

FSC 2020 SPRING MEETING MINUTES

June 6th, 2020

Virtual on Zoom.com

COVID-19 National Emergency

The global outbreak of a “novel coronavirus” known as COVID-19 was officially declared a pandemic by the World Health Organization (WHO). As a result, the annual SpringView conference scheduled for June 5-7, 2020 at Mission Inn, Howey-In-The-Hills, FL was canceled. In its place a virtual Zoom meeting was conducted with the club delegates and membership on June 6th, 2020.

Saturday, June 6th, 2020

Meeting called to order

The meeting was called to order at 9:10 am by Phil Reed, FSC President. Phil announced an abbreviated version of our normal 2-day meeting. At this Zoom meeting we will mainly discuss items as required by the FSC by-laws. This was followed by Larry Eckert, FSC Secretary, taking roll of Clubs (Attachment A). All 14 clubs were represented by a delegate or acting delegate. Phil also acknowledged that the Villagers Snow Ski & Adventure Travel Club was present. Larry notified Phil that the council had a quorum.

Phil reminded everyone to mute their microphone, unless they are Executive Committee (EC) members or need to talk.

Larry then presented the 2020 Winter Meeting Minutes and asked all attendees if there were any questions. Larry asked for a Motion to approve the minutes. Bob Field of Ft Lauderdale made the motion to approve, and Kathy Grabow of Daytona seconded it. Larry asked for any discussions, none were noted. A Delegate vote was requested which resulted in unanimous approval.

Phil then asked the FSC officers to introduce themselves with their name, title and club association.

Due to time constraints of this virtual meeting, attendees did not introduce themselves. Attendees present in this meeting can be found in Attachment B.

Trip updates for the 2021 destinations:

Lisa Bratcher, 2nd VP, asked Larry Eckert to share the current head count on the screen. Telluride: Sara from Sports America has issued most of the contracts except for The Peaks because she is waiting on some updated terms. Most clubs have air. The on-site visit has been canceled but Sara will get trip leaders any requested information. Clubs need to have patience as most people in Telluride are still furloughed. Lisa asked for any updated numbers for the clubs.

Jeannie Kilpatrick-Staubus, Treasurer, gave an update for Mammoth. There are 8 clubs participating at this time. One club will decide later this summer. All contracts are done, flights are not. Virtual site inspection can't be done yet but Sara will hopefully answer all the trip leaders' questions sometime this summer.

Phil gave an update on Zermatt. Ten clubs decided to do Zermatt next year to make up for it being canceled this year. Four clubs abstained. Referring to lodging only, the total numbers from last year can't be decreased. Lodging properties will not give credit for unused pillows.

Charities

Linda Walker, Past President, noted that each charity will get \$3,000 from the FSC. Normally, at the Spring meeting we would have collected additional funds. If clubs have collected funds for the charities, Linda asked

that they send a check to them directly. Please email Linda if you need their address. Linda asked if clubs would like to announce what they collected to go ahead and do so. Nick Howe from Boca Club collected \$610 for the Florida School for the Deaf and the Blind. Mike Pearson announced Tampa Bay collected \$510 and \$509 for the Charities but couldn't remember which is which.

Race Results

Phil Reed, President, announced the 2020 FSC race results: SWFL Ski & Travel Club aka Naples. Terese DeLuca from Naples met with the previous winner, Orlando, and picked up the trophy. Phil also mentioned that both domestic trips went very well and that Lisa Bratcher for Snowmass, and Shelley Daniel for Whitefish did an outstanding job as Officers in Charge.

Treasurer's Report

Larry Eckert shared the Treasurer's Report on screen. Jeannie Kilpatrick-Staubus, Treasurer, presented the year-end financial reports (Attachment C).

Balance Sheet as of May 28th, 2020 shows a total of \$98,858.03 in our main account and the two CD's. Prepaid expenses include a \$2,000 deposit to the Renaissance and two \$500 deposits to Mission Inn and \$770 set aside for MTS next year. Total assets: \$102,628.05. We sent the checks of \$3,000 each to the Charities. Prepaid revenue of \$695 is for the Ski Big 3 resort representative who got sick en route to the 2019 Spring Meeting and had to return home. The EC decided to roll that money over to our next SpringView 2021 meeting. Jeannie reviewed the line items from the Budget versus Actuals page. FSC didn't get the Lake County grant of \$2,500 since we did not have the event, but will apply for the grant next year. Since we only ran 2 trips, numbers are down and we had a loss for the year. Proposed Budget: Jeannie discussed each line item. Budget as proposed is -\$7,001. Nick Howe, Boca, made a motion to approve the Proposed Budget; Kathryn Hardage of Orlando seconded. Phil opened the floor for discussion. Bob Field of Ft Lauderdale suggested we don't run a negative budget and possibly have a onetime charge to make up the deficit. Phil said the budget is "a living document" and can be amended and changes made at the October meeting. Delegates were asked to vote. Larry counted all votes: 14 voted yes to approve.

Break: 20 minutes.

Associate Club Membership Presentation.

Joe Bayliss, Membership Committee Chair, discussed membership criteria as per the by-laws. Joe summarized how the Villagers Snow Ski & Adventure Club did this year to meet the requirements. They surpassed the minimum number of paid members and ran a successful trip to Winter Park. Joe announced that they have met all requirements to be an associate member of the Florida Ski Council. Phil asked for a motion to approve. Mike Pearson, Tampa, made a motion to approve. Bob Field of Ft Lauderdale seconded it. Discussion: No discussion from the clubs. Barry Silverman mentioned that the Villagers now have 73 paid members. Voting for them as an associate member club for 2 years commenced. Yes - 13 clubs. Willie from Onyx abstained as he missed the discussion. The Villagers thanked Orlando Ski and Travel Club for sponsoring them.

Old Business

Lodging Site Selection

Linda Rae White presented an update to the lodging selection process. She acknowledged her committee members: Kathryn Hardage – Orlando, Carol Pattison – Palm Beach Gators, Bianca Roos – Jacksonville, Mary Pulaski - Tampa and Giselle Sacon – Miami.

Linda discussed how they came up with their recommendation and how it would work. (Attachment D). After a lengthy discussion, Phil stated that this is a good start but asked that we table it until the Fall meeting.

Club Volunteers for Membership Committees

Phil asked Joe Bayliss to comment and ask for volunteers for the Membership Committee. There must be four people from different clubs. Resulting Membership Committee volunteers: Laine Wolfe-Miami, Walter Marussich-Palm Beach Gators, Steve Hodges-Clearwater, and Lee Ouellette-Villagers.

New Business

Phil discussed the upcoming Fall meeting in Orlando. The plan is to push what we normally would have done at the Spring meeting to the Fall, such as 2022 trip presentations. Our cancelation fee at the Renaissance, room counts, etc., needs to be discussed and a decision made regarding whether we should conduct it in person. EC will talk to Renaissance on what our options are. Terese DeLuca asked that club delegates conduct a poll to get an idea what our numbers might be.

Election of FSC Officers

Giselle Sacon, the Election Committee Chair, introduced the committee members: Karen Eslary-Palm Beach Gators and Amalie Murphy-Pensacola. As per the email sent out May 15th with letters of intent, Giselle introduced the slate of the current FSC officers, with a new nomination of Terese DeLuca as the Secretary:

President, Shelley Daniel
1st Vice President, Lisa Bratcher
2nd Vice President, Jeannie Kilpatrick-Staubus
Treasurer, Larry Eckert
Secretary, Terese DeLuca
Director of Bids, Linda Walker

As per the by-laws, Giselle opened the floor for nominations. No nominations from the floor were presented. She asked the delegates to vote. All 14 clubs voted yes - unanimous vote.

Closing Comments

Phil thanked everyone on the EC and the clubs for participating. He also recognized Toufic for his 13 years of service. Linda Walker presented the "Birds Nest" award to Phil virtually. It was first presented in 1986 to the outgoing president.

There was a motion from the floor to adjourn the meeting from Latoya Carter – Onyx, seconded by Nick Howe-Boca. Delegates voted unanimously to adjourn.

Meeting Adjourned at 11:30am

Respectfully submitted,



Larry Eckert
FSC Secretary

FSC SPRING MEETING 2020 - CLUB ROLL CALL

Attachment A

	Club	First Name	Last Name	Notes	Sat 06/06	
1	Boca Ski Club	Nick	Howe		D	
2	Clearwater/St Petersburg Ski & Sports Club	Steve	Hodges		D	
3	Daytona Beach Ski & Travel Club	Kathy	Grabow		D	
4	Fort Lauderdale Snow Ski Club	Bob	Field		D	
5	Jacksonville Ski Club	Sonia	Cardoos		A	
6	Miami Ski Club	Lainie	Wolfe		D	
7	Onyx Ski & Sports Club of Tampa Bay	Willie	Felton		D	
8	Orlando Ski Club	Kathryn	Hardage		D	
9	Palm Beach Gators	Walter	Marussich		D	
10	Pensacola Ski Club	Susan	Herrington		D	
11	Ski Club of Sarasota	Barbara	Rhawn		D	
12	Space Coast Ski & Travel Club	Cal	Staubus		D	
13	SWFL Ski Club (Naples)	Paul	Maloney		D	
14	Tampa Bay Snow Skiers & Boarders	Mike	Pearson		D	

Delegate	D
Acting Delegate	A
Proxy	P

FSC Spring Virtual Meeting Registration						Roll Call Present
Meeting Date: June 6, 2020						
CLUB	FIRST NAME	LAST NAME	Email Address	Title (President, Delegate, Member, etc)		
1	Florida Ski Council	Phil	Reed	tampasnowskier@gmail.com	President	✓
2	Florida Ski Council	Shelley	Daniel	fscshelley@gmail.com	1st Vice President	✓
3	Florida Ski Council	Lisa	Bratcher	fsclisa1@gmail.com	2nd Vice President	✓
4	Florida Ski Council	Jeannie	Kilpatrick-Staubus	fscjeannie@gmail.com	Treasurer	✓
5	Florida Ski Council	Larry	Eckert	fscleckert@gmail.com	Secretary	✓
6	Florida Ski Council	Linda	Walker	jaxskierfsc@gmail.com	Past President	✓
7	Florida Ski Council	Toufic	Moumne	tmoumne@verizon.net	Director of Bids	✓
1	Florida Ski Council Past President	Tim	Gaskin	tgaskin@ghgins.com	FSC Past President	✓
1	Boca Ski Club	Debbie	Boardman	dboardman8@gmail.com	President	✓
2	Boca Ski Club	Christina	Griffith	Griffithchristinal@gmail.com	2021 Mammoth Trip Leader	✓
3	Boca Ski Club	Nick	Howe	nickjhowe@gmail.com	Delegate/Webmaster	✓
4	Boca Ski Club	Vickie	Torregrossa	vickiedragon@yahoo.com	Member	✓
1	Clearwater/St Pete Ski & Sports Club	Neil	Gawlowski	Neil.Gawlowski@RaymondJames.com	Vice President	✓
2	Clearwater/St Pete Ski & Sports Club	Jacki	Gehring	jacki.gehring@gmail.com	Secretary	✓
3	Clearwater/St Pete Ski & Sports Club	Steve	Hodges	shodges41@gmail.com	Delegate	✓
4	Clearwater/St Pete Ski & Sports Club	Al	Knox	allenknox817@yahoo.com	Webmaster	✓
5	Clearwater/St Pete Ski & Sports Club	Tom	Morris	thomas.morris1949@gmail.com	President/Back up	✓
6	Clearwater/St Pete Ski & Sports Club	Lynn	Pierce	flcaptainlynn@gmail.com	Treasurer	✓
7	Clearwater/St Pete Ski & Sports Club	Ginnie	Souther	v.souther3885@outlook.com	Trip Leader	
8	Clearwater/St Pete Ski & Sports Club	Polly	Trautweiler	ptrautweiler@tampabay.rr.com	Trip Coordinator	✓
1	Daytona Beach Ski & Travel Club	Greg	Antonich	ga@daytonacommercial.com	Chamonix Trip Leader	✓
2	Daytona Beach Ski & Travel Club	Linda	Autrey	floure@bellsouth.net	Zermatt Trip Leader	✓
3	Daytona Beach Ski & Travel Club	Peggy	Fuller	pfuller@gate.net	Zermatt Trip Leader	✓
4	Daytona Beach Ski & Travel Club	Kathy	Grabow	kathy.grabow67@gmail.com	Delegate/President/ Zermatt trip leader	✓
5	Daytona Beach Ski & Travel Club	Gregory	Kirkwood	gkirkwood@cfl.rr.com	Telluride Trip Leader	✓
6	Daytona Beach Ski & Travel Club	Fran	Todd	a73skibum@aol.com	Telluride Trip Leader	✓
1	Ft Lauderdale Snow Ski Club	Bob	Field	bfieldtrip@gmail.com	Delegate/President	✓
2	Ft Lauderdale Snow Ski Club	Jennifer	Field	jenz4u61@aol.com	Member	✓
3	Ft Lauderdale Snow Ski Club	Linda Rae	White	linda.white@nelsonmullins.com	Treasurer, Telluride Co-Trip Leader, FSC Priority Lodging Committee Chair, FSC Legal Counsel	✓
4	Ft Lauderdale Snow Ski Club	Tripper	White	tripper@comcast.net	VP, Telluride Co-Trip Leader	✓
1	Jacksonville Ski Club	Jim	Arre	jarre51@comcast.net	VP of Marketing; Telluride TL	✓
2	Jacksonville Ski Club	Sonia	Cardoos	soniacardoos@gmail.com	Acting Delegate, President; Mammoth TL	✓
3	Jacksonville Ski Club	Karen	Clarke	Karen_Clarke@CSX.com	VP Trips	✓
4	Jacksonville Ski Club	Bianca	Roos	brooscpa@hotmail.com	Delegate/Past President; Webmaster; Zermatt TL	
5	Jacksonville Ski Club	Gary	Smolen	gesmolen@sbcglobal.net	VP Events	✓
1	Miami Ski Club	Bonnie	Barnes	Bonnieebarnes@gmail.com	Treasurer	✓
2	Miami Ski Club	Pam	Epstein	Pinkrose7070@yahoo.com	President	✓
3	Miami Ski Club	Giselle	Sacon	Gisellesacon@hotmail.com	Membership, Zermatt Trip Leader, FSC Supervisor of Elections	✓
4	Miami Ski Club	Lainie	Wolfe	lanw00@aol.com	Delegate, VP of Trips	✓
1	Onyx Ski & Sports Club of Tampa Bay	George	Banks	gebolb@verizon.net	VP Trips	✓
2	Onyx Ski & Sports Club of Tampa Bay	Darele	Campbell	presidentonyxski@gmail.com	President	✓
3	Onyx Ski & Sports Club of Tampa Bay	Latoya	Carter	latoyacarter@gmail.com	Member	✓
4	Onyx Ski & Sports Club of Tampa Bay	Daphne	Colbert	ddcga93@aol.com	Member	✓
5	Onyx Ski & Sports Club of Tampa Bay	Willie	Felton	wbfelton@yahoo.com	Delegate/Vice President	✓

6	Onyx Ski & Sports Club of Tampa Bay	Janine	Lewis	janine.h.lewis@usps.gov	Member	✓
7	Onyx Ski & Sports Club of Tampa Bay	Karyen	Lovett	klovett@bgcsun.org	Secretary	✓
8	Onyx Ski & Sports Club of Tampa Bay	Sorya	Rouse	sorayaakadiva@gmail.com	Member	✓
1	Orlando Ski and Travel Club	Steve	Clark	sclark2575@cfl.rr.com	1st VP-Trips, Back up to Delegate	✓
2	Orlando Ski and Travel Club	Kathryn	Hardage	hardage.kathryn@gmail.com	Delegate, Past President, Zermatt Trip Leader	✓
3	Orlando Ski and Travel Club	David	Pugh	webmaster@orlandoskiandtravelclub.com	Webmaster	✓
4	Orlando Ski and Travel Club	Rhonda	Ulmer	rhondacpm@gmail.com	President	✓
1	Palm Beach Gator Snow Ski Club	Patti	Bochniak	pattibochniak@gmail.com	Past President	✓
2	Palm Beach Gator Snow Ski Club	Karen	Eslary	karen.eslary@gmail.com	Election Committee Member	✓
3	Palm Beach Gator Snow Ski Club	Walter	Marussich	gsscmem@comcast.net	Delegate/VP non-ski travel	✓
4	Palm Beach Gator Snow Ski Club	Linda	Mitchell	LRMitchell.realtor@gmail.com	Communications Director/incoming Secretary	✓
5	Palm Beach Gator Snow Ski Club	Carol	Pattison	Cpattiso@aol.com	VP of Ski	✓
1	Pensacola Ski & Travel Club	Lynn	Greene	imagator82@gmail.com	Vice President	✓
2	Pensacola Ski & Travel Club	Susan	Herrington	sherrington420@yahoo.com	Delegate/President	✓
3	Pensacola Ski & Travel Club	Amalie	Murphy	amalie.murphy@gmail.com	VP-Trips, FSC Elections Committee Member	✓
1	Ski Club of Sarasota	David	Lepore	dplepore@aol.com	member	✓
2	Ski Club of Sarasota	Lise	Lepore	emlepore@aol.com	member	✓
3	Ski Club of Sarasota	Lois	Lewis	doublel9015@gmail.com	trip leader	✓
4	Ski Club of Sarasota	Barbara	Rhawn	skiclubsar@aol.com	Delegate, Club Treasurer, Trip Coordinator	✓
1	Space Coast Ski & Travel Club	Carla	Constantino	calico@mac.com	Past President, Trip Leader	✓
2	Space Coast Ski & Travel Club	Brice	Crossley	f1ower10@gmail.com	2021 Mammoth Trip Leader, Webmaster, Dir of Social Media	✓
3	Space Coast Ski & Travel Club	George	Libak	Georgelibak@gmail.com	VP	✓
4	Space Coast Ski & Travel Club	Joni	Reynolds	jonireynolds@me.com	Secretary	✓
5	Space Coast Ski & Travel Club	Cal	Staubus	castaubus@gmail.com	Delegate/President, VP Trips	✓
6	Space Coast Ski & Travel Club	Debbie	Steinger	dsteinger@cfl.rr.com	Treasurer, 2021 Telluride Trip Leader	✓
1	SWFL Ski & Travel Club	Audrey	Cereghino	audreycpurr@hotmail.com	Member	
2	SWFL Ski & Travel Club	Terese	DeLuca	NaplesSkiClub2@gmail.com	Past President, Zermatt Trip Leader	✓
3	SWFL Ski & Travel Club	Wendy	Humphrey	wendymd@comcast.net	President	✓
4	SWFL Ski & Travel Club	Linda	Lovisa	lindalovisa@gmail.com	Director of Membership	✓
5	SWFL Ski & Travel Club	Paul	Maloney	pjmducks6@aol.com	Delegate, Director of Trips	✓
6	SWFL Ski & Travel Club	David	Matter	david_matter@aol.com	member	✓
1	Tampa Bay Snow Skiers & Boarders	Joe	Bayliss	Jbayliss@bbandbfla.com	President	✓
2	Tampa Bay Snow Skiers & Boarders	Roger	Copp	rogerscopp@gmail.com	Newsletter Director	✓
3	Tampa Bay Snow Skiers & Boarders	Nancy	DelGatto	nandel522@gmail.com	Treasurer, Telluride Trip Leader	✓
4	Tampa Bay Snow Skiers & Boarders	Leslie	Foreman	malone.leslie3@gmail.com	Assistant Treasurer	✓
5	Tampa Bay Snow Skiers & Boarders	Peggy	Gummoe	pbgummoe@aol.com	Marketing Director, Zermatt Trip Leader	✓
6	Tampa Bay Snow Skiers & Boarders	Rob	Livingston	imliving@tampabay.rr.com	Webmaster	✓
7	Tampa Bay Snow Skiers & Boarders	Karla	Newan	kjvzm@yahoo.com	Trip Committee Chair, Mammoth Trip Leader	✓
8	Tampa Bay Snow Skiers & Boarders	Mike	Pearson	mikepdigsb@verizon.net	Delegate - Past President	✓
9	Tampa Bay Snow Skiers & Boarders	Mary	Pulaski	maryp@verizon.net	Trip Committee Co-Chair	✓
10	Tampa Bay Snow Skiers & Boarders	Janica	VanBrocklin	janicavb@msn.com	Social Director	✓
1	Villagers Snow Ski & Adventure Travel Club	Lee	Ouellette	skierlee1@hotmail.com	Membership Director	✓
2	Villagers Snow Ski & Adventure Travel Club	Linda	Sherrod	lsherrod001@gmail.com	Treasurer	✓
3	Villagers Snow Ski & Adventure Travel Club	Barry	Silverman	bsilverman99@gmail.com	President	✓

Florida Ski Council, Inc.

Attachment C

BALANCE SHEET

As of May 28, 2020

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
1-1000 Bank of America - FSC Account	46,002.17
1-2000 Bank of America - 9 mos CD	25,571.53
1-3000 Bank of America - 11 mos CD	27,284.35
Total Bank Accounts	\$98,858.05
Accounts Receivable	
Accounts Receivable (A/R)	0.00
Total Accounts Receivable	\$0.00
Other Current Assets	
1-4000 Pre-Paid Expense	3,770.00
1-4999 Undeposited Funds	0.00
Total Other Current Assets	\$3,770.00
Total Current Assets	\$102,628.05
TOTAL ASSETS	\$102,628.05
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2-2000 Accounts Payable	0.00
Total Accounts Payable	\$0.00
Other Current Liabilities	
2-2100 Charitable Donation Payable	0.00
2-3100 Pre-paid Revenue	695.00
Total Other Current Liabilities	\$695.00
Total Current Liabilities	\$695.00
Total Liabilities	\$695.00
Equity	
3-3900 Retained Earnings	109,414.79
Net Income	-7,481.74
Total Equity	\$101,933.05
TOTAL LIABILITIES AND EQUITY	\$102,628.05

Florida Ski Council, Inc.

Attachment C

PROFIT AND LOSS

June 1, 2019 - May 28, 2020

	TOTAL
Income	
4-1000 Membership Dues - Clubs	2,800.00
4-2100 Meetings - Attendance Fees	2,135.00
4-2200 Meetings - Sponsorship Revenue	17,180.23
4-2300 Meetings - Exhibitor Fees	15,690.00
4-3100 Trips - FSC Club Fees	103,656.00
Total Income	\$141,461.23
GROSS PROFIT	\$141,461.23
Expenses	
6-1010 Awards & Recognitions	560.50
6-1015 Meetings - Activity Exp.	98.44
6-1030 Dues - NSCF	125.00
6-1040 Licenses & Registrations	61.25
6-1060 Office Supplies	168.95
6-1065 Party/Event Supplies	839.63
6-1080 Professional Services	1,755.00
6-1090 Shipping and Postage	63.24
6-1100 Website Hosting Fees	965.94
6-2010 Officer/Guest Travel	4,120.55
6-3020 Food & Beverage (Mtgs/Trips)	128,225.12
6-3030 Audio Visual (Mtgs/Trips)	4,475.55
6-3035 Music & Entertainment (DJ/Band)	450.00
6-3040 Ground Transportation	900.00
6-3045 Racing Expenses	1,989.00
6-3050 FAM Expenses	1,200.00
6-4000 Charitable Donations - Expense	435.00
6-6000 Bank Service Charges	3.00
Total Expenses	\$146,436.17
NET OPERATING INCOME	\$ -4,974.94
Other Income	
8-1000 Interest Income	5.31
8-2000 Federal Tax Refund	1,273.89
Total Other Income	\$1,279.20
Other Expenses	
9-1000 Taxes - Federal	3,786.00
Total Other Expenses	\$3,786.00
NET OTHER INCOME	\$ -2,506.80
NET INCOME	\$ -7,481.74

Florida Ski Council, Inc.

Attachment C

BUDGET VS. ACTUALS: FSC 2019-2020 BUDGET - FY20 P&L CLASSES

June 2019 - May 2020

	TOTAL		
	ACTUAL	BUDGET	OVER BUDGET
Income			
4-1000 Membership Dues - Clubs	2,800.00	3,000.00	-200.00
4-2100 Meetings - Attendance Fees	2,135.00	1,600.00	535.00
4-2200 Meetings - Sponsorship Revenue	17,180.23	13,314.00	3,866.23
4-2300 Meetings - Exhibitor Fees	15,690.00	17,080.00	-1,390.00
4-3100 Trips - FSC Club Fees	103,656.00	120,900.00	-17,244.00
Total Income	\$141,461.23	\$155,894.00	\$ -14,432.77
GROSS PROFIT	\$141,461.23	\$155,894.00	\$ -14,432.77
Expenses			
6-1010 Awards & Recognitions	560.50	1,019.00	-458.50
6-1015 Meetings - Activity Exp.	98.44		98.44
6-1030 Dues - NSCF	125.00	125.00	0.00
6-1040 Licenses & Registrations	61.25	61.00	0.25
6-1060 Office Supplies	168.95	560.00	-391.05
6-1065 Party/Event Supplies	839.63	850.00	-10.37
6-1070 Printing/Photocopies		340.00	-340.00
6-1080 Professional Services	1,755.00	975.00	780.00
6-1090 Shipping and Postage	63.24	160.00	-96.76
6-1100 Website Hosting Fees	965.94	1,000.00	-34.06
6-2010 Officer/Guest Travel	4,120.55	5,045.00	-924.45
6-3020 Food & Beverage (Mtgs/Trips)	128,225.12	144,677.00	-16,451.88
6-3030 Audio Visual (Mtgs/Trips)	4,475.55	4,750.00	-274.45
6-3035 Music & Entertainment (DJ/Band)	450.00	400.00	50.00
6-3040 Ground Transportation	900.00		900.00
6-3045 Racing Expenses	1,989.00	1,858.00	131.00
6-3050 FAM Expenses	1,200.00	1,500.00	-300.00
6-4000 Charitable Donations - Expense	435.00	50.00	385.00
6-6000 Bank Service Charges	3.00	4.00	-1.00
Total Expenses	\$146,436.17	\$163,374.00	\$ -16,937.83
NET OPERATING INCOME	\$ -4,974.94	\$ -7,480.00	\$2,505.06
Other Income			
8-1000 Interest Income	5.31	10.00	-4.69
8-2000 Federal Tax Refund	1,273.89		1,273.89
Total Other Income	\$1,279.20	\$10.00	\$1,269.20
Other Expenses			
9-1000 Taxes - Federal	3,786.00	418.00	3,368.00
Total Other Expenses	\$3,786.00	\$418.00	\$3,368.00
NET OTHER INCOME	\$ -2,506.80	\$ -408.00	\$ -2,098.80
NET INCOME	\$ -7,481.74	\$ -7,888.00	\$406.26

Florida Ski Council, Inc.
Proposed Budget by Account: FY 2020-2021
June 1, 2020 - May 31, 2021
(revised June 1, 2020)

Attachment C

	Total	Description
Income		
4-1000 Membership Dues - Clubs	2,900.00	14 clubs x \$200 each, 1 Associate member club x \$100
4-2100 Meetings - Attendance Fees	700.00	Spring 2020 Meeting \$0; Fall 2020 estimate \$700
4-2200 Meetings - Sponsorship Revenue	3,000.00	Spring 2020 actual \$0; Fall 2020 estimate \$3000
4-2300 Meetings - Exhibitor Fees	0.00	Spring 2020 actual
4-3100 Trips - FSC Club Fees	<u>102,899.00</u>	Telluride 325 x \$133; Mammoth 248 x \$187; Zermatt 218 x \$61
Total Income	<u>\$ 109,499.00</u>	
Gross Profit	<u>\$ 109,499.00</u>	
Expenses		
6-1010 Awards & Recognitions	1,264.00	Trips -\$375 race medals & costume prizes.; \$100 misc; Pauline's Cup \$289; President's ski jacket \$500
6-1030 Dues - NSCF	125.00	Annual Membership dues National Ski Council Federation
6-1040 Licenses & Registrations	61.00	FL annual corporate filing fee
6-1050 Marketing & Advertising	0.00	
6-1060 Office Supplies	810.00	QuickBooks Online subscription fee \$660; Spring Meeting \$0, Fall Meeting \$100; Miscellaneous \$50
6-1065 Party/Event Supplies	950.00	Trip decorations and supplies Telluride \$500 & Mammoth \$400; Fall meeting \$50
6-1070 Printing/Photocopies	250.00	Spring Meeting \$0, Fall Meeting \$30; Misc \$20; Officers' business cards \$35; Officers' namebadges \$16
6-1080 Professional Services	495.00	Federal & State tax preparation and filing
6-1090 Shipping and Postage	160.00	Domestic trips ship medals & supplies \$70 each; Postage stamps \$20
6-1100 Website Hosting Fees	1,000.00	Monthly maintenance & updates and annual hosting fee
6-2010 Officer/Guest Travel	3,040.00	Spring mtg \$0; Fall mtg \$1500; MTS \$1540 (2x\$770); Spring meeting \$0; Fall meeting \$12,500; Telluride \$35,524; Mammoth \$39,750;
6-3020 Food & Beverage (Mtgs/Trips)	99,734.00	Zermatt \$9,460; Officers' retreat \$500; President's reception \$2000
6-3030 Audio Visual (Mtgs/Trips)	2,520.00	Spring 2020 meeting \$20 (Zoom); Fall 2020 estimate \$2500
6-3035 Music & Entertainment (DJ/Band)	450.00	Fall meeting \$450
6-3045 Racing Expenses	4,022.00	Telluride \$2222; Mammoth \$1800
6-3050 FAM Expenses	1,575.00	International FAM
6-4000 Charitable Donations - Expense	50.00	\$50 miscellaneous
6-6000 Bank Service Charges	4.00	Intuit fee for direct payments (\$.50 each)
9-1000 Taxes - Federal	<u>0.00</u>	2019- 2020 Tax payment
Total Expenses	<u>\$ 116,510.00</u>	
Net Operating Income	<u>-\$7,011.00</u>	
Other Income		
8-1000 Interest Income	<u>10.00</u>	CD interest
Total Other Income	<u>\$ 10.00</u>	
Net Other Income	<u>\$ 10.00</u>	
Net Income	<u>-\$7,001.00</u>	

Recommendation of the FSC Priority Lodging Committee to the FSC Executive Committee for the FSC Lodging Selection Process

Chair: Linda Rae White (Fort Lauderdale Snow Ski Club)

Committee: Kathryn Hardage (Orlando Ski and Travel); Carol Pattiso (Gator Snow Ski Club of Palm Beaches); Mary Pulaski (Tampa Bay Snow Skiers & Boarders); Bianca Roos (Jacksonville Ski Club); Giselle Sacon (Miami Ski Club)

Date: May 28, 2020

Our committee came up with the following recommended criteria and point scale:

<u>CRITERIA</u>	<u>POINTS</u>
Time or Email Stamp	<p>There will be a sliding scale with the first time or email stamp receiving the most points and the last time or email stamp receiving 1 point. (e.g., if 10 clubs submit a lodging request, the club with the first time or email stamp would receive 10 points, and the club with the next time or email stamp would receive 9 points and so on).</p> <p>If there is a tie between 2 or more clubs, they would receive the same number of points (e.g., if 10 clubs submit a lodging request and two clubs tie for the first time or email stamp, each club would receive 10 points, and the club with the next time or email stamp would receive 9 points and so on).</p>
Number of FSC trips (Jan., Feb. & International) the club participated in the prior ski season	<p>1 point for 1 trip; 2 points for 2 trips; or 3 points for 3 trips</p>
Number of travelers a club brought on last season's FSC trip(s) (Jan., Feb. & International) versus the club's projection of travelers for the trip(s) provided after the wholesaler provided	<p>2 points – 100% of projection 1 point – 75% to 99% of projection</p>

the club with its lodging selection for each trip (projection given at or for the FSC Spring View meeting) ¹	
Club attends at least one FSC FAM or site inspection trip for the prior ski season	1 point
FSC Member Club for more than 10 years	1 point

THE PROCESS FOR EACH FSC TRIP:

The wholesaler for each trip will be required to provide the FSC Executive Committee (or its designee) with the ranking for each club based on the time or email stamp and advise of any ties.

The Executive Committee (or its designee) will then apply the above criteria to determine the total number of points for each club. Based on these numbers, the Executive Committee (or its designee) will then create the club rankings and provide those to the wholesaler who must use this ranking to allocate lodging to each club.

We trust the wholesalers will also try to work out any lodging issues or concerns as they indicated at the break out session.

¹ We understand that this is the second projection provided to the FSC. However, it is difficult to provide an accurate projection until a club knows the lodging it has for purposes of selling the trip.