

Camp Winnataska Board of Directors
Monday, January 11, 2021
Zoom

Meeting called to order at 6:00 – Jim Cearlock

Members Present: Foster Yielding, Ann Pickens, Jim Cearlock, Wes Cochran, Wilson Yielding, Mary Owen (Mo), Sarah Weinacker, Andrew Virciglio (AV), Audrey Jost, Jim Thorington, Karen Moore, Bill Jones

Jim Thorington shares a devotion.

Wilson Yielding makes a motion to approve the December minutes. Foster Yielding seconds the motion. The motion passes.

Facilities:

- Graham has been monitoring and maintaining the buildings during the winter and continues to carefully review projects and expenses in partnership with the Facilities committee. Jim T. shares we have some leaks in some mainside cabins, but Graham believes this is a good project for volunteers and a work day. He'll monitor and handle the repairs.
- Jim T. connected with the construction crew, and they plan to be finished on Chico Hill by the end of January 2021. The remaining tasks that need to be completed by then include: gutter work, bathroom touch up paint, and hanging fans in the cabins.

Summer Ops:

- The main update is the proposal for staff 2021, and this will be discussed during executive session.

Registration:

- Mo shares we are at 78% capacity. We have a wait list for girls in every session except 5th and 6th. Today Mo sent out an email to some families reminding them their non-refundable deposit is due.
- 5th week numbers are still low. We currently have 15 boys and 3 girls registered on Chico Hill.
- 5th session is currently offered as an all-girls session on mainside and coed on chico. Foster proposes putting all girls – chico and mainside age – on mainside, use Chico Hill for boys-only and then make the end of 5th week a co-ed mini-session for Chico. The board decides a conversation should be held to discuss options for raising the numbers.
- Summer Ops committee, Blake, Aubrey, Mo and Ann will meet separately to brainstorm options for 5th session and will present during February meeting.
- Wes will reach out to Drew Cochran (camp doctor) and Susan Thorington (camp nurse) to start the conversation around COVID and their recommendations for COVID protocol, before and during camp.

Finance:

- Karen will circulate year- end December statements via email. She provides a verbal update on accounts and money expected, and shares we are in a good cash-flow position for the year.
- Karen and Bill think we should apply for the second round of PPE loans. The application opens Wednesday, January 13, 2021 for businesses that received funding in the first round. Bill can work on the application this week. Bill and Karen will also review how we can use the funds if they are awarded.
- Wilson Yielding makes a motion to approve Karen Moore and Jim Cearlock as the signers on the line of credit with Progress Bank. Bill Jones seconds the motion. The motion passes.
- Wes Cochran makes a motion to apply for the second round of PPE funding with Jim Cearlock and Karen Moore serving as the signers. Wilson Yielding seconds the motion. The motion passes.

New Business:

- Bylaws committee: Katie Sefton agreed to join the committee. No other updates.
- Food contract committee: no new updates.

Next Meeting: February 8, 2021

Camp Winnataska Board of Directors
Monday, February 8, 2021
Zoom

Meeting called to order at 6:00 – Jim Cearlock

Members Present: Foster Yielding, Ann Pickens, Jim Cearlock, Wilson Yielding, Mary Owen (Mo), Sarah Weinacker, Andrew Virciglio (AV), Audrey Jost, Karen Moore, Bill Jones, Blake Huynh, Graham Ryan, Aubrey Huynh, Wes Cochran, Carly Miller

Ann Pickens shares a devotion.

AV makes a motion to approve the January minutes. Ann seconds the motion. The motion passes.

Facilities:

- The contractor has not completed construction on Chico Hill. Barbara Sloan secured a tree grant and Wes recently brought out some seed.
- Graham shares we adjusted our waste management schedule and suspended our pest management service, which resulted in some cost-savings.
- Camp vehicles should be in good shape for the 2021 season. Graham will check the vehicles soon to confirm they are running as expected and will check them against the list provided to insurance.

Summer Ops:

- Aubrey shares various publications have reached out to ask if Camp Winnataska is interested in advertising. The prices range from \$750 to \$1000. We are roughly 80% enrolled, so there is no need to advertise at this time, especially considering we might be at limited capacity due to COVID. If anything changes in the future, we might consider approaching publications to write a story.
- Aubrey is conducting leader interviews on Saturday, February 13th and needs from 9:30 – 11:30 am and 12:30 – 2:30 pm.

Registration:

- Aubrey shares an update on 5th session (currently an all-girls session right before July 4th) and proposes offering a mini-Chico session and a mini-mainside session that would end Sunday morning. We would market the opportunity to girls signed up for 6th session, giving them the option to spend the night at camp on Saturday and ultimately have 10 days at camp (although they'd still repeat some of the night activities).
- The proposed fee for spending the mini-mainside session is \$450.
- Ann makes a motion that we introduce a mini chico session and mini mainside session into 5th week 2021. Wilson seconds the motion. The motion passes.
- AV makes a motion that we charge \$450 for the mini sessions. Wilson seconds the motion. The motion passes.
- Mo shares we are at 82% capacity.

Finance:

- Karen shared the December financial statement via email. See appendix.
- We ended the year with a \$10,000 difference between projected and actual.
- Karen is working on the January statements. She shares we had approximately \$42,000 in camp fees collectioned in January. We have approximately \$650,000 of revenue so far this year, some of which has already been spent. Approximately \$400,000 of this revenue was rolled over from summer 2020.
- Jim shares the PPE application was submitted, and we received the line of credit with Progress Bank.
- Foster shares our insurance has gone up 10%.

New Business:

- Food contract committee: Aubrey shares the committee met and reviewed the financials of existing contract. The committee is going to review options and bring numbers to the March board meeting. The contract is not scheduled to renew until March 30, 2021.

- Bylaws committee: The committee met recently and will have their ideas reviewed by a fundraising source.
- New Fundraiser: A local brewery, Ghost Train Brewing Company, is willing to brew a branded camp beer – Laughing Waters. The brewery can sell it to us at a discounted amount, and AV and Blake propose selling the beer at charity events. Blake checked with the ABC in St. Clair County and confirmed we could legally sell the beer. Blake and AV propose we sell the beer at the upcoming Bass Fish Tournament on March 13th. The minimum order is 10 cases. It will take three weeks to receive the order after placing it (with an approved label provided by Camp), so to meet the fundraiser deadline we need to vote tonight. The board discusses the pros, cons and the most appropriate ways to sell the beer and ultimately decides to table the discussion for now and not hold a vote.

Next Meeting: Monday, March 8, 2021

Camp Winnataska
Balance Sheet Prev Year Comparison
As of December 31, 2020

	Dec 31, 20	Dec 31, 19	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
Business Money Market	22,245.79	522,653.32	-500,407.53	-95.7%
Camp Store	0.00	648.79	-648.79	-100.0%
Depository Account	106,104.46	8,765.50	97,338.96	1,110.5%
Operating Winnataska	60,459.65	25,352.70	35,106.95	138.5%
Payroll Account	8,060.63	3,600.13	4,460.50	123.9%
Progress Bank and Trust CD	52,101.51	52,101.51	0.00	0.0%
Total Checking/Savings	248,972.04	613,121.95	-364,149.91	-59.4%
Accounts Receivable				
Deposits	1,000.00	1,000.00	0.00	0.0%
Total Accounts Receivable	1,000.00	1,000.00	0.00	0.0%
Total Current Assets	249,972.04	614,121.95	-364,149.91	-59.3%
TOTAL ASSETS	249,972.04	614,121.95	-364,149.91	-59.3%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Credit Cards				
Regions Credit Card	7,065.03	0.00	7,065.03	100.0%
Total Credit Cards	7,065.03	0.00	7,065.03	100.0%
Other Current Liabilities				
Unearned Camp Revenue	607,948.00	420,128.00	187,820.00	44.7%
Total Other Current Liabilities	607,948.00	420,128.00	187,820.00	44.7%
Total Current Liabilities	615,013.03	420,128.00	194,885.03	46.4%
Total Liabilities	615,013.03	420,128.00	194,885.03	46.4%
Equity				
2930 Retained Earnings	169,610.67	121,717.66	47,893.01	39.4%
Opening Balance Equity	24,383.28	24,383.28	0.00	0.0%
Net Income	-559,034.94	47,893.01	-606,927.95	-1,267.3%
Total Equity	-365,040.99	193,993.95	-559,034.94	-288.2%
TOTAL LIABILITIES & EQUITY	249,972.04	614,121.95	-364,149.91	-59.3%

Camp Winnataska
Profit & Loss Prev Year Comparison
January through December 2020

	Jan - Dec 20	Jan - Dec 19	\$ Change	% Change
Ordinary Income/Expense				
Income				
Camp Income				
6701 Camp Fees	0.00	1,103,198.04	-1,103,198.04	-100.0%
6702 Rental Revenue	9,661.85	8,275.00	1,386.85	16.8%
6704 Interest Income	1,592.47	8,630.20	-7,037.73	-81.6%
6706 Camp Store Income	840.00	48,321.84	-47,481.84	-98.3%
6709 Leased Employee Income	0.00	29,160.00	-29,160.00	-100.0%
6710 Pumpkin Patch Income	9,379.15	0.00	9,379.15	100.0%
6731 Camp - Other Income	76,561.00	8,764.56	67,796.44	773.5%
Total Camp Income	98,034.47	1,206,349.64	-1,108,315.17	-91.9%
COVID Donations	43,378.00	0.00	43,378.00	100.0%
Total Income	141,412.47	1,206,349.64	-1,064,937.17	-88.3%
Expense				
Camp Expenses				
6712 Canteen Cost of Goods Sold	910.95	16,684.92	-15,773.97	-94.5%
6750 Camp Store	41,058.34	35,012.93	6,045.41	17.3%
6760 Reimbursed Expense	3,000.00	408.32	2,591.68	634.7%
7005 Maintenance Salaries	51,452.76	69,244.00	-17,791.24	-25.7%
7008 Admin Salaries	56,553.42	57,166.65	-613.23	-1.1%
7009 Temporary Camp Salaries	42,124.75	105,392.48	-63,267.73	-60.0%
7010 Leased Employee	11,250.00	27,000.00	-15,750.00	-58.3%
7201 ER taxes	13,600.26	21,578.04	-7,977.78	-37.0%
7203 Medical Reimbursement	2,800.00	3,453.28	-653.28	-18.9%
7204 Cell Phone Allowance	2,600.00	1,200.00	1,400.00	116.7%
7205 Gas & Auto Reimbursement	550.00	0.00	550.00	100.0%
8101 Medical, Health & Safety S	1,583.90	8,323.64	-6,739.74	-81.0%
8102 Insurance	51,878.00	52,339.00	-461.00	-0.9%
8103 Program Supplies	13,755.21	51,979.22	-38,224.01	-73.5%
8104 Food & Commissary	21,052.40	211,637.01	-190,584.61	-90.1%
8105 Sanitation & Janitorial Su	5,851.00	8,875.00	-3,024.00	-34.1%
8106 Office Supplies	1,885.88	1,136.78	749.10	65.9%
8131 Other Supplies Expense	59.80	35.24	24.56	69.7%
8201 Telephone & Internet Exp	13,276.85	7,684.48	5,592.37	72.8%
8202 Camp Brain/Constant Contac	5,040.00	6,245.00	-1,205.00	-19.3%
8205 Accounting Fees	11,875.00	8,400.00	3,475.00	41.4%
8301 Postage	730.40	894.17	-163.77	-18.3%
8305 Electricity	51,293.77	62,011.22	-10,717.45	-17.3%
8406 Gas/Oil	3,586.78	7,961.54	-4,374.76	-55.0%
8408 Water & Sewer	9,204.44	15,016.27	-5,811.83	-38.7%
8409 Dumpster & Septic pumping	11,714.87	15,981.86	-4,266.99	-26.7%
8413 Bldg & Grounds Maint Suppl	42,506.45	74,087.78	-31,581.33	-42.6%
8502 Payroll Processing Fees	2,484.31	2,084.40	399.91	19.2%
8509 Sales Tax	0.00	100.00	-100.00	-100.0%
8510 Pool	18,122.23	7,808.19	10,314.04	132.1%
8511 Equipment Service	1,858.19	4,022.28	-2,164.09	-53.8%
8512 Rope Course Expense	2,040.00	4,342.20	-2,302.20	-53.0%
8513 Horses Expense	14,200.00	25,150.00	-10,950.00	-43.5%
8521 New Equipment Purchases	54,691.64	20,004.34	34,687.30	173.4%
8603 Photography	47.88	3,000.00	-2,952.12	-98.4%
8609 Outside Printing	0.00	1,500.00	-1,500.00	-100.0%
8702 Gas & Oil - Vehicles	782.94	5,040.20	-4,257.26	-84.5%
8703 Repairs - Vehicles	6,705.02	4,403.48	2,301.54	52.3%
8704 Plumbing Repairs	10,795.00	10,992.00	-197.00	-1.8%
8705 Electrical Repairs	13,716.42	25,797.86	-12,081.44	-46.8%
8714 ACA Dues	5,144.00	0.00	5,144.00	100.0%
8832 Conference Expenses	0.00	1,920.74	-1,920.74	-100.0%
8833 Staff Training	2,483.43	8,399.90	-5,916.47	-70.4%
9400 Interest Expense	71.16	272.36	-201.20	-73.9%
9401 Banking & Credit Card Fees	27,556.59	28,166.79	-610.20	-2.2%
9402 Advertising	608.07	273.33	334.74	122.5%
9404 Taxes, Licenses & Tags	200.00	563.65	-363.65	-64.5%
9405 Miscellaneous Expense	0.00	116.26	-116.26	-100.0%
9406 Year Round Staff	1,921.85	1,793.42	128.43	7.2%
9407 Sales Tax Expense	0.00	2,236.33	-2,236.33	-100.0%
9620 Workers Comp	645.04	9,773.00	-9,127.96	-93.4%
9630 Volunteer Appreciation	60.41	0.00	60.41	100.0%
Total Camp Expenses	635,329.41	1,037,509.56	-402,180.15	-38.8%
Total Expense	635,329.41	1,037,509.56	-402,180.15	-38.8%
Net Ordinary Income	-493,916.94	168,840.08	-662,757.02	-392.5%

Camp Winnataska
Profit & Loss Prev Year Comparison
 January through December 2020

	Jan - Dec 20	Jan - Dec 19	\$ Change	% Change
Other Income/Expense				
Other Expense				
9997 Capital Campaign	0.00	75,000.00	-75,000.00	-100.0%
9998 FOW Contribution	0.00	29,160.00	-29,160.00	-100.0%
9999 Special Projects	65,118.00	16,787.07	48,330.93	287.9%
Total Other Expense	65,118.00	120,947.07	-55,829.07	-46.2%
Net Other Income	-65,118.00	-120,947.07	55,829.07	46.2%
Net Income	-559,034.94	47,893.01	-606,927.95	-1,267.3%

Camp Winnataska Board of Directors
Monday, March 8, 2021
Zoom

Meeting called to order at 6:00 – Wilson Yielding

Members Present: Foster Yielding, Ann Pickens, Wilson Yielding, Mary Owen (Mo), Sarah Weinacker, Andrew Virciglio (AV), Audrey Jost, Bill Jones, Blake Huynh, Graham Ryan, Aubrey Huynh, Wes Cochran, Carly Miller (left early), Jim Thorington

AV shares a devotion.

AV makes a motion to approve the February minutes. Ann seconds the motion. The motion passes.

Facilities:

- Graham noticed a discrepancy in the billing statements from the water company (Cook Springs) which resulted in a credit. He also realized camp has a substantial leak and they are working to repair it.
- He and Wade Lyon recently demoed the Pogue porches, and Wade's company donated some of the services to minimize costs.
- Altec is shooting equipment demo videos at Camp, and they are paying Camp and removing trees along / near the main road.

Summer Ops:

- AV shares almost all program specialists are confirmed for summer 2021; we are just waiting on one more. Summer Ops committee anticipates submitting these names for approval at the April board meeting.
- The committee will also work on the summer 2021 budget, and they will bring special budget requests to the board for approval. Foster asks for estimated costs for 2021 for the finance committee to review (not just special requests).
- The annual Bass Fishing Tournament is this weekend (March 13, 2021) and participation and attendance is encouraged.

Registration:

- Mo added the mini mainside and mini chico sessions, and we are at 80% capacity for summer 2021.
- Mainside mini has 10 girl campers registered, and mini chico has 15 chico's registered (12 girls, 3 boys).
- Mo has advertised the mini mainside option to the girls registered for 6th session.
- All camp balances will be due April 1, 2021.

Finance:

- Karen shared the January financial statement via email. See appendix.

New Business:

- Food contract committee: Aubrey outlines the food service options sent via email before the board meeting (see appendix) and shares:
 - o The \$5,000 buyout noted in Option 2 is required without 60 days' notice.
 - o The staff will be involved with serving meals regardless of the option chosen.
- The board reviews the pro's and con's associated with each option, including but not limited to: costs, management and staffing responsibilities, timing / feasibility considering how close we are to camp, and history of relationship with current provider.
- Audrey makes a motion to release Chris / The Vizzina Group from his current contract. Wes seconds the motion. Five members vote yes (Wes, Ann, Audrey, AV, Jim T.), and four members vote nay (Wilson, Sarah, Bill, Foster). The motion passes with the majority vote of those present.
- Audrey will lead a new committee comprised of Wes, AV, Blake, Aubrey, Graham to review options for a replacement.

- Foster makes a motion for the newly formed committee to make the best replacement decision regarding replacement employees, food options and contracts with a budget up to \$210,000. Bill seconds the motion. The motion passes.

Next Meeting: Monday, April ____, 2021 (*tbd via email*)



Sarah Graffeo <sarah.graffeo@gmail.com>

Winnataska March Board Meeting

Karen Moore <kmoore@pearcebevill.com>

Mon, Mar 8, 2021 at 4:23 PM

To: Sarah Graffeo <sarah.graffeo@gmail.com>, Andrew Virciglio <andrewvirciglio@thepigbham.com>, "aubrey@winnataska.org" <aubrey@winnataska.org>, "Blake Huynh (blake@winnataska.org)" <blake@winnataska.org>, "Miller, Carly" <camiller@bradley.com>, "cochran_wes@yahoo.com" <cochran_wes@yahoo.com>, "eannpickens@gmail.com" <eannpickens@gmail.com>, Foster Yeilding <ffy910@gmail.com>, Jim Cearlock <jcearlock@southpoint.bank>, Jim Thorington <jim.thorington@motion-ind.com>, "Audrey Jost (jjost6@gmail.com)" <jjost6@gmail.com>, Mary Owen <marypo2003@gmail.com>, "Wilson Yeilding (way0491@gmail.com)" <way0491@gmail.com>, "wboykinjones@gmail.com" <wboykinjones@gmail.com>

Attached is a draft of the February financial statement. It does not include the 2nd round of PPP money that was deposited into an account at South Point on 2/23/20 in the amount of \$56,560. So our total cash balance as of 2/28 is \$325K.

I am going to look into whether or not camp would be eligible for the Employee Retention Credit. I've reached out to our payroll provider but they are not yet set up to process those amended quarterly payroll tax returns.

I do not believe I will be able to make the meeting tonight with the corporate deadline next Monday. I do plan on being at my desk working so if there is a question and I need to hop on the zoom, I will be glad to do so, just have someone text or email me.

Karen A. Moore, CPA

Pearce, Bevill, Leesburg, Moore, P.C.

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From: Sarah Graffeo <sarah.graffeo@gmail.com>**Sent:** Wednesday, March 3, 2021 4:42 PM

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243K

2021 Food Service Options

Background/Supporting Information:

- We serve 43,885 meals per summer at 100% camper capacity. Our total cost for food service in Summer 2019 was \$211,637.00.
- Our current food service contract is with The Vizzina Group (Chris Vizzina). His current rate is \$4.35/meal, which includes food and labor costs. Food is supplied by Gordon Food Service; Chris is an employee of Gordon Food Service as well.
- Reasons behind exploring different options for food service:
 - Recurring issues with the current food service provision and kitchen staff since 2015; issues have been discussed at length with Chris (by Aubrey, Blake, Ann, AV, Audrey, Foster, Graham, and others) with little or no resulting correction
 - A consistently high rate of dissatisfaction with the food quality from campers and camp staff
 - Repeated issues with the cleanliness of the kitchen (part of the current contract), including a failed health inspection in 2015
 - An attempt to determine if there is a way to improve the quality of the food service while also saving money

	Option 1: The Vizzina Group	Option 2: In-House	Option 3: Catering
Summary	This option involves remaining in our current contract with no changes to personnel, food suppliers, or cost.	This option involves hiring our own kitchen staff and changing food suppliers, at a projected savings of \$79,851.00.	This option involves serving food that is prepared off campus and delivered before each meal, at a projected increase of \$12,788.00 (minus a decrease in utilities).
Staffing / Facilities / Responsibilities	The current cook provided by Chris is Chop. He sometimes has another person working with him in the kitchen, but typically works alone. Chris is very rarely present during meals or the summer season in general. He is responsible for ordering/inventory. According to the contract, Chris/Chop are responsible for taking out trash from the dining hall/kitchen, mopping the dining hall and kitchen nightly, and keeping the kitchen clean, though this has not happened. Since COVID is likely going to necessitate that we serve food “cafeteria style” and Chop cannot do this alone, our summer staff would be responsible for serving food at each meal. This may or may not require them to have food handler training/licensing.	Camp would hire a manager, assistant manager, and three additional cooks to staff the kitchen (likely lunchroom employees from schools in the surrounding area). The manager would be responsible for personnel/scheduling, ordering/inventory, and any other tasks necessary to ensure that food is prepared and served and the kitchen is maintained. These employees would be on a rotation, so 2-3 kitchen staff are present for every meal. Tommy Finley, the former food service provider for Protective Life, has agreed to serve as a consultant/supervisor to help us get an in-house program off to a strong start. Tommy would be present every day during Pre-Camp, then at least 1-2 days per week for the rest of the summer.	Maureen Holt owns Southern Graze catering and is currently the caterer for Lloyd’s in Birmingham. She already has staff and would not need to use our kitchen for food preparation, which would save on our utilities and cut back significantly the work needed to prepare for the health inspection and maintain/clean the kitchen. Our summer staff would be responsible for serving the food that is brought in at each meal. This may or may not require them to have food handler training/licensing. The catering staff would not be present during meals.
Projected Food Cost	Not Disclosed to Camp	\$93,036.00 (Quote from Wood Fruitticher)	\$219,425.00 (Negotiable)
Projected Labor Cost	Not Disclosed to Camp	\$33,750.00 (Based on current salaries at schools and other camps)	
Other Costs	N/A	\$5,000 (Buyout from Current Contract)	\$5,000 (Buyout from Current Contract)
Projected Total Cost (At 100% Capacity)	\$211,637.00	\$131,786.00	\$224,425.00

Camp Winnataska Board of Directors
Monday, April 19, 2021
Zoom

Meeting called to order at 6:00 – Jim Cearlock

Members Present: Foster Yielding, Ann Pickens, Sarah Weinacker, Andrew Virciglio (AV), Audrey Jost, Bill Jones (left early), Wes Cochran, Carly Miller, Jim Thorington, Jim Cearlock

Ann shares a devotion. Jim Cearlock moves the BOD into Executive Session. March minutes approved during executive session.

General meeting begins at 6:30 pm – Jim Cearlock

Members Present: Foster Yielding, Ann Pickens, Mary Owen (Mo), Sarah Weinacker, Andrew Virciglio (AV), Audrey Jost, Blake Huynh, Graham Ryan, Aubrey Huynh, Wes Cochran, Carly Miller, Jim Thorington, Jim Cearlock

Facilities:

- Graham shares he is working through the summer check list ahead of the summer 2021 session. He's been in touch with facilities committee over the past few weeks, in person and via email. Jim T. reiterates the facilities subcommittee did meet with Graham three weeks ago and completed a walkthrough. Graham prepared a detailed checklist and the committee helped prioritize the list.
- Graham shares an update on the ongoing, volunteer road work supported by Charlie Dozier. The work is being done on the high ropes road, the road down to Rushton and the old trail going up to Chico Hill. They'll call in the stone soon, and the estimated cost is \$1,500. It's approximately \$150 a load. Jeremy Andrews will handle.
 - o Jim T. Makes a motion to approve up to \$1,500 for the rock to improve the roads at camp. Wes seconds the motion. The motion passes.
- Graham shares the HVAC unit in Grayson is having some issues. As a reminder, the unit was moved from the attic. Air Builders has charged it a couple of times at no-cost. They provided a quote to fix the existing unit with a new coil at \$2,400 and a quote for a new unit to replace the existing one at \$5,200. Graham received another quote from another company for a new unit, a Trane, at \$5,500. Graham reminds the board that we've incurred costs for moving the existing unit and fixing it, around \$500.
 - o Wes makes a motion for Graham to move forward with getting a new unit for \$5,500 and will work for Jim T. to finalize the purchase. AV seconds the motion. The motion passes.

Summer Ops:

- Aubrey shares the ACA visit date is June 22, 2021. We should receive the report a few weeks after that date, and visits to Camp should be limited on the 22nd.
- Aubrey shares an update on Indian Night. Moving forward, the night will be called Legend of Winnataska Night, Legend Night for short. Furthermore, Seth Olson has a friend who is of Native American heritage, and he has agreed to talk to the staff about his heritage and its history with Christianity.
- Blake shares the high ropes course was recently inspected. Because two boards on top of the tower need to be replaced, the course technically failed inspection. However, Blake will replace the boards this week, and he'll send proof of replacement to the inspecting company who will then change the inspection to passed. Once received, Blake will share the updated inspection with Foster so he can provide to insurance. The inspecting company also recommends we replace various cables on the course at some point over the next 10 months, including some backup cables. The estimated cost is \$150 per cable. If we replace the backup cables then it'll be closer to \$1,500.
 - o AV makes a motion to approve a budget of \$1,500 to replace the cables at the high ropes course. Ann seconds the motion. The motion passes.
- Foster reminds the board that for insurance purposes we have to mulch around the high ropes course and any off-ground structures on Chico Hill. Blake shares the mulch has been donated, but there might be an expense associated with renting a dump trailer.

- Aubrey shares the list of the Proposed Program Staff for summer 2021 with the following notes (see Appendix for list):
 - o She has renamed the office positions to Administrative Specialist, because it better aligns with Program Specialist.
 - o Regarding the Administrative Specialist roles, Aubrey recommends two hires for summer 2021. One (Claire) would cover office responsibilities from 8 am – 4 pm daily, and the other (Sunnie) would cover responsibilities as-assigned such as the camp store and stepping in as substitute Program Specialist if needed. Sunnie would be paid \$425 per week and Claire would receive \$375 per week. A blackfoot recently withdrew from the summer 2021 staff, and he's not being replaced, leaving us with 13 blackfeet for the summer.
 - o AV makes a motion to approve the proposed program staff 2021 as displayed in the meeting (see Appendix). Audrey seconds it. The motion passes.
- Aubrey shares an update on the COVID committee's work to prepare for summer 2021. As a reminder, the COVID committee includes Aubrey, Blake, Wes, AV and Sarah.
 - o Our COVID policy reflects all current CDC guidelines. The COVID committee is actively communicating via meetings and emails regarding the appropriate policies and procedures for summer 2021, including discussions with Drew Cochran, M.D. and Susan Thorington, MSN, RN. The drafted policy reflects current CDC guidelines, and the policy will be reviewed by lawyers.
 - o The board will receive more information as the protocols are drafted and developed, but tonight we need to focus on proposed policies related to testing. The following policy is brought before the board: "Weekly Directors, Nurses, babysitters, and any other adult who will be interacting with employees or campers for a purpose that does not allow physical distancing will be required to show proof of a negative COVID-19 test within 72 hours prior to arrival at camp, and will be required to adhere to CDC guidelines and Camp Winnataska's policies for face coverings. These guidelines and policies will be posted and reviewed during the COVID-19 screening process."
 - o We are focusing on this tonight, because if the proposed policy is approved and a weekly director declines to participate, Aubrey will need time to find a replacement. During the conversation on the proposed policy, the following is mentioned:
 - The CDC and ACA say masks and testing are encouraged but not required.
 - The committee is still reviewing our options for testing staff. Drew and Susan are actively involved in these conversations, and the type of testing (onsite vs. offsite) and frequency will depend on available options and resources.
 - With regards to whether or not vaccinated individuals can be excluded from testing, Carly shares we cannot discriminate against those who choose not to be vaccinated.
 - The language "any other adult" includes (but is not limited to) individuals such as maintenance workers, delivery drivers, mailman, etc.
 - o Wes makes a motion to accept the policy as it is displayed on the screen / presented in the meeting, and we will build off of it with a focus on the safety of our campers. Ann seconds the motion. Seven board members vote for the motion (Wes, Sarah, AV, Carly, Ann, Jim T., Foster) and two board members vote in opposition (Jim C. and Audrey). The motion passes with a majority vote.
 - o The COVID committee plans to share the remaining policies with the board within the coming weeks.

Registration:

- Mo shares registration has reached 92% capacity. She's particularly watching the 5th session closely.
- Regarding the two, newly-added special sessions, Mo shares 20 girls signed up for the mini mainside session and 20 girls signed up for the mini chico session. Seven boys signed up for the mini chico boys session.
- Mo has received emails from parents asking whether or not masks will be required at camp this summer. She has responded to these inquiries by saying we expect to follow current CDC guidelines, and we'll be in touch soon to share more details.

Finance:

- Karen shared the March financial draft statement via email. See appendix.
- Foster shares insurance has gone up, and it's split quarterly. Wes asks about the \$8,200 for workers comp, and Foster shares it has been paid. If we hire more people at a higher rate, this cost goes up.

New Business:

- Food Services: AV shares an update on the committee's work over the past month. The committee members are AV, Audrey, Aubrey, Blake, Graham and Wes. The committee reviewed opportunities for a kitchen manager, an assistant manager and three staff members. The committee reviewed several options and candidates and ultimately decided Stephanie Lawson is the best fit for the Kitchen Manager position and Ginger White is the best fit for the Assistant Manager position. Stephanie has experience and understands how to staff the kitchen according to Camp's needs. The committee has not decided on the three staff members yet, and shares we do not expect all five positions at every meal.
 - o AV shares projected food service expenses for 2021. See appendix. AV shares the following notes on the projected expenses:
 - The \$30,000 labor estimate includes the five new hires (kitchen manager, assistant manager and three staff members).
 - The \$19,000 labor estimate for staff is the maximum amount expected for staff labor costs.
 - Food service would start on June 2, 2021 meaning we'll need catering for pre-camp sessions. The committee has quotes from various companies and is reviewing those options.
 - o AV makes a motion to approve Stephanie Lawson as the kitchen manager at \$6,000 per summer and Ginger White as assistant manager at \$5,000 per summer. Audrey seconds the motion. The motion passes.
 - o AV shares that the next steps for finalizing 2021 food services is to hire staff and line up vendors. The committee will review options for both and share recommendations with the board. Referencing the projected food service expenses (see appendix):
 - The \$115,000 food estimate is based on a 2019 quote of \$100,000 and the committee added a \$15,000 buffer to account for the increase in cost of food since then. The committee will get three vendor quotes with 2021 pricing, review and share recommendations with the board.
 - The committee will also get quotes for a commercial steamer. This was recommended by Stephanie and two other people who reviewed the kitchen.
 - o Stephanie will report to Aubrey for day-to-day operations and supervision, but she'll ultimately report up to the board through the Food Services Committee.
- Chico Hill – Foster shares there are discussions around the best way to thank and steward the donors who supported the Chico Hill renovations. The FOW Board is considering inviting them to see Chico Hill on May 23, 2021.

Email Business:

- Barbara Sloan shares the invitation for a Dedication Day at Camp on Sunday, May 23 at 2:30 pm.
- The Food Services Committee shares an update via email (see appendix) with the following motions:
 - o AV makes a motion to approve Full Moon as our pre camp caterer based on the quote attached to the email. Wes seconds the motion. The motion passes.
 - o AV makes a motion that we proceed with Wood Fruitticher, Regional Produce, and Evans Meats as our vendors for this summer. Wes seconds the motion. The motion passes.
 - o AV makes a motion to approve the third option in the quote (Steamer, Connection, Boilerless, Countertop AccuTemp) for the purchase of a commercial steamer in our kitchen. Wes seconds the motion. The motion passes.
- Aubrey shares a COVID-19 FAQ for Parents and Campers. (see appendix)
- Jim Cearlock shares an update from the COVID Committee's recent meeting with Dr. Drew Cochran and Susan Thorington. After some discussion on the testing policy that was approved in our April meeting, the committee has determined that we could allow either a negative test OR documentation of vaccination. With this new information, Jim asks if anyone would like to make a motion to modify the previously passed motion.

- Wes makes a motion for the amendment to require these volunteers to either have a negative COVID-19 test or proof of vaccination. Audrey seconds the motion. The motion passes.
- AV shares an update on the summer staff. Sam Fort, a would-be 2nd year Blackfoot approached Aubrey and Blake about joining the 2021 summer staff after his other job fell through. AV, Aubrey and Blake discussed this potential hire, and they feel he would be a great addition to the staff as he has proven to be reliable with a great work ethic. He would fill the blackfoot position that was recently vacated.
 - AV makes a motion to approve the hire, pending passed drug test, of Sam Fort for the summer of 2021. Carly seconds the motion. The motion passes.
- Jim Cearlock shares an update on the high ropes course tower. There are more rotten boards than originally thought. Because of safety, we need to replace all of the boards ASAP so they can be ready for summer. Blake and Graham have estimated that it will cost under \$700 for the replacement.
 - Carly makes a motion to approve the costs to replace the boards up to \$1000. Wes seconds the motion. The motion passes.

Next Meeting: Monday, May 17, 2021 at 6:00 pm. First Baptist Church, Birmingham.

Proposed Program Staff - 2021

Program Director: Blake Huynh

Outdoors: Canne Holladay

Shooting Sports: John Ellis

Recreation: Rachel Pace

Crafts: Joseph McKinley

Ropes: Eric Johnson

Waterfront: Noel Shoults

Pool: Veronica Werszner

Horses: Hannah Gagnon

Administrative Specialists: Claire Swedenburg & Sunnie Reagan

Camp Winnataska
Balance Sheet Prev Year Comparison
 As of March 31, 2021

DRAFT

	<u>Mar 31, 21</u>	<u>Mar 31, 20</u>	<u>\$ Change</u>	<u>% Change</u>
ASSETS				
Current Assets				
Checking/Savings				
Business Money Market	22,246.34	841,046.83	-818,800.49	-97.4%
Camp Store	0.00	648.79	-648.79	-100.0%
Depository Account	225,364.14	9,027.53	216,336.61	2,396.4%
Operating Winnataska	160,309.57	12,340.95	147,968.62	1,199.0%
Payroll Account	8,277.56	2,289.81	5,987.75	261.5%
Progress Bank and Trust CD	52,101.51	52,101.51	0.00	0.0%
Total Checking/Savings	<u>468,299.12</u>	<u>917,455.42</u>	<u>-449,156.30</u>	<u>-49.0%</u>
Accounts Receivable				
Deposits	1,000.00	1,000.00	0.00	0.0%
Total Accounts Receivable	<u>1,000.00</u>	<u>1,000.00</u>	<u>0.00</u>	<u>0.0%</u>
Total Current Assets	<u>469,299.12</u>	<u>918,455.42</u>	<u>-449,156.30</u>	<u>-48.9%</u>
TOTAL ASSETS	<u>469,299.12</u>	<u>918,455.42</u>	<u>-449,156.30</u>	<u>-48.9%</u>
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Credit Cards				
Regions Credit Card	5,452.33	2,069.19	3,383.14	163.5%
Total Credit Cards	<u>5,452.33</u>	<u>2,069.19</u>	<u>3,383.14</u>	<u>163.5%</u>
Total Current Liabilities	<u>5,452.33</u>	<u>2,069.19</u>	<u>3,383.14</u>	<u>163.5%</u>
Total Liabilities	<u>5,452.33</u>	<u>2,069.19</u>	<u>3,383.14</u>	<u>163.5%</u>
Equity				
2930 Retained Earnings	-365,040.99	169,610.67	-534,651.66	-315.2%
Opening Balance Equity	0.00	24,383.28	-24,383.28	-100.0%
Net Income	828,887.78	722,392.28	106,495.50	14.7%
Total Equity	<u>463,846.79</u>	<u>916,386.23</u>	<u>-452,539.44</u>	<u>-49.4%</u>
TOTAL LIABILITIES & EQUITY	<u>469,299.12</u>	<u>918,455.42</u>	<u>-449,156.30</u>	<u>-48.9%</u>

Camp Winnataska
Profit & Loss Prev Year Comparison
January through March 2021

DRAFT

	Jan - Mar 21	Jan - Mar 20	\$ Change	% Change
Ordinary Income/Expense				
Income				
Camp Income				
6701 Camp Fees	902,533.00	951,663.00	-49,130.00	-5.2%
6702 Rental Revenue	1,925.00	2,975.00	-1,050.00	-35.3%
6704 Interest Income	0.55	1,393.51	-1,392.96	-100.0%
6710 Pumpkin Patch Income	59.08	0.00	59.08	100.0%
Total Camp Income	<u>904,517.63</u>	<u>956,031.51</u>	<u>-51,513.88</u>	<u>-5.4%</u>
Total Income	<u>904,517.63</u>	<u>956,031.51</u>	<u>-51,513.88</u>	<u>-5.4%</u>
Expense				
Camp Expenses				
6750 Camp Store	0.00	8,504.28	-8,504.28	-100.0%
6760 Reimbursed Expense	0.00	0.00	0.00	0.0%
7005 Maintenance Salaries	10,749.99	10,889.68	-139.69	-1.3%
7008 Admin Salaries	11,499.99	19,004.15	-7,504.16	-39.5%
7010 Leased Employee	0.00	4,500.00	-4,500.00	-100.0%
7201 ER taxes	2,037.41	3,061.17	-1,023.76	-33.4%
7203 Medical Reimbursement	0.00	600.00	-600.00	-100.0%
7204 Cell Phone Allowance	600.00	350.00	250.00	71.4%
7205 Gas & Auto Reimbursement	150.00	100.00	50.00	50.0%
8101 Medical, Health & Safety S	0.00	269.45	-269.45	-100.0%
8102 Insurance	0.00	51,878.00	-51,878.00	-100.0%
8103 Program Supplies	0.00	149.75	-149.75	-100.0%
8104 Food & Commissary	5,000.00	0.00	5,000.00	100.0%
8105 Sanitation & Janitorial Su	0.00	2,375.00	-2,375.00	-100.0%
8106 Office Supplies	14.40	0.00	14.40	100.0%
8201 Telephone & Internet Exp	2,474.24	3,845.84	-1,371.60	-35.7%
8202 Camp Brain/Constant Contac	285.00	285.00	0.00	0.0%
8205 Accounting Fees	3,600.00	3,600.00	0.00	0.0%
8301 Postage	294.80	346.40	-51.60	-14.9%
8305 Electricity	16,683.29	22,221.25	-5,537.96	-24.9%
8406 Gas/Oil	0.00	54.98	-54.98	-100.0%
8408 Water & Sewer	433.91	1,637.07	-1,203.16	-73.5%
8409 Dumpster & Septic pumping	771.43	3,717.87	-2,946.44	-79.3%
8413 Bldg & Grounds Maint Suppl	2,088.89	13,172.86	-11,083.97	-84.1%
8502 Payroll Processing Fees	683.68	1,123.32	-439.64	-39.1%
8510 Pool	0.00	1,732.29	-1,732.29	-100.0%
8512 Rope Course Expense	4,800.00	0.00	4,800.00	100.0%
8521 New Equipment Purchases	0.00	42,876.50	-42,876.50	-100.0%
8702 Gas & Oil - Vehicles	28.94	562.50	-533.56	-94.9%
8703 Repairs - Vehicles	0.00	2,202.79	-2,202.79	-100.0%
8704 Plumbing Repairs	0.00	8,695.00	-8,695.00	-100.0%
8714 ACA Dues	0.00	2,572.00	-2,572.00	-100.0%
8833 Staff Training	0.00	1,433.43	-1,433.43	-100.0%
9400 Interest Expense	153.38	0.01	153.37	1,533,700.0%
9401 Banking & Credit Card Fees	4,328.42	16,436.16	-12,107.74	-73.7%
9402 Advertising	0.00	32.07	-32.07	-100.0%
9404 Taxes, Licenses & Tags	43.97	0.00	43.97	100.0%
9406 Year Round Staff	692.11	0.00	692.11	100.0%
9620 Workers Comp	8,216.00	0.00	8,216.00	100.0%
9630 Volunteer Appreciation	0.00	60.41	-60.41	-100.0%
Total Camp Expenses	<u>75,629.85</u>	<u>228,289.23</u>	<u>-152,659.38</u>	<u>-66.9%</u>
Total Expense	<u>75,629.85</u>	<u>228,289.23</u>	<u>-152,659.38</u>	<u>-66.9%</u>
Net Ordinary Income	<u>828,887.78</u>	<u>727,742.28</u>	<u>101,145.50</u>	<u>13.9%</u>
Other Income/Expense				
Other Expense				
9999 Special Projects	0.00	5,350.00	-5,350.00	-100.0%
Total Other Expense	<u>0.00</u>	<u>5,350.00</u>	<u>-5,350.00</u>	<u>-100.0%</u>
Net Other Income	<u>0.00</u>	<u>-5,350.00</u>	<u>5,350.00</u>	<u>100.0%</u>
Net Income	<u><u>828,887.78</u></u>	<u><u>722,392.28</u></u>	<u><u>106,495.50</u></u>	<u><u>14.7%</u></u>

Food Committee Report

April 13, 2021

We have worked diligently to find the best fit for our Camp Winnataska Kitchen Manager position for this summer.

We considered two options to run the food service:

1. In-House Kitchen Manager – Plan menu; order food; set up schedules for kitchen help; oversee the kitchen; help organize; keep kitchen stocked with needed utensils; communicate with staff; prepare delicious meals and notice what food is popular/not. A job description is attached.
2. Catering Company – The logistics of this option present a higher cost and more room for error, but it is an option for a back-up plan, if needed; talked to multiple catering companies for quotes.

We have had several qualified individuals interested in the Kitchen Manager position, some of whom have come out to camp to look at the kitchen and had some very helpful suggestions. After many emails and meetings (virtually and at camp), we have found an enthusiastic, experienced, and highly qualified Kitchen Manager for Summer 2021. After an interview last week, we offered the Manager position to Stephanie Lawson. At Stephanie's recommendation and positive references, we offered the Assistant Manager position to Ginger White. Stephanie and Ginger came out to camp this past weekend and met the Staff and a few others in the camp family. They met with Aubrey and Blake to discuss menu changes, health inspection, kitchen equipment, and other logistics in preparation for summer.

We have offered these positions at a salary of \$3,000 per month for the Manager position and \$2,500 per month for the Assistant Manager. The other members of the kitchen staff will be paid hourly at \$18/hour. Stephanie will be responsible for scheduling staff and keeping track of their hours.

Because schools do not close until after Memorial Day and Pre-Camp begins on May 26th, we will utilize a catering company for Pre-Camp. An exception to this will be that the kitchen staff will provide food service during the weekend that falls during Pre-Camp.

We will present a detailed budget at the April meeting.

We appreciate all the help with connections for catering and names for prospective staff. This was a team effort and we look forward to introducing you to our new Kitchen Manager and Assistant Manager. As stated at the last board meeting, this committee was given permission to actively pursue persons to fill the kitchen staff positions due to the time sensitive nature of our goal. We appreciate your trust and look forward to officially approving these positions with a board vote.

Thanks for your support!

Projected Food Service Expenses for 2021 (Updated 19 April 2021):

Please Note --- These are not exact figures, but rather an informed estimate, plus a buffer.

Labor: \$30,000

Manager - \$3,000/month x 2 Months = \$6,000

Assistant Manager - \$2,500/month x 2 Months = \$5,000

Staff - \$18/Hour x 7 Hours/Day x Up to 3 Staff/Day = Approximately \$19,000

Food: \$115,000

Based on quotes from multiple food suppliers, plus a buffer to account for fluctuating food costs

Pre-Camp Catering: \$8,000

Received quotes from Lloyd's and Full Moon

Total Projected Expenses: \$153,000; This represents a projected savings of 27% (approximately \$58,000) as compared to Chris Vizzina's contract.

In addition to the costs outlined above, it has been heavily recommended that we purchase a commercial steamer. This one-time purchase would not fall under the allotted budget and is estimated to cost \$15,000.

Food Committee Update and Motions

Andrew Virciglio <andrewvirciglio@thepigbham.com>

Sat, May 8, 2021 at 10:50 AM

To: Jim Cearlock <jcearlock@southpoint.bank>, "jim.thorington@motion-ind.com" <jim.thorington@motion-ind.com>, Wes Cochran <cochran_wes@yahoo.com>, Audrey Jost <jjost6@gmail.com>, Sarah Graffeo <sarah.graffeo@gmail.com>, "Miller, Carly" <CaMiller@bradley.com>, Bill Jones <Wboykinjones@gmail.com>, "Foster Yeilding (ffy910@gmail.com)" <ffy910@gmail.com>, "Wilson Yeilding (way0491@gmail.com)" <way0491@gmail.com>, Ann Pickens <ann.winnataska@gmail.com>
Cc: Aubrey Huynh <aubrey@winnataska.org>, Blake Huynh <blake@winnataska.org>, Graham Ryan <graham@winnataska.org>

Hey everyone, I hope all is well. We've accomplished a good bit more on the food committee, and we wanted to take time to update you all on everything.

First, the food committee has voted to go with Full Moon as our pre camp caterer. Please find Full Moon's quote attached to this email. We also received a quote from Lloyds that came out to roughly the same total (\$6,825 before taxes) but going with Lloyds would have entailed more work out of our staff. We feel that Full Moon provides great quality, efficient delivery, and an account manager in Lenny Roth that will be there for any issues that may occur. I'd like to make a motion to approve Full Moon as our pre camp caterer based on the quote attached to this email.

Next, we have narrowed down our food vendors for the summer. There wasn't a huge difference in cost between the vendors that we looked at (Gordon, Wood Fruitticher, and Sysco), but we feel that our past and current building relationship with Wood Fruitticher will build a great foundation for a partnership that extends past this summer. They have been available for our every need along with accommodating of every piece of information that we've asked for. In addition to Wood Fruitticher for our non-perishable, paper, and perishable product, we'd like to use Regional Produce and Evans Meats as vendors when needed as well. As the food supply chain is still volatile at best this would give us flexibility to order from vendors to fill orders as we need. Similarly to Wood Fruitticher, we have begun to build the foundation of a partnership with these vendors that extends to Stephanie. I'd like to make a motion that we proceed with Wood Fruitticher, Regional Produce, and Evans Meats as our vendors for this summer.

As mentioned in our last meeting, Stephanie has made it to our kitchen and gave one recommendation for equipment. A commercial steamer will help cook efficiently while maintaining good quality. Please see the attached quote for various steamers. After reviewing with Stephanie, we believe the third option on the quote to be our best, most cost efficient option. I'd like to make a motion to approve the third option in the above quote for purchase of a commercial steamer in our kitchen.

Other items of note:

- We are very close to being ready to present the rest of our kitchen staff for hiring approval. I'd like to have a mock schedule and payroll to present to you all when we do so. In order to have the mock schedule we'll need to approve our vendors to build out the menu to see how many cooks we'll need for each meal. After vendor approval we'll have this ready for you all ASAP.
- Last year we were knocked off our health inspection because of our wire shelves in our walk in cooler and freezer. I'm currently working on getting some wire shelving quoted and/or donated for us. We have measurements and requests for both as of now. We will update you on this as we gather more information as well.
- There is potential for other issues to occur throughout the summer in the kitchen. We believe our oven that caught fire two summers ago is fixed for now, but we understand that it is on it's last leg. Until Stephanie gets in the kitchen and working on a day by day basis there are certain issues that we have not forecasted. We have two options here: We can put together a budget to work within during the summer to fix various issues, or we can identify issues and call a phone call or email vote together quickly pending on the severity of the issue.
- I'd like for us to have a quick zoom call this week to discuss the final staff decisions, the wire shelves, and the potential of a budget to work within for any issues that arise. @Jim Cearlock can you help to set up a 20 minute call at the beginning of this week?

Our biggest priorities are the motions highlighted above. We need to finalize these decisions ASAP. Please reach out with any comments, questions, or concerns.

Thanks and have a great weekend!

Andrew Virciglio

Piggly Wiggly Food Stores

205-879-0884|Homewood



COVID-19 FAQ for PARENTS & CAMPERS

Updated 03 May 2021

(The information below is subject to change as local and state health mandates regarding COVID-19 are updated.)

Should I send my child to camp this summer?

We completely understand that it can be nerve-racking to send your greatest blessings to summer camp under the best of circumstances, much less during a pandemic. While we assure you that we care for your children as if they were our own and that we are deeply committed to keeping them safe while they are at camp, the decision to send your child to camp this summer must be made with the knowledge that we cannot guarantee a completely "COVID-free" environment.

What will be different at camp this summer?

We are taking many new precautions in an attempt to prevent the spread of any illness at camp, while also preserving the invaluable summer camp experience that we all know and love. Some (but not all) of the measures we plan to implement are:

- New mask policies and additional health screening procedures (see below)
- Daily temperature checks
- Increased cleaning and sanitation measures for facilities, equipment, and other surfaces.
- Reduced capacity in the dining hall and other whole-camp gathering areas
- Drop off times during check-in will be staggered alphabetically by last name, in order to limit the number of people in each cabin at once.

What will be the same at camp this summer?

The short answer: SO MUCH! We will still sing, dance, cheer, worship, play, and grow together. We will still build incredible friendships, make lifelong memories, and have a ridiculous amount of fun. We believe that summer camp is a great way to support your child's social, emotional, physical, and spiritual development, and we are honored to partner with you in that endeavor.

Will my child still get to do all the activities at camp?

All the usual program areas and night activities remain in the plans for this summer. Some activities will be modified to promote physical distancing, but you should not worry about your camper missing out.

Do campers need to quarantine or be tested for COVID-19 before coming to camp?

We will not require campers to show a negative COVID-19 test before coming to camp. We strongly encourage campers and their families to take precautions for at least one week before coming to camp, including, but not limited to, wearing a mask, avoiding large gatherings, and practicing physical distancing. If your child is showing symptoms of COVID-19 or has been in close contact with someone who tested positive for COVID-19, we ask that you not bring them to camp. You may contact our Registrar at info@winnataska.org for further information if these circumstances prevent your child from coming to camp.

Will my child have to wear a mask at camp?

Campers will not be required to wear masks, but masks are encouraged in areas of low ventilation and in situations when physical distancing is not possible. Campers should pack multiple masks in case they get dirty or lost.

Will I be able to enter with my child on the first day of camp?

Caregivers will be able to go through the check-in process with campers and help them get settled in their cabins. We ask that siblings and other family members do not accompany you when dropping off / picking up. Caregivers will be required to wear masks while in the cabins.

What screening measures will be implemented for campers to enter camp?

In addition to our standard health screening, all campers and their accompanying caregivers will be required to have a temperature check and answer COVID-19 screening questions upon arrival at camp. If any campers or caregivers have a temperature of 100.4°F or greater, the camper will not be permitted to remain at camp.

What happens if a camper shows symptoms of COVID-19 during camp?

Any camper who exhibits a temperature of 100.4°F or greater and/or other symptoms of COVID-19 will be quarantined until they are able to be picked up. Once a caregiver arrives, a rapid COVID-19 test will be administered on site by a camp nurse. This enables us to know what measures need to be taken for the remaining campers and Leaders in the cabin.

Will the Camp Store be open this year?

Yes, but shopping will look a little different. We strongly encourage caregivers to shop online at winnataska.org/store prior to arrival at camp. Your items will be ready for you to pick up at the Camp Store, where you can package them to be delivered to your camper throughout the week or take them home for later. If you choose not to shop online, you can still come by the Camp Store to view a sample of each item, but we will retrieve the items for you instead of opening our usual storefront.

We can't wait to see you at camp!!!

Camp Winnataska Board of Directors
Monday, May 17, 2021
First Baptist Birmingham

Meeting called to order at 6:00 – Jim Cearlock

Members Present: Foster Yielding, Ann Pickens (phone), Sarah Weinacker, Audrey Jost, Carly Miller, Jim Thorington, Jim Cearlock, Graham Ryan (phone), Mary Owen (Mo), Aubrey Huynh

Jim T. shares a devotion.

Carly moves to approve the minutes. Jim C. seconds the motion. The motion passes.

Facilities:

- Graham is working on the plumbing in the Chico director hut and a few other items in the kitchen that Stephanie pointed out, including fixing ceiling tiles, a freezer door and hooking up the steamer. He's been maintaining the grounds continuously for the off-season events (movie night, trainings and upcoming Dedication Day) so the grounds are ready for the start of the summer season.
- The HVAC service still needs to be scheduled, and Graham is reviewing options for servicing.
- Foster shares that we need to get certificates from electrician and other contractors for insurance purposes.
- Graham shares the high ropes course is fixed and once the new report comes in they'll send it to Jim Cearlock.
- On Chico Hill, they recently put up new clothes lines and ordered new fans.

Summer Ops:

- Mo and Aubrey share a proposed schedule for 2022.
 - o They believe a consistent girls week will encourage camper loyalty / allegiance to their weeks.
 - o Option 1 includes a break for summer staff, removes 7th week and incorporates mini sessions the week of July 4th. With this option, camp would lose approximately \$92,800 in camp fees. Ann reminds the group we've done a mini session at the end of the summer before and the staff was exhausted and the camp experience suffered.
 - o Option 2 keeps 5th week during 4th of July and does not allow for a longer break for summer staff.
 - o The board discusses the pro's and con's of each option, including the loss of income and staff needs, and also talks about incorporating two super chico's – one at the beginning of the summer and one in the middle.
 - o The board decides to table the conversation for now and revisit during the June meeting.
- Aubrey shares an update on the kitchen staff:
 - o Stephanie provided a list of four staff members to hire for the summer – Jamilee Padgett for Assistant Manager, Mary Herring, Teresa Deerman, and Denise Alvis.
 - o The committee anticipates \$13,027 for staff labor costs the summer 2021 session, and the anticipated total kitchen payroll for the summer is \$24,027. This falls within the committee's proposed budget, and it includes a mix of salary and hourly labor costs.
 - o Foster makes a motion hire the four part time applicants for kitchen staff: Jamilee Padgett for Assistant Manager, Mary Herring, Teresa Deerman, and Denise Alvis. Wilson seconds the motion. The motion passes.
- The summer ops committee recommends the board approve a certain budget to fix unexpected kitchen issues that arise during the summer 2021 session.
 - o The board decides the best option is to bring major and immediate issues to the facilities committee who will communicate accordingly to the board.
 - o Foster makes a motion to approve \$1,500 for kitchen shelves. Wilson seconds the motion. The motion passes.
- Aubrey shares the numbers for the 2021 staff:
 - o 14 Blackfeet
 - o 22 Comanches

- 8 Program Specialists
- 2 Administrative Specialists
- No COVID committee updates.
- Dedication day is scheduled on Sunday, May 23rd.

Registration:

- Mo shares we are booked at 95% capacity, and she is staying busy keeping up with the numbers and ever-changing reservations.
- Aubrey shares that second week boys numbers are low, both campers and leaders.

Finance:

- No update.

Email Business:

- AV sends a summer ops update about pre camp, super chico and the 1st session. See appendix.
- Mo will send the proposed summer 2022 schedules ahead of the June meeting.

Next Meeting: Sunday, June 13, 2021 at 5:00 pm – Camp Winnataska

Pre Camp, Super Chico, and 1st Week Update

Andrew Virciglio <andrewvirciglio@thepigbham.com>

Thu, Jun 10, 2021 at 8:15 AM

To: Jim Cearlock <JCearlock@southpoint.bank>, Ann Pickens <eannpickens@gmail.com>, Wilson Yeilding <way0491@gmail.com>

Cc: Sarah Graffeo <sarah.graffeo@gmail.com>, Jim Thorington <jim.thorington@motion-ind.com>, Wes Cochran <cochran_wes@yahoo.com>, Audrey Jost <jjost6@gmail.com>, "Miller, Carly" <CaMiller@bradley.com>, Bill Jones <Wboykinjones@gmail.com>, "Foster Yeilding (ffy910@gmail.com)" <ffy910@gmail.com>

Hey all, I hope you are all well and enjoying your summer so far. We've had some folks call to check in on camp so far, and there are some incidents that I'd like for you all to be aware of so far this summer. Pre camp and Super Chico went great. The staff had a lot of energy with campers being out at camp for the first time in two summers, and with that energy they had camp in a great position to open up for the summer. Super Chico went well and with no issue, but we have had some issues this week.

So far this week we've had:

- A nurse slip and break her foot having to leave for the week.
 - We're ok here with the rest of our nurses at the health hut for the week.
- Stephanie had to take two days of personal leave on Monday and Tuesday.
 - Jamie Lee stepped up to fill in as kitchen manager and did a great job for us. Stephanie is back as of yesterday.
- Two staff members, Mary Virginia McKinley and Quinn Donovan, had to go to the ER on Tuesday evening.
 - Mary V cut her hand at Shooting Sports and received stitches. Quinn got a concussion during the Legend of Winnataska Night fight. Susan Thorington was notified about both incidents, and the proper paper work was filled out for both incidents.
- One staff member, Layne Goodbread, developed what we think was a stomach virus and had to leave yesterday. She had no symptoms linked to COVID-19 as her only symptom was nausea and vomiting. She is now at home until at least Sunday. No one else at camp has shown either of these symptoms as of yet.
- Last night around 6:00 pm a power line fell behind Price on the way up to Chico. There were live lines on the ground for a few hours, but no one was hurt. Alabama Power made it to camp to clean up the lines yesterday evening and power was restored in the early hours of this morning. I'm waiting to hear if our food in the walk in cooler and freezer held. I'll let you all know if the food spoiled as we'll be scrambling to feed all of the campers today.

We have our health inspection at some point next week. There are a few things that we still need to complete in the Dining Hall before our visit from the St. Clair County Health Department. This list has been shared with and communicated to both Jim and Graham as of yesterday. I'll be following up when I visit camp this evening.

The following week will be ACA accreditation. We fell that we're in good shape here besides a few formal documents that we need to re type and file properly.

Other than that there have been small tweaks here and there on the operations side as you'd expect from a first time Camp and Program Director. All of our employees have been working hard and have been great at resolving any and all of these issues that have popped up. Reach out to me if you have any comments, questions, or concerns.

Thanks!

Andrew Virciglio

Piggly Wiggly Food Stores

205-879-0884|Homewood

205-918-7121|Dunnavant Valley

205-776-8755|River Run

205-802-9078|Crestline

205-582-6464|Office

Camp Winnataska Board of Directors
Sunday, June 13, 2021
Camp Winnataska

Meeting called to order at 5:00 – Jim Cearlock

Members Present: Foster Yielding, Ann Pickens, Sarah Weinacker, Audrey Jost, Jim Thorington, Jim Cearlock, Graham Ryan, Mary Owen (Mo), Aubrey Huynh, Wes Cochran, Andrew Virciglio (AV), Wilson Yielding

Jim T. shares a devotion.

Wilson moves to approve the minutes. Audrey seconds the motion. The motion passes.

Facilities:

- Facilities committee gives an update on first session, including a leak in the Choctaw hut and a septic tank issue in front of Price Lodge and the Director's Hut. Both issues have been fixed. The road improvements on the road to high ropes course were delayed due to the rains, and so far this project has cost \$750.
- Health inspection will take place this week and will include facilities across camp, not just dining hall.
- Foster emphasizes the importance of not allowing Chico campers to bring their own fans. Chico directors will have to manage this message.
- Graham is working on getting someone out to give a quote for fixing the water fountain / bottle filler in the gyvillion. He hasn't heard back yet, but it's only been a few days. Jim T. shares it's a bad time to try to buy a new one due to shortages, so repairing is a better option.
- Graham shares HVAC maintenance is completed. They had to add refrigerant in almost all units, but all should be running more efficiently over the rest of summer.
- Foster emphasizes the importance of clearing and maintaining the path from Chico Hill behind Price.

Summer Ops:

- AV shares the oven went out on Friday of last week and the stove vents appear to be malfunctioning, so Stephanie has someone coming out to look at them. Neither issue should count against us during the upcoming health inspection. The committee is not concerned, as we have a contact who can quickly provide replacement stoves for purchase and / or renting if needed. Furthermore, the hot water and sprayer in the sink located next to the Hobart dishwasher are not working properly. Fortunately the dishwasher is receiving hot water, but Graham is aware and making it a priority to fix.
- Regarding the staff injuries that happened during first session, incident reports were filled. Foster reminds every one of the importance of filing reports for insurance purposes when paid employees are hurt while performing their job.
- The committee reminds the board we need to finalize the dates for summer 2022 and two options have been presented to the board. Mo and Aubrey need these dates finalized today, so they can start sharing them with families who are already asking for the summer 2022 schedule. See appendix for options.
 - o Option 1 adds a three – day staff break during the first full week of July, when we typically host fifth session, and Option 2 does not include a break. Option 2 is very similar to 2021 summer schedule with the exception of switching some girls sessions. The board discusses the pro's and con's associated with each option, including but not limited to:
 - Pro's with Option 1: We get better work out of our staff when they are well rested, which ultimately benefits camper experience. This is Aubrey and Mo's preference. This option benefits staff experience as well, as the staff have more responsibilities throughout the summer than what has been expected of the staff in years past.
 - Con's with Option 1: We risk setting a precedence we cannot maintain, and we won't be able to turn back if we make this decision. Some point out that we tried incorporating a staff break in 2017 and 2018. In 2019 the break was removed due to camper demand, so we risk getting rid of a popular week (fifth session) that has helped to meet demand and alleviate wait-list numbers.
 - Pro's with Option 2: Better bottom line financially. We don't lose revenue with this option.

- Con's with Option 2: Without a scheduled time where they can all take the break at the same time, there is no opportunity to provide equal and equitable breaks for the staff. For example, if the camp director provides randomized breaks throughout the summer some staff will inevitably receive a break during the first or second week of camp when it's not needed as much as it is during the end of the summer.
 - Wes makes a motion we go with Option 2 for the 2022 summer schedule. Ann seconds the motion. Jim C., Ann and Wes vote yay. Jim T., Sarah, AV, Foster, Wilson and Audrey vote nay. The vote does not pass, and conversation around the pro's and cons continues.
 - AV asks if can consider adding staff to alleviate scheduling issues, but after some discussion the board does not find this a favorable solution as we just increased staff numbers this year.
 - The board also discusses whether or not getting rid of hut staff is a favorable solution but ultimately decides it is not due to all of the issues hut staff alleviated when it was started.
 - Wes makes a motion that we go with Option 2 for the 2022 summer schedule. Ann seconds the motion. Foster, Jim C. and Sarah vote yay for a total of five yay votes. Jim T., AV, Wilson and Audrey vote nay. The motion passes with a majority vote.

FOW / Fundraising update:

- As it relates to the Pumpkin Patch event, Ann shares that the Board of Directors will support the FOW board for the 2021 event.
 - Our board will help support FOW board for 2021.
- 15 Days of Giving ends this week, and we'd like for our board to have 100% giving participation.

Registration:

- Mo shares there are Chico girl spots remaining in 4th week and 7th week.

Finance:

- No update.

New Business:

- Jim C. shares a group of various Camp constituents would like to lease some of camp's land for hunting land.
 - All have experience and / or an affiliation with camp. If approved, they are willing to draw up a one year lease and turn in an insurance policy.
 - The perceived benefits to camp include: they would help maintain the roads; they'd provide a presence during off season; they'd donate a project to camp each year.
 - The group is reminded that this is not the first time an offer like this has come up, and in the past it was turned down.
- The board would like to review more details before holding a vote. Jim C. will bring additional details to the July board meeting.
- Wilson asks for updates about ACA ahead of the visit as needed.

Email Business:

- 6/14/21: AV shares the health inspection occurred on June 14, 2021 and our scores were:
 - Kitchen – 99
 - Facilities – 98
- 6/22/21: AV shares an update on second session and the ACA visit.
 - Second session went well. Two campers slipped, and one ended up having to go home.
 - The ACA visit went well. We expect to have one point deducted due to not requiring campers to wear pants while wearing horses. Other than that, we received positive feedback and expect to get our accreditation in October.
 - Since the June board meeting, the oven issues have been resolved and the sink has been temporarily fixed. The hot water still needs to be fixed.

Next Meeting: Monday, July 26, 2021 at 6:00 pm _____

Appendix:

Summer 2022 Scheduling Options:

Option 1:

	SUN.	MON.	TUES.	WED.	THURS.	FRI.	SAT.
1st Choice 2022							
	JUNE			1	2	3	4
				SUPER		CHICO	
1st Coed	5	6	7	8	9	10	11
2nd Girls	12	13	14	15	16	17	18
3rd Coed	19	20	21	22	23	24	25
4th Girls	26	27	28	29	30		
JULY							
5th	3	4	5	6	7	8	9
	- BREAK -			Mini Mini	Main- Chico	Coed Coed	
6th Coed	10	11	12	13	14	15	16
7th Coed	17	18	19	20	21	22	23
	24	25	26	27	28	29	30

Option 2:

2nd choice 2022

	SUN.	MON.	TUES.	WED.	THURS.	FRI.	SAT.
	JUNE			1	2	3	4
	Super Chico						
1st Coed	5	6	7	8	9	10	11
2nd Girls	12	13	14	15	16	17	18
3rd Coed	19	20	21	22	23	24	25
4th Girls	26	27	28	29	30		
<hr/>							
	JULY					1	2
5th Coed	3	4	5	6	7	8	9
6th Coed	10	11	12	13	14	15	16
7th Coed	17	18	19	20	21	22	23
	24	25	26	27	28	29	30

Camp Winnataska Board of Directors
Monday, July 26, 2021
Virtual / South Point Bank

Executive Session – 5:30 pm

Meeting called to order at 6:10 pm – Jim Cearlock

Members Present: Foster Yielding, Ann Pickens, Sarah Weinacker, Audrey Jost, Jim Thorington, Jim Cearlock, Graham Ryan, Mary Owen (Mo), Aubrey Huynh, Wes Cochran, Andrew Virciglio (AV), Carly Miller (left early), Wilson Yielding

Jim T. opens the meeting in prayer.

Wilson makes motion to approve the June minutes with changes to the members present roster. Ann seconds the motion. The motion passes.

Summer Ops:

- Aubrey shares an update on seventh session. Eight campers from seventh session have reported positive COVID results: seven from Cherokee and one from Chico. All but 15 campers left camp by Friday evening. For the most part families were complimentary of how the situation was handled.
- Jim C. shares how well Aubrey handled the situation and she and Jim compliment the staff on how they stepped up.
- Aubrey's best estimate for staff who are interested in returning for summer 2022 is 15 – 20.
- Foster asks if we have shared the schedule for summer 2022. Mo shares we have not publicized the dates yet. Foster asks Aubrey to pull together proposed financial numbers for each schedule option to present at the August meeting.

Registration:

- Mo shares the final numbers for summer 2021. Mainside was 98% full. Chico was 92% full, which includes super-chico. When combining mainside and chico, Camp Winnataska was 96% full for the summer 2021 session.
 - o Super-chico had two spots remaining.

Facilities:

- Graham reviews a list of projects that has been submitted to Jim T.
 - o Over the summer, septic issues such as overflowing tanks occurred in Price, Rhymel (twice), the pool bathhouse (twice) and the health hut. Superior Septic was responsive and has made recommendations regarding fixes. The tanks at Rhymel and the pool bathhouse have the wrong pump for the tank – each should have a grinder pump - and Superior Septic suggests we remove the pool bath house tank (which is the same septic tank used with the former bathhouse), put in a 1500 combo tank and keep the pump we currently have. The cost would be \$2,100 for a larger tank. Rhymel and the Health Hut experienced the same septic issues - there was groundwater coming in through an old field outlet and the pump couldn't keep up which is what led to the backflow issues. The groundwater came through a bad plumbing connection under the building, and Graham said he can take care of both during offseason. The Price septic tank experienced a crushed field line outside of the tank.
 - Facilities committee will work with Graham to review costs for repairing septic system. This issue is not ready for a vote yet.
 - o Jim C. asks about a smell coming from behind the dining hall. Graham thinks this could have been a grease trap issue. Our tank wasn't sealed well, and we got it pumped out and resealed during 5th week. Graham will look into it further though to confirm.
 - o Graham has reached out to a couple of companies to provide proposals for the Rhyme bathroom project.
 - o The kitchen staff submitted a request to move the air handlers and hot water heater out of the kitchen. They asked if we could review costs to move them back to the pantry, because they

take up wall space that could be used for kitchen equipment and / or prep space. The facilities committee will talk about this offline. Furthermore, Graham shares there were issues with the freezer over the summer. He hasn't had the chance to inspect it yet, because camp has been in session and he's had to wait until he can thaw the freezer completely. Once it's thawed Graham can inspect it

- Graham presents a parking lot proposal – doing away with grass and adding chert. Although it'd be a major change, it would get rid of our issues with mud and parents getting their cars stuck. Aubrey shares she used this space one day a week during summer 2021. Jim C. recommends tabling the discussion for now and asks summer ops review the proposal.

Finance:

- Karen shared an update via email prior to the board meeting. See appendix.
- Wes will email Karen and ask if she can compare 2019 and 2021 numbers for the next meeting.

New Business:

- Jim C. presents a proposed hunting lease from the sportsman club. See appendix. This would be a one year lease for a trial run. If it goes well and continues in subsequent years, the lease term will be longer and the cost fee will increase. The lease would cover the east side and the lake, so the sportsman club would have access to fishing as well. Jim C. reviews the lease:
 - The lease is for land and lake access only. Off-season facility rentals are not included in the lease.
 - The first year lease is limited to approximately 12 members, almost all of who are former staff members and therefore have experience with Camp. Subsequent years could open it up to additional members. Family members who live in the same household as hunting club members are allowed to come to Camp.
 - The club would have to post a sign-in board so Graham is aware of who is there.
 - Hunting season does not run during summer sessions.
 - The members have their own equipment for their projects and are expected to use it and not camp equipment.
- Foster would like to run this by insurance and Carly.
- Wes says we might need to look into maintenance for the lake. FOW and Bob White have reviewed these options in the past and there aren't many economical ways to handle it.
- Wilson makes a motion to approve the tentative agreement of the hunting lease for \$5,000 pending Carly's and insurance's review for a one year lease at camp. Jim Thorington seconds. The motion passes.

Next Meeting:

- Monday, August 23rd: 6:00 pm at South Point Bank

Email Business:

- 7-26-21: Wes shares Karen will send a P&L Comparison from 2021 to 2019 to have a comprehensive view of operational seasons. There might still be some outstanding invoices from kitchen vendors, but at date the decision to bring food and kitchen staff in-house saved over \$85,000. Wes thanks the food services committee (Audrey, AV, Blake and Graham).
- 7-27-21: Karen shares the P&L Comparison from 2021 to 2019. See appendix.

Appendix:

July Board Meeting

Karen Moore <kmoore@pearcebevill.com>

Mon, Jul 26, 2021 at 3:33 PM

To: Sarah Graffeo <sarah.graffeo@gmail.com>, Jim Cearlock <JCearlock@southpoint.bank>

Cc: Ann Pickens <eannpickens@gmail.com>, Wes Cochran <cochran_wes@yahoo.com>, Andrew Virciglio <andrewvirciglio@thepigbham.com>, Aubrey Huynh <aubrey@winnataska.org>, Audrey Jost <jjost6@gmail.com>, Bill Jones <Wboykinjones@gmail.com>, "Blake Huynh (blake@winnataska.org)" <blake@winnataska.org>, Foster Yeilding <ffy910@gmail.com>, Graham Ryan <graham@winnataska.org>, Jim Thorington <Jim.Thorington@motion-ind.com>, Mary Owen <marypo2003@gmail.com>, "Miller, Carly" <CaMiller@bradley.com>, "Wilson Yeilding (way0491@gmail.com)" <way0491@gmail.com>

I will try to hop on at 6:30 if I can. (I'm flying solo tonight and have kids in multiple activities)

I've attached the June financial statement as well as a projected 2021 financial statement. There are a lot of assumptions and I think a few more summer camp expenses will trickle in over the next few weeks that are not accounted for in the projection. However I strongly believe camp will not have to access any funds from FOW to get through the end of the year! As of today we have cash on hand of \$558K (which is \$76K less than what we has on the 6/30 balance sheet due to paying bill the last three weeks) I feel pretty confident that we won't have an additional \$550K of expenses through the end of December and we will start collecting 2022 revenue in October. I looked back at 2019 when estimating the 2021 expenses since last year wasn't really comparable. Camp has never received any funds from FOW to get through the pandemic, although it was discussed and an amount was determined to transfer to camp for capital expenses in addition to specific funds raised for sustaining camp. I believe that is something the board needs to decide how to handle using the fund. I don't see a reason to transfer then to Camp's account just because, but I do think the board should have discretion over where those funds are spent. I will get you the totals on those for the next board meeting.

If you have any specific question you want to email in case I am not able to join virtually, please let me know.

Karen A. Moore, CPA

Pearce, Bevill, Leesburg, Moore, P.C.

110 Office Park Drive, Ste. 100

Birmingham, AL 35223-2402

Main: 205-323-5440

Direct: 205-313-4571


Fax: 205-747-1271


Email: kmoore@pearcebevill.com

Web: www.pearcebevill.com

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2 attachments

 **Projected Jan-Dec 2021 profit and loss.pdf**
209K

 **June 30 2021 statements.pdf**
228K

STATE OF ALABAMA

COUNTY OF ST. CLAIR

HUNTING LEASE

This Agreement is executed by and between Camp Winnataska (hereinafter referred to as "Owner"), and Blackfoot Sportsman Club LLC (hereinafter referred to as "Licensee"), under which Licensee (or its members if an association or club) is granted the right and privilege to hunt and fish on the lands herein described during the period hereinafter stated. The property subject to this Agreement consists of 1,000 acres, more or less, located in St. Clair County, Alabama.

IT IS UNDERSTOOD AND AGREED THAT:

1. Licensee will pay to Owner a total of Five Thousand and 00/100 (\$5,000) DOLLARS, for the rights and privileges herein granted. Such payment will be made in advance to Owner.
2. The due date for payment is September 1, 2021. Failure to make payment within a thirty (30) day grace period from such due date shall give rise to the right of immediate cancellation of this lease by Owner.
3. The term of this Agreement shall be for a period beginning September 1, 2021 and ending August 31, 2022.
4. Licensee will not set fire to any part of the described lands and will make reasonable efforts to suppress fires on the lands during the continuance of this Agreement.
5. Neither Licensee nor any of its members, employees, agents or guests will injure or destroy any trees, crops, buildings, fences or other improvements located on the lands.
6. All game laws of the State of Alabama will be strictly observed by Licensee, its members, employees, agents or guests, and it will endeavor to enforce the same.
7. Failure of Licensee, its members, employees, agents or guests to observe all game laws and to take proper precaution against fire hazards, as well as the breach of any obligation of Licensee hereunder, shall be cause for termination of this Agreement.
8. The hunting rights hereby granted to Licensee may not be transferred or assigned by it.
9. Licensee, its members, employees, agents and guests shall enter said lands at their own risk, and this Agreement shall not be exercised so as to in any manner interfere with the absolute and

unrestricted right of Owner, its agents, assigns, lessees and contractors, to cut and remove any trees, timber, pulpwood or stumps for said lands during said period and carry any forest activities thereon or so as to interfere with the exercise of the rights and privileges of others under any agreements heretofore made or hereafter entered into with respect to forest protection and to forest products, easements, rights of way of power, telephone, telegraph and gas line, mains and cables, highway, railroad, drainage purpose, oil, gas or mineral leases, or conveyances of any rights as shown upon the public records of the county wherein the lands are located or as evidenced by possession or use, the absolute and unrestricted right to negotiate, grant and enter is expressly reserved by Owner.

10. Owner shall have no responsibility whatever to the Licensee to protect the livestock, game, lands and premises from injury or damages produced by natural causes or the actions of any third person whomsoever.
11. If, in the sole judgment of Owner, conditions become such as will cause the exercise of the rights and privileges here in granted to present a material hazard to the trees and timber or said lands, the Licensee shall at the request of Owner cause all hunting by its members to cease until such time as Owner shall advise Licensee that in Owner's judgment conditions have sufficiently improved as to permit resumption of hunting by Licensee.
12. Licensee at all times will indemnify, release, protect, defend and hold Owner harmless for and against any and all loss, liability, expenses, claims or demands arising from personal injury (including death at any time resulting therefrom), property damage, or damage of whatever nature to any person, including Licensee or Owner occurring as a direct or indirect result of, or in any manner connected with, the performance of this Agreement, whether such injury or damage shall be caused by the acts, omissions or negligence of Licensee, Licensee's employees, Licensee's members or Licensee's agents and Licensee shall at its expense, defend any and all actions based thereon and shall pay all charges of attorneys and all costs and other expenses arising therefrom.
13. Licensee agrees to carry comprehensive general liability insurance, to include contractual liability, in a company acceptable to Owner with minimum limits of \$1,000,000 single limit each accident, including property damage and bodily injury. Such insurance shall designate Owner as a Named Insured and shall contain a severability clause providing that in the event of suit between Owner and Licensee, coverage will be provided by Licensee. A certificate of insurance evidencing such coverage shall be filed with Owner prior to commencement of hunting activities. Such certificate shall provide that said insurance may not be changed or canceled without thirty (30) days prior written notice being given to Owner and shall show contractual liability endorsement, Owner status as a Named insured and confirm that the policy contains a severability clause.

14. Licensee agrees that no gates or fences will be constructed or maintained except with the knowledge and agreement of Owner's authorized representative.
15. No modification, renewal, or extension hereof shall be effective unless in writing and signed by an authorized representative of Owner.
16. Licensee understands that there are certain on-going multiple uses of the premises by Owner and others, such as hiking, camping, and other business activities, that may be carried on simultaneously with Licensee's intended use. Licensee agrees that this lease shall at all times remain subordinate and subject to such uses whether now present or subsequently begun. Licensee agrees that, in connection with the use of the premises by Owner, no further modification, written or oral, need be given to the Licensee regarding the multiple uses of the premises by the Owner and others. Licensee agrees to indemnify and hold harmless Owner for any and all damages occasioned by the Owner's use of the premises.

OWNER: Camp Winnataska

By: _____

Its: _____

LICENSEE: Blackfoot Sportsman Club LLC

By: _____

Its: _____

July Board Meeting

Karen Moore <kmoore@pearcebevill.com>

Tue, Jul 27, 2021 at 12:52 PM

To: Wes Cochran <cochran_wes@yahoo.com>, Sarah Graffeo <sarah.graffeo@gmail.com>, Jim Cearlock <jcearlock@southpoint.bank>
Cc: Ann Pickens <eannpickens@gmail.com>, Andrew Virciglio <andrewviriglio@thepigbham.com>, Aubrey Huynh <aubrey@winnataska.org>, Audrey Jost <jjost6@gmail.com>, Bill Jones <wboykinjones@gmail.com>, "Blake Huynh (blake@winnataska.org)" <blake@winnataska.org>, Foster Yeilding <ffy910@gmail.com>, Graham Ryan <graham@winnataska.org>, Jim Thorington <jim.thorington@motion-ind.com>, Mary Owen <marypo2003@gmail.com>, "Miller, Carly" <camiller@bradley.com>, "Wilson Yeilding (way0491@gmail.com)" <way0491@gmail.com>

Here is 2021 compared to 2019. Just a few items to point out.

1. Camp fees are up \$175K
2. The camp store items were purchased in 2020 - we spent \$41058
3. Maintenances salaries are down b/c we only have 1 full time employee
4. Program supplies are down, but we spent \$13,755 in 2020 before canceling camp. The total for both years is \$44,772 – and there will be additional charges in July that haven't been recorded.
5. Huge savings in moving meals in house. How How How to Blake, Aubrey and the committee on handling that transition and all the other logistics! (I included the Kitchen staff wages and ER taxes in Food and Commissary so it should be comparing apples to apples)
6. Maintenance supplies are down considerably b/c we've had less special projects and everyone has been diligent about not spending unnecessarily.
7. Haven't purchased much new equipment
8. Several repair line items are down
9. No special projects or "contributions" to FOW.

There are a few other accounts that have bigger swings than I would anticipate. Some of those are just timing (ie paying 13 AL power bills in one year and 11 the next) and some of them would require me to look into a little more. Please let me know if you would like details on a certain expense.

Karen A. Moore, CPA

Pearce, Bevill, Leesburg, Moore, P.C.

[110 Office Park Drive, Ste. 100](#)

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Main: 205-323-5440

Direct: 205-313-4571

Fax: 205-747-1271

Email: kmoore@pearcebevill.com

Web: www.pearcebevill.com

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 **2021 projected.pdf**
61K

**Camp Winnataska Board of Directors
Monday, August 23, 2021
South Point Bank**

Meeting called to order at 6:00 pm – Ann Pickens

Members Present: Foster Yielding, Audrey Jost, Jim Thorington, Graham Ryan, Mary Owen (Mo), Wes Cochran (phone), Andrew Virciglio (AV), Carly Miller (phone), Wilson Yielding, Karen Moore (phone).

Jim T. opens the meeting in prayer.

AV makes motion to approve the minutes. Wilson seconds the motion. The motion passes.

Summer Ops:

- AV proposed a new option for Summer 2022 camp dates (See appendix).
- We discussed the option of having a full week during the Fourth of July for staff vacation. The next three camps sessions were moved - 5th, 6th, and 7th weeks – one week later. After discussion Wilson moved that we accept the new dates. Wes seconded the motion. The motion passed.

Registration:

- Mo shared registration dates for this fall. Priority Registration will be on October 11. Families will be notified of the date if they are eligible for early registration. Mo clarified that families that registered early would not necessarily get the same weeks they had last year. They secured a spot for Summer 2022 but not a specific week.
- Regular registration for all will be on November 1.
- Open house will be held on October 24. We will need volunteers to help show families around.
- Foster made a motion to raise fees for 2022 camp sessions by \$15 for all camp sessions – including Chico. Wilson seconded the motion. The motion passed.

Facilities:

- Graham is still working on quotes for large projects - Reimal Bathroom.
- Pool Deck – Graham is getting several quotes for plaster repairs. He will also call someone to try to find out what is blocking the pipes. He plans to cover the pool in early October. He estimates that the cost of pool fixes should be less than \$5,000.
- Jeremy Andrews is coming to ride with Graham to look at the roads and see what needs to be done. He is planning on doing this during September.
- There is a plan to move a washer and dryer to Pogue and also to get a set for Reimal.

Finance:

- Karen shared an update via email prior to the board meeting.

New Business:

- Ann reminded everyone that the Pumpkin Patch would be held on October 16 & 17. She and Tricia Brice are working to get information out. She asked everyone to put those dates on their calendars and please help if possible.
- AV proposed forming a committee to look at gathering information needed for hiring an Executive Director for Camp Winnataska. This committee would put together a list of what needs to be done to begin the process. Several names were discussed and we decided to go forward with this suggestion. Names mentioned were: Foster Yielding; Paul Bentley; Buddy Sharbel; Andrew Virciglio; Ann Pickens; Katie Sefton – we agreed that we didn't need a large number of people on this committee.

Next Meeting:

- Monday, September 20, 2021 - 6:00 pm at South Point Bank

Appendix:

1st Choice 2022

	SUN.	MON.	TUES.	WED.	THURS.	FRI.	SAT.
	JUNE			1	2	3	4
				SUPER		CHICO	
1 st Coed	5	6	7	8	9	10	11
2 nd Girls	12	13	14	15	16	17	18
3 rd Coed	19	20	21	22	23	24	25
4 th Girls	26	27	28	29	30		
JULY							
Break	3	4	5	6	7	8	9
	- BREAK -				→		
5 th coed	10	11	12	13	14	15	16
6 th coed	17	18	19	20	21	22	23
7 th coed	24	25	26	27	28	29	30

Winnataska Minutes October 2021

Call to Order.

Aubrey prays for those in attendance.

There were no September minutes sent to the BOD to approve.

Aubrey updates Registration:

- Katie has held 12 campership spots to be filled by scholarships.
- Aubrey recommends that we do away with 4th week as an all-girls week for 2023 as we are having a tough time filling the week as it currently exists.
 - We will keep 2nd week as all-girls.
 - Most boys come later in the summer due to travel baseball and other activities.
- Ann informs the Board on 2021 camperships from Directors and nurses.
 - In 2021, there was only one campership used by a non-family member.
 - The vast majority of camperships were used by children or grandchildren.
 - We have 62 total camperships available for use; there were 43 camperships used last summer.
 - We don't have all campership numbers yet for 2022 as we do not have all nurses lined up for summer of 2022.
- Discussions took place for the nurse's rules for camperships.
 - The current rules are not being abused right now, but the BOD is looking to keep positive incentive for nurses to volunteer along with being proactive with limitations that the complimentary should have.
- **Wilson makes a motion the nurse's campership must be family members.**
 - **Andrew seconds the motion.**
 - **The motion passes.**
- Ann updates the BOD on the Pumpkin Patch
 - The event raised about \$8,000 after expenses.
 - The event showed to be a great way to engage fall volunteers, especially leaders, along with opening camp to the community.
- Aubrey, Blake, and Andrew present their Summer Ops update:
 - Summer Ops has begun to plan for the Gorge to not be used in the summer of 2022.
 - Blake updates the BOD on water testing:
 - This is not uncommon for creeks or standing bodies of water to have high e coli levels. The Cahaba River numbers are public record and shows red levels often.
 - E coli levels can change on a day-to-day basis.
 - Bob White has recommended that we turn the testing over the Coosa River Keepers.
 - It does not seem that the E coli levels are coming from a concentrated area.
 - The BOD will have legal decide who to turn testing over to.
 - Blake and Aubrey throw out some program ideas that we could potentially pivot to with no creek or gorge:
 - There are smaller programs that we are looking to implement:
 - Puppies as an extension of the Sustainability Program
 - Canoes and kayaks with no tipping
 - The BOD discussed potential bigger programs to take the place of the Gorge such as mountain bikes and a splash pad.
 - Would FOW be able to help fund a bigger program?
 - We will need to shift our schedule to split different program areas and send full huts to Pool.

- The BOD will need to begin creating the message to send to parents IF we are not able to use the creek and gorge in 2022.
- Summer Ops and Facilities have begun looking at improvements in the Dining Hall. Below are fixes we'd like to see before next summer:
 - Take out the griddle and six burner to sell.
 - Repair our current ovens.
 - Purchase a new six burner.
 - Purchase a combi oven to go next to the new six burner.
 - Purchase or overhaul the HVAC unit.
 - It has been recommended we go with split units.
 - Paint the kitchen.
 - Move items out of the kitchen and into the dining hall:
 - The ice machine and commercial refrigerator
 - Add a washer and dryer to the dry goods pantry to wash towels.
 - Have a professional team come out to service the kitchen.
 - Refinish the floors in the Dining Hall.
 - Look at new windows in the Dining Hall.
 - Rebuild the ramp leading into the Dining Hall.
 - Summer Ops and Facilities will need to figure out an exact budget as there is a potential donor along with money in FOW from fundraising campaigns.
- Foster gives a Facilities update for the BOD:
 - We need to make sure that we are actively taking care our bathrooms at the end of the summer and during the offseason even if that means hiring a cleaning service.
 - Graham has three painters to call to get quotes for the two bathrooms and the kitchen.
 - The BOD needs to decide on whether Reimel will need Handicap stalls:
 - The two bathrooms will have to be gutted and the ideal bathroom will consist of two toilets and three showers with hot water.
 - Before the bathrooms have a lay out, we must decide if we'd like to make the bathroom's handicap accessible.
 - Making the bathroom handicap accessible would reduce the number of showers to two on each side.
 - Wilson makes the motion to make Reimel bathrooms no handicap accessible.
 - Audrey seconds the motion.
 - The motion passes.
 - The question is asked if there have been talks about the right side of Strickland.
 - As of now there are no plans to renovate the right side of Strickland.
 - The Facilities Committee has begun discussing the hiring of a part time employee to help Graham.
 - There was a former applicant for the Caretaker position that could be a good fit. Andrew will that resume email to the facilities committee.
- Sara, Wes, and Audrey are rolling off the BOD this cycle.
- Carly has one more year left on her term, but she has shown interest in rolling off.
 - Audrey would like for her name to added to BOD nominees.
 - The BOD would like to have a lawyer on the Board. Charlie Baxley's name was nominated.
 - Other nominations included Clay Cochran, Lindsey Crocker, Bill Jordan, and Grace Harrelson.

- Nominations need to be turned in to Jim by November 8.
- Our next meeting will be Monday, November 15 at 5:30.

Camp Winnataska Board of Directors
Monday, November 15, 2021
South Point Bank

Meeting called to order at 5:30 pm – Jim Cearlock

Attendance: Andrew Virciglio (AV), Foster Yielding, Audrey Jost, Sarah Graffeo (phone), Wilson Yeilding, Jim Cearlock, Wes Cochran, Ann Pickens, Jim Thorington, Karen Moore, Mary Owen (MO), Aubrey Huynh, Blake Huynh, Graham Ryan, Katie Sefton

Jim T. opens the meeting in devotion and prayer.

AV makes a motion to approve the minutes. Ann seconds the motion. The motion passes.

General Facilities:

- Graham reported the freezer door has been fixed and huts winterized, including shutters on Chico huts.

Finance:

- Karen passed out the most recent balance sheet. (See attached.)

Registration:

- MO reported Camp is 96% full for the summer, the most spots open are 4th week all girls mainside, 3rd and 6th waitlists are the longest, mostly girls on waitlist

Project Updates:

- Foster - HVAC in Dining hall will probably be a split unit outside, put in tankless hot water outside, probably need two for a back up, estimate \$30,00-33,000 for projects - equipment could be moved later
- AV - we would sell six burner/griddle, like to get new six burner and combi oven, more efficient use of space, waiting on quote probably around \$25,000
- Graham - planning deck for dining hall, Estimate of \$6,000-7,000, asking Elliot to look at putting shed roof.
- Katie - has reached out to donor who would like specific project/item regarding kitchen, she will take these ideas, specifically maybe buying the new oven or water heater, to him as possibilities
- Foster - Reimel bathroom planning update. With input from various sources and discussing with Chris W. the new estimate (gutting everything, 3 showers, two toilets, stainless steel sinks, hot water on both sides, some HVAC on both sides, tile, washer and dryer hookups). We can get that price down some with different choices supply wise and wait on the price of stainless to come down.
- **Wilson makes a motion that the facilities committee, AV, and Graham should work with an additional \$135,000 so a total of \$200,000 budget to move forward on Reimel bathroom and kitchen projects. Wes seconds the motion. Motion passed.**

Summer Ops

- Blake - cleaning up Winwood and trail to get there from old low ropes/mudstacle under the road bridge, big enough for inflatables, testing will happen this week. We will need privacy fences or evergreen to conceal the area from the road. Bob White and Carly are suggesting we not turn the water issues over to Coosa River keepers, the state won't do anything unless you know the specific contamination site, which we still don't. We will say this year we are moving Waterfront to Winwood, we will test Rushton this week and maybe use it for swimming also. We will continue testing.

-

Member Elections

- Wes, Audrey, Sarah are rolling off. David Glenn, Lindsay Crocker, and Clay Cochran are the new members to serve for 2022, 2023, 2025

Next Meeting:

- Monday, December 13, 2021 - 5:30 pm at South Point Bank

2:44 PM

10/06/21

Accrual Basis

Camp Winnataska
Balance Sheet Prev Year Comparison
 As of September 30, 2021

	Sep 30, 21	Sep 30, 20	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
Business Money Market	52,251.54	22,244.60	30,006.94	134.9%
Depository Account	36,392.43	15,553.18	20,839.25	134.0%
Operating Winnataska	136,531.43	18,204.86	118,326.57	650.0%
Payroll Account	27,603.83	2,033.71	25,570.12	1,257.3%
Progress Bank and Trust CD	52,101.51	52,101.51	0.00	0.0%
SouthPoint	56,560.00	0.00	56,560.00	100.0%
Total Checking/Savings	<u>361,440.74</u>	<u>110,137.86</u>	<u>251,302.88</u>	<u>228.2%</u>
Accounts Receivable				
Deposits	1,000.00	1,000.00	0.00	0.0%
Total Accounts Receivable	<u>1,000.00</u>	<u>1,000.00</u>	<u>0.00</u>	<u>0.0%</u>
Total Current Assets	<u>362,440.74</u>	<u>111,137.86</u>	<u>251,302.88</u>	<u>226.1%</u>
TOTAL ASSETS	<u><u>362,440.74</u></u>	<u><u>111,137.86</u></u>	<u><u>251,302.88</u></u>	<u><u>226.1%</u></u>
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Credit Cards				
Regions Credit Card	9,852.01	3,203.68	6,648.33	207.5%
Total Credit Cards	<u>9,852.01</u>	<u>3,203.68</u>	<u>6,648.33</u>	<u>207.5%</u>
Other Current Liabilities				
Unearned Camp Revenue	0.00	445,348.00	-445,348.00	-100.0%
Total Other Current Liabilities	<u>0.00</u>	<u>445,348.00</u>	<u>-445,348.00</u>	<u>-100.0%</u>
Total Current Liabilities	<u>9,852.01</u>	<u>448,551.68</u>	<u>-438,699.67</u>	<u>-97.8%</u>
Total Liabilities	<u>9,852.01</u>	<u>448,551.68</u>	<u>-438,699.67</u>	<u>-97.8%</u>
Equity				
2930 Retained Earnings	-365,040.99	169,610.67	-534,651.66	-315.2%
Opening Balance Equity	0.00	24,383.28	-24,383.28	-100.0%
Net Income	717,629.72	-531,407.77	1,249,037.49	235.0%
Total Equity	<u>352,588.73</u>	<u>-337,413.82</u>	<u>690,002.55</u>	<u>204.5%</u>
TOTAL LIABILITIES & EQUITY	<u><u>362,440.74</u></u>	<u><u>111,137.86</u></u>	<u><u>251,302.88</u></u>	<u><u>226.1%</u></u>

2:34 PM

10/06/21

Accrual Basis

Camp Winnataska
Profit & Loss Prev Year Comparison
January through September 2021

	Jan - Sep 21	Jan - Sep 20	\$ Change	% Change
Ordinary Income/Expense				
Income				
Camp Income				
6701 Camp Fees	1,276,588.00	0.00	1,276,588.00	100.0%
6702 Rental Revenue	10,640.00	3,475.00	7,165.00	206.2%
6704 Interest Income	5.75	1,591.28	-1,585.53	-99.6%
6706 Camp Store Income	27,188.84	840.00	26,348.84	3,136.8%
6710 Pumpkin Patch Income	0.00	1,297.37	-1,297.37	-100.0%
6731 Camp - Other Income	63,364.07	56,561.00	6,803.07	12.0%
Camp Income - Other	435.00	0.00	435.00	100.0%
Total Camp Income	1,378,221.66	63,764.65	1,314,457.01	2,061.4%
COVID Donations	2,555.00	43,378.00	-40,823.00	-94.1%
Total Income	1,380,776.66	107,142.65	1,273,634.01	1,188.7%
Expense				
Camp Expenses				
6712 Canteen Cost of Goods Sold	18,416.90	910.95	17,505.95	1,921.7%
6750 Camp Store	106.86	41,058.34	-40,951.48	-99.7%
6760 Reimbursed Expense	3,000.00	3,000.00	0.00	0.0%
7005 Maintenance Salaries	32,249.97	41,202.77	-8,952.80	-21.7%
7008 Admin Salaries	34,224.97	45,878.43	-11,653.46	-25.4%
7009 Temporary Camp Salaries	115,806.25	42,324.75	73,481.50	173.6%
7010 Leased Employee	0.00	11,250.00	-11,250.00	-100.0%
7201 ER taxes	16,350.46	11,999.50	4,350.96	36.3%
7203 Medical Reimbursement	0.00	1,800.00	-1,800.00	-100.0%
7204 Cell Phone Allowance	1,400.00	1,550.00	-150.00	-9.7%
7205 Gas & Auto Reimbursement	350.00	400.00	-50.00	-12.5%
8101 Medical, Health & Safety S	7,191.15	1,583.90	5,607.25	354.0%
8102 Insurance	40,559.50	51,878.00	-11,318.50	-21.8%
8103 Program Supplies	39,101.62	13,705.32	25,396.30	185.3%
8104 Food & Commissary	134,366.38	21,052.40	113,313.98	538.3%
8105 Sanitation & Janitorial Su	673.94	5,851.00	-5,177.06	-88.5%
8106 Office Supplies	308.03	1,885.88	-1,577.85	-83.7%
8131 Other Supplies Expense	0.00	59.80	-59.80	-100.0%
8201 Telephone & Internet Exp	8,126.95	10,553.47	-2,426.52	-23.0%
8202 Camp Brain/Constant Contac	6,055.00	855.00	5,200.00	608.2%
8205 Accounting Fees	9,260.00	9,075.00	185.00	2.0%
8301 Postage	601.92	548.75	53.17	9.7%
8305 Electricity	42,253.89	44,696.18	-2,442.29	-5.5%
8406 Gas/Oil	4,724.24	3,579.50	1,144.74	32.0%
8408 Water & Sewer	4,444.07	7,204.07	-2,760.00	-38.3%
8409 Dumpster & Septic pumping	4,536.29	9,590.11	-5,053.82	-52.7%
8413 Bldg & Grounds Maint Suppl	49,851.14	40,558.89	9,292.25	22.9%
8502 Payroll Processing Fees	1,511.38	2,148.97	-637.59	-29.7%
8510 Pool	1,950.00	17,322.23	-15,372.23	-88.7%
8511 Equipment Service	2,843.87	1,858.19	985.68	53.1%
8512 Rope Course Expense	5,667.90	490.00	5,177.90	1,056.7%
8513 Horses Expense	24,150.00	14,200.00	9,950.00	70.1%
8521 New Equipment Purchases	8,371.45	54,691.64	-46,320.19	-84.7%
8603 Photography	55.00	47.88	7.12	14.9%
8702 Gas & Oil - Vehicles	2,567.71	782.94	1,784.77	228.0%
8703 Repairs - Vehicles	691.07	6,705.02	-6,013.95	-89.7%
8704 Plumbing Repairs	2,770.00	10,795.00	-8,025.00	-74.3%
8705 Electrical Repairs	0.00	12,075.00	-12,075.00	-100.0%
8714 ACA Dues	0.00	2,572.00	-2,572.00	-100.0%
8833 Staff Training	2,500.00	2,483.43	16.57	0.7%
9400 Interest Expense	297.65	150.59	147.06	97.7%
9401 Banking & Credit Card Fees	24,110.21	21,544.00	2,566.21	11.9%
9402 Advertising	2,816.00	608.07	2,207.93	363.1%
9404 Taxes, Licenses & Tags	243.97	200.00	43.97	22.0%
9406 Year Round Staff	1,842.11	0.00	1,842.11	100.0%
9620 Workers Comp	6,799.09	645.04	6,154.05	954.1%
9630 Volunteer Appreciation	0.00	60.41	-60.41	-100.0%
Total Camp Expenses	663,146.94	573,432.42	89,714.52	15.7%
Total Expense	663,146.94	573,432.42	89,714.52	15.7%
Net Ordinary Income	717,629.72	-466,289.77	1,183,919.49	253.9%

2:34 PM

10/06/21

Accrual Basis

Camp Winnataska
Profit & Loss Prev Year Comparison
January through September 2021

	<u>Jan - Sep 21</u>	<u>Jan - Sep 20</u>	<u>\$ Change</u>	<u>% Change</u>
Other Income/Expense				
Other Expense				
9999 Special Projects	0.00	65,118.00	-65,118.00	-100.0%
Total Other Expense	0.00	65,118.00	-65,118.00	-100.0%
Net Other Income	0.00	-65,118.00	65,118.00	100.0%
Net Income	<u>717,629.72</u>	<u>-531,407.77</u>	<u>1,249,037.49</u>	<u>235.0%</u>

Camp Winnataska Board of Directors
Monday, December 13, 2021
SouthPoint Bank

Meeting called to order at 5:30 – Jim Cearlock

Present: Foster Yielding, Ann Pickens, Sarah Weinacker, Audrey Jost, Jim Cearlock, Graham Ryan, Aubrey Huynh, Andrew Virciglio (AV), Wilson Yielding, Clay Cochran, Lindsay Crocker, Blake Huynh, Karen Moore, Clay Cochran, David Glenn, Carly Miller

Wilson makes a motion to approve the November minutes. Audrey seconds the motion. The motion passes.

Facilities:

- Graham and the facilities committee are gathering quotes for various projects. Demo on Rimel starts tomorrow and will hopefully be finished in March.
- Preparation for the upcoming Candles and Carols event is underway.
- Kitchen update: AV will order the combination stove and oven soon and hopes to have it within 8 – 10 weeks. Jones McCloud will service kitchen equipment tomorrow and will provide quotes on any necessary fixes. AV has a call into Clean Services to service and clean the hood vent.
- Upcoming facilities projects include running equipment with volunteers across camp, the Grayson Lodge deck and the mainside hut roofs.

Finance:

- Karen shares a finance update. She notes there is an increase in banking / credit card fees that seems abnormally high and will review to see if this number is an outlier. Ann suggests reviewing November 2019 for a fair comparison.

Summer Ops:

- Staff interviews scheduled for January 2nd. Board members request pictures when the hiring committee brings the slate.
- The proposed hiring committee includes three board members and three non-board members: Blake, Aubrey, Lindsay Crocker, Renee Griffin (weekly director rep), Wilson Yielding and AV. If necessary, the committee can call the chair to provide a tie-breaking vote. AV makes a motion that the hiring committee for 2022 staff include Aubrey, Blake, Lindsay, Wilson, Renee and AV. Wilson seconds the motion. The motion passes.
- Moving forward with Winwood as a replacement for Waterfront activity and considering planting trees to help with privacy. Foster asks Karen to look at the cost of trees from Andy's paid last year.

Registration (shared via email):

- Mo shares we are at 97% occupancy, and there are 51 spots available in 4th session girls Mainside.

FOW / Fundraising:

- We received \$20,000 - \$25,000 for kitchen equipment from a donor.

New Business:

- 2022 Board Positions:
 - o Chair – Jim makes a motion that Ann serve as chair for 2022. Audrey seconds the motion. The motion passes.
 - o Co-chair: Wilson makes a motion that AV serves co-chair for 2022. Ann seconds the motion. The motion passes.
 - o Secretary – Ann makes a motion that David serves as secretary for 2022. Audrey seconds the motion. Motion passes.
 - o FOW: Wilson motions to approve Foster as the FOW representative for 2022. Ann seconds the motion. The motion passes.

Next Board Meeting: Tuesday, January 11, 2022