. We're committed to finding the best way to work together.

Once this proposal has been approved, please sign and date at the bottom and return to us.



SIGNATURE

Josh Cremer

redfox visual



SIGNATURE

Sara Sheehy

Blaine County Recreation District



To: BCRD Board of Directors
From: Mark Davidson, Executive Director
Date: July 29, 2022
Re: BCRD Fee Schedule Update

BCRD regularly assesses the fee structure of our offerings to ensure we are appropriately balancing our ability to cover operating expenses to deliver programming and services for the community while maintaining affordability. Over the last two years, our community has seen significant growth which has impacted many areas of our business, including increased use and increased wages as housing prices soar, among other things. BCRD opened a remodeled Aquatic Center that doubled the facility size, experienced full youth programs with long waiting lists, and challenges to fully staff all aspects of the organization. We also have experienced increased costs for all our programs and facilities, and fuel expenses continue to rise which impacts our grooming operations in the winter.

With these changes and growth, BCRD staff have assessed our current program fee structure and proposed adjustments for FY23. The Board of Directors adjusts Nordic pass pricing yearly, and has adjusted Aquatic Center pricing recently, but other youth program pricing has not been adjusted in many years.

The table below provides specific details for proposed fee increases for the coming fiscal year. The proposed fees will contribute to operational and administrative costs, increased staffing fees, and maintaining and operating expanded services and programs.

Proposed Fee Schedule Fiscal Year 2022 - 2023				
Type	2021/2022 Pricing	2022/2023 Pricing	% Change	
Nordic				
Adult Pre-Season	\$228	\$245	7.5%	
Adult Regular Season	\$280	\$295	5.4%	
BCRD/Sun Valley Pre-Season	\$428	\$490	14.4%	
BCRD/Sun Valley Regular	\$576	\$590	2.4%	
Youth	\$0	\$0	0.0%	
Snowshoe Only	\$66	\$69	4.5%	
Dog	\$52	\$54	3.9%	
Day Pass	\$18	\$20	11.1%	
3-Day	\$48	\$54	12.5%	
7-Day	\$96	\$119	24.0%	
Dog Day Pass	\$5	\$5	0.00%	
Snowshoe Day Pass	\$5	\$10	100.0%	
Quigley Nordic	\$10	\$10	0%	
Youth Sports				
Soccer	\$ 68	\$ 80	17.7%	
Basketball	\$ 68	\$ 80	17.7%	
Spring Ball	\$ 68	\$ 80	17.7%	
Track and Field	\$ 40	\$ 47	17.5%	
HUB and Summer Camp				
Hub after school program	\$ 142	\$ 160	12.7%	
Hub Recess from School	\$ 36	\$ 42	16.6%	
Hub Summer Camp Week	\$ 155	\$ 170	9.7%	
Hub Summer Camp Full Summer	\$ 1,503	\$ 1,683	12.0%	
Aquatics Pricing				
Aquatics: Season Passes				
Family Pass Early Season	\$161.00	\$ 185.15	15%	
Family Pass Regular Season	\$192.00	\$ 220.80	15%	
Adult Early Bird	\$84.00	\$ 96.60	15%	
Adult Regular Season	\$98.00	\$ 112.70	15%	
Child/ Senior Early Bird	\$69.00	\$ 79.35	15%	
Child/ Senior Regular Season	\$81.00	\$ 93.15	15%	
Aquarobics				
Adult	\$120.00	\$ -	0%	
Senior	\$97.00	\$ -	0%	
Day Passes				
Family	\$25.00	\$ -	0%	
Adult	\$10.00	\$ -	0%	
Senior/ Child	\$8.00	\$ -	0%	
Aquarobics	\$10.00	\$ -	0%	
Senior Aquarobics	\$7.00	\$ -	0%	
Aquatics: Programs				
Swim Team 2x/Week	\$83.00	\$ -	0%	
Swim Team 3/Week	\$124.00	\$ -	0%	
Swim School	\$44.00	\$ -	0%	
Family	\$162.82	\$ -	0%	
Individual Adult	\$77.91	\$ -	0%	

July 29, 2022
Blaine County Recreation District
2022/2023 Fiscal Year Budget
Hearing



BCRD
Pursue the Active Life

- Commitment to staff development
- Quigley Trails Park facility
- Maintain excellent services and programming
- Increase capacity to support more children at HUB and summer camp
- Launch programming for Middle School age youth
- Implement outdoor programs (mountain biking and Nordic ski clinics at Quigley, outdoor education programs)
- Ensure successful transition of new concessionaires at Galena Lodge



Blaine County Recreation District Budget Hearing Notice

Budget for FYE September 30, 2023

Revenue

Property Tax Income	\$	1,684,673
Earned Income	\$	1,418,251
Contributed Income		1,681,900
Total Revenue	\$	<u>4,784,824</u>
% Revenue from Taxes		35.2%

Expenditures

Cost of Sales	\$	31,247
General & Administrative	\$	526,731
Youth and Adult Programs	\$	1,426,250
Trails and Facilities	\$	1,869,535
Capital Expenditures		1,341,000
Total Expenditures	\$	<u>5,194,764</u>

Surplus (Deficit)	\$	<u><u>(409,940)</u></u>
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Transfer from Fund Balance	\$	409,940
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Budget Summary Comparisons

<u>Category</u>	<u>Budget 2017-2018</u>	<u>Budget 2018/2019</u>	<u>Budget 2019-2020</u>	<u>Budget 2020/2021</u>	<u>Budget 2022/2023</u>	<u>% Change</u>	<u>Trend</u>	<u>Comments</u>
Wages & Benefits	\$ 1,644,792	\$ 1,722,087	\$ 1,836,270	\$ 2,025,412	\$ 2,265,900	11.87%	↑	5% cola, merit adjustments; includes wage adjustment from FY22
Base Property Tax Levy	\$ 1,358,529	\$ 1,426,398	\$ 1,481,870	\$ 1,621,353	\$ 1,684,673	3.91%	↑	Annual property tax base levy adjustment (3%) plus other tax adjustments to run rate
Operational Fundraising	\$ 352,600	\$ 355,567	\$ 361,717	\$ 399,400	\$ 1,064,900	166.62%	↑	Increase in targeted fundraising for capital expenses; celebration events, and major donor engagement
Earmarked Fundraising	\$ 190,000	\$ 557,000	\$ 2,165,000	\$ 177,500	\$ 617,000	247.61%	↑	Quigley infrastructure, Electric snow cat
GNVT Pass Sales	\$ 487,500	\$ 510,000	\$ 513,722	\$ 749,729	\$ 876,500	16.91%	↑	Budget adjusted up to reflect day/season pass performance trend
Fitworks Pass Sales	\$ 116,100	\$ 123,600	\$ 107,050	\$ 66,668	\$ 44,456	-33.32%	↓	Budget reduced to reflect membership/class performance trend
Marketing	\$ 98,985	\$ 105,780	\$ 101,300	\$ 189,840	\$ 260,979	37.47%	↑	Website updates; targeted marketing for strategic plan as needed
Gas	\$ 75,116	\$ 65,116	\$ 65,316	\$ 57,042	\$ 86,295	51.28%	↑	Budget increased to account for fuel price increases currently over \$5.00 per gallon
Property Rent	\$ 155,100	\$ 181,045	\$ 191,695	\$ 206,975	\$ 211,480	2.18%	↑	Rent increase to reflect new shop and CC capital costs
Seasonal Payroll	\$ 362,632	\$ 375,261	\$ 344,885	\$ 480,435	\$ 479,785	-0.14%	↓	Slight decrease due to seasonal staffing at aquatic center
Interest Income	\$ 20,001	\$ 38,000	\$ 45,000	\$ 11,580	\$ 11,580	0.00%	—	Budget similar to reflect improved run rates but also lower yields and principal
Capex	\$ 775,000	\$ 761,600	\$ 2,964,000	\$ 485,500	\$ 1,341,000	176.21%	↑	Capex increases for Quigley infrastructure and electric snow cat purchase

Trends Budget Expenditures/Actuals



Comparisons by Major Category/Department

Net Income

G&A
Programs Only (BCRD @CC)
Aquatics Only
Tax Related Trails
GNVT
Total Net Income

2019/2020 Actuals	2020/2021 Actuals	2019/2020 Budget	2020/2021 Budget	2021/2022 Budget	2022/2023 Budget
\$835,807	\$1,359,555	\$723,083	\$1,076,632	\$1,290,184	\$1,263,942
-\$416,697	-\$320,722	-\$446,173	-\$473,670	-\$514,962	-\$554,784
-\$129,913	-\$202,739	-\$199,969	-\$214,749	-\$404,840	-\$316,992
-\$556,464	-\$409,593	-\$559,441	-\$458,213	-\$422,623	-\$526,692
\$213,462	\$183,712	-\$270,500	-\$257,500	-\$221,500	-\$275,414
-\$53,805	\$610,213	-\$753,000	-\$327,500	-\$273,741	-\$409,940

Tax Related
GNVT

-\$267,267	\$426,501	-\$482,500	-\$70,000	-\$52,241	-\$134,526
\$213,462	\$183,712	-\$270,500	-\$257,500	-\$221,500	-\$275,414
-\$53,805	\$610,213	-\$753,000	-\$327,500	-\$273,741	-\$409,940

Income Statement

Total Revenue
COGS
Wages & Benefits
Other Operating Costs
Total Operating Costs
Capex
Net Income

2019/2020 Actuals	2020/2021 Actuals	2019/2020 Budget	2020/2021 Budget	2021/2022 Budget	2022/2023 Budget
\$4,501,842	\$3,704,351	\$5,031,325	\$3,014,138	\$3,423,149	\$4,784,824
\$47,566	\$18,602	\$62,270	\$32,270	\$29,270	\$31,247
\$1,695,065	\$1,752,812	\$1,836,270	\$1,876,958	\$2,025,412	\$2,265,900
\$700,774	\$955,396	\$921,785	\$1,013,726	\$1,156,708	\$1,556,617
\$2,395,840	\$2,708,208	\$2,758,055	\$2,890,684	\$3,182,120	\$3,822,517
\$2,112,241	\$367,329	\$2,964,000	\$418,684	\$485,500	\$1,341,000
-\$53,805	\$610,213	-\$753,000	-\$327,500	-\$273,741	-\$409,940

Overall BCRD

- Total Tax revenue up 3% plus other tax adjustments
- Continued fundraising and increasing targeted strategies
- Consulting/contract support for upcoming initiatives
- Wage adjustment for all positions and COLA/merit increases for coming year
- Increases in seasonal staffing
- CapEx investments

	2019/2020	2020/2021	2019/2020	2020/2021	2021/2022	2022/2023
	Actuals	Actuals	Budget	Budget	Budget	Budget
Tax Revenue	1,540,637	1,618,080	1,481,870	1,546,241	1,621,353	1,684,673
Programs & Fees	160,533	296,601	271,390	246,546	271,309	355,035
Passes	707,606	1,033,613	668,072	713,968	883,897	1,013,456
Miscellaneous Revenue	11,087	4,791	6,500	6,500	6,500	5,500
Fundraising - Donations	198,378	460,652	94,450	120,454	297,650	955,150
Fundraising - Earmarked	1,493,452	54,310	2,165,000	75,000	177,500	617,000
Fundraising - Sponsorships	1,050	4,350	8,300	7,600	25,000	25,000
Other Fundraising	293,128	177,183	258,968	220,619	76,750	84,750
Other Revenue	95,971	54,771	76,772	77,210	63,190	44,260
Total Revenue	4,501,842	3,704,351	5,031,322	3,014,138	3,423,149	4,784,824
Cost of Goods Sold	47,566	18,602	62,270	32,270	29,270	31,247
Wages + Benefits	1,695,065	1,752,812	1,836,271	1,876,958	2,025,412	2,265,900
Marketing	63,601	91,214	108,415	110,790	189,840	260,979
Repair/Maintenance	108,088	140,928	131,246	165,366	172,497	176,966
Gas	48,583	47,577	65,311	60,013	57,042	86,295
Consulting/Legal	19,061	18,439	14,990	14,940	21,930	182,005
Rent	141,690	172,628	191,694	207,675	206,975	211,480
Other Operating Costs	319,751	484,609	410,125	454,943	510,024	638,892
Total Operating Costs	2,395,840	2,708,208	2,758,052	2,890,684	3,183,921	3,822,517
Capital Expenditures	2,112,241	367,329	2,964,000	418,684	485,500	1,341,000
Net Income	-53,805	610,213	-753,000	-327,500	-275,542	-409,940

BCRD Programs

- Capex includes annual investment in equipment updates in FitWorks
- Revenue includes increases to program and enrollment fees
- Increase seasonal staffing for youth programs
- Update sports related equipment for all youth programs

Tax Revenue
Programs & Fees
Passes
Miscellaneous Revenue
Fundraising - Donations
Fundraising - Earmarked
Fundraising - Sponsorships
Other Fundraising
Other Revenue
Total Revenue
Cost of Goods Sold
Wages + Benefits
Marketing
Repair/Maintenance
Gas
Consulting/Legal
Rent
Other Operating Costs
Total Operating Costs
Capital Expenditures
Net Income

2019/2020 Actuals	2020/2021 Actuals	2019/2020 Budget	2020/2021 Budget	2021-2022 Budget	2022-2023 Budget
-	-	0	0	0	0
160,533	258,980	230,511	205,671	231,434	292,110
70,662	42,351	107,050	66,668	66,668	44,456
1,220	92	0	0	0	0
79,132	61,927	18,350	42,354	20,150	37,150
4,000	-	0	0	0	0
1,050	350	4,300	3,600	15,000	15,000
40	56,441	0	0	0	0
4,262	4,084	2,580	2,510	2,510	3,500
320,899	424,225	362,791	320,803	335,762	392,216
24	44	50	50	50	50
472,041	438,706	489,151	477,342	450,618	530,168
10,577	7,156	11,865	9,605	10,630	11,270
6,877	1,843	6,200	6,950	7,350	8,230
243	386	615	465	465	510
1,280	5,343	1,940	1,890	1,905	2,655
70,643	91,276	100,750	112,730	112,030	114,336
155,827	200,192	178,393	175,440	259,476	269,781
717,488	744,902	788,914	784,423	842,474	936,950
20,085	0	20,000	10,000	10,000	10,000
-416,697	-320,722	-446,173	-473,670	-516,762	-554,784

- New cover for large pool
- Additional shading
- Increases in utility costs due to more water treatment and electricity demand
- Seasonal staffing sufficient to run facility at full capacity

	2019/2020 Actuals	2020/2021 Actual	2019/2020 Budget	2020/2021 Budget	2021/2022 Budget	2022/2023 Budget
Tax Revenue	0	0	0	0	0	0
Programs & Fees	0	37,621	39,875	39,875	39,875	42,925
Passes	0	86,633	47,300	47,300	67,500	92,500
Miscellaneous Revenue	880	0	0	0	0	0
Fundraising - Donations	275	3,963	6,000	1,000	1,000	22,000
Fundraising - Earmarked	0	0	0	0	0	0
Fundraising - Sponsorships	0	4,000	4,000	4,000	10,000	10,000
Other Fundraising	0	0	0	0	0	0
Other Revenue	113	12,413	14,700	14,700	14,700	14,780
Total Revenue	1,268	144,630	111,875	106,875	133,075	182,205
Cost of Goods Sold	0	6,107	10,920	10,920	7,920	9,897
Wages + Benefits	57,917	181,818	154,491	162,400	320,426	272,490
Marketing	1,210	3,958	3,435	3,435	3,435	3,760
Repair/Maintenance	2,915	12,747	11,400	11,400	21,402	11,750
Gas	37	204	0	0		0
Consulting/Legal	1,019	4,687	5,350	5,350	8,000	4,660
Rent	0	0	945	945	945	0
Other Operating Costs	68,083	137,848	125,304	127,174	175,787	196,640
Total Operating Costs	131,181	341,262	300,925	310,704	529,995	489,300
Capital Expenditures	0	0	0	0	0	0
Net Income	-129,913	-202,739	-199,970	-214,749	-404,840	-316,992

Tax Trails

- Increases in fuel costs expected to continue into FY23.
- Seal coat on Wood River Trail and park improvements

Tax Revenue
 Programs & Fees
 Passes
 Miscellaneous Revenue
 Fundraising - Donations
 Fundraising - Earmarked
 Fundraising - Sponsorships
 Other Fundraising
 Other Revenue
 Total Revenue
 Cost of Goods Sold
 Wages + Benefits
 Marketing
 Repair/Maintenance
 Gas
 Consulting/Legal
 Rent
 Other Operating Costs
 Total Operating Costs
 Capital Expenditures
 Net Income

	2019/2020 Actuals	2020/2021 Actuals	2019/2020 Budget	2020/2021 Budget	2021/2022 Budget	2022/2023 Budget
Tax Revenue	5,724	5,724	0	0	0	0
Programs & Fees	0	0	0	0	0	0
Passes	0	0	0	0	0	0
Miscellaneous Revenue	30	1,042	0	0	0	0
Fundraising - Donations	14,931	4,963	10,500	10,500	10,500	15,000
Fundraising - Earmarked	0	0	0	0	0	0
Fundraising - Sponsorships	0	0	0	0	0	0
Other Fundraising	21,608	13,750	32,968	32,967	28,750	15,000
Other Revenue	19,719	3,223	11,150	9,150	1,110	1,110
Total Revenue	62,012	28,701	54,618	52,617	40,360	31,110
Cost of Goods Sold	0	0	0	0	0	0
Wages + Benefits	242,607	248,345	260,463	265,618	208,993	274,355
Marketing	11,543	5,955	20,000	19,500	19,500	19,500
Repair/Maintenance	37,875	41,486	50,446	54,696	44,660	50,640
Gas	8,153	8,844	13,000	11,711	9,500	12,825
Consulting/Legal	2,766	1,081	1,300	1,300	1,300	1,375
Rent	9,548	10,109	11,004	11,000	11,000	11,760
Other Operating Costs	114,463	82,579	112,845	95,822	91,530	106,347
Total Operating Costs	426,955	398,400	469,058	459,646	386,483	476,802
Capital Expenditures	191,521	39,894	145,000	51,184	76,500	81,000
Net Income	-556,464	-409,593	-559,440	-458,213	-422,623	-526,692



Non-Tax Trails (Quigley, Galena, and NVT)

- Focused fundraising strategies – hosted major donor gathering
- Celebration event for Galena and the trails
- Celebration event at Galena Lodge
- Increases in fuel costs expected for FY 2023
- Quigley building
- Electric snow cat
- Programming for summer and winter activities at Quigley Trails Park

	2019/2020 Actuals	2020/2021 Actuals	2019/2020 Budget	2020/2021 Budget	2021/2022 Budget	2022/2023 Budget
Tax Revenue	0	0	0	0	0	0
Programs & Fees	0	0	1,000	1,000	0	20,000
Passes	636,943	904,630	513,722	600,000	749,729	876,500
Miscellaneous Revenue	8,083	3,021	6,500	6,500	6,500	5,500
Fundraising - Donations	104,040	282,902	59,600	66,600	266,000	781,000
Fundraising - Earmarked	575,079	54,310	500,000	75,000	177,500	617,000
Fundraising - Sponsorships	0	0	0	0	0	0
Other Fundraising	271,480	106,992	226,000	187,652	48,000	69,750
Other Revenue	45,580	25,805	33,346	33,850	38,870	18,870
Total Revenue	1,641,205	1,377,660	1,340,168	970,602	1,286,599	2,388,620
Cost of Goods Sold	47,542	12,450	51,300	21,300	21,300	21,300
Wages + Benefits	308,683	322,329	312,727	317,300	388,511	476,179
Marketing	29,026	30,827	55,390	60,390	115,950	181,310
Repair/Maintenance	59,907	84,448	62,000	91,000	97,526	100,426
Gas	39,897	38,006	51,546	47,597	46,837	72,600
Consulting/Legal	11,957	5,539	2,000	2,000	4,600	112,600
Rent	28,209	28,489	32,496	31,000	31,000	33,384
Other Operating Costs	261,556	362,760	256,709	325,016	403,375	416,235
Total Operating Costs	739,235	872,398	772,868	874,302	1,087,799	1,392,734
Capital Expenditures	640,966	309,099	786,500	332,500	399,000	1,250,000
Net Income	213,462	183,712	-270,500	-257,500	-221,500	-275,414

- Tax revenue increase with annual adjustment 3%
- Consulting costs to explore future community recreation needs
- Website update and refresh

	2019/2020 Actuals	2020/2021 Actuals	2019/2020 Budget	2020/2021 Budget	2021/2022 Budget	2022/2023 Budget
Tax Revenue	1,534,913	1,612,356	1,481,870	1,546,241	1,621,353	1,684,673
Programs & Fees	0	0	0	0	0	0
Passes	0	0	0	0	0	0
Miscellaneous Revenue	874	636	0	0	0	0
Fundraising - Donations	0	106,899	0	0	0	100,000
Fundraising - Earmarked	914,373	0	1,665,000	0	0	0
Fundraising - Sponsorships	0	0	0	0	0	0
Other Fundraising	0	0	0	0	0	0
Other Revenue	26,297	9,245	15,000	17,000	6,000	6,000
Total Revenue	2,476,457	1,729,136	3,161,870	1,563,241	1,627,353	1,790,673
Cost of Goods Sold	0	0	0	0	0	0
Wages + Benefits	613,818	561,614	619,433	654,297	656,865	712,708
Marketing	11,245	43,318	17,925	17,860	40,325	45,139
Repair/Maintenance	514	404	1,200	1,320	1,560	5,920
Gas	253	136	150	240	240	360
Consulting/Legal	2,040	1,790	4,400	4,400	6,125	60,715
Rent	33,290	41,677	46,500	52,000	52,000	52,000
Other Operating Costs	-280,179	-297,693	-263,321	-268,509	-419,945	-350,111
Total Operating Costs	380,981	351,246	426,287	461,608	337,170	526,731
Capital Expenditures	1,259,669	18,336	2,012,500	25,000	0	0
Net Income	835,807	1,359,555	723,083	1,076,633	1,290,183	1,263,942