AGENDA

SUN VALLEY AIR SERVICE BOARD MEETING

SUN VALLEY CITY HALL 81 ELKHORN ROAD SUN VALLEY, ID Wednesday, May 26, 2021 - 2:00 PM

CALL TO ORDER

ROLL CALL

PUBLIC COMMENT

REMARKS FROM THE CHAIR

REMARKS FROM THE BOARD

CONSENT AGENDA (Action Item) All items listed under the Consent Agenda will be approved in one motion without discussion unless any Board Member requests that the item be removed for individual discussion and possible action.

- 1. Approval of Air Service Board Minutes from March 17, 2021
- 2. Receive and File Financials:
 - a. 1% Local Option Tax Report February 2021 and March 2021

ACTIONS/DISCUSSIONS/PRESENTATIONS

- 3. Authorization for payment of bills on-hand through May 21, 2021 (Action Item)
- 4. Discuss fund balance protocols and procedures including the appropriate level of reserves (Action Item)
- 5. Fly Sun Valley Alliance air service update
- 6. Sun Valley Marketing Alliance update

EXECUTIVE SESSION – IF CALLED

Pursuant to Idaho Code § 74-206 (d) to consider trade secrets that are exempt from disclosure as provided in Idaho Code 74-107

ADJOURNMENT

SUN VALLEY AIR SERVICE BOARD MEETING MINUTES March 17, 2021 at 2:00 PM

Present: Neil Bradshaw - Mayor, City of Ketchum (attended virtually)

Peter M. Hendricks – Mayor, City of Sun Valley

Martha Burke – Mayor, City of Hailey (attended virtually)

Jacob Greenberg, Blaine County Commissioner (attended virtually)

Absent: None

Staff: Jade Riley – City Administrator, City of Ketchum (attended virtually)

Shellie Rubel – Interim City Treasurer, City of Ketchum (attended virtually)

CALL TO ORDER

Mayor Bradshaw called the meeting to order at 2:04 PM.

PUBLIC COMMENT

None.

REMARKS FROM THE CHAIR

None.

REMARKS FROM THE BOARD

None.

CONSENT AGENDA

- 1. Approval of Air Service Board Minutes of January 27, 2021
- 2. Receive and File Financials:
 - a. 1% Local Option Tax Report December 2020 and January 2021

Motion to approve the consent agenda, in toto.

RESULT: ADOPTED [UNANIMOUS]

MOVER: Peter Hendricks, Mayor of Sun Valley
SECONDER: Martha Burke, Mayor of Hailey

AYES: Bradshaw, Burke, Hendricks

ACTION/DISCUSSION/PRESENTATION

3. Authorization of payment of bills on-hand through March 12, 2021

Motion to approve the bills on-hand through March 12, 2021.

RESULT: ADOPTED [UNANIMOUS] MOVER: Martha Burke, Mayor of Hailey **SECONDER:** Peter Hendricks, Mayor of Sun Valley

AYES: Bradshaw, Burke, Hendricks

4. Discussion on fund balance protocol and procedures including the appropriate level of reserves

Mayor Bradshaw explained that this agenda item is to discuss how to deal with any excess funds and what is the level we need to maintain in our reserves. He asked to hear from Carol Waller and Scott Fortner on why they would need the excess funds now instead of putting it in reserves. Waller suggested that when we get an audit report, we ask the two entities what their needs are. She believes that the balance this year should go to marketing. Fortner offered that things are moving fast, and it would be useful to be able to take advantage of said monies quickly and not have to come back to the board.

Blaine County Commissioner Greenberg commented that he doesn't believe it's correct that we need \$200k in reserves as our auditor recommended at the last meeting. Mayor Hendricks thinks we need clarification and Mayor Bradshaw agreed. Mayor Burke questioned why we should wait to distribute the excess funds. Each entity disclosed their respective reserves and then Mayor Bradshaw asked that they come back next month to discuss what the amount should be and to work on their "whys."

5. Discussion and possible approval of FSVA FY21 Contract Addendum MOU

Carol Waller explained that this addendum is for FY21 only and explained why it was necessary.

Motion to approve the FSVA FY21 Contract Addendum MOU.

RESULT: ADOPTED [UNANIMOUS] MOVER: Martha Burke, Mayor of Hailey SECONDER: Peter Hendricks, Mayor of Sun Valley

Bradshaw, Burke, Hendricks AYES:

ADJOURNMENT

Motion to adjourn.

RESULT: ADOPTED [UNANIMOUS] MOVER: Martha Burke, Mayor of Hailey

SECONDER: AYES:	Peter Hendricks, Mayor Bradshaw, Burke, Hend	•	
Meeting adjourn	ed at 2:49 PM.		
		Neil Bradshaw, Chair	
Peter M. Hendrid	cks, Secretary/Treasurer		Dana 2 of
			Page 2 of 3

				1% LOT (Contribution				Expenses	
1% LOT	1% LOT							Communities'	SVASB Adminsitrative	Funds for
Generated	Received		Sun Valley	Ketchum	Hailey	1	TOTAL	Direct Costs	Budget	Contracts
Fund Balance										
Oct-20	Dec-20		36,567.37	177	,324.51	6,615.97	220,507.85	-6,546.86	-3,025.00	210,935.99
Nov-20	Jan-21		28,030.56	169	,956.42	3,111.82	201,098.80	-6,375.14	-75.00	194,648.66
Dec-20	Feb-21		72,930.72	303	,537.35	6,216.56	382,684.63	-6,527.27	-75.00	376,082.36
Jan-21	Mar-21		49,539.90	223	,630.77	7,784.62	280,955.29	-6,604.11	-75.00	274,276.18
Feb-21	Apr-21		63,886.05	245	,042.16	11,981.15	320,909.36	-6,809.73	-75.00	314,024.63
Mar-21	May-21		74,448.14	260	,706.77	11,786.05	346,940.96	-6,800.18	-75.00	340,065.78
Apr-21	Jun-21		0.00		0.00	0.00	0.00	-6,222.66	-675.00	-6,897.66
May-21	Jul-21		0.00		0.00	0.00	0.00	-6,222.66	-75.00	-6,297.66
Jun-21	Aug-21		0.00		0.00	0.00	0.00	-6,222.66	-75.00	-6,297.66
Jul-21	Sep-21		0.00		0.00	0.00	0.00	-6,222.66	-75.00	-6,297.66
Aug-21	Oct-21		0.00		0.00	0.00	0.00	-6,222.66	-75.00	-6,297.66
Sep-21	Nov-21		0.00		0.00	0.00	0.00	-6,222.66	-75.00	-6,297.66
		Total	325,402.74	1,380	,197.98	47,496.17	1,753,096.89	(76,999.25)	(4,450.00)	

				Fly SV A	Alliance				SVI	MA	
				Budget	1,000,000				Budget	1,129,000	
				Remaining	577,623	58%			Remaining	495,434	44%
1% LOT	1% LOT	Funds for	% of Available Funds					% of Available Funds			
Generated	Received	Contracts	Owed	Funds for Contract	Invoiced Amount	Available Funds	Check	Owed	Funds for Contract	Invoiced Amount	Available Funds
Oct-20	Dec-20	210,935.99	40%	84,374.40				60%	126,561.59		
Nov-20	Jan-21	194,648.66	40%	77,859.46	162,233.86		1140	60%	116,789.20	243,350.79	
Dec-20	Feb-21	376,082.36	40%	150,432.94				60%	225,649.42		
Jan-21	Mar-21	274,276.18	40%	109,710.47	260,143.42		1144	60%	164,565.71	390,215.12	
Feb-21	Apr-21	314,024.63	40%	125,609.85				60%	188,414.78		
Mar-21	May-21	340,065.78	40%	136,026.31				60%	204,039.47		
Apr-21	Jun-21	-6,897.66	50%					50%	,)		
May-21	Jul-21	-6,297.66	50%					50%	,)		
Jun-21	Aug-21	-6,297.66	50%					50%)		
Jul-21	_	-6,297.66						50%)		
Aug-21	Oct-21	-6,297.66						50%			
Sep-21		-6,297.66	50%					50%		-	
		Total		684,013.44	422,377.28				1,026,020.16	633,565.91	

SUN VALLEY AIR SERVICE BOARD INVOICES TO BE PAID

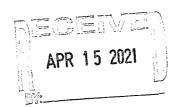
Through: May 21, 2021

Vendor	Date	Invoice #	Description	Amount
White Peterson	3/31/2021	14	44617 Review Assignment of Officers	180.00
JML Publishing	4/1/2021		8907 1 yr hosting SVAirserviceboard.org	240.00
Fly Sun Valley Alliance	2/1/2021		263 1% LOT Collections Feb 2021 (April Contract Services) 1% LOT Collections March 2021 (May Contract	129,609.85
Fly Sun Valley Alliance	3/31/2021		264 Services)	136,026.31
Visit Sun Valley	5/21/2021		1327 1% LOT for Direct Services Marketing (February)	188,414.78
Visit Sun Valley	5/21/2021		1328 1% LOT for Direct Services Marketing (March)	204,039.47
			Total Invoices to be paid	658,510.41

WHITE PETERSON

ATTORNEYS AT LAW
CANYON PARK AT THE IDAHO CENTER
5700 EAST FRANKLIN ROAD, SUITE 200
NAMPA, IDAHO 83687
TEL (208) 466-9272
FAX (208) 466-4405
FED ID # 82-0309660

Sun Valley Air Service Board c/o Heather Dawson City of Hailey 115 MainSt. S, Suite H Hailey ID 83333



Page: 1

03/31/2021

Account No:

25911-000M

Statement No:

144617

Joint Powers Agreement - General

Previous Balance

\$135.00

Fees

02/11/2021		Hours	
03/11/2021 MAJ	Review and response to email from Nancy Flannigan re assignment of officer positions and duties; review on SVASB By-law and officer sections.	0.60	
	For Current Services Rendered	0.60	180.00
	Total Current Work		180.00
	Payments		
03/22/2021	Payment Received - Thank You!		-135.00
	Balance Due		\$180.00

Please include account number 25911.000 on your remittance.

A finance charge of 1.5% per month, compounded monthly, (19.6% Annual Percentage Rate) is charged on any balance remaining after the last day of the month in which the statement is sent, unless other arrangements have been made.

JML Publishing

PO Box 3958 Hailey, ID 83333

Invoice

Date	Invoice #
4/1/2021	8907

Sun Valley Air Service Board Lisa Enourato P.O. Box 2315 Ketchum, ID 83340 EUTERED

	Terms	Due Date
	Due on receipt	4/1/2021
Description		Amount
year hosting SVAirServiceBoard.org		240.00
	Total	\$240.0

Fly Sun Valley Alliance Inc.

PO Box 6316 Ketchum, ID 83340

Invoice

Date	Invoice #
2/1/2021	263

Bill To	
Sun Valley Air Service Board Attn: Grant G & Kathleen S City of Ketchum	

P.O. No.	Terms	Project
	Due on receipt	

Quantity	Description		Rate	Amount
	1% LOT Collections Feb 2021 - FSVA Contract Services	April 2021	129,609.85	129,609.85
			<u> </u>	
			Total	\$129,609.85

Fly Sun Valley Alliance Inc.

PO Box 6316 Ketchum, ID 83340

Invoice

Date	Invoice #
3/31/2021	264

Bill To	
Sun Valley Air Service Board Attn: Grant G & Kathleen S City of Ketchum	

P.O. No.	Terms	Project
	Due on receipt	

Quantity	Description	Rate	Amount
	1% LOT Collections March 2021 - FSVA Contract Services May 2021	136,026.31	136,026.31
		Total	\$136,026.31



FSVA CONTRACT SERVICES RENDERED TO SUN VALLEY AIR SERVICE BOARD APRIL 2021

AIR SERVICE

AIR SERVICE DEVELOPMENT

- Reviewed/monitored/analyzed weekly flight booking reports, monthly performance reports
- Ongoing research/analysis of seat, enplanements, load factors, fares for SUN and competitive markets
- Ongoing review/updates of winter schedules with airlines, airport
- Continued to oversee, monitor, track winter diversion busing program- prepared final season report
- Finalized airlines contract and schedules for summer 2021
- Attended Mead & Hunt virtual 2021 Airline Conference had meetings with airline executives
- Continued discussions/data gathering/analysis for update of Strategic Plan
- Ongoing communication & meetings with airlines, M&H consultant, FMAA, customers, stakeholders
- Prepared materials for Air Service Board reports, invoices, etc. Attended meetings as needed.
- Worked with VSV and other partners on air service marketing efforts, promotional air voucher management

LOCAL AIR MARKETING/COMMUNITY OUTREACH

- Provided information via monthly FSVA Enews and social media channels; updated website as needed
- Finalized creation of summer 2021 SUN air service schedule, shared with public, distributed to all partners
- Created/coordinated/executed FSVA/FMA joint local public outreach campaign via local publications
- Created/executed ongoing FSVA local marketing & PR for air service (print, digital)
- Attended ongoing/weekly/monthly meetings of FMAA board, VSV board, WRV Tourism Coalition, Blaine County Economic Business Recovery Committee, and other community/stakeholder meetings
- Provided information regarding air service to inquiries from local and other travelers

RESEARCH/OTHER

- Began implementation of summer online air passenger survey at SUN, ongoing review of data
- Completed creation of updated non-resident property owner heat map for BC
- Continued work on compiling/tracking relevant news and comparative data and information on air service



FSVA CONTRACT SERVICES RENDERED TO SUN VALLEY AIR SERVICE BOARD MAY 2021

AIR SERVICE

AIR SERVICE DEVELOPMENT

- Reviewed/monitored/analyzed weekly flight booking reports, monthly performance reports
- Ongoing research/analysis of seat, enplanements, load factors, fares for SUN and competitive markets
- Had virtual meetings with airlines re: 2021/22 service schedules
- Continued discussions/data gathering/analysis for update of Strategic Plan
- Ongoing communication & meetings with airlines, M&H consultant, FMAA, customers, stakeholders
- Prepared materials for Air Service Board reports, invoices, etc. Attended meetings as needed.
- Worked with VSV and other partners on air service marketing efforts, promotional air voucher management

LOCAL AIR MARKETING/COMMUNITY OUTREACH

- Provided information via monthly FSVA Enews and social media channels; updated website as needed
- Updated summer 2021 SUN air service schedule, shared with public, distributed to all partners
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- Provided information regarding air service to inquiries from local and other travelers

RESEARCH/OTHER

- Continued implementation of summer online air passenger survey at SUN, ongoing review of data
- Worked with research company on new non-resident property owner heat map for BC, other data analysis
- Continued work on compiling/tracking relevant news and comparative data and information on air service

Visit Sun Valley

PO Box 4934 Ketchum, ID 83340 US 208-725-2104 jessica@visitsunvalley.com www.visitsunvalley.com Invoice



BILL TO Air Service Board PO Box 3801

Ketchum, ID 83340

INVOICE #	DATE	TOTAL DUE	DUE DATE	TERMS	ENCLOSED
1327	05/21/2021	\$188,414.78	06/20/2021	Net 30	

ACTIVITY	QTY	RATE	AMOUNT
Air Service Board Air Service Board Contract - Add'l 1% LOT for Direct Air Service Marketing February 2021	1	188,414.78	188,414.78

BALANCE DUE

\$188,414.78

Visit Sun Valley

PO Box 4934 Ketchum, ID 83340 US 208-725-2104 jessica@visitsunvalley.com www.visitsunvalley.com Invoice



BILL TO Air Service Board PO Box 3801 Ketchum, ID 83340

INVOICE #	DATE	TOTAL DUE	DUE DATE	TERMS	ENCLOSED
1328	05/21/2021	\$204,039.47	06/20/2021	Net 30	

ACTIVITY	QTY	RATE	AMOUNT
Air Service Board Air Service Board Contract - Add'l 1% LOT for Direct Air Service Marketing March 2021	1	204,039.47	204,039.47

BALANCE DUE

\$204,039.47



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Sun Valley Air Service Board April 2021 Operational Highlights | January - March

Executive Summary

As we move into April, we winter continues to wane as spring begins to show itself. Reflecting back on the season, we have much to be thankful for. While there were critical COVID-19 moments, the overall momentum of the virus tapered. With a bit of hope and increasing confidence in travel, people began to show up. Minimal travel restrictions, no required reservations for skiing, praise-filled PR hits, and ample outdoor space to roam made Sun Valley an attractive winter destination. Strong metrics when it came to downhill & Nordic skier days and tax collections were much appreciated, yet the traditional winter visitation model shifted. Near non-existent group business, a lack of confidence in air travel and a desire to stay in short-term over traditional lodging properties were some of the chages that we watched. While lodging bookings and airline enplanements were off from what was a record year last year, we still have much to be grateful for.

The future looks even brighter. Vaccine rates continue to climb, pent up demand for travel is greater than ever, events are coming back online, and traveler confidence is still rallying. We are optimistic that the Sun Valley area is setup for a prosperous summer.

We are in the initial phases of formulating our summer strategy. We will be working on a 2.0 version of the Mindfulness in the Mountains campaign to build upon the foundational education for how we can all enjoy this place. Additionally, pointing guides towards experiences, especially those that have guided opportunities will be a primary focus of ours. We believe that these opportunities will allow for better guidance and stewardship for enjoying these activities for visitors. It will also be a way for local businesses to better capitalize and monetize on such activities. We are looking forward to what we hope to be a thoughtful approach.

VISIT SUN VALLEY

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DestiMetrics Occupancy Reports:

- January
 - Occupancy paid: 36% v. 39% in 2020 = -9%
 - o Room Nights:
 - Available: 20,721 v. 21,402 in 2020 = -3%
 - Sold: 7,406 v. 8,376 in 2020 = -12%
 - ADR: \$267 v. \$276 in 2019 = -3%
- February
 - Occupancy paid: 48% v. 63% in 2020 = -23%
 - o Room Nights:
 - Available: 18,524 v. 19,706 in 2020 = -6%
 - Sold: 8,915 v. 12,428 in 2020 = -28%
 - ADR: \$301 v. \$298 in 2019 = 1%
- 9 properties reporting

Social Media

The social media realm is an ever-evolving creature, and we are doing our best to stay up on the latest trends. Day to day activities include posting inspirational, in-the-moment content, fielding incoming questions, crafting blogs, and managing our weekly newsletter.

Touchpoints

- <u>Facebook</u> followers: February +53; March +365
- <u>Instagram</u> followers: +200 gained since February
- <u>Website</u>: February March 2021 sessions to visitsunvalley.com were up +34% compared to the same period last year. This was likely due to the slowing of searches brought on by the pandemic last year. Our session duration or time on site was up -53%. Our organic search sessions are up +9%.
- · Continual content building and distribution of Visit Sun Valley Facebook page & Instagram account
- Internally composed, updated/edited and distributed a variety of blog pieces including:
 - o <u>24hrs in Sun Valley April Dr. Jenny Emery Davidson Community Library</u>
 - o Local's Guide to Miscellany II
 - o <u>24hrs in Sun Valley March Courtney Gilbert Sun Valley Museum of Art</u>
 - o How to Get the Most Out of Spring Snow in Sun Valley



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Promotions

Winter advertising has more or less wrapped up for the season. Our heavy-up advertising push at the end of January (post-election & political turmoil) gave us a strong share of voice across a variety of channels. We leaned in heavily on the connected TV space to build awareness. Views were strong and resulting organic web search traffic showed increased overall awareness and interest in the destination. Stay tuned for a full campaign wrap-up expected at the end of April.

PR

PR has been a major component of our current efforts amidst the COVID-19 pandemic. We have worked closely with our PR firm, Fahlgren-Mortine, where appropriate to help guide local stakeholders on addressing the incoming media inquiries. Remote journalist inquiries have begun to build.

We continued to receive a surprising number of inquiries from journalists looking to visit the area through February. These visits dropped off significantly in March. We will monitor pending coverage and share these as they come in.

More Touchpoints

- Sun Valley Mentions & Features
 - o Unofficial Networks | Sun Valley Debuts Brand-New 380ac. Sunrise Expansion
 - o <u>SKI Magazine</u> | Sun Valley's New Terrain Expansion Gives Experts a Reason to Visit
 - o Forbes | Why You Should Visit Sun Valley (Whether You Ski Or Not)
 - o Go World Travel Magazine | Skiing in Idaho at Sun Valley Ski Resort: American Shangri-La
 - Snowbrains | Pro's Guide To Shredding Sun Valley Resort, Idaho
 - o <u>Unofficial Networks</u> | Sun Valley Debuts Brand-New 380ac. Sunrise Expansion
 - Sunset Magazine | Why Are You Going to Idaho?
 - o <u>Unofficial Networks</u> | Pro-Skier/Emergency Room Nurse...This Is One Badass Woman
 - Snowbrains | Skiing Secrets: Idaho's Unmarked Powder Highway
 - Deb Armstrong | Big Mountain Legend Mike Hattrup

VISIT SUN VALLEY

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Visitor Center

Jessica Francia Maynard & Lexi Holtz continue to hold down the virtual fort answering phone, chat, and email inquiries.

- Current virtual hours are 10am 4pm, 7-days-a-week
- Visitors
 - o February | 196 inbound calls (via 8x8 phone system); 16 email conversations
 - March | 230 inbound calls; 24 emails
- Frequently Asked Questions
 - o Epic Pass & lift ticket information
 - o Requests to be transferred to Sun Valley Resort

Community/Membership,

Membership

- o Paid members to date: 47 equating to \$7,912.50
- o New or returning (free) members: 6
- Attended Meetings
 - Lodging Association Meeting bi-weekly
 - Long Term Recovery Committee' Meetings weekly
 - Fly Sun Valley Alliance Board Meetings bi-monthly
 - Air Service Board Meetings bi-monthly
 - "Local Business Mastermind" recovery group weekly
 - DestiMetrics DMO Roundtables weekly
 - o "Local Business Mastermind" recovery group weekly
 - VSV Advisory Committee meeting
 - Outdoor Recreation Group
 - o Sun Valley Economic Development Board meeting
 - o Idaho Travel Council meeting

SUN VALLEY AIR SERVICE BOARD BALANCE SHEET MARCH 31, 2021

SUN VALLEY AIR SERVICE BOARD

	ASSETS				
	GENERAL FUND CASH INVESTMENTS			28,917.03 161,746.71	
	TOTAL ASSETS			:	190,663.74
	LIABILITIES AND EQUITY				
	FUND EQUITY				
	UNAPPROPRIATED FUND BALANCE:				
01-2710-0000	GENERAL FUND BALANCE		194,174.74		
	REVENUE OVER EXPENDITURES - YTD	(3,511.00)		
	BALANCE - CURRENT DATE			190,663.74	
	TOTAL FUND EQUITY				190,663.74

TOTAL LIABILITIES AND EQUITY

190,663.74

SUN VALLEY AIR SERVICE BOARD REVENUES WITH COMPARISON TO BUDGET FOR THE 6 MONTHS ENDING MARCH 31, 2021

SUN VALLEY AIR SERVICE BOARD

		PERIOD ACTUAL	YTD ACTUAL	BUDGET	U	NEARNED	PCNT
	SVASB REVENUE						
01-3100-1000	CITY OF HAILEY 1% LOT	7,403.17	16,654.30	.00	(16,654.30)	.0
01-3100-2000	CITY OF KETCHUM 1% LOT	218,108.11	852,358.39	.00	(852,358.39)	.0
01-3100-3000	CITY OF SUN VALLEY 1% LOT	48,839.90	184,268.51	.00		184,268.51)	.0
	TOTAL SVASB REVENUE	274,351.18	1,053,281.20	.00	(1,053,281.20)	.0
	MISCELLANEOUS REVENUE						
01-3700-1000	INTEREST EARNINGS	.00	367.99	.00	(367.99)	.0
	TOTAL MISCELLANEOUS REVENUE	.00	367.99	.00	(367.99)	.0
	TOTAL FUND REVENUE	274,351.18	1,053,649.19	.00	(1,053,649.19)	.0

SUN VALLEY AIR SERVICE BOARD EXPENDITURES WITH COMPARISON TO BUDGET FOR THE 6 MONTHS ENDING MARCH 31, 2021

SUN VALLEY AIR SERVICE BOARD

		PERIOD ACTUAL	YTD ACTUAL	BUDGET	UNEXPENDED	PCNT
	SVASB EXPENDITURES					
	MATERIALS AND SERVICES:					
01-4190-4000	AUDIT	.00	1,100.00	.00	(1,100.00)	.0
01-4190-4100	ATTORNEY FEES	135.00	135.00	.00	(135.00)	.0
01-4190-4200	PROFESSIONAL SERVICES	650,358.54	1,056,049.19	.00	(1,056,049.19)	.0
01-4190-4600	PROPERTY & LIABILITY INSURANCE	.00	(124.00)	.00	124.00	.0
	TOTAL MATERIAL AND SERVICES	650,493.54	1,057,160.19	.00	(1,057,160.19)	.0
	TOTAL SVASB EXPENDITURES	650,493.54	1,057,160.19	.00	(1,057,160.19)	.0
	TOTAL FUND EXPENDITURES	650,493.54	1,057,160.19	.00	(1,057,160.19)	.0
	NET REVENUE OVER EXPENDITURES	(376,142.36)	(3,511.00)	.00	3,511.00	.0
		PERIOD ACTUAL	YTD ACTUAL	BUDGET	UNEXPENDED	PCNT