

California Alpine Club Board Meeting

Alpine Lodge Saturday, January 21, 2017

Board President Jay Gustafson called the meeting to order at 2:00 PM.

Board Member attendance:

President - Jay Gustafson - Present

Vice President - Mark Sapiro – Present

Secretary – Margy Eller – Absent

Treasurer - Bill Mayers - Present

Registrar – Tori Beedle - Absent

Past President - Jim Nixon - Present

Director - Ann Meneguzzi - Present

Director - Pete Castelli - Present

Director - Candy Barnhill - Present

Director - Tim Warden - Present

Director - Dan Larson – Present

Members attending: Cindy Whitehead, Steve Quarles, Nancy Emerson, Kati Wood, Arlin Weinburger, and Bob Henry.

Call to establish a quorum: The president ascertained a quorum was present.

New Business added to Agenda:

7: Christmas Party

8: Nominating Committee

9: Board sponsors for remaining CAC social events through end of CY 2017

10: Awards Dinner

The agenda was accepted.

Approval of Board Minutes from November 19, 2016

Moved/Second: Meneguzzi/Mayers - Approved unanimously.

New Members for Board Approval:

Reinstatement:

Ellen Spittainik; originally joined February 2014

Sponsors: Jay Gustafson and Mal Russell

New Members:

Claudia Cravens

Sponsors: Margy Eller and Jay Gustafson

Shannon and Allan Gomes

Sponsors: Jay Gustafson and Kathy Faherty

Georgene Bonvich

Sponsors: Cindy Toran and Lynn Garric

Moved/Second: Sapiro/Barnhill - Approved unanimously.

Current Business

1.) CAC liability waver: Bill reported and provided a reworded Sierra Club waver form. The topic was discussed at length / discussion halted. Jay suggested Bill, Mark and Dan create a team to provide an alternate sample waver / sign up form for guests and members for organized / scheduled outings for next month's meeting and include Echo Summit Lodge needs if any.

2.) OneTam and Tamalpais Land Conservancy: Jay reviewed CAC's give back opportunity to allow OneTam to use our facility for a day-meeting on February 10 with a CAC Club host and charge member day-use rate. Jim voiced a concern that we are attempting to make a decision for the Trustees and he is not comfortable with that. After further discussion; Candy moved and Bill seconded the CAC Board Subsidize Food and Drink (Out of pocket expense) for the event and provide the sum of \$100.00 for the Lodge. The motion passed unanimously. Jay will inform Alpine Trustees about the fee payment and secure their agreement for this amount.

3.) Outings: Jay reviewed the direction of the Outings expansion led by Renee Hamilton and Ernie Casteaux. The formation of a means by which members could originate possible outings, the mechanism of the approval of such outings, and the use of professional services to guide and assist such outings was mentioned, and will be the subject of an Event's extensive report at the February meeting.

4.) Secretary Position: Jay reviewed that Margery Eller has resigned as CAC Board Secretary effective immediately and will be leaving the Board when her term is up in April. Margery has since corrected this in that she will remain Secretary until the end of her term. She will also support the new Secretary and continue to upload the minutes when they are finalized.

Treasurers Report

Bill Mayers reported briefly on the financials of the club, copies of which were sent to each Board member earlier this week. There were no questions from the Board members present.

Moved/Second: Meneguzzi/Mayers - Approved unanimously.

Lodge Reports:

There were no representatives from the Alpine Lodge in attendance to present a report. Bob Henry was in attendance as a representative from the Echo Lodge.

Echo Lodge requested a sum of \$12,500 from the Joan Casey Estate donation to replace the Echo Lodge mattresses. Ann moved and Mark seconded the motion to approve the request. The motion passed unanimously.

Written reports from each lodge are attached.

New Business:

1.) Volunteerism: Jay revealed that he is looking for a way to develop a list of active volunteers.

2.) Review host responsibilities in “emergencies”: This was discussed at length with a consensus that the Host Training Manuals are adequate and no further action is to be taken.

3.) Alpine Lodge mid-week hikes: Jay reviewed an opportunity for mid-week hikes and a need for Innkeeper Training for both Sunday and mid-week Innkeepers. Jay will discuss with the Alpine Trustees.

4.) CAC Foundation: Arlin reviewed donations for the years 2011 – 2014.

2011	104 Donations	\$2100
2012	116 Donations	\$3000*
2013	101 Donations	\$3700*

* Requested \$10 donation in Dues renewal letter. After discussion, it was suggested Arlin raise the request to \$25.00.

Arlin mentioned that the CACF Board will seek two additional members later this spring due to resignations. (This report replaced Facilities Capital Program which was scratched from the Agenda.)

5.) The yoga on the Mountain program at Alpine Lodge was discussed. A group of members are planning a pilot program for eight late Sunday afternoon yoga classes in the social hall, beginning Feb 5th. A drop-in-fee of \$10/pp will be collected by the qualified host serving the session, and after paying an outside instructor (if one leads the class) the host will make a donation to the Lodge of the class proceeds. Neither financial gain nor reimbursement will be made to the three volunteers. The Trustees have agreed to the sponsors pilot procedures. Jim’s question as to UBI impact was met, as the host in charge will be responsible for collecting the drop-in fee and making disbursements, with the residual made as a donation to the lodge. Candy inquired if there was a mechanism for tracking water use during the trial 8-week period.

6.) The language on the 2017-18 Membership renewal language will not contain a general waiver of responsibility but will encourage members to donate to CACF.

7.) Ann summarized the Children's Christmas Party held at the Alpine Lodge December 10, 2016 as very successful. A GREAT time enjoyed by all....Children's Christmas Party brought in revenue for the Lodge. Mary Frey continued her dedication to and involvement in the Children's Christmas Party.

8.) Nomination Committee: Tim is heading up the Nominations Committee and Jay volunteered to find two additional members if necessary to assist Tim and the present team of three, Tim Warden (chair), Donata Mikulik, Cindy Toran, with Carroll Pearson acting as advisor. Officer, Board Members need be recruited and approved by the nominating committee by the end of February.

9.) Board Sponsors for remaining CAC social events through end of CY 2017 - was not addressed by Chair/Board.

10.) Awards Dinner - Item not addressed by Chair/Board

Meeting Adjourned at 4:00 PM.

Next Meeting February 18, 2017 at the Alpine Lodge, 2:00 PM.

I certify that this is a true copy of the Minutes of the January 21, 2017 meeting of the Board of Directors of the California Alpine Club

Respectfully submitted,

Dan Larson
Acting Board Secretary

ECHO SUMMIT LODGE REPORT

CAC BOARD OF DIRECTORS/QTRLY MEETING – JANUARY 21, 2017

- SNOW!!! Lots of it at Echo Lodge so far this winter. Great for recreation but has caused some difficulties in addition to delay and tough driving conditions: (1) 2 events were cancelled due to severe weather. (2) the dumpster has been full for a few weeks since the disposal company could not get there, but was emptied this past Wednesday. (3) power outage for 4 days delayed some guest arrivals but no loss of food in freezer. (4) snowblower became inoperable and is at repair shop. (5) we have passes for the snowpark but it is not being kept open as quickly as Johnson Pass Road.
- New Mattresses for second floor: We have a bid of \$14,580 to replace all 19 mattresses, including delivery and removal of old ones. A request has been submitted to CAC for \$12,500 of the Joan Casey bequest to allow us to move forward with this project this spring rather than waiting another year.
- The next Echo Trustee Meeting will be Wednesday, February 1st, 5:30 pm, by teleconference.

Cindy Toran

Here's the Alpine Trustees report for 1/21/17:

The January work party which was cancelled due to high winds and heavy rains is rescheduled for Saturday, January 28th. Tom will send a request for an e-mail blast to Helena tomorrow.

Because the work party was cancelled, the Christmas decorations were taken down a few days later by some wonderful volunteers who were at Alpine for other reasons. Thank you to all those who helped.

Another branch of an old tree has blown over. Thanks' to Jay and John for going to Alpine and getting it off the path to the Tam building. The tree will be cut up at the 1/28 work party.

In the past, trustees would reserve four dates over four months for monthly work parties. We've decided to reserve all twelve dates, one for each month of the year at the beginning of the year. This has been done, and the dates will be published in the next Trails.

The trustees of Alpine thank all the members who so generously give of their time and efforts to help Alpine stay so welcoming to all its members and guests.

Thank You,

Tom Coleman

CALIFORNIA ALPINE CLUB
 X BOARD OF DIRECTORS MEETING
 QUARTERLY MEETING
 ANNUAL MEETING

DATE: January 21, 2017.
 LIST OF ATTENDEES

NAME: BOARD MEMBERS (Please Print)

NAME: CLUB MEMBERS (Please Print)

1	JAY GUSTAFSON	1	CINDY WHITEHEAD
2	BILL MAYERS	2	Steve Quarks
3	MARK SAPIRO	3	Nancy Emerson
4	Pete Castelli	4	John Wood
5	TIM WARDEN	5	
6	Arline Weinberger	6	
7	ROBERT HENRY	7	
8	Anni Meneguzzi BOB & GARY	8	
9	Jim Nixon	9	
10	Candy Bernini	10	
	Don Larson	11	
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California Alpine Club
Board of Directors Meeting
Treasurer's Report December 31, 2016

Financial Activity

Revenue from Operations

Fiscal year 2016 nine-month club revenue was just under \$160K. This is \$43K higher than last year at this point. This was due to CAC donations up \$30K, Echo Summit operations up \$10K, and Alpine was up \$3K. We are at 98% of full year budget, so we should end the fiscal year considerably over budget.

Operating Expenses

Operating expenses were \$86K, \$8K lower than the \$94K for FY 2015 Q3. This was mainly due to website expenses in 2015 (\$7K), and insurance expense timing (\$5K). As of Dec 31, we are at 72% of the full year budget.

Budgets

The first nine-months net income was \$36K, versus the full year budgeted loss of (\$16K). At this point we are tracking very well versus the budget for earnings and cash. Lodge improvement spending in the nine-months was \$38K versus budget of \$60K. Echo is close to full year budget (new roof) whereas Alpine is \$20K under budget.

Solvency

Cash and investments are higher than budget and prior year with a Dec 31 cash balance of \$502K compared to \$444K one year ago, and full year budget of \$460K.

December 31, 2016	PRIOR YR	CURRENT YR	BUDGET	DELTA	DELTA
	Year End	Third QTR		Prior vs	Budget vs
	FYE	FYE	FYE		
	3/31/16	12/31/16	3/31/17	Current Yr	Current Yr
CASH					
Echo Summit Lodge					
Checking	71,886	59,765	59,936	-12,121	-171
Alpine Lodge Checking	101,948	119,119	102,058	17,171	17,061
Alpine Lodge Savings	75,903	75,937	75,949	34	-12
CAC Checking	44,974	44,981	41,570	7	3,411
CAC Savings (Reserve)	60,084	85,099	60,100	25,015	24,999
TOTAL CASH	354,795	384,901	339,613	30,106	45,288
INVESTMENTS					
CAC American Century Fund	118,970	117,373	120,000	-1,597	-2,627
TOTAL CASH + INVESTMENTS	473,765	502,275	459,613	28,510	42,662

CALIFORNIA ALPINE CLUB
Consolidated
INCOME STATEMENT

 Current Quarter: **3** ← Enter Current Quarter on each sheet

	Account Number	TOTAL FYE 3/31/16	Qtr Ended 6/30/2016	Qtr Ended 9/30/2016	Qtr Ended 12/31/2016	Qtr Ended 3/31/2017	TOTAL FYE 3/31/17	Budget FYE 3/31/17	Actual vs. Budget (\$)	Actual vs. udget (%)	Current Yr vs. LY (\$)	Current Yr vs. LY (%)
INCOME from Operations												
Alpine Lodge - Operations - Total		41,568	10,462	16,621	7,062	0	34,145	41,567	-7,422	82%	-7,423	82%
Events at Alpine - Gross	4080b	3,709	0	230	0	0	230	3,709	-3,479	6%	-3,479	6%
		1,455	160	365	13	0	538	1,455	-917	37%	-917	37%
		0	0	0	0	0	0	0	0	0	0	0
Accommodations Outside		8,972	810	2,553	407	0	3,770	8,972	-5,202	42%	-5,202	42%
Accommodations Members		12,860	4,563	5,705	2,651	0	12,919	12,860	59	100%	59	100%
Miscellaneous Income		897	391	208	355	0	954	896	58	106%	57	106%
Associate Member Fees		13,675	4,538	7,560	3,636	0	15,734	13,675	2,059	115%	2,059	115%
		0	0	0	0	0	0	0	0		0	
		0	0	0	0	0	0	0	0		0	
Echo Lodge - Operations - Total		72,036	15,110	30,059	17,436	0	62,605	71,800	-9,195	87%	-9,431	87%
Lodging Revenue	5182	20,809	2,563	8,769	7,061	0	18,393	20,000	-1,607	92%	-2,416	88%
Meals Revenue	5181	33,069	6,668	14,608	5,446	0	26,722	33,000	-6,278	81%	-6,347	81%
Private Events - Members	5183a	10,580	4,780	3,899	4,172	0	12,851	11,000	1,851	117%	2,271	121%
Private Events - Outside	5183c	500	275	0	0	0	275	0	275		-225	55%
Associate Member Dues	5212b	5,790	640	2,260	560	0	3,460	6,300	-2,840	55%	-2,330	60%
Lodge Deposit Forfeits	4080a	489	180	145	44	0	369	500	-131	74%	-120	75%
Donations	4080b	737	4	378	153	0	535	1,000	-465	54%	-202	73%
Miscellaneous Income	5490	62	0	0	0	0	0	0	0		-62	0%
		0	0	0	0	0	0	0	0		0	
		0	0	0	0	0	0	0	0		0	
		0	0	0	0	0	0	0	0		0	
CAC - Operations - Total		50,147	24,840	2,191	34,885	0	61,916	48,900	13,016	127%	11,769	123%
Member Entrance Fees		1,150	200	160	80	0	440	1,200	-760	37%	-710	38%
General Membership Dues		37,090	23,510	2,500	1,780	0	27,790	45,000	-17,210	62%	-9,300	75%
Associate Member Dues	5212b	0	0	0	0	0	0	0	0		0	
Donations	4080b	10,925	315	25	33,000	0	33,340	2,000	31,340	1667%	22,415	305%
Member Assessment		0	0	0	0	0	0	0	0		0	
Miscellaneous Income	5490	982	265	120	25	0	410	700	-290	59%	-572	42%
CAC Funded Activities		0	550	-614	0	0	-64	0	-64		-64	
		0	0	0	0	0	0	0	0		0	
		0	0	0	0	0	0	0	0		0	
TOTAL INCOME from Operations		163,751	50,412	48,870	59,383	0	158,666	162,267	-3,601	98%	-5,085	97%
OPERATING EXPENSES:												
Cost of Events - Alpine Lodge		6,183	880	1,025	518	0	2,423	5,808	-3,385	42%	-3,760	39%
Cost of Meals - Echo Lodge	8112b	19,227	2,924	7,411	3,818	0	14,153	19,800	-5,647	71%	-5,074	74%
CAC Funded Activities		1,544	161	-800	370	0	-270	1,000	-1,270	-27%	-1,814	-17%
Repairs & Maintenance	8260c	4,838	172	3,414	1,321	0	4,907	5,470	-563	90%	69	101%
Utilities		22,779	3,384	3,604	4,871	0	11,859	19,772	-7,913	60%	-10,920	52%
Supplies		7,976	2,634	2,297	1,746	0	6,677	7,861	-1,184	85%	-1,299	84%
Insurance		17,413	18,129	0	0	0	18,129	18,462	-333	98%	716	104%
Septic Tank		1,330	1,401	0	0	0	1,401	2,130	-729	66%	71	105%
Garbage Service	8222	4,102	980	1,083	1,053	0	3,116	4,338	-1,222	72%	-986	76%
Cleaning & Laundry	8224	106	0	0	0	0	0	619	-619	0%	-106	0%
Work Parties	8116	6,680	1,391	1,084	2,014	0	4,489	5,649	-1,160	79%	-2,191	67%
Host Training	8540	953	98	0	76	0	174	682	-508	26%	-779	18%
Trail Clearing	8117	813	0	0	537	0	537	800	-263	67%	-276	66%
Equipment Rental	8260a	0	0	0	0	0	0	0	0		0	
Property Tax	8231	6,549	0	0	6,884	0	6,884	6,594	290	104%	335	105%
Federal Income Tax		1,793	-782	216	533	0	-33	1,000	-1,033	-3%	-1,826	-2%
CA Franchise Tax		640	0	598	20	0	618	600	18	103%	-22	97%
Federal Land Use Fees	8232	2,453	0	0	0	0	0	2,500	-2,500	0%	-2,453	0%

CALIFORNIA ALPINE CLUB
Consolidated
INCOME STATEMENT

 Current Quarter: **3** ← Enter Current Quarter on each sheet

Account Number	TOTAL FYE 3/31/16	Qtr Ended 6/30/2016	Qtr Ended 9/30/2016	Qtr Ended 12/31/2016	Qtr Ended 3/31/2017	TOTAL FYE 3/31/17	Budget FYE 3/31/17	Actual vs. Budget (\$)	Actual vs. Budget (%)	Current Yr vs. LY (\$)	Current Yr vs. LY (%)
Accounting Fees	938	975	0	0	0	975	2,500	-1,525	39%	38	104%
Dues Expense	110	50	0	0	0	50	50	0	100%	-60	45%
Office Exp & Postage	1,534	270	648	211	0	1,129	1,850	-721	61%	-405	74%
Publications - Printing	5,658	1,640	547	1,676	0	3,862	7,000	-3,138	55%	-1,796	68%
Publications - Mailing Service	3,689	1,392	665	1,046	0	3,103	4,000	-897	78%	-585	84%
Centennial	0	0	0	0	0	0	0	0		0	
Miscellaneous Exp	1,377	137	0	0	0	137	1,450	-1,313	9%	-1,240	10%
	0	1,500	0	0	0	1,500	0	1,500		1,500	
	0	0	0	0	0	0	0	0		0	
TOTAL OPERATING EXPENSE	118,685	37,335	21,793	26,694	0	85,821	119,935	-34,114	72%	-32,863	72%
NET OPERATING INCOME	45,066	13,077	27,078	32,689	0	72,844	42,332	30,512	172%	27,778	162%
OTHER INCOME	1,681	418	442	415	0	1,275	1,786	-511	71%	-405	76%
Dividend Income	0	0	0	0	0	0	0	0		0	
American Century	1,617	402	414	410	0	1,226	1,700	-474	72%	-391	76%
Interest Received	63	15	28	6	0	49	86	-37	57%	-15	77%
	0	0	0	0	0	0	0	0		0	
OTHER EXPENSE	0	0	0	0	0	0	0	0		0	
NET INCOME (LOSS)	46,747	13,495	27,520	33,104	0	74,119	44,118	30,001	168%	27,373	159%
IMPROVEMENTS:											
Echo Summit Lodge	8,676	0	27,851	10,268	0	38,119	40,500	-2,381	94%	29,443	439%
Alpine Lodge	4,799	0	0	0	0	0	19,800	-19,800	0%	-4,799	0%
TOTAL IMPROVEMENTS	13,475	0	27,851	10,268	0	38,119	60,300	-22,181	63%	24,644	283%
TOTAL INCOME (LOSS)	33,272	13,495	-331	22,836	0	36,000	-16,182	52,182	-222%	2,729	108%
TRANSFERS IN/(OUT)											
Dues Allocation - Alpine Lodge	0	0	0	0	0	0	0	0		0	
Dues Allocation - Echo Lodge	0	0	0	0	0	0	-100	100	0%	0	
Usage Fee - CAC to Alpine Lodge	0	0	0	0	0	0	0	0		0	
Grant Transfer to Alpine Lodge	0	0	0	0	0	0	0	0		0	
Grant Transfer to Echo Lodge	0	0	0	0	0	0	0	0		0	
Loan - Alpine to Echo	0	0	0	0	0	0	0	0		0	
Loan - Echo to Alpine	0	0	0	0	0	0	0	0		0	
Loan - CAC to Echo	0	0	0	0	0	0	0	0		0	
Loan - CAC to Alpine	0	0	0	0	0	0	0	0		0	
Total Transfers	0	0	0	0	0	0	-100	100	0%	0	
EXPENSE DETAIL:											
Improvements											
Description 1											
Description 2											
Description 3											
Description 4											
Description 5											
Description 6											
Description 7											
Description 8											
Description 9											
Description 10											

CALIFORNIA ALPINE CLUB
Consolidated
INCOME STATEMENT

 Current Quarter: 3 ← Enter Current Quarter on each sheet

	Account Number	TOTAL FYE 3/31/16	Qtr Ended 6/30/2016	Qtr Ended 9/30/2016	Qtr Ended 12/31/2016	Qtr Ended 3/31/2017	TOTAL FYE 3/31/17	Budget FYE 3/31/17	Actual vs. Budget (\$)	Actual vs. udget (%)	Current Yr vs. LY (\$)	Current Yr vs. LY (%)
Description 11												
Description 12												
Description 13												
Description 14												
Description 15												
TOTAL Improvements		13,475	0	27,851	10,268	0	38,119	60,300	0	63%	0	283%
Insurance												
Commercial		13,680	13,401	0	0	0	13,401	13,734	-333	98%	-279	98%
D&O Liability		1,100	1,100	0	0	0	1,100	1,100	0	100%	0	100%
Member Accident		987	987	0	0	0	987	987	0	100%	0	100%
Umbrella Liability		1,646	2,641	0	0	0	2,641	2,641	0	100%	995	160%
TOTAL Insurance	8520	17,413	18,129	0	0	0	18,129	18,462	-333	98%	716	104%
Utilities												
Internet/Web/Telephone	8130	11,347	1,063	1,221	1,849	0	4,133	14,802	-10,669	28%	-7,214	36%
Electricity	8221	6,371	1,345	1,297	1,659	0	4,301	4,166	135	103%	-2,070	68%
Propane	8223	4,257	578	867	927	0	2,372	0	2,372	-1,885	56%	
Heat		0	0	0	0	0	0	0	0	0	0	
TOTAL Utilities		22,779	3,384	3,604	4,871	0	11,859	19,772	-8,162	60%	-11,169	52%
Supplies												
Pantry Food	8112a	1,579	1,149	870	477	0	2,496	5,000	-2,504	50%	917	158%
Housekeeping	8113b	2,378	900	862	368	0	2,130	798	1,332	267%	-248	90%
Kitchen	8113a	2,006	0	430	478	0	908	760	148	119%	-1,098	45%
First Aid	8113c	0	0	0	0	0	0	941	-941	0%	0	
Other		2,013	225	135	423	0	783	362	421	216%	-1,230	39%
Wood		0	360	0	0	0	360	0	360		360	
TOTAL Supplies		7,976	2,634	2,297	1,746	0	6,677	7,861	-1,184	85%	-1,299	84%
Office Expense												
Bank Charges	8111a	3	126	51	47	0	224	703	-479	32%	221	7467%
Office Supplies & Postage	8111b,c	923	145	316	112	0	573	714	-141	80%	-350	62%
Printing/Copying	8111d	159	0	0	52	0	52	133	-81	39%	-107	33%
P.O. Box		0	0	280	0	0	280	250	30	112%	280	
Other		449	0	0	0	0	0	50	-50	0%	-449	0%
TOTAL Office Expense		1,534	271	647	211	0	1,129	1,850	-721	61%	-405	74%

Notes:

- 1 Entries are required for Improvements detail but optional for Expense detail; if no Expense detail is desired, simply enter the total in a single account for that Expense.
- 2 Budget data is required only for Totals items and optional for individual line items.
- 3 Total Transfers should be zero at the Consolidated level.
- 4 Improvement descriptions will be relevant only at the individual entity level; Consolidated level can sum Total only.

Finance Committee Report

BoD Meeting January 21, 2017

Financial Activity

Bill Mayers, prepared a comprehensive Treasurer's report and the UBI report in addition to the Consolidated financial report for the third quarter of FY 2016.

Financial Health

Financials continue to be stable. UBI is well under control.

Records Retention

We have the draft of a list of records and the retention requirements. Draft records retention list is included with this report. This will be a dynamic document and stored on the website. There are a few actions items listed for specific documents.

I do not believe that any of the actions that we specified below have taken place, so we will keep this action item going. Quarter 3 is always a busy time for us.

Future Actions Items for Finance Committee

1. Complete actions listed on records retention list.

Roster – prior copy retention	Action: Torie Beedle
Chart of Accounts – needs update -	Action: Bill
Dues Change Record – needs creation –	Action: Carroll

Submitted by Finance Committee:

John Lillich, Carroll Pearson, Cindy Toran, Tom Coleman, Mike Vaggione, Bill Mayers, Richard Thornton, and Carl Duisberg

UBI Calculations	Full Year FY 2010	Full Year FY 2011	Full Year FY 2012	Full Year FY 2013	Full Year FY 2014	Full Year FY 2015	9 Months FY 2015	9 Months FY 2016	Difference 2016-2015	See Comments
Non-Taxable Revenue										
Donations	8,663	10,100	54,713	5,342	8,358	13,117	13,181	34,413	21,232	
Alpine	6,008	2,301	756	840	426	1,455	1,224	538	-686	
Echo	700	5,414	2,577	2,753	1,142	737	687	535	-152	
CAC	1,955	2,385	51,380	1,749	6,790	10,925	11,270	33,340	22,070	See Comments
Program Services	158,609	127,241	141,923	129,347	148,269	138,071	94,107	118,035	23,928	
Alpine	27,233	22,240	16,788	21,620	30,156	30,244	22,510	28,883	6,373	
Echo	84,881	66,409	76,312	64,977	67,468	70,737	52,017	61,426	9,409	See Comments
CAC	46,495	38,592	48,823	42,750	50,645	37,090	19,580	27,726	8,146	See Comments
Other Income	865	658	2,061	653	164	1,941	1,240	1,733	493	
TOTAL Non - Taxable Revenue	168,137	137,999	198,697	135,342	156,791	153,129	108,528	154,181	45,653	
UBI Revenue	26,582	31,930	30,609	18,596	25,621	12,303	8,383	5,760	-2,623	
Alpine - Non-member Income	11,954	17,089	17,014	15,147	23,114	8,972	5,963	3,770	-2,193	
Echo - Non-member Income	1,008	2,744	1,703	0	0	500	500	275	-225	
Alpine - Apartment Rental	8,640	8,640	8,640	720	0	0	0	0	0	See Comments
CAC - Membership Fees	530	780	860	795	730	1,150	670	440	-230	
Investment Income	4,450	2,677	2,392	1,934	1,777	1,681	1,250	1,275	25	
Total Alpine Club Revenue	194,719	169,929	229,306	153,938	182,412	165,432	116,911	159,941	43,030	
UBI Percentage (15% Rule)										
UBI Revenue	12,962	19,833	18,717	15,147	23,114	9,472	6,463	4,045	-2,418	
Alpine - Non-member Income	11,954	17,089	17,014	15,147	23,114	8,972	5,963	3,770	-2,193	
Echo - Non-member Income	1,008	2,744	1,703	0	0	500	500	275	-225	
Total Alpine Club Revenue	194,719	169,929	229,306	153,938	182,412	165,432	116,911	159,941	43,030	
UBI Percentage (15% Rule)	6.7%	11.7%	8.2%	9.8%	12.7%	5.7%	5.5%	2.5%	-3.0%	
UBI Percentage (35% Rule)										
UBI Revenue	26,582	31,930	30,609	18,596	25,621	12,303	8,383	5,760	-2,623	
Alpine - Non-member Income	11,954	17,089	17,014	15,147	23,114	8,972	5,963	3,770	-2,193	
Echo - Non-member Income	1,008	2,744	1,703	0	0	500	500	275	-225	
Alpine - Apartment Rental	8,640	8,640	8,640	720	0	0	0	0	0	
CAC - Membership Fees	530	780	860	795	730	1,150	670	440	-230	
Investment Income	4,450	2,677	2,392	1,934	1,777	1,681	1,250	1,275	25	
Total Alpine Club Revenue	194,719	169,929	229,306	153,938	182,412	165,432	116,911	159,941	43,030	
UBI Percentage (35% Rule)	13.7%	18.8%	13.3%	12.1%	14.0%	7.4%	7.2%	3.6%	-3.6%	

Prepared by: Bill Mayers 9/15/2016