

JOINT POWERS AUTHORITY

Geoff Kors, Chair
 City of Palm Springs

Gary Gardner, Vice Chair
 City of Desert Hot Springs

Ernesto Gutierrez
 City of Cathedral City

Greg Sanders
 City of Indian Wells

Waymond Fermon
 City of Indio

Linda Evans
 City of La Quinta

Jan Harnik
 City of Palm Desert

Charles Townsend
 City of Rancho Mirage

V. Manuel Perez
 County of Riverside

Visit GPS BOARD OF DIRECTORS

Tom Tabler, Chairman
 J.W. Marriott Desert Springs
 Resort & Spa

Rolf Hoehn, Vice Chairman
 Indian Wells Tennis Garden

Robert Del Mas, Secretary
 Empire Polo Club & Event
 Facility

Aftab Dada, Treasurer
 Hilton Palm Springs Resort

Kate Anderson
 Agua Caliente Band of
 Cahuilla Indians

Lorraine Becker
 Cabot's Pueblo Museum

Celeste Brackley
 Ace Hotel & Swim Club

Tony Bruggemans
 Le Vallauris

Gary Cardiff
 Cardiff Limousine &
 Transportation

Jay Chesterton
 Fantasy Springs Resort Casino

Dermot Connolly
 La Quinta Resort and Club

Tim Ellis
 Ellis Hospitality Services

Eddy Estrada
 Smarter Property Management

David Feltman
 VRON of Palm Springs

Rob Hampton
 Palm Springs Convention
 Center

Amanda Hoffmann
 Vacasa

**JOINT MEETING
 JPA EXECUTIVE COMMITTEE &
 Visit GPS BOARD OF DIRECTORS**

Westin Mission Hills Golf Resort & Spa
 Room: Celebrity E-H
 71333 Dinah Shore Drive
 Rancho Mirage, CA 92270

Regular Meeting
 Sept. 24, 2021
 8:30am – 10:00am

AGENDA

The JPA Executive Committee and Visit GPS Board of Directors will take action on all items on the agenda. Materials related to an agenda item that are submitted to the JPA Executive Committee and/or the Visit GPS Board of Directors after distribution of the agenda packets are available for public inspection in the Clerk of the Board's office during normal business hours and on the Visit GPS's website.

Item	Owner
Call to Order	Geoff Kors
Roll Call	Geoff Kors
Pledge of Allegiance	Geoff Kors
Confirmation of Agenda (no vote required)	Geoff Kors
Public Comment	Geoff Kors
<p>At this time members of the public may address the JPA Executive Committee on items that appear within the Consent Calendar or matters that are not listed on the Agenda.</p> <p>Public comments may be received by e-mail or voicemail from the time agenda is posted up until one (1) hour prior to the meeting convening. E-mails will be printed and distributed for the record prior to the meeting. If the sender so requests, they will be read into the record at the meeting not to exceed three (3) minutes in length.</p> <p>E-mail: revae@visitgreaterps.com</p> <p>Voicemails will be transcribed and forwarded to the JPA Executive Committee and Visit GPS Board members as soon as possible after they are received. If the sender so requests, they may also be read into the record at the meeting not to exceed three (3) minutes in length. Voicemail: 760.969.1309</p> <p>For all Business Session matters or Departmental Reports on the Agenda, the public can submit comments in advance via email as described above.</p>	
PRESENTATIONS	Geoff Kors
<ul style="list-style-type: none"> None 	
Approval of Minutes	Geoff Kors
<ul style="list-style-type: none"> JPA - Visit GPS Board of Directors Joint Meeting Minutes – June 25, 2021 (All Vote) JPA Executive Committee Special Meeting Minutes – June 25, 2021 (JPA Only Vote) 	

Visit GPS Board of Directors (continued)

Todd Hooks

Agua Caliente Band of
 Cahuilla Indians

Jerry Keller

Lulu and Acqua California
 Bistros

Jay Mainthia

Indio Super 8 & Suites

Michael McLean

McLean Company Rentals

Allen Monroe

The Living Desert

Lee Morcus (Emeritus)

Kaiser Restaurant Group

Michael Murray

Hotel Paseo

Liz Ostoich

FARM and Tac/Quila Palm
 Springs

Brad Poncher

Homewood Suites La Quinta

Greg Purdy

Palm Springs Aerial Tramway

Tom Scaramellino

Westin Mission Hills Golf Resort
 & Spa

Bob Schneider

Palm Springs Power Baseball

Barb Smith

Eventis Destination Services

Boris Stark

Palm Desert Vacation
 Properties

Kelly Steward

The Ritz-Carlton Rancho
 Mirage

Joseph Torme

CSU San Bernardino
 Palm Desert Campus

Peggy Trott

Kimpton Rowan Palm Springs

Mike Waddell

Hyatt Regency Indian Wells

Doug Watson

College of the Desert

JPA Executive Committee Items (JPA Executive Committee Only Votes) Geoff Kors

- Resolution No. JPA 2021-006: Meeting Dates 2022
- Motion to Accept the Independent Auditor's Annual Financial Report for Year Ended June 30, 2020, and Communication Letter from Davis Farr LLC, dated Sept. 10, 2021.
- JPA Officers for 2022 - Nominations
- JPA City Tourism Grant – Discussion
- Warrants and Demands Dated June, July, and August 2021

Visit GPS Board of Directors Items (Visit GPS Board Only Votes)

- Resolution No. BOD 2021-002: Meeting Dates 2022 Tom Tabler
- Nominating Committee Update Tim Ellis

CEO/President's Report Scott White

- Visit GPS Update

Roundtable Updates (All JPA Exec. Committee and Visit GPS Board) Tom Tabler


- Roundtable Update

Future Meeting Date | **Friday, November 19, 2021, Hilton Palm Springs** Tom Tabler

Adjournment Geoff Kors

Public Notices

- Any documents provided to the JPA Executive Committee and Visit GPS Board of Directors regarding any item(s) on this agenda will be made available for public inspection at Visit Greater Palm Springs located at 70-100 Highway 111, Rancho Mirage, CA 92270, during normal business hours, or email your request to Revae Reynolds: revae@visitgreaterps.com.



JOINT MEETING JPA EXECUTIVE COMMITTEE & CVB BOARD OF DIRECTORS MINUTES

Call to Order

The meeting was called to order at 8:32 a.m. by Geoff Kors, JPA Chair and Council Member, City of Palm Springs, at the Ritz-Carlton Rancho Mirage in Rancho Mirage, CA.

Roll Call

The roll call is recorded on the following page.

JUNE 25, 2021

JOINT POWERS AUTHORITY

Geoff Kors, Chair
 City of Palm Springs
 Gary Gardner, Vice Chair
 City of Desert Hot Springs

Location: Ritz-Carlton Rancho Mirage
 68900 Frank Sinatra Drive
 Rancho Mirage, CA 92270
 Regular Meeting
 Friday, June 25, 2021, 8:30am – 10:00am

Ernesto Gutierrez
 City of Cathedral City

PRESENT NOT/YTD

Greg Sanders
 City of Indian Wells

Waymond Fermon
 City of Indio

Linda Evans
 City of La Quinta

Jan Harnik
 City of Palm Desert

Charles Townsend
 City of Rancho Mirage

V. Manuel Perez
 County of Riverside

CITY OF PALM SPRINGS
 Geoff Kors, Council Member, **Chair** X
 Christy Holstege, Mayor

CITY OF DESERT HOT SPRINGS
 Gary Gardner, Coun. Mbr, **Vice Chair** X
 Roger Nunez, Council Member

CITY OF CATHEDRAL CITY
 Ernesto Gutierrez, Mayor Pro Tem X
 Mark Carnevale, Council Member

CVB BOARD OF DIRECTORS

Tom Tabler, Chairman
 J.W. Marriott Desert Springs
 Resort & Spa

CITY OF INDIAN WELLS
 Greg Sanders, Council Member X
 Dana Reed, Mayor Pro Tem

Rolf Hoehn, Vice Chairman
 Indian Wells Tennis Garden

CITY OF INDIO
 Waymond Fermon, Mayor Pro Tem

Robert Del Mas, Secretary
 Empire Polo Club & Event
 Facility

CITY OF LA QUINTA
 Elaine Holmes, Mayor X

Aftab Dada, Treasurer
 Hilton Palm Springs Resort

CITY OF LA QUINTA
 Linda Evans, Mayor X
 Robert Radi, Council Member

Kate Anderson
 Agua Caliente Band of
 Cahuilla Indians

CITY OF PALM DESERT
 Jan Harnik, Mayor Pro Tem

Lorraine Becker
 Cabot's Pueblo Museum

CITY OF PALM DESERT
 Gina Nestande, Council Member X

Celeste Brackley
 Ace Hotel & Swim Club

CITY OF RANCHO MIRAGE
 Charles Townsend, Mayor Pro Tem 1
 Iris Smotrich, Council Member

Tony Bruggemans
 Le Vallauris

Gary Cardiff
 Cardiff Limousine &
 Transportation

COUNTY OF RIVERSIDE
 V. Manuel Perez, Supervisor, 4th
 District 1

Jay Chesterton
 Fantasy Springs Resort Casino

Dermot Connolly
 La Quinta Resort & Club and
 PGA West

Steven Hernandez, Chief of Staff

Tim Ellis
 Ellis Hospitality Services

CVB BOARD OF DIRECTORS ROLL CALL PRESENT EXCUSED

Rob Hampton
 Palm Springs Convention
 Center

Tom Tabler, **Chair** - J.W. Marriott Desert Springs Resort & Spa X

Todd Hooks
 Agua Caliente Band of
 Cahuilla Indians

Rolf Hoehn, **Vice Chair** - Indian Wells Tennis Garden X

Jerry Keller
 Lulu California Bistro

Robert Del Mas, **Secretary** - Empire Polo Club & Events X

Aftab Dada, **Treasurer** - Hilton Palm Springs Resort X

CVB Board of Directors
(continued)

Jay Mainthia Indio Super 8 and Suites	Kate Anderson, Agua Caliente Band of Cahuilla Indians	-	
Michael McLean McLean Company Rentals	Lorraine Becker, Cabot's Pueblo Museum	X	
Allen Monroe The Living Desert	Celeste Brackley, ACE Hotel & Swim Club	X	
Lee Morcus (Emeritus) Kaiser Restaurant Group	Tony Bruggemans, Le Vallauris		1
Brad Poncher Homewood Suites by Hilton, La Quinta	Gary Cardiff, Cardiff Limousine & Transportation	X	
Greg Purdy Palm Springs Aerial Tramway	Jay Chesterton, Fantasy Springs Resort Casino	E	
Tom Scaramellino Westin Mission Hills Golf Resort & Spa	Dermot Connolly, La Quinta Resort & Club	X	
Bob Schneider Palm Springs Power Baseball	Tim Ellis, Ellis Hospitality Services	X	
Barb Smith Eventis Destination Services	Rob Hampton, Palm Springs Convention Center	X	
Kelly Steward The Ritz-Carlton Rancho Mirage	Todd Hooks, Agua Caliente Band of Cahuilla Indians		1
Joe Tormey CSU San Bernardino Palm Desert Campus	Jerry Keller, Lulu and Acqua California Bistros	X	
Peggy Trott Kimpton Rowan Palm Springs	Jay Mainthia, Indio Super 8 Motel	X	
Doug Watson College of the Desert	Michael McLean, McLean Company Rentals	X	
	Allen Monroe, The Living Desert	E	
	Lee Morcus (Emeritus), Kaiser Restaurant Group	X	1
	Brad Poncher, Homewood Suites by Hilton, La Quinta	X	
	Greg Purdy, Palm Springs Aerial Tramway	X	
	Tom Scaramellino, Westin Mission Hills Golf Resort & Spa	X	
	Bob Schneider, Palm Springs Power Baseball	X	
	Barb Smith, Eventis Destination Services	X	
	Kelly Steward, The Ritz-Carlton, Rancho Mirage	X	
	Joe Tormey, CSU San Bernardino Palm Desert Campus	X	
	Peggy Trott, Kimpton Rowan Palm Springs	X	
	Doug Watson, College of the Desert	X	

STAFF/ATTORNEY

Scott White, President and CEO
Bill Judson, Vice President Finance and Administration
Jeff Miraglia, Chief Brand Officer
Colleen Pace, Chief Marketing Officer
Andy Cloutier, Director of Human Resources
Joyce Kiehl, Director of Communications

Stefanie Kilcoyne, Director of Operations
Davis Meyer, Partnership Manager
Gary Orfield, Director of Tourism Development
Reva Reynolds, Executive Administrative Assistant
Julie Sinclair, Director of Brand Communications

Lena D. Wade, Legal Counsel (phone)

GUESTS

Brooke Beare, City of Indio
Peter Freymuth, Palm Springs Airport Commission
Sheldon Peterson, Riverside County Transportation Commission
Tom Kirk, Coachella Valley Association of Governments

PLEDGE OF ALLEGIANCE

Chair Kors led the Pledge of Allegiance.

CONFIRMATION OF AGENDA

Chair Kors asked whether there were any changes to the agenda. Hearing none, the agenda was confirmed as presented.

PUBLIC COMMENT

This Public Comment period is for items that appear within the Consent Calendar or matters that are not listed on the Agenda.

Chair Kors called for public comments. The Executive Administrative Assistant read the public comments that were submitted via email by Mr. Brad Anderson of Rancho Mirage, CA.

PRESENTATIONS

Sheldon Peterson, Rail Manager, Riverside County Transportation Commission Update

Chair Kors introduced Sheldon Peterson, Rail Manager at Riverside County Transportation Commission (RCTC). Mr. Peterson shared a video about the Coachella Valley-San Gorgonio Pass Rail Corridor. The second busiest rail corridor in the nation is the Los Angeles north/south corridor. The east/west line would begin at Union Station in Los Angeles and stop in Fullerton, Riverside, San Gorgonio pass (maybe Cabazon), Palm Springs, mid-Coachella Valley and end in Indio or Coachella. More information can be found on the RCTC website.

The rail project has completed its Tier 2 Environmental Impact Report and is seeking public comments, which can be submitted May 21 – July 6, 2021.

Mr. Peterson shared information about population and employment growth, the use of state funds, alternatives considered, and a possible route to Phoenix. Public hearings can be access through the RCTC website.

Questions:

Tim Ellis asked about branding the line. RCTC would welcome input from the CVB.

Tom Tabler encouraged more public comments. A link will be sent to the board. He noted Goldenvoice would surely support the project.

Scott White noted this information should be sent to the chambers of commerce.

Linda Evans asked whether Oak View Group is aware of the rail project.

Lee Morcus asked about the anticipated completion date. A: ten years. Obstacles include funding, political will, knowledge of the project.

Bob Schneider asked if more comments from people in Los Angeles would help, too. A: Yes, reach out to contacts in Los Angeles and encourage them to submit comments.

Tom Kirk, Executive Director, Coachella Valley Association of Governments (CVAG)

Tom Kirk gave an update on CVAG's CV 200 program which addresses people experiencing homelessness.

He summarized the history of services in the Coachella Valley. Short-term homelessness is easier to address. The chronically homeless use the bulk of community resources, so CVAG identified 200 such people and created CV 200.

He described the services of the Mobile Access Center which was acquired using grant funding.

Questions:

Gina Nestande noted that the 200 number is not stagnant. A: Most of the people are from our community, not coming from outside.

Ernesto Gutierrez asked how willing these people are to receive help. A: The program tracks success. Currently 2/3 have been successfully housed.

Tom Scaramellino asked how often the family is not supportive. A: Addiction is a common problem. Families are more likely to receive them when they demonstrate desire to rejoin family.

APPROVAL OF THE MINUTES (JPA and CVB Board of Directors Vote)

JPA-CVB BOARD OF DIRECTORS JOINT MEETING MINUTES DATED MAY 21, 2021 (all vote).

The JPA Executive Committee and CVB Board of Directors Joint Meeting Minutes dated May 21, 2021, were presented for approval. Chair Kors asked for a motion to approve. Linda Evans of La Quinta made a motion to approve the minutes and Gary Gardner of Desert Hot Springs seconded. There was no additional discussion. There were no voting members on a phone line, so the motion passed according to the roll call taken at the beginning of the meeting with the Indio Alternate, Elaine Holmes, abstaining.

Aye: Evans, Gardner, Gutierrez, Kors, Nestande, Sanders, Townsend, Becker, Brackley, Cardiff, Connolly, Dada, Del Mas, Ellis, Hampton, Hoehn, Keller, Mainthia, McLean, Morcus, Poncher, Purdy, Scaramellino, Schneider, Smith, Steward, Tabler, Tormey, Trott, Watson.

Nay: 0

Absent: Bruggemans, Chesterton, Hooks, Monroe, Riverside County.

Abstain: Holmes

JPA EXECUTIVE COMMITTEE ITEMS (JPA Executive Committee Only Votes)

RESOLUTION NO. JPA 2021-004: CARRYING OVER FUNDS

Kors noted there were two items for the JPA Executive Committee to vote on. Evans proposed that the vote be combined for both items; it was agreed. Evans made a motion to approve both the Resolution No. JPA 2021-004 regarding the carrying over of funds and the Warrants and Demands dated May 2021. The motion was seconded by Gardner. There was no additional discussion. The vote was unanimous based on the roll call taken at the beginning of the meeting.

Aye: Evans, Gardner, Gutierrez, Holmes, Kors, Nestande, Sanders, Townsend.

Nay: 0

Absent: Riverside County.

Abstain: 0

WARRANTS AND DEMANDS DATED MAY 2021

The Warrants and Demands dated May 2021 were approved as noted above.

CVB BOARD OF DIRECTORS ITEMS (CVB Board of Directors Only Votes)

NOMINATING COMMITTEE

Eddy Estrada, Smarter Property Management (Short-Term Vacation Rental (STVR))

David Feltman, Vacation Rental Owners & Neighbors of Palm Springs (STVR)

Amanda Hoffmann, Vacasa (STVR)

Boris Stark, Palm Desert Vacation Properties (STVR)

Michael Murray, Hotel Paseo (TBID Hotel)

Mike Waddell, Hyatt Regency Indian Wells (TBID Hotel)

Elizabeth Ostoich, FARM Palm Springs & Tac/Quila (Restaurants)

Chair Tabler noted the distinguished guests and invited Tim Ellis, Chair of the Nominating Committee, to introduce them.

Tim Ellis noted that the board bylaws were updated in May 2021 to expand the board and increase the representation by the vacation rental sector. The bylaws now require a minimum representation of 14 members from TBID hotels and 5 members from vacation rentals. Seven candidates are on the slate today.

Ellis invited each of the seven to provide a brief introduction as to their experience and interest in serving on the board. David Feltman was out of town, so Ellis provided an introduction on his behalf.

Ellis shared additional housekeeping notes about board membership. Namely, if a member retires from their employment, they may remain on the board for one year if they so desire, unless the board overrides the one-year limit. The purpose is to ensure that the board is comprised of those active in the industry. On that note, Bruce Abney and Elie Zod have retired and resigned from the board.

Tim Ellis moved to adopt the slate as presented. Rolf Hoehn seconded. There was no additional discussion and the nominations were approved unanimously based on the roll call taken at the beginning of the meeting.

Aye: Becker, Brackley, Cardiff, Connolly, Dada, Del Mas, Ellis, Hampton, Hoehn, Keller, Mainthia, McLean, Morcus, Poncher, Purdy, Scaramellino, Schneider, Smith, Steward, Tabler, Tormey, Trott, Watson.

Nay: 0

Absent: Bruggemans, Chesterton, Hooks, Monroe.

Abstain: 0

CEO/PRESIDENT'S REPORT

CVB UPDATE

Travel Unity

Scott White described the diversity, equity and inclusion training, Travel Unity, which will be shared with the CVB staff and completed by the fall.

Air Service

Gary Orfield gave an update on the new air service routes to Austin, Sacramento, Chicago, Dallas and Portland. For the first two weeks in June, PSP recovered 121% of June 2019 traffic levels. This coming summer, PSP will have more than 50% more seats in the market than summer 2019 (May to September).

Vacation Rentals

Davis Meyer thanked the cities and their respective staff members for their help with the new vacation rental TBID partners. The CVB has established an advisory group with 24 members so far. Updates can be found at www.GPSTBID.com. The CVB will track new marketing data, such as where guests originate. Vacation rental ADR and Occupancy are up compared to 2020.

TEAM GPS

Davis Meyer summarized the TEAM GPS training program designed to help front-line staff and others to become destination experts. More information can be found at GoTeamGPS.com. She will be reaching out to the hotels to welcome staff and train them.

TEAM GPS is also partnering with College of the Desert expanding their hospitality offerings. White added that these classes can be offered complimentary as the tourism foundation would cover the cost of the COD courses.

TEAM GPS also developed a Hiking Safety Card. Meyer noted the need for hiking safety guidelines. The brochures will be widely distributed across the Coachella Valley. Linda Evans asked about a pdf version that could be emailed.

Marketing Updates

Colleen Pace shared an overview of Summer 2021 marketing/media partners including Adara, Pandora, Expedia, Visit California, iHeart Radio and others. The 2021 Summer Campaign should generate 1 billion impressions over the summer. There are seven Co-op Partners. Three television spots were shown: updated Sing for the drive market, updated Flusters for the drive market, and Poet updated version for Oakland/Southwest Airlines/Check In Chill Out.

Pace provided updates on billboards, Expedia, TripAdvisor, Adara and Centro digital advertising, TravelZoo, SpaFinder, Edge Media, Nativo, Pandora and iHeart Radio, Weather Channel, and Palm Springs Life.

Pace noted that the CVB is partnering with Visit California and also the Desert Hills Outlets.

The Summer Eats Pass, launched in June, allows users to access restaurant deals and discounts.

The Win Big Giveaway promotes the new Southwest Airlines service. There are also other promotions around the new Southwest air service.

Pace reported that Convention Sales is targeting Cvent, ASAE, SmartMeetings, PCMA and others. The CVB's digital ads launched in May targeting meeting planners and executive-level decision makers. The ads generated over 1 million impressions in May. Some of the organizations include: USAE, Smart Meetings, and publications such as Forbes, The New York Times, The Washington Post, Politico, and Business Insider.

Convention Sales

Celebrating June 15 "re-opening" day, the CVB sponsored Marilyn Monroe and Sammy Davis, Jr. impersonators at the MPI/WEC conference in Las Vegas. This was the first in-person conference since the beginning of the pandemic. The publicity created a spike in the CVB's website traffic.

The CVB sent a monthly e-newsletter to over 8,200 planners which celebrated the opening on June 15th.

Pace summarized the 2021 bookings by year (2021 through 2024).

Leads and projected room nights are strong.

PR & Communications

Joyce Kiehl summarized the media coverage from six media outlets.

United Plates of America will be in 40 million homes this fall. The program was in the destination taping at the Ritz-Carlton and Larkspur Grill. Air date not yet known.

Kiehl summarized some upcoming projects including Digital Nomad Stays, Making a Racquet, Through the Lens, Meetings in Greater Palm Springs, and Regenerative Travel.

The Communications team was also involved in the COVID vaccination PR campaign with Riverside County.

CVB Name Change

White shared that most DMOs are dropping the "CVB" moniker. Our name is also frequently confused with the convention center itself. The company started considering a name change in 2018 and did some testing. The URL has been visitgreaterpalmsprings.com for ten years. It is proposed that the company drop "CVB" to become Visit Greater Palm Springs.

Google trends and digital searches indicate that people enter “Palm Springs” not “Coachella Valley.” Once they find us, we can educate them about the nine cities. The marketing focus is about the destination as a whole. The CVB embarked on the DestinationNext project to find creative new ideas to incorporate into the destination. White and Board Treasurer, Aftab Dada, discussed the potential to use some of the JPA funds from 2021-2022 and give them back to the individual cities to develop their own projects, or the support might be in the form of a match. This idea will be finalized in the next 45 days or so.

White noted that he found out after the agenda was distributed that the name change required a Resolution and a vote, so the special meeting was created. He encouraged all JPA members to stay for that vote following the Regular Meeting.

Upcoming board member birthdays in June and July were acknowledged.

JPA EXECUTIVE COMMITTEE and CVB BOARD OF DIRECTORS UPDATES

ROUNDTABLE UPDATES

Geoff Kors invited JPA members to share tourism-focused updates.

Gary Gardner – Desert Hot Springs. Gardner reported that he shared last month's survey data with the spa hotels in Desert Hot Springs and they were pleased. He noted the success of Desert X for Desert Hot Springs. He thanked the CVB staff and CV Mountains Conservancy for working together to develop the three hiking maps which will be finished this fall. DHS also has its own map.

Charles Townsend – Rancho Mirage. Townsend gave updates on the section 31 development, Porcupine Creek, and In-and-Out Burger. He noted that the Del Webb development is phasing out its last section and the Hazelden Betty Ford Center is completing a \$30 million renovation. He summarized other developments in the city. The city's COVID support program has ended. Beginning in 2022, elections in Rancho Mirage will be held in November instead of April.

Linda Evans – La Quinta. With respect to tourism and events, the Art Celebration will be Nov. 1-14 and the American Express has been set for January 2022 with the concerts included. The Montage/Pendry project is still under way. The city is creating a Highway 111 Corridor Plan encompassing a 2-mile stretch including CV Link connectors. The city is working through vacation rental compliance matters.

Elaine Holmes – Indio. Holmes reported that the concerts are returning. Short-term vacation rentals are allowed in Indio and the city is using code enforcement to make them successful and maintain quality of life for all residents. The Tamale Festival will return better than before.

Greg Sanders – Indian Wells. Sanders reported that the BNP Paribas tennis tournament is returning and is hopeful it will be a full, two-week event.

Ernesto Gutierrez – Cathedral City. Gutierrez reported that housing, business, cannabis, and construction projects continue to be strong. Big League Dreams ownership transfer will be complete later this month. The new owner will be revealed in the future and will elevate the venue.

Geoff Kors – Palm Springs. Kors reported that the convention center has activity again and the two Splash House weekends sold out in 20 minutes. The Visitors Center, library and Village Fest are all re-opening. At last night's council meeting, the Andaz project was approved. The city will keep parklet and outdoor dining open. The “Forever Marilyn” statue is back in the city and 500-750 people attended the unveiling event.

Tom Tabler suggested that the Board of Directors save their updates to the next meeting in the interest of time.

FUTURE MEETING DATE

Friday, September 24, 2021. Location: TBD

ADJOURNMENT

The meeting was adjourned at 10:18 a.m.

Prepared by:

Revae Reynolds
Executive Administrative Assistant

CVB Board of Directors Secretary:

Robert Del Mas

Approval Date:



JPA EXECUTIVE COMMITTEE SPECIAL MEETING MINUTES

Call to Order

The meeting was called to order at 10:20 a.m. by Geoff Kors, JPA Chair and Council Member, City of Palm Springs, at the Ritz-Carlton Rancho Mirage in Rancho Mirage, CA.

Roll Call

The roll call is recorded on the following page.

JUNE 25, 2021

JOINT POWERS AUTHORITY

Geoff Kors, Chair
City of Palm Springs
Gary Gardner, Vice Chair
City of Desert Hot Springs

Ernesto Gutierrez
City of Cathedral City

Greg Sanders
City of Indian Wells

Waymond Fermon
City of Indio

Linda Evans
City of La Quinta

Jan Harnik
City of Palm Desert

Charles Townsend
City of Rancho Mirage

V. Manuel Perez
County of Riverside

Location: Ritz-Carlton Rancho Mirage

68900 Frank Sinatra Drive

Rancho Mirage, CA 92270

Special Meeting

Friday, June 25, 2021, 9:45 am

		PRESENT	NOT/YTD
CITY OF PALM SPRINGS	Geoff Kors, Council Member, Chair	X	
	Christy Holstege, Mayor		
CITY OF DESERT HOT SPRINGS	Gary Gardner, Coun. Mbr, Vice Chair	X	
	Roger Nunez, Council Member		
CITY OF CATHEDRAL CITY	Ernesto Gutierrez, Mayor Pro Tem	X	
	Mark Carnevale, Council Member		
CITY OF INDIAN WELLS	Greg Sanders, Council Member	X	
	Dana Reed, Mayor Pro Tem		
CITY OF INDIO	Waymond Fermon, Mayor Pro Tem		
	Elaine Holmes, Mayor	X	
CITY OF LA QUINTA	Linda Evans, Mayor	X	
	Robert Radi, Council Member		
CITY OF PALM DESERT	Jan Harnik, Mayor Pro Tem		
	Gina Nestande, Council Member		
CITY OF RANCHO MIRAGE	Charles Townsend, Mayor Pro Tem		
	Iris Smotrich, Council Member		
COUNTY OF RIVERSIDE	V. Manuel Perez, Supervisor, 4th District		
	Steven Hernandez, Chief of Staff		

STAFF/ATTORNEY

Scott White, President and CEO
Bill Judson, Vice President Finance and Administration
Jeff Miraglia, Chief Brand Officer
Colleen Pace, Chief Marketing Officer
Andy Cloutier, Director of Human Resources
Joyce Kiehl, Director of Communications

Stefanie Kilcoyne, Director of Operations
Davis Meyer, Partnership Manager
Gary Orfield, Director of Tourism Development
Revae Reynolds, Executive Administrative Assistant
Julie Sinclair, Director of Brand Communications

Lena D. Wade, Legal Counsel (phone)

CONFIRMATION OF AGENDA

Chair Kors asked whether there were any changes to the agenda. Hearing none, the agenda was confirmed as presented.

PUBLIC COMMENT

This Public Comment period is for items that appear within the Consent Calendar or matters that are not listed on the Agenda.

Chair Kors called for public comments. There was none.

JPA EXECUTIVE COMMITTEE ITEMS (JPA Executive Committee Only Votes)**RESOLUTION NO. JPA 2021-005: NAME CHANGE**

Kors noted the discussion during the Joint meeting regarding the CVB name change from Greater Palm Springs Convention & Visitors Bureau to Visit Greater Palm Springs. Evans made a motion to approve Resolution No. JPA 2021-005 regarding the name change and Gardner seconded. There was no further discussion. The vote was unanimous based on the roll call taken at the beginning of the meeting.

Aye: Evans, Gardner, Gutierrez, Holmes, Kors, Sanders.

Nay: 0

Absent: Palm Desert, Rancho Mirage, Riverside County.

Abstain: 0

ADJOURNMENT

The meeting was adjourned at 10:22 a.m.

Prepared by:

Revae Reynolds
Executive Administrative Assistant

JPA Executive Committee Chair:

Geoff Kors

Approval Date:

JOINT POWERS AUTHORITY EXECUTIVE COMMITTEE

RESOLUTION NO. JPA 2021-006

A RESOLUTION OF THE JOINT POWERS AUTHORITY EXECUTIVE COMMITTEE OF VISIT GREATER PALM SPRINGS (VISIT GPS) ADOPTING THE REGULAR MEETING SCHEDULE FOR 2022

Geoff Kors, Chair
City of Palm Springs

Gary Gardner, Vice Chair
City of Desert Hot Springs

Ernesto Gutierrez
City of Cathedral City

Greg Sanders
City of Indian Wells

Waymond Fermon
City of Indio

Linda Evans
City of La Quinta

Jan Harnik
City of Palm Desert

Charles Townsend
City of Rancho Mirage

V. Manuel Perez
County of Riverside

WHEREAS, Visit Greater Palm Springs (Visit GPS) is a Joint Powers Authority operating under the Joint Exercise of Powers Act (California Government Code Sections 6500 *et seq.*), located in the County of Riverside, State of California; and

WHEREAS, Visit GPS members include the cities of Cathedral City, Desert Hot Springs, Indian Wells, Indio, La Quinta, Palm Desert, Palm Springs and Rancho Mirage and the County of Riverside; and

WHEREAS, the purpose of Visit GPS is to encourage, promote, and to do such other things as might be necessary to enhance, to the greatest extent possible, all aspects of the hospitality, convention and tourism industry in the Coachella Valley and to attract visitors from national and international markets, all to the benefit of Visit GPS members and their constituents; and

WHEREAS, the JPA Executive Committee serves as the governing body of Visit GPS; and

WHEREAS, in accordance with Section 10 of the amended and restated JPA Agreement and Section 16(a) of the amended and restated JPA Executive Committee Bylaws, the JPA Executive Committee now desires to provide the time and place for holding regular meetings, as described in the attached Schedule of Regular Meetings (Regular Meeting Schedule), incorporated herein by this reference.

NOW, THEREFORE, BE IT RESOLVED by the JPA Executive Committee, the governing body of Visit Greater Palm Springs, as follows:

Section 1. RECITALS

That the above recitals are true and correct and are hereby incorporated herein by this reference.

Section 2. REGULAR MEETING TIME AND PLACE

That the regular meetings of the JPA Executive Committee shall be held at the time and place as set forth in the Regular Meeting Schedule as attached hereto (Exhibit A), and such Regular Meeting Schedule shall replace and supersede any prior JPA Executive Committee established regular meeting schedule.

Section 3. SEVERABILITY

That the JPA Executive Committee declares that, should any provision, section paragraph, sentence or word of this Resolution and/or Regular Meeting Schedule be rendered or declared invalid by any final court action in a court of competent jurisdiction or by reason of any preemptive legislations, the remaining provisions, sections, paragraphs, sentences or words of this Resolution and/or Regular Meeting Schedule as hereby adopted shall remain in full force and effect.

Section 4. REPEAL OF CONFLICTING PROVISIONS

That all provisions of any prior resolutions and/or regular meeting schedules that are in conflict with the provisions of this Resolution are hereby repealed.

Section 5. EFFECTIVE DATE

That this resolution shall take effect immediately upon its adoption.

Section 6. CERTIFICATION

That the Clerk of the Executive Committee shall certify the roll call vote adopting this Resolution.

PASSED, APPROVED AND ADOPTED at a regular meeting of the JPA Executive Committee of Visit Greater Palm Springs held on the 24th day of September, 2021, by the following vote:

- AYES:**
- NAYES:**
- ABSENT:**
- ABSTAIN:**

Geoff Kors, Chair
Executive Committee

ATTEST:

Revae Reynolds, Clerk for the Executive Committee

APPROVED AS TO FORM:

Lena D. Wade, General Counsel

EXHIBIT "A" to

Resolution No. JPA 2021-006
A Resolution of the Joint Powers Authority Executive Committee of
Visit Greater Palm Springs
Adopting the Regular Meeting Schedule for 2022

Attached:
Regular Meeting Schedule for 2022

[SEE ATTACHED]



2022
JPA Executive Committee/Visit GPS Board of Directors
Joint Meeting Schedule

Location:
Visit Greater Palm Springs
70100 Highway 111, Rancho Mirage, CA
(unless noticed otherwise)

January 28, 2022	8:30-10:00 a.m. JPA Executive Committee and Visit GPS Board of Directors Joint Meeting
February 2022	Dark
March 25, 2022	8:30-10:00 a.m. JPA Executive Committee and Visit GPS Board of Directors Joint Meeting
April 2022	Dark
May 20, 2022	8:30-10:00 a.m. JPA Executive Committee and Visit GPS Board of Directors Joint Meeting
June 24, 2022	8:30-10:00 a.m. JPA Executive Committee and Visit GPS Board of Directors Joint Meeting
July 2022	Dark
August 2022	Dark
September 30, 2022	8:30-10:00 a.m. JPA Executive Committee and Visit GPS Board of Directors Joint Meeting
October 2022	Dark
November 18, 2022	8:30-10:00 a.m. JPA Executive Committee and Visit GPS Board of Directors Joint Meeting
December 2022	Dark

Proposed Sept. 24, 2021

**GREATER PALM SPRINGS
CONVENTION AND VISITORS BUREAU**

Audit Communications

Year ended June 30, 2020

GREATER PALM SPRINGS CONVENTION & VISITORS BUREAU

Audit Communications

Year ended June 30, 2020

TABLE OF CONTENTS

	<u>Page</u>
Required Audit Communications	1
Report on Internal Control Over Financial Reporting and on Compliance and Other Matters Based on an Audit of Financial Statements Performed in Accordance with <i>Government Auditing Standards</i>	3
New Accounting Standards Not Yet Effective	8

REQUIRED AUDIT COMMUNICATIONS.

JPA Executive Committee
Greater Palm Springs Convention & Visitors Bureau
Palm Springs, California

We have audited the financial statements of the governmental activities, each major fund, and the aggregate remaining fund information of Greater Palm Springs Convention & Visitors Bureau for the year ended June 30, 2020. Professional standards require that we provide you with information about our responsibilities under generally accepted auditing standards and *Government Auditing Standards*, as well as certain information related to the planned scope and timing of our audit. We have communicated such information in our letter to you dated January 7, 2021. Professional standards also require that we communicate to you the following information related to our audit.

Significant Audit Findings

Qualitative Aspects of Accounting Practices

Management is responsible for the selection and use of appropriate accounting policies. The significant accounting policies used by Greater Palm Springs Convention & Visitors Bureau are described in Note 1 to the financial statements. No new accounting policies were adopted, and the application of existing policies was not changed during June 30, 2020. We noted no transactions entered into by Greater Palm Springs Convention & Visitors Bureau during the year for which there is a lack of authoritative guidance or consensus. All significant transactions have been recognized in the financial statements in the proper period.

Accounting estimates are an integral part of the financial statements prepared by management and are based on management's knowledge and experience about past and current events and assumptions about future events. Certain accounting estimates are particularly sensitive because of their significance to the financial statements and because of the possibility that future events affecting them may differ significantly from those expected. The most sensitive estimate affecting the Greater Palm Springs Convention & Visitors Bureau's financial statements was:

Management's estimate of transactions related to net pension and OPEB liabilities based on actuarial information. We evaluated the key factors and assumptions used to develop the amounts by the actuary and determined that they are reasonable in relation to the financial statements taken as a whole.

There were no particularly sensitive note disclosures affecting the financial statements.

The financial statement disclosures are neutral, consistent, and clear.

Difficulties Encountered in Performing the Audit

We encountered no significant difficulties in dealing with management in performing and completing our audit.

Corrected and Uncorrected Misstatements

Professional standards require us to accumulate all known and likely misstatements identified during the audit, other than those that are clearly trivial, and communicate them to the appropriate level of management. Management has corrected all such misstatements. In addition, none of the misstatements detected as a result of audit procedures and corrected by management were material, either individually or in the aggregate, to each opinion unit's financial statements taken as a whole.

Disagreements with Management

For purposes of this letter, a disagreement with management is a financial accounting, reporting, or auditing matter, whether or not resolved to our satisfaction, that could be significant to the financial statements or the auditor's report. We are pleased to report that no such disagreements arose during the course of our audit.

Management Representations

We have requested certain representations from management that are included in the management representation letter dated September 10, 2021

Management Consultations with Other Independent Accountants

In some cases, management may decide to consult with other accountants about auditing and accounting matters, similar to obtaining a "second opinion" on certain situations. If a consultation involves application of an accounting principle to Greater Palm Springs Convention & Visitors Bureau 's financial statements or a determination of the type of auditor's opinion that may be expressed on those statements, our professional standards require the consulting accountant to check with us to determine that the consultant has all the relevant facts. To our knowledge, there were no such consultations with other accountants.

Other Audit Findings or Issues

We generally discuss a variety of matters, including the application of accounting principles and auditing standards, with management each year prior to retention as Greater Palm Springs Convention & Visitors Bureau 's auditors. However, these discussions occurred in the normal course of our professional relationship and our responses were not a condition to our retention.

Other Matters

We applied certain limited procedures to *Management's Discussion and Analysis*, the budgetary comparison information, and the – other postemployment benefits and pension information, which are (is) required supplementary information (RSI) that supplements the basic financial statements. Our procedures consisted of inquiries of management regarding the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audit of the basic financial statements. We did not audit the RSI and do not express an opinion or provide any assurance on the RSI.

Restriction on Use

This information is intended solely for the information and use of JPA Executive Committee and management of Greater Palm Springs Convention & Visitors Bureau and is not intended to be, and should not be, used by anyone other than these specified parties.

Davis Jan LP

Irvine, California
September 10, 2021

Report on Internal Control Over Financial Reporting and on Compliance and Other Matters Based on an Audit of Financial Statements Performed in Accordance With Government Auditing Standards

Independent Auditor's Report

Greater Palm Springs Convention & Visitors Bureau
City of Rancho Mirage, CA

We have audited, in accordance with the auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States, the financial statements of the governmental activities, each major fund, and the aggregate remaining fund information of the Greater Palm Springs Convention & Visitors Bureau (CVB), as of and for the year ended June 30, 2020, and the related notes to the financial statements, which collectively comprise the CVB's basic financial statements, and have issued our report thereon dated September 10, 2021.

Internal Control Over Financial Reporting

In planning and performing our audit of the financial statements, we considered the CVB's internal control over financial reporting (internal control) to determine the audit procedures that are appropriate in the circumstances for the purpose of expressing our opinions on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the CVB's internal control. Accordingly, we do not express an opinion on the effectiveness of the CVB's internal control.

Our consideration of internal control was for the limited purpose described in the preceding paragraph and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies and therefore, material weaknesses or significant deficiencies may exist that were not identified.

A *significant deficiency* is defined to be a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

A *deficiency in internal control* exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. A *material weakness* is a deficiency, or a combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented or detected and corrected on a timely basis. We did not identify any material weaknesses or significant deficiencies.

The following matters are not considered material weaknesses or significant deficiencies in internal controls. However, as a service to you, we offer the following best practice recommendations to enhance internal controls of the CVB:

(1) Chart of Accounts Should Support Financial Statement Presentation

During the audit, we noted the CVB's current chart of accounts requires significant modification for financial statement presentation. The accounting system should utilize self-balancing funds reflective of each fund presented in the financial statements. The current system allows for one-side journal entries within each fund which leaves the fund out of balance and requires a due to/from entry to correct the situation. The CVB should utilize a pooled cash method of balance fund transactions. For example, when cash receipts are collected in the TBID fund, revenue and pooled cash are increased in the fund. Additionally, governmental funds should follow the modified accrual basis of accounting and not include any long-term debt, pension or opeb liabilities, or capital asset balances. We understand the CVB is in the process of modifying the accounting system to conform to governmental fund accounting reporting.

(2) Reconciliation of Partnership Revenue

During our review of internal controls over partnership revenue we noted situations where membership has been granted partnership level access on the CVB website before payment was received. Consequently, the Partnership Department has the opportunity to misappropriate payments from partners without detection by management.

Recommendation

We recommend the that Finance Department periodically reconcile partnership revenue to the listing of partners with access to the system to ensure all amounts due have been paid.

(3) Enhance Password Security

The current password security system does not have adequate minimum password controls for users of the network and financial software. During our inquiries of CVB's IT systems, we noted that the current password length only requires 6 characters.

Recommendation

As a best practice, the CVB should consider improving password settings for users accessing the network systems and financial software, including minimum password length of 8 alphanumeric and special characters, when permitted by the system.

(4) Update Purchasing Policy

During our review of cash disbursements and purchasing, we noted the current purchasing policy did not reflect the current signature approval thresholds. We also noted that the policy was not clear when competitive bidding was required for service contracts and how often the CVB is required to re-bid current contracts.

Recommendation

We recommend the CVB update the purchasing policy to reflect current practices to ensure clarity for determination of compliance.

Compliance and Other Matters

As part of obtaining reasonable assurance about whether the CVB's financial statements are free from material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements, noncompliance with which could have a direct and material effect on the determination of financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

Purpose of this Report

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the CVB's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the entity's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

A handwritten signature in blue ink that reads "Davis Fan" followed by a stylized flourish.

Irvine, California
September 10, 2021

GREATER PALM SPRINGS CONVENTION & VISITORS BUREAU

New Accounting Standards Not Yet Effective

Year ended June 30, 2020

GASB Statement No. 84: *Fiduciary Activities*

The objective of this Statement is to improve guidance regarding the identification of fiduciary activities for accounting and financial reporting purposes and how those activities should be reported. This Statement establishes criteria for identifying fiduciary activities of all state and local governments. The focus of the criteria generally is on (1) whether a government is controlling the assets of the fiduciary activity and (2) the beneficiaries with whom a fiduciary relationship exists. Separate criteria are included to identify fiduciary component units and postemployment benefit arrangements that are fiduciary activities.

The standard will be effective for the fiscal year ending June 30, 2021.

GASB Statement No. 87: *Leases*

The objective of this Statement is to better meet the information needs of financial statement users by improving accounting and financial reporting for leases by governments. This Statement requires recognition of certain lease assets and liabilities for leases that were previously classified as operating leases and recognized as inflows of resources or outflows of resources based on the payment provisions of the contract. It established a single model for lease accounting based on the principle that leases are financing of the right to use an underlying asset. Under this Statement, a lessee is required to recognize a lease receivable and a deferred inflow of resources.

The standard will be effective for the fiscal year ending June 30, 2022.

GASB Statement No. 89: *Accounting for Interest Cost Incurred before the End of a Construction Period*

The objectives of this Statement are (1) to enhance the relevance and comparability of information about capital assets and the cost of borrowing for a reporting period and (2) to simplify accounting for interest cost incurred before the end of a construction period. This Statement establishes accounting requirements for interest cost incurred before the end of a construction period. Such interest cost includes all interest that previously was accounted for in accordance with the requirements of paragraphs 5–22 of Statement No. 62, Codification of Accounting and Financial Reporting Guidance Contained in Pre-November 30, 1989 FASB and AICPA Pronouncements, which are superseded by this Statement. This Statement requires that interest cost incurred before the end of a construction period be recognized as an expense in the period in which the cost is incurred for financial statements prepared using the economic resources measurement focus. As a result, interest cost incurred before the end of a construction period will not be included in the historical cost of a capital asset reported in a business-type activity or enterprise fund. This Statement also reiterates that in financial statements prepared using the current financial resources measurement focus, interest cost incurred before the end of a construction period should be recognized as an expenditure on a basis consistent with governmental fund accounting principles.

The standard will be effective for the fiscal year ending June 30, 2021.

GREATER PALM SPRINGS CONVENTION & VISITORS BUREAU

New Accounting Standards Not Yet Effective

Year ended June 30, 2020

GASB Statement No. 90: *Majority Equity Interests*

The primary objectives of this Statement are to improve the consistency and comparability of reporting a government's majority equity interest in a legally separate organization. It defines a majority equity interest and specifies that a majority equity interest in a legally separate organization should be reported as an investment if a government's holding of the equity interest meets the definition of an investment.

The standard will be effective for the fiscal year ending June 30, 2021.

GASB Statement No. 91: *Conduit Debt Obligations*

The primary objectives of this Statement are to provide a single method of reporting conduit debt obligations by issuers and eliminate diversity in practice associated with (1) commitments extended by issuers, (2) arrangements associated with conduit debt obligations, and (3) related note disclosures. This statement clarifies the existing definition of a conduit debt obligation, establishes that a conduit debt obligation is not a liability of the issuer, establishes standards for accounting and financial reporting of additional commitments and voluntary commitments extended by issuers and arrangements associated with conduit debt obligations, and improving required note disclosures.

The standard will be effective for the fiscal year ending June 30, 2022.

GASB Statement No. 92: *Omnibus 2020*

This Statement addresses a variety of topics and includes specific provisions about the reporting of intra-entity transfers of assets between a primary government employer and a component unit defined benefit pension plan or defined benefit OPEB plan, the applicability of GASB Statement No. 73 to reporting assets accumulated for postemployment benefits, applicability of certain requirements of GASB 84 to postemployment benefit arrangements, measurement of liabilities related to asset retirement obligations, and reporting by public entity risk pools for amounts that are recoverable from reinsurers or excess insurers.

The standard will generally be effective for the fiscal year ending June 30, 2022.

GASB Statement No. 93: *Replacement of Interbank Offered*

The objective of this Statement is to address those and other accounting and financial reporting implications that result from the replacement of an IBOR. This Statement achieves that objective by:

- Providing exceptions for certain hedging derivative instruments to the hedge accounting termination provisions when an IBOR is replaced as the reference rate of the hedging derivative instrument's variable payment

GREATER PALM SPRINGS CONVENTION & VISITORS BUREAU

New Accounting Standards Not Yet Effective

Year ended June 30, 2020

- Clarifying the hedge accounting termination provisions when a hedged item is amended to replace the reference rate
- Clarifying that the uncertainty related to the continued availability of IBORs does not, by itself, affect the assessment of whether the occurrence of a hedged expected transaction is probable
- Removing LIBOR as an appropriate benchmark interest rate for the qualitative evaluation of the effectiveness of an interest rate swap
- Clarifying the definition of reference rate, as it is used in Statement 53, as amended
- Providing an exception to the lease modifications guidance in Statement 87, as amended, for certain lease contracts that are amended solely to replace an IBOR as the rate upon which variable payments depend.

The standard will be effective for the fiscal year ending June 30, 2022.

GASB Statement No. 94: Public-Private and Public-Public partnerships and Availability Payment Arrangements

The primary objective of this Statement is to improve financial reporting by addressing issues related to public-private and public-public partnership arrangements (PPPs). As used in this Statement, a PPP is an arrangement in which a government (the transferor) contracts with an operator (a governmental or nongovernmental entity) to provide public services by conveying control of the right to operate or use a nonfinancial asset, such as infrastructure or other capital asset (the underlying PPP asset), for a period of time in an exchange or exchange-like transaction. Some PPPs meet the definition of a service concession arrangement (SCA), which the Board defines in this Statement as a PPP in which (1) the operator collects and is compensated by fees from third parties; (2) the transferor determines or has the ability to modify or approve which services the operator is required to provide, to whom the operator is required to provide the services, and the prices or rates that can be charged for the services; and (3) the transferor is entitled to significant residual interest in the service utility of the underlying PPP asset at the end of the arrangement. This Statement also provides guidance for accounting and financial reporting for availability payment arrangements (APAs). As defined in this Statement, an APA is an arrangement in which a government compensates an operator for services that may include designing, constructing, financing, maintaining, or operating an underlying nonfinancial asset for a period of time in an exchange or exchange-like transaction.

The standard will be effective for the fiscal year ending June 30, 2022.

GASB Statement No. 96: Subscription-Based Information Technology Arrangements

This Statement provides guidance on the accounting and financial reporting for subscription-based information technology arrangements (SBITAs) for government end users (governments). This Statement (1) defines a SBITA; (2) establishes that a SBITA results in a right-to-use subscription asset—an intangible asset—and a corresponding subscription liability; (3) provides the capitalization criteria for outlays other than subscription payments, including implementation costs of a SBITA; and (4) requires note disclosures regarding a SBITA. To the extent relevant, the standards for SBITAs are based on the standards

GREATER PALM SPRINGS CONVENTION & VISITORS BUREAU

New Accounting Standards Not Yet Effective

Year ended June 30, 2020

established in Statement No. 87, *Leases*, as amended. This Statement requires a government to disclose descriptive information about its SBITAs other than short-term SBITAs, such as the amount of the subscription asset, accumulated amortization, other payments not included in the measurement of a subscription liability, principal and interest requirements for the subscription liability, and other essential information.

The standard will be effective for the fiscal year ending June 30, 2022.

GASB Statement No. 97: Certain Component Unit Criteria, and Accounting and Financial Reporting for Internal Revenue Code Section 457 Deferred Compensation Plans – an amendment of GASB Statements No. 14 and No. 84, and a supersession of GASB Statement No.31

The primary objectives of this Statement are to (1) increase consistency and comparability related to the reporting of fiduciary component units in circumstances in which a potential component unit does not have a governing board and the primary government performs the duties that a governing board typically would perform; (2) mitigate costs associated with the reporting of certain defined contribution pension plans, defined contribution other postemployment benefit (OPEB) plans, and employee benefit plans other than pension plans or OPEB plans (other employee benefit plans) as fiduciary component units in fiduciary fund financial statements; and (3) enhance the relevance, consistency, and comparability of the accounting and financial reporting for Internal Revenue Code (IRC) Section 457 deferred compensation plans (Section 457 plans) that meet the definition of a pension plan and for benefits provided through those plans. This Statement requires that for purposes of determining whether a primary government is financially accountable for a potential component unit, except for a potential component unit that is a defined contribution pension plan, a defined contribution OPEB plan, or an other employee benefit plan (for example, certain Section 457 plans), the absence of a governing board should be treated the same as the appointment of a voting majority of a governing board if the primary government performs the duties that a governing board typically would perform.

The standard will be effective for the fiscal year ending June 30, 2021.

**GREATER PALM SPRINGS
CONVENTION & VISITORS BUREAU**

Annual Financial Report

Year ended June 30, 2020

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GREATER PALM SPRINGS CONVENTION & VISITORS BUREAU

Annual Financial Report

Year ended June 30, 2020

TABLE OF CONTENTS

	<u>Page</u>
Financial Section	
Independent Auditor's Report	1
Management's Discussion and Analysis	3
Basic Financial Statements:	
Government-wide Financial Statements:	
Statement of Net Position	11
Statement of Activities	12
Fund Financial Statements:	
Balance Sheet – Governmental Funds	13
Reconciliation of the Balance Sheet of Governmental Funds to the Statement of Net Position	14
Statement of Revenues, Expenditures and Changes in Fund Balances – Governmental Funds	15
Reconciliation of the Statement of Revenues, Expenditures and Changes In Fund Balance of Governmental Funds to the Statement of Activities	16
Statement of Fiduciary Net Position	17
Statement of Changes in Fiduciary Net Position	18
Notes to Financial Statements	19
Required Supplementary Information:	
General Fund – Budgetary Comparison Schedule	45
Tourism Business Improvement District (TBID) Fund – Budgetary Comparison Schedule	46
Schedule of Changes in the Total OPEB Liability and Related Ratios – Last 10 Years	47
Schedule of Changes in the Net Pension Liability and Related Ratios – Last 10 Years	48
Schedule of Pension Plan Contributions - Last 10 Years	50
Schedule of Pension Money Weighted Return	52
Notes to Required Supplementary Information	54

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FINANCIAL SECTION

Independent Auditor's Report

JPA Executive Committee
Greater Palm Springs Convention & Visitors Bureau
Rancho Mirage, California

Report on the Financial Statements

We have audited the accompanying financial statements of the governmental activities, each major fund, and the aggregate remaining fund information of the Greater Palm Springs Convention & Visitors Bureau (CVB), as of and for the year ended June 30, 2020, and the related notes to the basic financial statements, which collectively comprise the CVB's basic financial statements as listed in the table of contents.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express opinions on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the CVB's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the CVB's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinions

In our opinion, the financial statements referred to above present fairly, in all material respects, the respective financial position of the governmental activities, each major fund, and the aggregate remaining fund information of the CVB as of June 30, 2020, and the respective changes in financial position for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Emphasis of a Matter

The financial statements for the year ended June 30, 2020 reflect a prior period adjustment as described further in note 13 to the financial statements. Our opinion is not modified with respect to this matter.

Report on Summarized Comparative Information

The financial statements of the CVB for the year ended June 30, 2019 were audited by other auditors whose report dated January 8, 2021, expressed an unmodified opinion on those audited financial statements. In our opinion, the summarized comparative information presented herein as of and for the year ended June 30, 2019 is consistent, in all material respects, with the audited financial statements from which it has been derived.

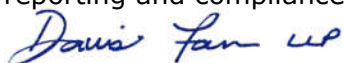
Other Matters

Required Supplementary Information

Accounting principles generally accepted in the United States of America require that the *Management's Discussion and Analysis*, the budgetary comparison information, and the – other postemployment benefits and pension information be presented to supplement the basic financial statements. Such information, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. We have applied certain limited procedures to the required supplementary information in accordance with auditing standards generally accepted in the United States of America, which consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audit of the basic financial statements. We do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.

Other Reporting Required by Government Auditing Standards

In accordance with *Government Auditing Standards*, we have also issued our report dated September 10, 2021 on our consideration of the CVB's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing and not to provide an opinion on internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the CVB's internal control over financial reporting and compliance.



Irvine, California
September 10, 2021

This discussion and analysis of the Greater Palm Springs Convention & Visitors Bureau (CVB) financial performance for the year ended June 30, 2020 provides a comparison of the current year to prior year ending results in a narrative format. It includes an analysis of the CVB's financial position and results of operations to assist in evaluating the CVB's financial performance, as well as a discussion of significant changes that have occurred in funding. In addition, it describes the activities during the year for capital assets and long-term obligations. The discussion and analysis concludes with a description of currently known facts, decisions, and conditions that are expected to have a significant effect on the financial position or results of operations. We encourage readers to read the information presented here in conjunction with our financial statements.

FINANCIAL HIGHLIGHTS

Through the first two-thirds of the fiscal year, the CVB was on pace for record-breaking annual revenues. The global COVID-19 pandemic began significantly effecting the tourism economy beginning in March 2020. Travel restrictions had an immediate impact on the Greater Palm Springs lodging revenues. Over 90% of the CVB's revenues are based on the area's lodging revenues. As a result, the CVB experienced a dramatic decline in the final four month of the fiscal year as compared to budget and previous years. The highlights below reflect this impact:

- Tourism Business Improvement District (TBID) revenues, which account for over 80% of CVB revenues, decreased by \$5,992,120 (34.20%) compared to the prior year.
- Cities and County of Riverside funding, also based on lodging revenues, decreased by \$541,030 (26.89%) compared to the prior year.
- The CVB increased funding by obtaining a \$1,141,999 loan. The \$933,473 increase in total liabilities during the year is attributable to this.
- Total assets declined by \$2,045,098 (10.09%) during the year primarily due to lower revenue receivables and less prepaid items.
- Total expenditures decreased \$1,736,865 (9.21%) compared to the prior year due to cut-backs made in light of the pandemic.
- CVB's net position decreased from \$14,372,719 to \$10,744,386 during the year.

USING THIS ANNUAL REPORT

This annual report consists of a series of financial statements. The Statement of Net Position and the Statement of Activities provide information about the activities of the CVB as a whole and presents a long-term view of the CVB's finances. The following Fund financial statements for government activities presents how CVB services were financed in the current year as well as what balances carry over for future spending. Fund financial statements report the CVB's operation in more detail than the government-wide statements by providing information about the CVB's General Fund and TBID funds. This report also contains notes to the financial statements, which is additional information to the basic financial statements.

GREATER PALM SPRINGS CONVENTION & VISITORS BUREAU

MANAGEMENT'S DISCUSSION AND ANALYSIS

JUNE 30, 2020

REPORTING THE CVB AS A WHOLE

The Statement of Net Position and the Statement of Activities

The Statement of Net Position and the Statement of Activities report information as a comparison to the previous fiscal year for the CVB as a whole. These statements include all assets, deferred outflows of resources, liabilities, and deferred inflows of resources using the accrual basis of accounting, which is similar to the accounting used by most private-sector companies. All of the year's revenue and expenses (changes in net position) are taken into account regardless of the timing of related cash flows. Therefore, revenues and expenses are reported in this statement for some items that may result in cash flows in future fiscal periods. Our analysis of these statements is reflected in Table 1 and 2 following.

REPORTING THE CVB'S MOST SIGNIFICANT FUNDS

Fund Financial Statements

The fund financial statements provide detailed information about the most significant funds. Some funds are required to be established by State law and by JPA Executive Committee direction. However, management established other funds to help it control and manage money for particular purposes or to show that it is meeting legal responsibilities for using certain resources. The CVB maintains two governmental funds: the General Fund and TBID. The primary sources of funding are from the Tourism Business Improvement District; the history of which can be found below.

The second most significant source of funding is from Coachella Valley cities and the County of Riverside. This funding is based on a formula applied to local lodging revenues. The Agua Caliente Band of Cahuilla Indians makes a voluntary contribution on a quarterly basis.

The final source of funding is private funds. This includes revenue received through partnership, event hosting, advertising cooperatives, joint share participation with stakeholders, and interest.

Governmental funds are reported using the modified accrual basis of accounting, which measures cash and all other financial assets that can readily be converted to cash. The governmental fund statements provide a detailed short-term view of the CVB's general operations and the basic services provided. Governmental fund information helps determine whether there are more or fewer financial resources that can be spent in the near future to finance the CVB's programs.

The General Fund is comprised of public funding and private funds. The General Fund combines these two funding sources as there are not restrictions on how these funds are disbursed. TBID funds are accounted for separately and used for programs benefiting lodging establishments that are assessed and pay TBID.

2008 TBID Funds – In June 2008, the CVB requested that the County of Riverside form the Palm Springs Desert Resort Communities Tourism Business Improvement District (TBID). This funding source was assessed on hotels in excess of 50 rooms within the defined eight cities and specified areas in the unincorporated part of the County of Riverside. An assessment of two percent on gross room sales was approved and was collected by the County of Riverside and remitted to the CVB.

GREATER PALM SPRINGS CONVENTION & VISITORS BUREAU

MANAGEMENT'S DISCUSSION AND ANALYSIS

JUNE 30, 2020

2013 TMD Funds – The Tourism Marketing District Assessment was created in June 2013 with collection beginning on August 1, 2013. This funding source was assessed on hotels in excess of 50 rooms within the defined eight cities and specified areas in the unincorporated part of the County of Riverside. An assessment of one percent on gross room sales was collected by the CVB. The purpose of this funding source is to promote the assessed businesses as tourism visitor destinations and to fund projects, programs, and activities through an enhanced sales and marketing/media plan that specifically benefits the assessed businesses by generating room night sales.

2016 TBID Funds – On June 17, 2016, the Joint Powers Authority Executive Committee of the Greater Palm Springs Convention & Visitors Bureau held a public hearing and voted to establish a three percent Tourism Business Improvement District (TBID) assessment on gross short-term rental revenue to replace the current two percent Business Improvement District and the one percent Tourism Marketing District Assessment.

THE CVB AS A TRUSTEE

Reporting the CVB's Fiduciary Responsibilities

The CVB is the trustee, or fiduciary, for its employee pension plan and the Greater Palm Springs Tourism Foundation. The fiduciary activities are reported separately in the fiduciary fund financial statements. These activities are excluded from the other financial statements, as the CVB cannot use these assets to finance its operations. The CVB is responsible for ensuring that the assets reported in these funds are used for their intended purposes. The basic fiduciary fund financial statements follow the CVB financial statements in this report.

OTHER PROVIDED INFORMATION

Notes to Financial Statements

The notes provide additional information that is essential to a full understanding of the data provided in the government-wide and fund financial statements. The notes to the financial statements can be found in this report immediately following the financial statements.

Required Supplementary Information

In addition to the basic financial statements and accompanying notes, this report also presents certain required supplementary information concerning the CVB's budgetary performance of the two governmental funds. Additional information is presented concerning CVB's progress toward funding its obligation to provide pension benefits to its employees. The required supplementary information can be found following the notes to the financial statements.

GREATER PALM SPRINGS CONVENTION & VISITORS BUREAU

MANAGEMENT'S DISCUSSION AND ANALYSIS JUNE 30, 2020

Table 1
Comparison of Net Position
June 30, 2020 and June 30, 2019

	Governmental Activities			
	2020	2019	\$ Change	% Change
Assets				
Current and Restricted Assets	\$ 16,161,228	\$ 18,063,281	\$ (1,902,053)	-10.53%
Capital Assets (net of depreciation)	2,071,448	2,214,493	(143,045)	-6.46%
Total Assets	18,232,676	20,277,774	(2,045,098)	-10.09%
Deferred Outflows of Resources	465,834	593,621	(127,787)	-21.53%
Liabilities				
Current Liabilities	1,842,922	1,588,270	254,652	16.03%
Long-Term Obligations (includes OPEB)	5,094,213	4,415,392	678,821	15.37%
Total Liabilities	6,937,135	6,003,662	933,473	15.55%
Deferred Inflows of Resources	1,016,989	495,014	521,975	105.45%
Net Position				
Net Investment in Capital Assets	2,071,448	2,214,493	(143,045)	-6.46%
Restricted for Tourism Related Activities	12,225,262	13,771,003	(1,545,741)	-11.22%
Unrestricted	(3,552,324)	(1,612,777)	(1,939,547)	-120.26%
Total Net Position	\$ 10,744,386	\$ 14,372,719	(3,628,333)	-25.24%

Capital Assets

As of June 30, 2020, the CVB had \$2,071,448 in capital assets. During the fiscal year, the CVB purchased \$12,064 of furniture and equipment. No other capital assets were acquired or disposed of. Accumulated depreciation was \$2,448,522. Additional information regarding the CVB's capital assets can be found in Note 7 to the financial statements.

Long-Term Obligations

Compensated absences increased \$1,646 to \$312,835 with \$121,194 due within one year. A loan of \$1,141,999 was obtained during the year, of which \$1,000,497 is long-term debt. The total OPEB liability decreased by \$105,871 to \$3,408,303. The net pension liability decreased by \$96,311 to \$493,772. Additional information regarding long-term obligations can be found in the notes to the financial statements.

GREATER PALM SPRINGS CONVENTION & VISITORS BUREAU

MANAGEMENT'S DISCUSSION AND ANALYSIS JUNE 30, 2020

Table 2
Comparison Changes in Net Position
Fiscal Years Ending June 30, 2020 and June 30, 2019

	<u>2020</u>	<u>2019</u>	<u>\$ Change</u>	<u>% Change</u>
Revenues				
Public Source Revenue - TOT/Tribal	\$ 1,471,011	\$ 2,012,041	\$ (541,030)	-26.89%
Public Source Revenue - TBID	11,528,462	17,520,582	\$ (5,992,120)	-34.20%
Private Revenues - Charges for Services	755,011	1,197,703	\$ (442,692)	-36.96%
Other Revenues	333,301	334,750	\$ (1,449)	-0.43%
Total Revenues	<u>14,087,785</u>	<u>21,065,076</u>	<u>(6,977,291)</u>	<u>33.12%</u>
Expenses				
Administration - Including Government Expense of OPEB	1,516,623	1,837,883	\$ (321,260)	-17.48%
Community Relations (Partnership)	611,382	532,178	\$ 79,204	14.88%
Market Development	9,898,326	10,462,181	\$ (563,855)	-5.39%
Travel Industry Sales	1,213,784	1,556,575	\$ (342,791)	-22.02%
Convention Sales and Services	4,520,266	4,860,245	\$ (339,979)	-7.00%
Total Expenses	<u>17,760,381</u>	<u>19,249,062</u>	<u>(1,488,681)</u>	<u>7.73%</u>
Change in Net Position	<u>\$ (3,672,596)</u>	<u>1,816,014</u>	<u>(5,488,610)</u>	<u>-302.23%</u>

GREATER PALM SPRINGS CONVENTION & VISITORS BUREAU

MANAGEMENT'S DISCUSSION AND ANALYSIS

JUNE 30, 2020

Table 3
Combined Governmental Fund Activity Comparison to Prior Year
Fiscal Years Ending June 30, 2020 and June 30, 2019

	Governmental Activities			
	2020	2019	\$ Change	% Change
Revenues by Type				
City and Tribal Funding	\$ 1,471,011	\$ 2,012,041	\$ (541,030)	-26.89%
TBID	11,497,681	17,520,582	(6,022,901)	-34.38%
Private Revenue	1,088,312	1,532,453	(444,141)	-28.98%
Total Revenues	14,057,004	21,065,076	(7,008,072)	-33.27%
Expenditures by Type				
Labor	7,034,114	6,714,165	319,949	4.77%
Advertising and Brand Production	621,629	980,131	(358,502)	-36.58%
Placement	4,048,378	4,770,294	(721,916)	-15.13%
Digital Marketing	253,985	317,178	(63,193)	-19.92%
Collateral Material	51,838	58,416	(6,578)	-11.26%
Familiarization Trips	344,505	455,139	(110,634)	-24.31%
Trade Shows/Sales Missions	834,077	1,199,311	(365,234)	-30.45%
Travel and Lodging	18,705	37,298	(18,593)	-49.85%
Special Promotions	1,177,863	1,012,728	165,135	16.31%
Event Hosting	959,166	1,386,716	(427,550)	-30.83%
Research	279,863	242,958	36,905	15.19%
IT - Information Technology	135,364	218,235	(82,871)	-37.97%
Professional Fees	424,810	242,124	182,686	75.45%
Overhead	939,496	1,225,965	(286,469)	-23.37%
Total Expenditures	17,123,793	18,860,658	(1,736,865)	-9.21%
Change in Fund Balance	\$ (3,066,789)	\$ 2,204,418	\$ (5,271,207)	-239.12%

This table provides a comparison of the fund level activity as derived from governmental funds.

Revenue by Type

All revenue sources decreased compared to the previous year as a result of the COVID-19 global pandemic. Prior to the pandemic, area lodging revenues were at record high levels. Unfortunately, the pandemic struck in the heart of the area's peak season for tourism. City, County, Tribal and TBID revenues are all driven by local lodging revenues. The area's dramatic drop in tourism, therefore, had an immediate impact on CVB's revenues.

While a small portion of the CVB's revenues are not directly tied to lodging revenues, they are still tourism related. Co-operative marketing declined as advertising was halted while non-essential travel was not allowed. Tradeshow could not be held causing partner participation fees to stop. To assist hard-hit tourism businesses, partner membership fee billings were paused.

The CVB's investment income, the one source of revenues not directly related to tourism, also declined. The majority of the CVB's investments are interest bearing. Interest rates decreased throughout the year.

GREATER PALM SPRINGS CONVENTION & VISITORS BUREAU

MANAGEMENT'S DISCUSSION AND ANALYSIS

JUNE 30, 2020

Expenditure by Type

Labor costs were higher than the previous year due to incurring a full year's cost of new positions created and filled throughout the prior fiscal year. This was partially offset by labor costs savings achieved through work furloughs implemented for all staff during the final quarter of the fiscal year. Several positions were eliminated in reaction to the pandemic. These terminations occurred at the end of the fiscal year which served to decrease future labor costs.

Advertising and Brand Production expenses decreased as the need for advertising materials decreased in the final quarter of the year. While there was a need for new materials focusing on safety, there was a reduced overall demand for content than originally planned.

Placement expenses decreased due to halting advertising during the time period non-essential travel was not allowed.

Digital Marketing expenses decreased as these types of promotions were also suspended while travel restrictions were imposed.

Collateral Material costs decreased from closure of the CVB's visitor center and the reduced ability to distribute marketing materials.

Familiarization Trips decreased due to a combination of factors. With group gatherings being disallowed, the demand for meeting planners to visit the destination decreased. Also, the ability for meeting planners or international travel agencies to visit the destination was greatly impaired during the pandemic.

Trade Shows/Sales Mission expenses decreased as tradeshow were not allowed during the pandemic. Travel restrictions made it impractical to arrange sales missions.

Travel and Lodging costs decreased due the travel restrictions that were put into place.

Special Promotions expenses increased due to opportunities to increase air travel into Palm Springs that arose prior to the pandemic. In response to a new direct flight between Palm Springs and Atlanta, Georgia, \$176,313 was invested to promote this new route. The CVB invested \$78,162 in the form of air service revenue guarantees to support a new flight between Palm Springs and San Jose, California.

Event Hosting expenses decreased as events and festivals were not allowed during the pandemic.

Research costs increased due to performing new advertising testing and increasing research for air service.

Information Technology expenses decreased due to discontinuing to outsource this function beginning in August of 2019 and performing these tasks using CVB staff.

Professional Fees increased primarily due to a couple of factors. An outside firm specializing in TBIDs was retained to start work on renewing the current TBID expiring on June 30, 2021 and also start work on a newly proposed vacation rental TBID. Legal fees increased due to a lawsuit between the CVB and a motel refusing to remit TBID funds.

GREATER PALM SPRINGS CONVENTION & VISITORS BUREAU

MANAGEMENT'S DISCUSSION AND ANALYSIS

JUNE 30, 2020

Overhead costs decreased for multiple reasons. In the previous year, three vehicles were purchased while none were purchased this year. Employee recruiting costs were higher in the previous year with the hiring for new positions. Also, some operating costs declined during the pandemic, such as, postage, office supplies and the Certified Tourism Ambassador program.

Final Analysis

The pandemic has extended longer and with more impacts than many predicted. The CVB maintained a program of furloughing employees for the entire first year of the pandemic. The CVB has continued to closely monitor the developments and adjust operations accordingly.

The CVB is currently benefiting from a strong rebound in leisure travel at record high levels. Air service to Palm Springs is also at an all-time high. While the group meetings market is slower in returning, the CVB is experiencing a steady increase in groups booking meetings for the future. International travel will be the last major market to return to pre-pandemic levels, however, the area is not highly dependent on this segment.

While fund balances experienced a significant reduction during the year, the CVB remains economically stable. The CVB has sufficient reserves, ability to borrow funds and to adjust its operating expenses in order to weather potential new travel restrictions imposed or other negative tourism impacts.

REQUEST FOR INFORMATION

This financial report is designed to provide a general overview of the CVB's finances for all those with an interest in the CVB's finances. Questions concerning any of the information provided in this report or request for additional financial information should be addressed to the Vice President of Finance and Administration at info@gpscvb.com or by U.S. mail: Greater Palm Springs CVB, 70100 Highway 111, Rancho Mirage, California 92270.

GREATER PALM SPRINGS CONVENTION & VISITORS BUREAU

Statement of Net Position

June 30, 2020

(with comparative information for prior year)

	Governmental Activities	
	2020	2019
Assets:		
Cash and investments (note 2)	\$ 14,854,428	15,160,179
Restricted cash and investments (note 2)	396,578	-
Receivables (note 3)	415,494	1,272,086
Interest receivable	32,813	56,333
Due from other governments	7,458	183,811
Prepaid items	424,181	1,358,421
Stores inventories	30,276	32,451
Capital assets not being depreciated (note 4)	45,200	45,200
Capital assets being depreciated, net (note 4)	<u>2,026,248</u>	<u>2,169,293</u>
Total Assets	<u>18,232,676</u>	<u>20,277,774</u>
Deferred Outflows of Resources:		
Deferred outflows related to OPEB (note 6)	67,459	-
Deferred outflows related to pension (note 7)	<u>398,375</u>	<u>593,621</u>
Total Deferred Outflows of Resources	<u>465,834</u>	<u>593,621</u>
Liabilities:		
Accounts payable	280,476	553,074
Due to other governments	443,588	407,872
Accrued expense	176,029	-
Unearned revenue	134,981	120,179
Deposits payable	164,795	187,400
Due to Pension trust	380,357	319,745
Noncurrent liabilities:		
Due within one year:		
Compensated absences, current portion (note 5)	121,194	118,187
Loan payable, current portion (note 5)	141,502	-
Due in more than one year:		
Compensated absences, noncurrent portion (note 5)	191,641	193,002
Loan payable, noncurrent portion (note 5)	1,000,497	-
Total OPEB liability (note 6)	3,408,303	3,514,120
Net pension liability (note 7)	<u>493,772</u>	<u>590,083</u>
Total Liabilities	<u>6,937,135</u>	<u>6,003,662</u>
Deferred Inflows of Resources:		
Deferred inflows related to OPEB (note 6)	692,193	279,432
Deferred inflows related to pensions (note 7)	<u>324,796</u>	<u>215,582</u>
Total Deferred Inflows of Resources	<u>1,016,989</u>	<u>495,014</u>
Net Position:		
Investment in capital assets	2,071,448	2,214,493
Restricted for:		
Tourism related activities	12,225,262	13,771,003
Unrestricted	<u>(3,552,324)</u>	<u>(1,612,777)</u>
Total Net Position	<u>\$ 10,744,386</u>	<u>14,372,719</u>

See accompanying notes to the basic financial statements.

GREATER PALM SPRINGS CONVENTION & VISITORS BUREAU

Statement of Activities

**Year ended June 30, 2020
(with comparative information for prior year)**

Function/Programs	Expenses	<u>Program Revenues</u> Charges for Services and Sales	<u>Net (Expense)</u> <u>Revenues and</u> <u>Changes in Net Position</u>	
			2020	2019
Governmental Activities:				
Administration	\$ 1,516,623	-	(1,516,623)	(1,837,883)
Partnership	611,382	250,068	(361,314)	(192,526)
Marketing	9,898,326	373,870	(9,524,456)	(9,824,399)
Travel industry sales	1,213,784	22,973	(1,190,811)	(1,478,625)
Convention sales	3,596,105	108,100	(3,488,005)	(3,876,419)
Destination services	<u>924,161</u>	-	<u>(924,161)</u>	<u>(841,507)</u>
Total	<u>\$ 17,760,381</u>	<u>755,011</u>	<u>(17,005,370)</u>	<u>(18,051,359)</u>
General revenues:				
City funding			1,471,011	2,012,041
Assessments			11,528,462	17,520,582
Investment income			<u>333,301</u>	<u>334,750</u>
Total general revenues			<u>13,332,774</u>	<u>19,867,373</u>
Change in net position			(3,672,596)	1,816,014
Net position, beginning of year, as restated (note 13)			<u>14,416,982</u>	<u>12,556,705</u>
Net position, end of year			<u>\$ 10,744,386</u>	<u>14,372,719</u>

See accompanying notes to the basic financial statements.

GREATER PALM SPRINGS CONVENTION & VISITORS BUREAU

Balance Sheet - Governmental Funds

June 30, 2020
(with comparative information for prior year)

	General Fund	TBID Special Revenue Fund	Totals	
			2020	2019
Assets:				
Cash and investments	\$ 2,991,506	11,862,922	14,854,428	15,160,179
Restricted cash and investments	396,578	-	396,578	-
Receivables	79,359	336,135	415,494	1,272,086
Interest receivable	6,608	26,205	32,813	56,333
Due from other governments	7,458	-	7,458	183,811
Due from other funds	-	-	-	12,683,554
Prepaid items	424,181	-	424,181	1,358,421
Stores inventories	30,276	-	30,276	32,451
Total Assets	\$ 3,935,966	12,225,262	16,161,228	30,746,835
Liabilities:				
Accounts payable	\$ 280,476	-	280,476	956,065
Due to other governments	443,588	-	443,588	4,881
Accrued expense	176,029	-	176,029	-
Unearned revenue	134,981	-	134,981	120,179
Deposits payable	164,795	-	164,795	187,400
Due to other funds	-	-	-	12,683,554
Pension plan payable	380,357	-	380,357	319,745
Total Liabilities	1,580,226	-	1,580,226	14,271,824
Deferred Inflows of Resources:				
Unavailable revenue	-	30,781	30,781	-
Total Deferred Inflows of Resources	-	30,781	30,781	-
Fund Balances:				
Nonspendable	454,457	-	454,457	1,390,872
Restricted for:				
OPEB	396,578	-	396,578	-
Tourism related activities	-	12,194,481	12,194,481	13,771,003
Unassigned	1,504,705	-	1,504,705	1,313,136
Total Fund Balances	2,355,740	12,194,481	14,550,221	16,475,011
Total Liabilities, Deferred Inflows of Resources, and Fund Balances	\$ 3,935,966	12,225,262	16,161,228	30,746,835

See accompanying notes to the basic financial statements.

GREATER PALM SPRINGS CONVENTION & VISITORS BUREAU

Reconciliation of the Balance Sheet of Governmental Funds
to the Statement of Net Position

June 30, 2020

Fund balances of governmental funds		\$ 14,550,221
Amounts reported for governmental activities in the statement of net position are different because:		
Capital assets used in governmental activities are not financial resources and, therefore, are not reported as assets in governmental funds.		
Cost of capital assets	4,519,970	
Accumulated depreciation	<u>(2,448,522)</u>	
		2,071,448
Certain accounts receivables are not available to pay for current period expenditures, and therefore are offset by deferred inflows of resources in the governmental funds		30,781
Deferred outflows related to OPEB		67,459
Deferred outflows related to pensions		398,375
Deferred inflows related to OPEB		(692,193)
Deferred inflows related to pensions		(324,796)
Long-term obligations at year end consist of:		
Compensated absences	(312,835)	
Loan payable	(1,141,999)	
Total OPEB liability	(3,408,303)	
Net pension liability	<u>(493,772)</u>	
		<u>(5,356,909)</u>
Net position of governmental activities		<u>\$ 10,744,386</u>

See accompanying notes to the basic financial statements.

GREATER PALM SPRINGS CONVENTION & VISITORS BUREAU

**Statement of Revenue, Expenditures, and Changes in
Fund Balance - Governmental Funds**

**Year ended June 30, 2020
(with comparative information for prior year)**

	General	TBID	Total	
	Fund	Special Revenue	2020	2019
	Fund	Fund		
Revenues:				
City funding	\$ 1,471,011	-	1,471,011	2,012,041
Assessments	-	11,497,681	11,497,681	17,520,582
Membership dues	240,520	-	240,520	280,145
Advertising	282,109	-	282,109	614,573
Promotional participation	217,382	-	217,382	191,713
Event hosting	15,000	-	15,000	111,272
Investment income	83,731	249,570	333,301	334,750
Total Revenues	<u>2,309,753</u>	<u>11,747,251</u>	<u>14,057,004</u>	<u>21,065,076</u>
Expenditures:				
Administration	1,392,270	26,887	1,419,157	1,240,159
Partnership	574,299	-	574,299	532,178
Marketing	822,618	8,874,730	9,697,348	10,462,181
Travel industry sales	141,872	1,010,516	1,152,388	1,556,575
Convention sales	678,065	2,734,919	3,412,984	4,018,738
Destination services	178,832	676,721	855,553	841,507
Capital outlay	12,064	-	12,064	209,320
Total Expenditures	<u>3,800,020</u>	<u>13,323,773</u>	<u>17,123,793</u>	<u>18,860,658</u>
Excess (deficiency) of revenues over (under) expenditures	<u>(1,490,267)</u>	<u>(1,576,522)</u>	<u>(3,066,789)</u>	<u>2,204,418</u>
Other Financing Sources (Uses):				
Issuance of loan	<u>1,141,999</u>	-	<u>1,141,999</u>	-
Net changes in fund balance	(348,268)	(1,576,522)	(1,924,790)	2,204,418
Fund Balances at Beginning of Year	<u>2,704,008</u>	<u>13,771,003</u>	<u>16,475,011</u>	<u>14,270,593</u>
Fund Balances at End of Year	<u>\$ 2,355,740</u>	<u>12,194,481</u>	<u>14,550,221</u>	<u>16,475,011</u>

See accompanying notes to the basic financial statements.

GREATER PALM SPRINGS CONVENTION & VISITORS BUREAU

Reconciliation of the Statement of Revenues, Expenditures and
Changes in Fund Balance of Governmental Funds to the Statement of Activities

Year ended June 30, 2020

Net changes in fund balances - total governmental funds		\$ (1,924,790)
Amounts reported for governmental activities in the statement of activities are different because:		
Capital outlays to purchase or build capital assets are reported in governmental funds as expenditures; however, for governmental activities, those costs are shown in the Statement of Net Position and allocated over their estimated useful lives as annual depreciation expense in the Statement of Activities.		
Depreciation expense	(155,109)	
Capital outlay	<u>12,064</u>	
		(143,045)
Some revenues in the statement of activities that do not provide current financial resources are not reported as revenues in the funds.		30,781
In the Statement of Activities, certain operating expenses, such as compensated absences are measured by the amounts earned during the year. In the governmental funds, however, expenditures for these items are measured by the amount of financial resources used.		(1,646)
Governmental funds report pension contributions as expenditures. However, in the Statement of Net Position, pension expense is measured as the change in net pension liability and the amortization of deferred outflows and inflows related to pensions. This amount represents the net change in pension related amounts.		(208,149)
Governmental funds report OPEB contributions as expenditures. However, in the Statement of Net Position, OPEB expense is measured as the change in total OPEB liability and the amortization of deferred amounts.		(283,748)
The issuance of long term debt provides current financial resources to governmental funds, while the repayment of the principal of long-term debt consumes the current financial resources of governmental funds.		<u>(1,141,999)</u>
Change in net position of governmental activities		<u>\$ (3,672,596)</u>

See accompanying notes to the basic financial statements.

GREATER PALM SPRINGS CONVENTION & VISITORS BUREAU

Statement of Fiduciary Net Position

June 30, 2020

	<u>Trust Fund</u>	<u>Agency Fund</u>
	Defined Benefit Pension Plan	Tourism Foundation
Assets:		
Cash and investments (note 2)	\$ 6,538,944	\$ 46,088
Interest receivable	6,452	-
Due from primary government	440,518	-
Prepaid items	7,921	513
Total Assets	<u>\$ 6,993,835</u>	<u>\$ 46,601</u>
Liabilities:		
Due to Tourism Foundation		<u>\$ 46,601</u>
Net Position:		
Restricted for pensions	<u>\$ 6,993,835</u>	

See accompanying notes to the basic financial statements.

GREATER PALM SPRINGS CONVENTION & VISITORS BUREAU

Statement of Changes in Fiduciary Net Position

Year ended June 30, 2020

	<u>Trust Fund</u>
	Defined Benefit Pension Plan
Additions:	
Employer and employee contributions	\$ 440,518
Investment income	<u>362,359</u>
	<u>802,877</u>
Deductions:	
Benefit payments	187,160
Administrative expenses	<u>52,563</u>
	<u>239,723</u>
Change in Net Position	563,154
Net Position - Beginning	<u>6,430,681</u>
Net Position - Ending	<u>\$ 6,993,835</u>

See accompanying notes to the basic financial statements.

GREATER PALM SPRINGS CONVENTION & VISITORS BUREAU

Notes to the Basic Financial Statements

Year ended June 30, 2020

(1) Summary of Significant Accounting Policies

The basic financial statements of the Greater Palm Springs Convention & Visitors Bureau (CVB) have been prepared in conformity with Generally Accepted Accounting Principles (GAAP) as applied to government units. The Governmental Accounting Standards Board (GASB) is the accepted standard-setting body for establishing governmental accounting and financial reporting principles. The more significant of the CVB's accounting policies are described below.

(a) Reporting Entity

The Greater Palm Springs Convention & Visitors Bureau, a public entity formed under California Government Code, is comprised of various government member organizations pursuant to a Joint Powers Agreement (Agreement). The Agreement was entered into by the member organizations, February 8, 1989, to jointly encourage, promote, and enhance all aspects of the hospitality, convention and tourism industries in the Coachella Valley and to attract visitors from a world-wide market. The member organizations are currently comprised of: Cathedral City, Desert Hot Springs, Indian Wells, Indio, La Quinta, Palm Desert, Palm Springs, Rancho Mirage, and Riverside County. Each member organization makes contributions to the CVB based on the members' transient occupancy tax, which is based on gross sales as defined in the Agreement. The Agreement provides for a two-tiered contribution system based upon transient occupancy tax reported from convention and non-convention properties within the member cities.

In November 2008, the Board of Supervisors of the County of Riverside adopted Ordinance 883 which established the Palm Springs Desert Resort Communities Tourism Business Improvement District (TBID) and the levying of annual assessments. The TBID was established to promote tourism within the desert communities and to fund related programs that will benefit the hotel and motel businesses within the desert communities. The boundaries of the TBID match the operational boundaries of the CVB.

The Tourism Marketing District Assessment (TMD) was created in June 2013 with collection beginning on August 1, 2013. This funding source was assessed on hotels in excess of 50 rooms within the defined eight cities and specified areas in the unincorporated part of the County of Riverside. An assessment of one percent on gross room sales was collected by the CVB through June 2016.

On June 17, 2016, the Joint Powers Authority Executive Committee of the CVB held a public hearing and voted to establish a three percent (3%) Tourism Business Improvement District (TBID) assessment of gross short-term rental revenue to replace the current two percent (2%) Business Improvement District and the one percent (1%) Tourism Marketing District Assessment.

The Greater Palm Springs Tourism Foundation (Foundation) was established in May 2017 to provide support for diverse programming related to the hospitality, convention, and tourism industries with funds raised from individuals, businesses, organizations and other foundations. Initiatives encompass providing education and leadership training, college scholarships, and volunteer and mentor development.

GREATER PALM SPRINGS CONVENTION & VISITORS BUREAU

Notes to the Basic Financial Statements

Year ended June 30, 2020

(1) Summary of Significant Accounting Policies (Continued)

The Foundation is not a component of the CVB and is reported as an agency fund in the accompanying financial statement.

(b) Basis of Accounting and Measurement Focus

Government-Wide Financial Statements – The government-wide financial statements are prepared using the economic resources measurement focus and the accrual basis of accounting. This is the same approach used in the preparation of proprietary fund financial statements but differs from the manner in which governmental fund financial statements are prepared.

The government-wide statement of activities presents a comparison between expenses, both direct and indirect of the CVB and for each governmental function and exclude fiduciary activity. Direct expenses are those that are specifically associated with a service, program, or department and are therefore, clearly identifiable to a particular function. Program revenues include charges paid by the recipients of the goods or services offered by the programs and grants and contributions that are restricted to meeting the operational or capital requirements of a particular program. Revenues that are not classified as program revenues are presented as general revenues. The comparison of program revenues and expenses identifies the extent to which each program or business segment is self-financing or draws from the general revenues of the CVB. Eliminations have been made to minimize the double counting of internal activities.

Net position is reported as restricted when constraints placed on net position use are either externally imposed by creditors (such as through debt covenants), grantors, contributors, or laws or regulations of other governments or imposed by law through constitutional provisions or enabling legislation. The net position restricted for other activities result from special revenue funds and the restrictions on their net position use.

Fund Financial Statements – Fund financial statements report detailed information about the CVB, including fiduciary funds. Each fund is presented in a separate column and the total governmental activities represent a consolidation of all governmental funds.

Governmental Funds – All governmental funds are accounted for using the flow of current financial resources measurement focus and the modified accrual basis of accounting. With this measurement focus, only current assets and current liabilities generally are included on the balance sheet. The statement of revenues, expenditures, and changes in fund balances reports on the sources (revenues and other financing sources) and uses (expenditures and other financing uses) of current financial resources. This approach differs from the manner in which the governmental activities of the government-wide financial statements are prepared. Governmental fund financial statements, therefore, include reconciliations with brief explanations to better identify the relationship between the government-wide financial statements, prepared using the economic resources measurement focus and the accrual basis of accounting,

GREATER PALM SPRINGS CONVENTION & VISITORS BUREAU

Notes to the Basic Financial Statements

Year ended June 30, 2020

(1) Summary of Significant Accounting Policies (Continued)

and the governmental fund financial statements, prepared using the flow of current financial resources measurement focus and the modified accrual basis of accounting.

Fiduciary Funds – Fiduciary funds are accounted for using the flow of economic resources measurement focus and the accrual basis of accounting. Fiduciary funds are excluded from the government-wide financial statements because they do not represent resources of the CVB.

Revenues – Revenue resulting from exchange transactions, in which each party gives and receives essentially equal value, is recorded on the accrual basis when the exchange takes place. On a modified accrual basis, revenue is recorded in the fiscal year in which the resources are measurable and become available. Available means that the resources will be collected within the current fiscal year or are expected to be collected soon enough thereafter, to be used to pay liabilities of the current fiscal year. Generally, available is defined as collectible within 120 days.

Expenses/Expenditures – On the accrual basis of accounting, expenses are recognized at the time they are incurred. The measurement focus of governmental fund accounting is on decreases in net financial resources (expenditures) rather than expenses. Expenditures are generally recognized in the accounting period in which the related fund liability is incurred, if measurable, and typically paid within 90 days. Principal and interest on long-term obligations, which has not matured, are recognized when paid in the governmental funds as expenditures. Allocations of costs, such as depreciation and amortization, are not recognized in the governmental funds but are recognized in the entity-wide statements.

In the fund financial statements, governmental funds are presented using the *current financial resources measurement focus*. This means that only current assets and current liabilities are generally included on their balance sheets. The reported fund balance (net current assets) is considered to be a measure of “available spendable resources.” Governmental fund operating statements present increases (revenues and other financing sources) and decreases (expenditures and other financing uses) in net current assets. Accordingly, they are said to present a summary of sources and uses of “available spendable resources” during a period.

Non-current portions of long-term receivables due to governmental funds are reported on their balance sheets in spite of their spending measurement focus. Special reporting treatments are used to indicate; however, that they should not be considered “available spendable resources,” since they do not represent net current assets.

Due to the nature of their spending measurement focus, expenditure recognition for governmental fund types excludes amounts represented by noncurrent liabilities. Since they do not affect net current assets, such long-term amounts are not recognized as governmental fund type expenditures or fund liabilities.

GREATER PALM SPRINGS CONVENTION & VISITORS BUREAU

Notes to the Basic Financial Statements

Year ended June 30, 2020

(1) Summary of Significant Accounting Policies (Continued)

When both restricted and unrestricted resources are combined in a fund, expenditures are considered to be paid first from restricted resources, and then from unrestricted resources.

(c) Fund Classifications

The accounting system is organized and operated on a fund basis. A fund is defined as a fiscal and accounting entity with a self-balancing set of accounts, which are segregated for the purpose of carrying on specific activities or attaining certain objectives in accordance with special regulations, restrictions, or limitations. The CVB's funds are grouped into two fund categories: governmental and fiduciary.

Governmental Funds – Governmental funds are those through which most governmental functions typically are financed. Governmental fund reporting focuses on the sources, uses, and balances of current financial resources. Expendable assets are assigned to the various governmental funds according to the purposes for which they may or must be used. Current liabilities are assigned to the fund from which they will be paid. The difference between governmental fund assets and liabilities is reported as fund balance. The following are the CVB's major governmental funds:

General Fund – The General Fund is the chief operating fund for all governmental entities. It is used to account for the ordinary operations of the CVB. The primary revenue sources are the city/county funding and member dues. All transactions except those accounted for in another fund are accounted for in this fund.

Tourism Business Improvement District (TBID) Fund – This Special Revenue Fund is used to account for all financial activities associated with the collection of the assessments and the use of such assessments as outlined in the TBID Agreement.

Fiduciary Funds – Fiduciary funds are used to account for assets held in trustee or agent capacity for others that cannot be used to support the CVB's own programs.

Defined Benefit Pension Plan Trust Fund – This fund is used to account for the activities of the Greater Palm Springs Convention and Visitors Bureau Defined Benefit Trust, which accumulates resources for pension benefit payments to qualified CVB employees.

Tourism Foundation Agency Fund – This fund is used to account for the assets held by the Tourism Foundation fund which the CVB has fiduciary responsibility.

(d) Cash and Cash Equivalents

All cash and investments are held in the CVB's cash management pool. The CVB considers all highly liquid investments with a maturity of three months or less to be cash equivalents. Therefore, for purposes of the statement of cash flows, the CVB

GREATER PALM SPRINGS CONVENTION & VISITORS BUREAU

Notes to the Basic Financial Statements

Year ended June 30, 2020

(1) Summary of Significant Accounting Policies (Continued)

considers the entire pooled cash and investment balance to be cash and cash equivalents.

(e) Fair Value

The CVB categorizes its fair value measurements within the fair value hierarchy established by generally accepted accounting principles. As of June 30, 2020, the CVB had no investments with recurring fair value measurements.

In determining fair value, the CVB's custodians use various methods including market and income approaches. Based on these approaches, the CVB's custodians utilize certain assumptions that market participants would use in pricing the asset or liability. The CVB's custodians utilize valuation techniques that maximize the use of observable inputs and minimize the use of unobservable inputs.

Various inputs are used in determining the value of the CVB's investments and other financial instruments. The inputs or methodology used for valuing securities are not necessarily an indication of the risk associated with investing in those securities. These inputs are summarized in the three broad levels: Level 1 – quoted prices in active markets for identical investments, Level 2 – other significant observable inputs (including quoted prices for similar securities, interest rates, prepayment speeds, credit risk, etc.) and Level 3 – significant unobservable inputs (including the CVB's own assumptions in determining the fair value of instruments).

(f) Investments

Investments are reported at fair value, which is the amount at which financial instruments could be exchanged in a current transaction between willing parties. Investments are measured at fair value on a recurring basis. Recurring fair value measurements are those that Governmental Accounting Standards Board (GASB) Statements require or permit in the statement of net position at the end of each reporting period. Fair value measurements are categorized based on the valuation inputs used to measure an asset's fair value: Level 1 inputs are quoted prices in active markets for identical assets; Level 2 inputs are significant other observable inputs; Level 3 inputs are significant unobservable inputs. Management reviews investments for events that might affect fair value measurements of investments on a monthly basis. The evaluation is performed at the lowest level of identifiable unit of account.

(g) Prepaid Items

Prepaid items represent amounts paid in advance of receiving goods or services.

(h) Stores Inventories

Stores inventories consist of expendable supplies held for consumption and recorded as an expense when used rather than when purchased. Inventories are stated at cost and are tracked monthly by the CVB.

GREATER PALM SPRINGS CONVENTION & VISITORS BUREAU

Notes to the Basic Financial Statements

Year ended June 30, 2020

(1) Summary of Significant Accounting Policies (Continued)

(i) Capital Assets

The accounting and reporting treatment applied to the capital assets associated with a fund are determined by its measurement focus. Capital assets are long-lived assets of the CVB. The CVB maintains a capitalization threshold of \$5,000 for tangible assets and \$50,000 for intangible assets. The costs of normal maintenance and repairs that do not add to the value of the asset or materially extend an asset's life are not capitalized but are expensed as incurred.

When purchased, assets are recorded as expenditures in the governmental funds and capitalized in the government-wide statement of net position. The valuation basis for capital assets is historical cost, or where historical cost is not available, estimated historical cost based on replacement cost. Donated capital assets are recorded at acquisition value.

Depreciation is calculated on the straight-line method over the following estimated useful lives of the assets:

Buildings	20 - 39 years
Improvements	15 years
Equipment	3 - 10 years

(j) Interfund Activity

Interfund transfers and interfund receivables and payables are eliminated during the consolidation process in the entity-wide financial statements.

(k) Compensated Absences

Compensated absences are accrued as a liability as the benefits are earned. The entire compensated absence liability is reported on the government-wide statement of net assets. For governmental funds, the current portion of unpaid compensated absences is recognized upon the occurrence of relevant events such as employee resignations and retirements that occur prior to year-end that have not yet been paid with expendable available financial resources. These amounts are reported in the fund from which the employees who have accumulated leave are paid.

(l) Pensions

For purposes of measuring the net pension liability and deferred outflows/inflows of resources related to pensions, and pension expense, information about the fiduciary net position of the Greater Palm Springs Convention & Visitors Bureau Defined Benefit Pension Plan and additions to/deductions from the Plan's fiduciary net position have been determined on the same basis as they are reported by the actuary. For this purpose, benefit payments (including refunds of employee contributions) are recognized when due and payable in accordance with the benefit terms. Investments are reported at fair value.

GREATER PALM SPRINGS CONVENTION & VISITORS BUREAU

Notes to the Basic Financial Statements

Year ended June 30, 2020

(1) Summary of Significant Accounting Policies (Continued)

The following timeframes are used for pension reporting:

Valuation Date	June 30, 2020
Measurement Date	June 30, 2020
Measurement Period	July 1, 2019 to June 30, 2020

(m) Other Post-Employment Benefits

For purposes of measuring the total OPEB liability, deferred outflows of resources and deferred inflows of resources related to OPEB, and OPEB expense, and information about the plan (OPEB Plan), have been determined by an independent actuary. For this purpose, benefit payments are recognized when currently due and payable in accordance with the benefit terms.

Generally accepted accounting principles require that the reported results must pertain to the liability information within certain defined timeframes. For this report, the following timeframes are used:

Valuation Date	June 30, 2019
Measurement Date	June 30, 2019
Measurement Period	July 1, 2018 to June 30, 2019

(n) Deferred Outflows/Inflows of Resources

In addition to assets, the Statement of Net Position reports a separate section for deferred outflows of resources. This separate financial statement element, deferred outflows of resources, represents a consumption of net positions that applies to a future period and so will not be recognized as an outflow of resources (expense) until then. The CVB has two items that qualify for reporting in this category, deferred outflows related to pensions and OPEB.

In addition to liabilities, the Statement of Net Position reports a separate section for deferred inflows of resources. This separate financial statement element, deferred inflows of resources, represents an acquisition of net position that applies to a future period and will not be recognized as an inflow (revenue) until that time. The CVB has two items that qualify for reporting in this category, deferred inflow related to pensions and OPEB. A third item, unavailable revenue, is reported only in the governmental funds balance sheet. These amounts are deferred and recognized as an inflow of resources in the period that the amounts become available.

(o) Fund Balance

Fund balances are reported in the fund statements in the following classifications:

Nonspendable Fund Balance – this includes amounts that cannot be spent because they are either not spendable in form (such as inventory) or legally or contractually required to be maintained intact (such as endowments).

GREATER PALM SPRINGS CONVENTION & VISITORS BUREAU

Notes to the Basic Financial Statements

Year ended June 30, 2020

(1) Summary of Significant Accounting Policies (Continued)

Restricted Fund Balance – this includes amounts that can be spent only for specific purposes stipulated by legal requirements imposed by other governments, external resource providers, or creditors. Board of Directors imposed restrictions do not create restricted fund balance unless the legal document that initially authorized the revenue (associated with that portion of fund balance) also included language that specified the limited use for which the authorized revenues were to be expended.

Committed Fund Balance – this includes amounts that can only be used for specific purposes pursuant to constraints imposed by formal action of the Board of Directors. Those committed amounts cannot be used for any other purpose unless the Board removes or changes the specified use by taking the same type of action (for example, resolution, ordinance, minutes action, etc.) that it employed to previously commit those amounts. If the Board action that limits the use of the funds was separate from the action that initially created the revenues that form the basis for the fund balance, then the resulting fund balance is considered to be committed, not restricted.

The CVB considers a resolution to constitute a formal action of the Board of Directors for the purposes of establishing committed fund balance.

Assigned Fund Balance – this includes amounts that are intended to be used for specific purposes as indicated either by the Board of Directors or by persons to whom the Board has delegated the authority to assign amounts for specific purposes.

Unassigned Fund Balance – this includes the remaining spendable amounts which are not included in one of the other classifications.

It is the CVB's policy that restricted resources will be applied first, followed by (in order of application) committed, assigned, and unassigned resources, in the absence of a formal policy adopted by the Board of Directors.

(p) Estimates

The preparation of financial statements in accordance with generally accepted accounting principles requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

(q) Comparative Information

Selected information regarding the prior year has been included in the accompanying financial statements. This information has been included for comparison purposes only and does not represent a complete presentation in accordance with generally accepted accounting principles. Accordingly, such information should be read in conjunction with the government's prior year financial statements, from which selected financial data was derived. The CVB has reclassified certain prior year information to conform with current year presentations.

GREATER PALM SPRINGS CONVENTION & VISITORS BUREAU

Notes to the Basic Financial Statements

Year ended June 30, 2020

(2) Cash and Investments

Cash and investments are classified in the accompanying financial statements as follows:

Statement of Net Position	
Cash and investments	\$ 14,854,428
Restricted cash and investments	396,578
Statement of Fiduciary Net Position	
Cash and investments	<u>6,585,032</u>
Total cash and investments	<u>\$ 21,836,038</u>

Cash and investments as of June 30, 2020, consist of the following:

Cash on hand and in banks	\$ 2,841,261
Investments	<u>18,994,777</u>
Total cash and investments	<u>\$ 21,836,038</u>

Investments Authorized by the CVB's Investment Policy

The table below identifies the investment types that are authorized for the CVB by the California Government Code and the CVB's policy, whichever is more restricted.

The table also identifies certain provisions of the California Government Code that address interest rate risk that are governed by the provisions of debt agreements of the CVB, rather than the general provisions of the California Government Code.

<u>Authorized Investments</u>	<u>Maximum Maturity*</u>	<u>Percentage of Portfolio*</u>	<u>Investment In One Issuer*</u>
U.S. Treasury Securities	5 years	60%	None
Federal Agency Securities	5 years	60%	None
Banker's Acceptances	180 days	40%	20%
Commercial Paper	270 days	15%	10%
Negotiable Certificates of Deposit	5 years	30%	5%
Medium-Term Corporate Notes	5 years	20%	None
Bank Demands	N/A	5%	None
Repurchase Agreements	1 year	20%	None
Money Market Mutual Funds	N/A	10%	None
Local Agency Investment Fund	N/A	None	None
Managed Pools	N/A	None	20%
Mortgage Pass-Through Securities	5 years	10%	None
Placement Certificates of Deposits	5 years	30%	None

GREATER PALM SPRINGS CONVENTION & VISITORS BUREAU

Notes to the Basic Financial Statements

Year ended June 30, 2020

(2) Cash and Investments (Continued)

Investments Authorized by Trust Agreements

Restricted cash and investments are governed by provisions of the pension and OPEB trust agreements, rather than the general provisions of the California Government Code or the CVB's investment policy.

<u>Authorized Investments</u>	<u>Maximum Maturity</u>	<u>Target Percentage of Portfolio</u>	<u>Investment In One Issuer</u>
Equity securities	None	45.00%	None
Fixed income	None	47.50%	None
Alternative hedge funds	None	7.50%	None

Disclosures Relating to Interest Rate Risk

Interest rate risk is the risk that changes in market interest rates will adversely affect the fair value of an investment. Generally, the longer the maturity of an investment the greater the sensitivity of its fair value to changes in market interest rates. One of the ways that the CVB manages its exposure to interest rate risk is by purchasing a combination of shorter term and longer-term investments and by timing cash flows from maturities so that a portion of the portfolio is maturing or coming close to maturity evenly over time as necessary to provide the cash flow and liquidity needed for operations.

Information about the sensitivity of the fair values of the CVB's investments to market interest rate fluctuations are provided by the following table that shows the distribution of the CVB's investments by maturity as of June 30, 2020.

<u>Investment Type</u>	<u>Fair Value</u>	<u>12 Months Or Less</u>
State Investment Pool (LAIF)	\$ 9,037,422	9,037,422
CalTrust Pooled Investment Fund	3,147,713	3,147,713
Restricted Investments:		
Equity securities	162,193	162,193
Fixed income	224,459	224,459
Held in Pension Trust:		
Equity securities	2,557,300	2,557,300
Fixed income	3,658,565	3,658,565
Alternative hedge funds	<u>207,125</u>	<u>207,125</u>
 Total	 <u>\$ 18,994,777</u>	 <u>18,994,777</u>

GREATER PALM SPRINGS CONVENTION & VISITORS BUREAU

Notes to the Basic Financial Statements

Year ended June 30, 2020

(2) Cash and Investments (Continued)

Credit Risk

Generally, credit risk is the risk that an issuer of an investment will not fulfill its obligation to the holder of the investment. This is measured by the assignment of a rating by a nationally recognized statistical rating organization.

Presented below is the minimum rating required by (where applicable) the California Government Code or the CVB's Investment Policy, or debt agreements, and the S&P ratings as of June 30, 2020 for each investment type.

The CVB's rating as of the year ended June 30, 2020 for each investment type are as follows:

<u>Investment Type</u>	<u>Total</u>	<u>Minimum Legal Rating</u>	<u>Not Rated</u>
State Investment Pool (LAIF)	\$ 9,037,422	N/A	9,037,422
CalTrust Pooled Investment Fund	3,147,713	N/A	3,147,713
Restricted Investments:			
Equity securities	162,193	N/A	162,193
Fixed income	224,459	N/A	224,459
Held in Pension Trust:			
Equity securities	2,557,300	N/A	2,557,300
Fixed income	3,658,565	N/A	3,658,565
Alternative hedge funds	<u>207,125</u>	N/A	<u>207,125</u>
Total	<u>\$ 18,994,777</u>		<u>18,994,777</u>

Custodial Credit Risk

Custodial credit risk for *deposits* is the risk that, in the event of failure of a depository financial institution, a government will not be able to recover its deposits or will not be able to recover collateral securities that are in the possession of an outside party. The custodial credit risk for *investments* is the risk that, in the event of the failure of the counterparty (e.g., broker-dealer) to a transaction, a government will not be able to recover the value of its investment or collateral securities that are in possession of another party. The California Government Code and the CVB's investment policy do not contain legal or policy requirements that would limit the exposure to custodial credit risk for deposits or investments, other than the following provision for deposits: The California Government Code requires that a financial institution secure deposits made by state or local governmental units by pledging securities in an undivided collateral pool held by a depository regulated under state law (unless so waived by the governmental unit). The fair value of the pledged securities in the collateral pool must equal at least 110 percent of the total amount deposited by the public agencies.

California law also allows financial institutions to secure deposits by pledging first trust deed mortgage notes having a value of 150 percent of the secured deposits.

GREATER PALM SPRINGS CONVENTION & VISITORS BUREAU

Notes to the Basic Financial Statements

Year ended June 30, 2020

(2) Cash and Investments (Continued)

Investment Pools

Local Agency Investment Fund (LAIF) – The CVB is a voluntary participant in the Local Agency Investment Fund (LAIF) that is regulated by California Government Code Section 16429 under the oversight of the Treasurer of the State of California. The fair value of the CVB's investment in the Pool is reported in the accompanying financial statement at amounts based upon the CVB's pro-rata share of the fair value provided by LAIF for the entire LAIF portfolio (in relation to the amortized cost of that portfolio). The balance available for withdrawal is based on the accounting records maintained by LAIF, which is recorded on the amortized cost basis. LAIF is not registered with the Securities and Exchange Commission and is not rated.

Investment Trust of California (CalTrust) – The CVB is a voluntary participant in the Investment Trust of California (CalTrust). Organized as a Joint Powers Authority (JPA), CalTrust is a program established by public agencies in California for the purpose of pooling and investing local agency funds. A Board of Trustees supervises and administers the investment program of the Trust. CalTrust invests in fixed income securities eligible for investment pursuant to California Government Code Sections 53601, et. Seq. and 53635, et. Seq. The CVB reports its investment in CalTrust at the fair value amount provided by CalTrust, which is the same as the value of the pool shares.

Fair Value Measurement

The CVB categorizes its fair value investments within the fair value hierarchy established by generally accepted accounting principles. The CVB has the following recurring fair value measurements as of June 30, 2020:

<u>Investment Type</u>	<u>Level 1</u>	<u>Fair Value Hierarchy</u>		<u>Total</u>
		<u>Level 2</u>	<u>Level 3</u>	
Restricted Investments:				
Equity securities	\$ 162,193	-	-	162,193
Fixed income	224,459	-	-	224,459
Held in Pension Trust:				
Equity securities	2,557,300	-	-	2,557,300
Fixed income	3,658,565	-	-	3,658,565
Alternative hedge funds	<u>207,125</u>	<u>-</u>	<u>-</u>	<u>207,125</u>
Total Investments subject to fair value measurement	<u>\$ 6,809,642</u>	<u>-</u>	<u>-</u>	<u>6,809,642</u>

GREATER PALM SPRINGS CONVENTION & VISITORS BUREAU

Notes to the Basic Financial Statements

Year ended June 30, 2020

(3) Receivables

Receivables at June 30, 2020, consisted of service, tribal, CVB sources, and the Tourism Business Improvement District (TBID) Assessment funds due from lodging properties.

Tribal Assessments	\$ 14,590
Other local sources	64,769
TBID Assessments	<u>336,135</u>
Total receivables	<u>\$ 415,494</u>

(4) Capital Assets

Capital assets are as follows for the year ended June 30, 2020:

	Balance at July 1, 2019	Additions	Deletions	Balance at June 30, 2020
Capital assets not being depreciated:				
Fine art	\$ 45,200	-	-	<u>45,200</u>
Total capital assets not being depreciated	<u>45,200</u>	-	-	<u>45,200</u>
Capital assets being depreciated:				
Land improvements	211,825	-	-	211,825
Building and improvements	2,856,781	-	-	2,856,781
Furniture and equipment	1,300,763	12,064	-	1,312,827
Vehicles	<u>93,337</u>	-	-	<u>93,337</u>
Total capital assets being depreciated	<u>4,462,706</u>	<u>12,064</u>	-	<u>4,474,770</u>
Less accumulated depreciation:				
Land improvements	(107,233)	(10,591)	-	(117,824)
Buildings and improvements	(1,058,445)	(75,929)	-	(1,134,374)
Furniture and equipment	(1,121,965)	(49,922)	-	(1,171,887)
Vehicles	<u>(5,770)</u>	<u>(18,667)</u>	-	<u>(24,437)</u>
Total accumulated depreciation	<u>(2,293,413)</u>	<u>(155,109)</u>	-	<u>(2,448,522)</u>
Total capital assets being depreciated, net	<u>2,169,293</u>	<u>(143,045)</u>	-	<u>2,026,248</u>
Capital assets, net	<u>\$ 2,214,493</u>	<u>(143,045)</u>	-	<u>2,071,448</u>

GREATER PALM SPRINGS CONVENTION & VISITORS BUREAU

Notes to the Basic Financial Statements

Year ended June 30, 2020

(4) Capital Assets (Continued)

Depreciation expense was charged to the following functions:

Administration	\$	20,163
Partnership		26,369
Marketing		66,697
Travel industry sales		13,960
Convention sales		10,858
Destination services		<u>17,062</u>
Total depreciation	\$	<u>155,109</u>

(5) Long-Term Liabilities

The change in long-term liabilities during the year were as follows:

	Balance at July 1, 2019	Additions	Deletions	Balance at June 30, 2020	Due in One Year
Loan payable	\$ -	1,141,999	-	1,141,999	141,502
Compensated absences	<u>311,189</u>	<u>258,385</u>	<u>(256,739)</u>	<u>312,835</u>	<u>121,194</u>
Total	<u>\$ 311,189</u>	<u>1,400,384</u>	<u>(256,739)</u>	<u>1,454,834</u>	<u>262,696</u>

Compensated absences are paid from the fund for which the employee worked.

Loan Payable

On May 13, 2020, CVB received loan proceeds in the amount of \$1,141,999 under the Paycheck Protection Program (PPP). The PPP, established as part of the Coronavirus Aid, Relief and Economic Security Act (CARES Act), provides for loans to qualifying businesses in amounts up to 2.5 times of the average monthly payroll expenses of the qualifying business. The loans and accrued interest are forgivable after 24 weeks if the borrower uses the loan proceeds for eligible purposes, including payroll, benefits, rent and utilities, and maintains its payroll levels. The amount of loan forgiveness will be reduced if the borrower terminates employees or reduces salaries during the 24 week period.

The unforgiven portion of the PPP loan is payable over two years at an interest rate of 1%, with a deferral of payments for the first six months. The bank subsequently extended the first payment until April 1, 2021. The CVB intends to use the proceeds for purposes consistent with the PPP. The CVB intends to apply for forgiveness when the application for Wells Fargo Bank is released and believes that its use of the loan proceeds will meet the conditions for forgiveness of the loan.

GREATER PALM SPRINGS CONVENTION & VISITORS BUREAU

Notes to the Basic Financial Statements

Year ended June 30, 2020

(5) Long-Term Liabilities (Continued)

The annual debt service requirements for the loan payable as of June 30, 2020 are as follows:

Year Ending June 30	Principal	Interest	Total
2021	\$ 141,502	2,737	144,239
2022	569,556	7,399	576,955
2023	<u>430,941</u>	<u>1,798</u>	<u>432,739</u>
Total	<u>\$ 1,141,999</u>	<u>11,934</u>	<u>1,153,933</u>

(6) Other Post-Employment Benefits (OPEB)

Plan Description

The CVB's defined benefit OPEB plan (Plan) provides healthcare benefits to eligible retirees. The CVB sponsors healthcare coverage under the California Public Employees Medical and Hospital Care Act (PEMHCA), commonly referred to as PERS Health. PEMHCA provides health insurance through a variety of Health Maintenance Organization (HMO) and Preferred Provider Organization (PPO) options.

The Greater Palm Springs Convention & Visitors Bureau Retiree Healthcare Plan is a single-employer defined benefit healthcare plan administered by the CVB which provides healthcare benefits to eligible retirees and their spouses in accordance with benefit provisions, which are established and may be amended by the CVB. Assets are accumulated in a trust; however, the trust does not meet the criteria in paragraph 4 of Statement 75. As a result, the trust assets are reported in the General Fund as restricted cash and investments.

Benefits Provided

Employees who have obtained age 55, have at least 10 years of service, and participate in the Greater Palm Springs Defined Benefit Pension Plan are eligible for a CVB-paid contribution. The CVB contributes towards individual medical, dental and vision policies for qualified retirees up to Medicare eligibility. Once a retiree is Medicare eligible, the CVB will pay a Medicare supplemental plan and Medicare Part D. The monthly contribution is 50% of the total premium (medical, dental, and vision) for those with 10 years of service, increasing by increments of 5% per each additional year of service, until 20 years, where the contribution is 100%. Spouse benefits are available. In addition, the CVB contributes the PEMHCA administrative fee. CVB-paid benefits are provided for the lifetime of the retiree.

GREATER PALM SPRINGS CONVENTION & VISITORS BUREAU

Notes to the Basic Financial Statements

Year ended June 30, 2020

(6) Other Post-Employment Benefits (OPEB) (Continued)

Plan Membership

At June 30, 2020, membership consisted of the following:

Active members	27
Inactive plan members or beneficiaries currently receiving benefit payments	<u>5</u>
Total plan members	<u><u>32</u></u>

Contributions

The contribution requirements of the plan members and the CVB are established by and may be amended by the CVB. The CVB funds the plan benefits on a pay-as-you-go basis. Participants are required to contribute to the cost of benefits under the plan. The CVB pays 50% of the benefit premium as a base contribution plus an additional five percent of the benefit premium for each full year of continuous paid service with the CVB in excess of 10 years of service.

GASB requires governments to account for other post-employment benefits (OPEB) on an accrual basis, rather than a pay-as-you-go basis. The effect is the recognition of an actuarially determined expense when a future retiree earns their post-employment benefits, rather than when they use their post-employment benefits.

Total OPEB Liability

The CVB's total OPEB liability was measured as of June 30, 2019 and was determined by an actuarial valuation as of that date. Changes in the total OPEB Liability were as follows:

Balance at June 30, 2018	<u>\$ 3,514,120</u>
Changes recognized for the measurement period:	
Service cost	345,633
Interest	138,929
Differences between actual and expected experience	(568,874)
Changes of assumptions	22,758
Contributions - employer	-
Net investment income	-
Benefit payments	(44,263)
Administrative expense	-
Net Changes	<u>(105,817)</u>
Balance at June 30, 2019	<u>\$ 3,408,303</u>
<i>(Measurement Date June 30, 2019)</i>	<u>\$ 3,408,303</u>

GREATER PALM SPRINGS CONVENTION & VISITORS BUREAU

Notes to the Basic Financial Statements

Year ended June 30, 2020

(6) Other Post-Employment Benefits (OPEB) (Continued)

Actuarial Assumptions

The Total OPEB liability was determined using the following actuarial assumptions, applied to all periods included in the measurement, unless otherwise specified:

Actuarial Cost Method	Entry Age, Level Percent of Pay
Actuarial Assumptions:	
Recognition of deferred inflows and outflows of resources	Closed period equal to the average of the expected remaining service lives of all employees provided with OPEB
Salary increases	3.00 percent
Inflation rate	3.00 percent
Discount rate	3.13 percent
Healthcare cost trend rate	6.00 percent for 2019; 5.90 percent for 2020; 5.80 percent for 2021; and decreasing 0.10 percent per year to an ultimate rate of 5.00 percent for 2029 and later years.

Pre-retirement mortality rates were based on the CalPERS Pre-Retirement Mortality Miscellaneous and Schools (1997-2015). Post-retirement mortality rates were based on the CalPERS Post-Retirement Mortality Miscellaneous and Schools (1997-2015).

Actuarial assumptions used in the June 30, 2019 valuation were based on a review of Plan experience during the period of July 1, 2017 to June 30, 2019.

Discount Rate

GASB requires a discount rate that reflects the following:

- a) The long-term expected rate of return on OPEB plan investments – to the extent that the OPEB plan’s fiduciary net position (if any) is projected to be enough to make projected benefit payments and assets are expected to be invested using a strategy to achieve that return;
- b) A yield or index rate for 20-year, tax-exempt general obligation municipal bonds with an average rating of AA/Aa or higher – to the extent that the conditions in (a) are not met.

To determine a resulting single (blended) rate, the amount of the plan’s projected fiduciary net position (if any) and the amount of projected benefit payments is compared in each period of projected benefit payments. The discount rate used to measure the Bureau’s Total OPEB liability is based on these requirements and the following information:

Reporting Date	Measurement Date	Long-Term Expected Return of Plan Investments (if any)	Fidelity GO AA 20 Years Municipal Index	Discount Rate
June 30, 2020	June 30, 2019	4.00%	3.13%	3.13%

GREATER PALM SPRINGS CONVENTION & VISITORS BUREAU

Notes to the Basic Financial Statements

Year ended June 30, 2020

(6) Other Post-Employment Benefits (OPEB) (Continued)

Sensitivity of the Total OPEB liability to changes in the discount rate

The following presents the Total OPEB liability, as well as what the Total OPEB liability would be if it were calculated using a discount rate that is 1-percentage point lower or 1-percentage-point higher than the current discount rate:

	1% Decrease (2.13%)	Discount Rate (3.13%)	1% Increase (4.13%)
OPEB Liability	\$3,943,517	\$3,408,303	\$2,976,374

Sensitivity of the Total OPEB liability to changes in the healthcare cost trend rates

The following presents the Total OPEB liability, as well as what the Total OPEB liability would be if it were calculated using a discount rate that 1-percentage point lower or 1-percentage-point higher than the current discount rate:

	1% Decrease (5.00% decreasing to 4.00%)	Trend Rates (6.00% decreasing to 5.00%)	1% Increase (7.00% decreasing to 6.00%)
OPEB Liability	\$2,924,512	\$3,408,303	\$4,013,269

Amortization of Deferred Outflows and Deferred Inflows of Resources

Under GASB 75, actuarial gains and losses related to changes in total OPEB liability are recognized in OPEB expense systematically over time.

The first amortized amounts are recognized in OPEB expense for the year the gain or loss occurs. The remaining amounts are categorized as deferred outflows and deferred inflows of resources related to OPEB and are to be recognized in future OPEB expense.

The amortization period differs depending on the source of the gain or loss:

Net difference between projected and actual earnings	5-year straight-line amortization
All other amounts	Straight-line amortization over the average expected remaining service lives of all members that are provided with benefits (active, inactive, and retired) as of the beginning of the measurement period.

GREATER PALM SPRINGS CONVENTION & VISITORS BUREAU

Notes to the Basic Financial Statements

Year ended June 30, 2020

(6) Other Post-Employment Benefits (OPEB) (Continued)

Deferred Outflows of Resources and Deferred Inflows of Resources Related to OPEB

The CVB's OPEB expense was \$328,011 for the fiscal year ended June 30, 2020. As of fiscal year ended June 30, 2020, the CVB's deferred outflows of resources and deferred inflows of resources related to OPEB from the following sources are:

	<u>Deferred Outflows of Resources</u>	<u>Deferred Inflows of Resources</u>
Contributions subsequent to the measurement period	\$ 49,253	-
Differences between expected and actual experience	-	(455,099)
Changes in assumptions	18,206	(237,094)
Total	<u>\$ 67,459</u>	<u>\$ (692,193)</u>

The \$49,253 reported as deferred outflows of resources related to contributions subsequent to the June 30, 2019 measurement date will be recognized as a reduction of the total OPEB liability during the fiscal year ending June 30, 2021. Other amounts reported as deferred outflows of resources related to OPEB will be recognized as expense as follow:

Fiscal Year Ended June 30:	Deferred Outflows/(Inflows) of Resources
2021	\$ (151,561)
2022	(151,561)
2023	(151,561)
2024	(151,562)
2025	(42,338)
Thereafter	(25,404)

(7) Defined Benefit Pension Plan

General Information about the Pension Plans

Plan Description

The CVB sponsors a defined benefit pension plan, Greater Palm Springs Convention & Visitors Bureau Defined Benefit Trust (the Trust), a single-employer plan, which provides retirement benefits to plan members and beneficiaries. The Plan is authorized under Section 31694(a) of the California Government Code for the sole purpose of providing funding for eligible employees. Eligible employees must be 21 years of age, have worked at least one plan year (July through June), and worked over 1,000 hours during a plan year. The plan calls for benefits to be paid to eligible employees at retirement, based primarily upon years of service with the CVB and compensation rates near retirement.

GREATER PALM SPRINGS CONVENTION & VISITORS BUREAU

Notes to the Basic Financial Statements

Year ended June 30, 2020

(7) Defined Benefit Pension Plan (Continued)

Benefits Provided

The CVB provides retirement benefits to plan members. Benefits are based on years of credited service, equal to one year of full time employment with the retirement formula of 2.0% at 52 for existing "classic" members and 2% at 62 for "new" members. The cost of living adjustments for the plan are applied as specified by the Public Employees' Retirement Law.

The Plan's provisions and benefits in effect at June 30, 2020 are summarized as follows:

Hire Date	Classic - Prior to January 1, 2013	New - On or after January 1, 2013
Benefit formula	2% @ 52	1.0-2.5% @ 62
Benefit vesting schedule	5 years of service	5 years of service
Benefit payments	monthly for life	monthly for life
Retirement age	52-67	52-67
Monthly benefits, as a % of eligible compensation	2.00%	2.00%

Members covered by Benefit Terms

At June 30, 2019 (Valuation Date), the following members were covered by the benefit terms:

Inactive employees or beneficiaries currently receiving benefits	8
Inactive employees entitled to but not yet receiving benefits	22
Active employees	20
Total	50

Actuarial Methods and Assumptions Used to Determine Total Pension Liability

The June 30, 2020 pension liability was based on the following actuarial methods and assumptions.

Valuation Date	June 30, 2020
Measurement Date	June 30, 2020
Actuarial Cost Method	Entry-Age Normal Cost Method

Actuarial Assumptions:

Discount Rate	6.00%
Inflation	2.75%
Payroll Growth	2.75%
Investment Rate of Return	6.00%

GREATER PALM SPRINGS CONVENTION & VISITORS BUREAU

Notes to the Basic Financial Statements

Year ended June 30, 2020

(7) Defined Benefit Pension Plan (Continued)

The mortality table used was developed based on CalPERS-specific data. The probabilities of mortality are based on the 2017 CalPERS Experience Study for the period from 1997 to 2015. Pre-retirement and Post-retirement mortality rates include 15 years of projected mortality improvement using 90% of Scale MP-2016 published by the Society of Actuaries. For more details on this table, please refer to the CalPERS Experience Study and Review of Actuarial Assumptions report from December 2017 that can be found on the CalPERS website.

Discount Rate

The discount rate used to measure the total pension liability was 6.00 percent. The projection of cash flows used to determine the discount rate assumed that employee contributions will be made at the current contribution rate and that the CVB's contributions will be made at rates equal to the difference between actuarially determined contribution rates and the employee rate. Based on those assumptions, the pension plan's fiduciary net position was projected to be available to make all projected future benefit payments of current active and inactive employees. Therefore, the long-term expected rate of return on pension plan investments was applied to all periods of projected benefit payments to determine the total pension liability.

In determining the long-term expected 6.00 percent rate of return on pension plan investments, the CVB considered both the short and long-term market return expectations as well as the expected pension fund cash flows. Such cash flows were developed assuming that both members and employers will make their required contributions on time and as scheduled in all future years. Using historical returns of all the pension funds' asset classes, expected compound (geometric) returns were calculated over the short-term (first 10 years) and the long-term (11-60 years) using a building-block approach. Using the expected nominal returns for both short-term and long-term, the present value of benefits was calculated for each fund.

The expected rate of return was set by calculating the single equivalent expected return that arrived at the same present value of benefits for cash flows as the one calculated using both short-term and long-term returns. The expected rate of return was then set equivalent to the single equivalent rate calculated above and rounded down to the nearest on quarter of one percent.

The table below reflects the long-term expected rate of return by asset class. The rate of return was calculated using the capital market assumptions applied to determine the discount rate and asset allocation.

<u>Asset Class</u>	<u>Target Allocation</u>
Barclays US Govt CRD Interim Index	47.0%
3 Month Treasury Bills	3.0%
S&P 500 Index	30.0%
Russell 2000 Index	5.0%
MSCI EAFE Index	10.0%
MSCI Emerging Markets	5.0%
Total	<u>100%</u>

GREATER PALM SPRINGS CONVENTION & VISITORS BUREAU

Notes to the Basic Financial Statements

Year ended June 30, 2020

(7) Defined Benefit Pension Plan (Continued)

Changes in the Net Pension Liability

The changes in the net pension liability are as follows:

	Increase (Decrease)		
	Total Pension Liability (a)	Plan Fiduciary Net Position (b)	Net Pension Liability (c) = (a) - (b)
Balance at June 30, 2019	\$ 7,020,764	6,430,681	590,083
Changes recognized for the measurement period:			
Service cost	455,984	-	455,984
Interest	429,311	-	429,311
Differences between actual and expected experience	(231,292)	-	(231,292)
Changes of assumptions	-	-	-
Contributions - employer	-	355,191	(355,191)
Contributions - member	-	85,327	(85,327)
Net investment income	-	362,359	(362,359)
Benefit payments	(187,160)	(187,160)	-
Administrative expense	-	(52,563)	52,563
Net Changes	466,843	563,154	(96,311)
Balance at June 30, 2020 <i>(Measurement Date June 30, 2020)</i>	<u>\$ 7,487,607</u>	<u>6,993,835</u>	<u>493,772</u>

Sensitivity of the Net Pension Liability to Changes in the Discount Rate

The following presents the net pension liability of the Plan as of the Measurement Date, calculated using the discount rate of 6.00 percent, as well as what the net pension liability would be if it were calculated using a discount that is 1 percentage-point lower (5.00 percent) or 1 percentage point higher (7.00 percent) than the current rate:

	1% Decrease 5.00%	Discount Rate 6.00%	1% Increase 7.00%
Net Pension Liability	1,557,396	493,772	(396,296)

Amortization of Deferred Outflows and Deferred Inflows of Resources

Under GASB 68, actuarial gains and losses related to changes in total pension liability and fiduciary net pension are recognized in pension expense systematically over time.

The first amortized amounts are recognized in pension expense for the year the gain or loss occurs. The remaining amounts are categorized as deferred outflows and deferred inflows of resources related to pensions and are to be recognized in future pension expense.

GREATER PALM SPRINGS CONVENTION & VISITORS BUREAU

Notes to the Basic Financial Statements

Year ended June 30, 2020

(7) Defined Benefit Pension Plan (Continued)

The amortization period differs depending on the source of the gain or loss:

Net difference between projected and actual earnings	5-year straight-line amortization
All other amounts	Straight-line amortization over the average expected remaining service lives of all members that are provided with benefits (active, inactive, and retired) as of the beginning of the measurement period.

Deferred outflows of resources and deferred inflows of resources relating to Differences Between Expected and Actual Experience, Changes of Assumptions and employer-specific amounts are amortized over the Expected Average Remaining Service Lifetime (EARSL) of members provided with pensions through the Plan. The EARSL for the Plan for the measurement date ending June 30, 2020 is 5 years.

Pension Expense and Deferred Outflows and Deferred Inflows of Resources Related to Pensions

For the year ended June 30, 2020, the CVB recognized a pension expense of \$563,340 for the Plan. As of June 30, 2020, the CVB reports deferred outflows of resources and deferred inflows of resources related to pensions as follows:

	Deferred Outflows of Resources	Deferred Inflows of Resources
Differences between expected and actual experience	\$ 133,033	(301,914)
Change in assumptions	265,342	-
Net differences between projected and actual earnings on plan investments	-	(22,882)
Total	\$ 398,375	(324,796)

Amounts reported as deferred outflows and deferred inflows of resources in the previous chart will be recognized in future pension expense as follows:

Fiscal Year Ending June 30	Deferred Outflows/(Inflows) of Resources
2021	\$ 19,536
2022	111,639
2023	(10,394)
2024	(47,202)
2025	-
Thereafter	-

GREATER PALM SPRINGS CONVENTION & VISITORS BUREAU

Notes to the Basic Financial Statements

Year ended June 30, 2020

(8) Risk Management

The CVB is exposed to various risks of loss related to torts, theft of, damage to and destruction of assets; errors and omissions; injuries to employees; and natural disasters. The CVB has purchased outside insurance coverage at the following amounts:

- General Aggregate coverage up to \$4,000,000 per loss.
- Employment Practices Liability coverage up to \$2,000,000 per loss.
- Workers' Compensation coverage up to \$1,000,000 per occurrence. The States covered are California, Illinois, Kansas, South Carolina, Virginia, and Pennsylvania.
- Business Auto coverage up \$1,000,000 per occurrence.
- General Liability coverage up to \$4,000,000 in General Aggregate and Products/Complete Operations Aggregate, \$2,000,000 in Personal and Advertising Insurance, \$1,000,000 in damages to premises rented to the CVB, and \$10,000 in Medical Expenses – Any One Person.
- Commercial Property Insurance for the CVB's real property up to \$6,368,700 and business personal property up to \$539,400.

Settled claims have not exceeded any of the coverage amounts in any of the last three fiscal years, and there were no reductions in the CVB's insurance coverage during the year ending June 30, 2020. Liabilities are recorded when it is probable that a loss has been incurred, and the amount of the loss can be reasonably estimated net of the respective insurance coverage.

(9) Commitments and Contingencies

The CVB has entered various operating leases for equipment with lease terms in excess of one year. Lease terms are between 51-60 months. None of these agreements contain purchase options. Future minimum lease payments under these agreements are as follows:

Year Ending June 30	Lease Payment
2021	\$ 12,828
2022	12,828
2023	12,658
2024	9,889
Total	<u>\$ 48,203</u>

(10) Related Party Transactions

Due to the nature of the organization, it is not uncommon for the CVB to have business transactions with companies that are owned by officers of the CVB. The total related party transactions for the fiscal year ending June 30, 2020, were \$31,932.

GREATER PALM SPRINGS CONVENTION & VISITORS BUREAU

Notes to the Basic Financial Statements

Year ended June 30, 2020

(11) Excess of Expenditures over Appropriations

For the year ended June 30, 2020, expenditures exceeded appropriations by \$468,429 in the General Fund.

(12) Impact of COVID

The effects of the COVID-19 outbreak and governmental actions responsive to it are altering the behavior of businesses and consumers in a manner that is having a significant impact on global and local economies. In addition, financial markets in the United States and globally have experienced significant volatility attributed to COVID-19 concerns. Potential impact to the CVB associated with the outbreak include, but are not limited to, cancellations of events, furloughing of employees and decreased tourism related revenues.

The duration and severity of the COVID-19 outbreak and actions that may be taken by governmental authorities to treat its impact are uncertain. The ultimate impact on the operations and finances of the CVB are unknown. The CVB continues to actively monitor the regional and local economy so that any further financial impacts can be anticipated.

(13) Prior Period Adjustment

During the year ended June 30, 2020, the CVB made an adjustment to beginning Net Position as follows:

	Governmental Activities
Net Position at July 1, 2019, as previously reported	\$ 14,372,719
Adjustment to Deferred Outflows - OPEB	<u>44,263</u>
Net Position at July 1, 2019, as restated	<u>\$ 14,416,982</u>

(14) Subsequent Events

On March 2, 2021, CVB received loan proceeds in the amount of \$1,142,000 under the second round of the Paycheck Protection Program (PPP). The PPP, established as part of the Coronavirus Aid, Relief and Economic Security Act (CARES Act), provides for loans to qualifying businesses in amounts up to 2.5 times of the average monthly payroll expenses of the qualifying business. The loan accrues interest at 1% per year. The loan and accrued interest are forgivable after 24 weeks if the borrower uses the loan proceeds for eligible purposes, including payroll, benefits, rent and utilities, and maintains its payroll levels.

In July 2021, the CVB applied for forgiveness of the first round PPP loan. Management believes that its use of the loan proceeds will meet the conditions for forgiveness of the loan.

REQUIRED SUPPLEMENTARY INFORMATION

GREATER PALM SPRINGS CONVENTION & VISITORS BUREAU

**Schedule of Revenues, Expenditures, and Changes in Fund Balances
Budget and Actual - General Fund**

Year ended June 30, 2020

	<u>Budgeted Amounts</u>			Variance-
	<u>Original</u>	<u>Final</u>	<u>Actual</u>	Positive <u>(Negative)</u>
Revenues:				
City and County funding	\$ 2,077,506	2,077,506	1,471,011	(606,495)
Membership dues	282,000	282,000	240,520	(41,480)
Advertising	406,000	406,000	282,109	(123,891)
Promotional participation	261,925	261,925	217,382	(44,543)
Event hosting	56,500	56,500	15,000	(41,500)
Interest income	229,163	229,163	83,731	(145,432)
Total Revenues	<u>3,313,094</u>	<u>3,313,094</u>	<u>2,309,753</u>	<u>(1,003,341)</u>
Expenditures:				
Administration	1,181,909	1,181,909	1,392,270	(210,361)
Partnership	738,655	738,655	574,299	164,356
Marketing	537,176	537,176	822,618	(285,442)
Travel industry sales	116,458	116,458	141,872	(25,414)
Convention sales	605,685	605,685	678,065	(72,380)
Destination services	141,708	141,708	178,832	(37,124)
Capital outlay	10,000	10,000	12,064	(2,064)
Total Expenditures	<u>3,331,591</u>	<u>3,331,591</u>	<u>3,800,020</u>	<u>(468,429)</u>
Excess (deficiency) of revenues over (under) expenditures	<u>(18,497)</u>	<u>(18,497)</u>	<u>(1,490,267)</u>	<u>(1,471,770)</u>
Other Financing Sources (Uses):				
Issuance of loan	<u>-</u>	<u>-</u>	<u>1,141,999</u>	<u>1,141,999</u>
Net changes in fund balance	(18,497)	(18,497)	(348,268)	(329,771)
Fund Balance at Beginning of Year	<u>2,704,008</u>	<u>2,704,008</u>	<u>2,704,008</u>	<u>-</u>
Fund Balance at End of Year	<u>\$ 2,685,511</u>	<u>2,685,511</u>	<u>2,355,740</u>	<u>(329,771)</u>

See accompanying notes to the required supplementary information.

GREATER PALM SPRINGS CONVENTION & VISITORS BUREAU

**Schedule of Revenues, Expenditures, and Changes in Fund Balances
Budget and Actual - TBID Fund**

Year ended June 30, 2020

	<u>Budgeted Amounts</u>		<u>Actual</u>	Variance- Positive (Negative)
	<u>Original</u>	<u>Final</u>		
Revenues:				
Assessments	\$ 16,710,668	16,710,668	11,497,681	(5,212,987)
Interest income	<u>-</u>	<u>-</u>	<u>249,570</u>	<u>249,570</u>
Total Revenues	<u>16,710,668</u>	<u>16,710,668</u>	<u>11,747,251</u>	<u>(4,963,417)</u>
Expenditures:				
Administration	86,779	86,779	26,887	59,892
Marketing	11,217,999	11,217,999	8,874,730	2,343,269
Travel industry sales	1,502,426	1,502,426	1,010,516	491,910
Convention sales	3,419,734	3,419,734	2,734,919	684,815
Destination services	<u>779,343</u>	<u>779,343</u>	<u>676,721</u>	<u>102,622</u>
Total Expenditures	<u>17,006,281</u>	<u>17,006,281</u>	<u>13,323,773</u>	<u>3,682,508</u>
Net changes in fund balance	(295,613)	(295,613)	(1,576,522)	(1,280,909)
Fund Balance at Beginning of Year	<u>13,771,003</u>	<u>13,771,003</u>	<u>13,771,003</u>	<u>-</u>
Fund Balance at End of Year	<u>\$ 13,475,390</u>	<u>13,475,390</u>	<u>12,194,481</u>	<u>(1,280,909)</u>

See accompanying notes to the required supplementary information.

GREATER PALM SPRINGS CONVENTION & VISITORS BUREAU

Schedule of Changes in Total OPEB Liability and Related Ratios

LAST TEN FISCAL YEARS*

Measurement Period	2019	2018	2017
Total OPEB Liability			
Service cost	\$ 345,633	372,363	372,833
Interest on the total OPEB liability	138,929	117,182	92,674
Difference between expected and actual experience	(568,874)	-	-
Changes in assumptions	22,758	(321,770)	-
Benefit payments	(20,667)	(23,297)	(27,885)
Implicit rate subsidy	(23,596)	(26,598)	(31,836)
Net change in total OPEB Liability	(105,817)	117,880	405,786
Total OPEB Liability - beginning	3,514,120	3,396,240	2,990,454
Total OPEB liability - ending	<u>\$ 3,408,303</u>	<u>3,514,120</u>	<u>3,396,240</u>
 Plan fiduciary net position as a percentage of the total OPEB liability	 0.00%	 0.00%	 0.00%
Covered-employee payroll	\$ 2,760,812	2,133,195	2,889,507
Net OPEB liability as a percentage of covered-employee payroll	123.45%	164.74%	117.54%

Notes to Schedule:

Changes in assumptions. The discount rate was changed from 3.62 percent (net of administrative expense) to 3.13 percent for the measurement period ended June 30, 2019.

*Historical information is required only for measurement periods for which GASB 75 is applicable. Future years' information will be displayed up to 10 years as information becomes available.

GREATER PALM SPRINGS CONVENTION & VISITORS BUREAU
Required Supplementary Information
Schedule of Changes in Net Pension Liability and Related Ratios
Last 10 Years*

Measurement Period	6/30/2020	6/30/2019	6/30/2018
TOTAL PENSION LIABILITY			
Service Cost	\$ 455,984	365,543	332,424
Interest	429,311	388,873	380,610
Changes of Benefit Terms	-	-	-
Difference Between Expected and Actual Experience	(231,292)	221,723	(47,183)
Changes of Assumptions	-	-	663,355
Benefit Payments, Including Refunds of Employee Contributions	(187,160)	(142,088)	(494,706)
Net Change in Total Pension Liability	466,843	834,051	834,500
Total Pension Liability - Beginning	7,020,764	6,186,713	5,352,213
Total Pension Liability - Ending (a)	<u>\$ 7,487,607</u>	<u>7,020,764</u>	<u>6,186,713</u>
PLAN FIDUCIARY NET POSITION			
Contributions - Employer	355,191	646,954	770,000
Contributions - Employee	85,327	53,046	22,754
Net Investment Income	362,359	342,657	277,791
Benefit Payments, Including Refunds of Employee Contributions	(187,160)	(142,088)	(494,706)
Administrative Expenses	(52,563)	(40,618)	(38,309)
Net Change in Fiduciary Net Position	563,154	859,951	537,530
Plan Fiduciary Net Position - Beginning	6,430,681	5,570,730	5,033,200
Plan Fiduciary Net Position - Ending (b)	<u>\$ 6,993,835</u>	<u>6,430,681</u>	<u>5,570,730</u>
Plan Net Position Liability - Ending (a) - (b)	<u>\$ 493,772</u>	<u>590,083</u>	<u>615,983</u>
Plan Fiduciary Net Position as a Percentage of the Total Pension Liability	93.41%	91.60%	90.04%
Covered Payroll	\$ 2,119,576	2,672,577	2,485,550
Plan Net Pension Liability as a Percentage of Covered Payroll	23.30%	22.08%	24.78%

* Measurement date 6/30/2014 (fiscal year 2015) was the first year of implementation, therefore, only six years are presented.

Notes to Schedule:

Changes in Benefit Terms: The figures above do not include any liability impact that may have resulted from plan

Changes in Assumptions: GASB 68, paragraph 68 states that the long-term expected rate of return should be determined net of pension plan investment expense but without reduction for pension plan administrative expense. The discount rate of 7.50% used for the June 30, 2014 measurement date was net of administrative expenses. The discount rate of 7.65% used for the June 30, 2015 measurement period is without reduction of pension plan administration expense.

In 2018, The discount rate reduced from 7.00% to 6.00%.

(Continued)

GREATER PALM SPRINGS CONVENTION & VISITORS BUREAU
Required Supplementary Information
Schedule of Changes in Net Pension Liability and Related Ratios
Last 10 Years* (Continued)

Measurement Period	6/30/2017	6/30/2016	6/30/2015
TOTAL PENSION LIABILITY			
Service Cost	356,296	467,445	479,976
Interest	372,622	441,236	364,593
Changes of Benefit Terms	-	(722,084)	934,925
Difference Between Expected and Actual Experience	(52,460)	(356,446)	(147,798)
Changes of Assumptions	-	-	-
Benefit Payments, Including Refunds of Employee Contributions	(582,254)	(816,129)	(232,401)
Net Change in Total Pension Liability	94,204	(985,978)	1,399,295
Total Pension Liability - Beginning	5,258,009	6,243,987	4,844,692
Total Pension Liability - Ending (a)	<u>5,352,213</u>	<u>5,258,009</u>	<u>6,243,987</u>
PLAN FIDUCIARY NET POSITION			
Contributions - Employer	494,908	511,452	700,000
Contributions - Employee	24,852	-	-
Net Investment Income	352,969	55,874	136,590
Benefit Payments, Including Refunds of Employee Contributions	(582,254)	(816,129)	(232,401)
Administrative Expenses	(38,766)	(40,693)	(34,481)
Net Change in Fiduciary Net Position	251,709	(289,496)	569,708
Plan Fiduciary Net Position - Beginning	4,781,491	5,070,987	4,501,279
Plan Fiduciary Net Position - Ending (b)	<u>5,033,200</u>	<u>4,781,491</u>	<u>5,070,987</u>
Plan Net Position Liability - Ending (a) - (b)	<u>319,013</u>	<u>476,518</u>	<u>\$ 1,173,000</u>
Plan Fiduciary Net Position as a Percentage of the Total Pension Liability	94.04%	90.94%	81.21%
Covered Payroll	2,649,924	2,944,454	3,060,059
Plan Net Pension Liability as a Percentage of Covered Payroll	12.04%	16.18%	38.33%

GREATER PALM SPRINGS CONVENTION & VISITORS BUREAU
Required Supplementary Information
Schedule of Pension Plan Contributions
Last 10 Years*

Fiscal Year	<u>6/30/2020</u>	<u>6/30/2019</u>	<u>6/30/2018</u>
Actuarially determined contribution	\$ 590,793	477,794	402,541
Contributions in relation to the actuarially determined contributions	<u>(355,191)</u>	<u>(646,954)</u>	<u>(770,000)</u>
Contribution deficiency (excess)	<u>\$ 235,602</u>	<u>(169,160)</u>	<u>(367,459)</u>
Covered payroll	\$ 2,119,576	2,672,577	2,485,550
Contributions as a percentage of covered payroll	16.76%	24.21%	30.98%

* Measurement date 6/30/2014 (fiscal year 2015) was the first year of implementation, therefore, only six years are presented.

Notes to Schedule:

The actuarial methods and assumptions used to set the actuarially determined contributions for Fiscal Year 2020 were derived from the June 30, 2020, Funding Valuation Report.

Valuation Date	6/30/2019
Timing	Actuarially determined contribution for FYE 2020 was calculated based on the 6/30/19 actuarial valuation
Key Methods and Assumptions Used to Determine Contributions:	
Actuarial cost method	Entry Age
Asset valuation method	5-year smoothed market
Amortization method	For details, see June 30, 2020 Funding Valuation Report.
Discount rate	6.00%
Price inflation	2.75%
Salary increases	2.75% plus merit component based on years of service
Mortality	Mortality rates are based on recent CalPERS experience study, performed in 2017, which include 15 years of projected mortality improvement using 90% of Scale MP-2016 from the Society of Actuaries

GREATER PALM SPRINGS CONVENTION & VISITORS BUREAU
Required Supplementary Information
Schedule of Pension Plan Contributions
Last 10 Years* (Continued)

Fiscal Year	<u>6/30/2017</u>	<u>6/30/2016</u>	<u>6/30/2015</u>
Actuarially determined contribution	439,314	600,173	571,855
Contributions in relation to the actuarially determined contributions	<u>(494,908)</u>	<u>(511,452)</u>	<u>(700,000)</u>
Contribution deficiency (excess)	<u>(55,594)</u>	<u>88,721</u>	<u>(128,145)</u>
Covered payroll	2,649,924	2,944,454	3,060,059
Contributions as a percentage of covered payroll	18.68%	17.37%	22.88%

GREATER PALM SPRINGS CONVENTION & VISITORS BUREAU
Required Supplementary Information
Schedule of Pension Money Weighted Rate of Return
Last 10 Years*

	2020	2019	2018
Annual Money Weighted Rate of Return, net of investment expense	25.02%	34.49%	4.51%

Historical information required only for measurement periods for which GASB 68 is applicable

* Measurement date 6/30/2014 (fiscal year 2015) was the first year of implementation, therefore, only six years are presented.

(Continued)

GREATER PALM SPRINGS CONVENTION & VISITORS BUREAU
Required Supplementary Information
Schedule of Pension Money Weighted Rate of Return
Last 10 Years* (Continued)

	<u>2017</u>	<u>2016</u>	<u>2015</u>
Annual Money Weighted Rate of Return, net of investment expense	12.58%	-4.70%	3.78%

GREATER PALM SPRINGS CONVENTION & VISITORS BUREAU

Notes to Required Supplementary Information

Year ended June 30, 2020

(1) Budgets and Budgetary Data

The CVB is only required to adopt an annual budget for the General Fund and the TBID special revenue fund. These budgets are presented on the modified accrual basis of accounting which is consistent with generally accepted accounting principles (GAAP).

Once the budgets are approved, they can be amended by approval of the CVB Governing Board.

The appropriated budget is prepared by fund and department. The CVB's President may make transfers of appropriations between accounts and departments. Transfers of appropriations between funds requires the approval of a majority of the Board of Directors. The legal level of budgetary control (i.e., the level at which expenditures may not legally exceed appropriations) is at the fund level.

A comparison of budget and actual has been presented for the General Fund and the TBID special revenue fund used by the Entity. With respect to revenues, a favorable variance indicates actual revenues received exceeded the legally adopted budget and an unfavorable variance indicates that actual revenues received were less than the amount budgeted. With respect to expenditures, a favorable variance indicates actual costs were less than the amount budgeted and an unfavorable variance indicates actual expenditures exceeded the legally adopted budget.

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Check History Report
Sorted By Check Number
Activity From: 6/1/2021 to 6/30/2021

Greater Palm Springs Convention & Visitors Bureau (CVA)

Bank Code: 3 Wells Fargo Checking

Check Number	Check Date	Vendor Number	Name	Check Amount	Check Type
W0624A	6/24/2021	ICMARC	ICMA-RC	6,218.43	Manual
W0624B	6/24/2021	ICMARC4	ICMA - RC 401(a)	55,952.40	Manual
W0624C	6/24/2021	ICMARCR	ICMA-RC-RHS Plan	750.00	Manual
Bank 3 Total:				<u>62,920.83</u>	

Check History Report
Sorted By Check Number
Activity From: 6/1/2021 to 6/30/2021

Greater Palm Springs Convention & Visitors Bureau (CVA)

Bank Code: 4 Pacific Premier Operating

Check Number	Check Date	Vendor Number	Name	Check Amount	Check Type
055775	6/3/2021	ACETRAN	ACE Transportation, Inc.	234.00	Auto
055776	6/3/2021	ACSHEAT	Randall A Brockman	210.00	Auto
055777	6/3/2021	BASIC	BASIC CDA	3,999.98	Auto
055778	6/3/2021	COLONIA	Colonial Life	2,377.16	Auto
055779	6/3/2021	DELAGE	De Lage Landen Fin Svc. Inc.	999.65	Auto
055780	6/3/2021	DESADV	Desert Adventures	1,060.81	Auto
055781	6/3/2021	EVANS	Linda Evans Bender	50.00	Auto
055782	6/3/2021	FAEGRE	Faegre Drinker Biddle & Reath LLP	679.50	Auto
055783	6/3/2021	FELSEN	Greg Felsen	200.00	Auto
055784	6/3/2021	FERMON	Waymond Fermon	50.00	Auto
055785	6/3/2021	FINDFOO	FIND Food Bank	100.00	Auto
055786	6/3/2021	FRONTIE	Frontier	180.57	Auto
055787	6/3/2021	GARDNER	Gary R Gardner	50.00	Auto
055788	6/3/2021	GECKO	Gecko Grafic Corporation	750.00	Auto
055789	6/3/2021	GOMEZ	Andrea Gomez	200.00	Auto
055790	6/3/2021	GREGEIM	Gregory Eimers	600.00	Auto
055791	6/3/2021	GUTIERR	Ernesto Gutierrez	50.00	Auto
055792	6/3/2021	HARNIK	Jan C Harnik	50.00	Auto
055793	6/3/2021	HARTFOR	The Hartford	3,165.86	Auto
055794	6/3/2021	JNS	JNS Media Specialists	12,885.38	Auto
055795	6/3/2021	JONESAG	The Jones Agency	7,250.00	Auto
055796	6/3/2021	KORS	Geoffrey Kors	50.00	Auto
055797	6/3/2021	METLIFE	Metropolitan Life Insurance	5,188.42	Auto
055798	6/3/2021	MMGY	MMGY Global, LLC	4,167.00	Auto
055799	6/3/2021	NATCBMP	National Coalition of Black	320.00	Auto
055800	6/3/2021	OFFDEPO	Office Depot, Inc.	706.67	Auto
055801	6/3/2021	PATASAN	PATA San Diego Chapter	140.00	Auto
055802	6/3/2021	PEREZ	V. Manuel Perez	50.00	Auto
055803	6/3/2021	PLANIT	PlanIT Print Works	51.72	Auto
055804	6/3/2021	PRINTIN	Austie Corporation	802.74	Auto
055805	6/3/2021	PROFLAN	Professional Landscape Service	1,025.00	Auto
055806	6/3/2021	RENAISS	Renaissance Indian Wells Resor	1,999.45	Auto
055807	6/3/2021	SANDERS	Gregory W Sanders	50.00	Auto
055808	6/3/2021	SHIELDS	Shields Date Garden	137.50	Auto
055809	6/3/2021	TRAVELU	Travel Unity	1,500.00	Auto
055810	6/3/2021	TRULYNO	Truly Nolen Branch 063	75.00	Auto
055811	6/3/2021	UNITEDW	United Way of the Desert	138.00	Auto
055812	6/3/2021	UPS	United Parcel Service	2,057.96	Auto
055813	6/3/2021	UPS2	UPS Supply Chain Solutions Inc	26.58	Auto
055814	6/3/2021	VSP	Vision Service Plan (CA)	670.20	Auto
055815	6/3/2021	WALSHE	Ed Walsh	156.07	Auto
055816	6/11/2021	AILEVON	Allevon Pacific Aviation	5,417.00	Auto
055817	6/11/2021	AMEXBGS	American Express	5,381.87	Auto
055818	6/11/2021	AMP'S	AMP's	500.00	Auto
055819	6/11/2021	AT&T3	AT&T Mobility	1,631.31	Auto
055820	6/11/2021	BASIC2	BASIC	152.36	Auto
055821	6/11/2021	BURRTEC	Burrtec Waste & Recycling Svcs	183.41	Auto
055822	6/11/2021	CAPLAN	Eric Scott Caplan	2,071.20	Auto
055823	6/11/2021	DELAGE	De Lage Landen Fin Svc. Inc.	435.53	Auto
055824	6/11/2021	ENTERP2	EAN Services, LLC	402.04	Auto
055825	6/11/2021	GECKO	Gecko Grafic Corporation	1,275.00	Auto
055826	6/11/2021	GREGEIM	Gregory Eimers	7,718.72	Auto
055827	6/11/2021	HAMMER	The Hammper Co.	2,000.00	Auto
055828	6/11/2021	HYATTGR	Hyatt Regency Indian Wells	459.84	Auto

Check History Report
Sorted By Check Number
Activity From: 6/1/2021 to 6/30/2021

Greater Palm Springs Convention & Visitors Bureau (CVA)

Bank Code: 4 Pacific Premier Operating

Check Number	Check Date	Vendor Number	Name	Check Amount	Check Type
055829	6/11/2021	JNS	JNS Media Speciallsts	286,516.80	Auto
055830	6/11/2021	LAQRESO	La Quinta Resort & Club	181.64	Auto
055831	6/11/2021	LINCOLN	The Lincoln National Life	2,988.24	Auto
055832	6/11/2021	MIGLINO	Cynthia Miglino	550.00	Auto
055833	6/11/2021	MPI INT	MPI International	495.00	Auto
055834	6/11/2021	OFFDEPO	Office Depot, Inc.	761.92	Auto
055835	6/11/2021	PROFLAN	Professional Landscape Service	1,025.00	Auto
055836	6/11/2021	PSGSL	Palm Springs Gay Softball League	2,000.00	Auto
055837	6/11/2021	QUADFIN	Quadient Finance USA, Inc.	371.36	Auto
055838	6/11/2021	SLOVAK	Slovak Baron Empey Murphy &	5,784.21	Auto
055839	6/11/2021	SUMMERL	Summerland Creative, Inc.	10,500.00	Auto
055840	6/11/2021	UPS	United Parcel Service	372.25	Auto
055841	6/17/2021	BASIC2	BASIC	152.36	Auto
055842	6/17/2021	CARDIFF	Cardiff Limousine	107.20	Auto
055843	6/17/2021	DESADV	Desert Adventures	402.50	Auto
055844	6/17/2021	FIDUCIA	FTCI FBO Greater Palm Springs	600,000.00	Auto
055845	6/17/2021	HARTFOR	The Hartford	2,314.74	Auto
055846	6/17/2021	HARTFOR	The Hartford	900.00	Auto
055847	6/17/2021	HARTFOR	The Hartford	6,533.00	Auto
055848	6/17/2021	HARTFOR	The Hartford	5,502.00	Auto
055849	6/17/2021	JNS	JNS Media Specialists	2,000.00	Auto
055850	6/17/2021	JWMARRI	JW Marriott Resort & Spa	19,929.11	Auto
055851	6/17/2021	MPI INT	MPI International	495.00	Auto
055852	6/17/2021	QUADIEN	Quadient Leasing USA, Inc	2,745.31	Auto
055853	6/17/2021	SHREDIT	Shred-It	143.28	Auto
055854	6/17/2021	SIMPLE	Simpleview LLC	10,488.00	Auto
055855	6/17/2021	WACBSO	CVBREPS	250.00	Auto
055856	6/17/2021	XPRESS	Xpress Graphics & Printing	171.44	Auto
055857	6/24/2021	ACSHEAT	Randall A Brockman	105.00	Auto
055858	6/24/2021	ADT	ADT Commercial	122.30	Auto
055859	6/24/2021	AMEXSLW	American Express	17,807.18	Auto
055860	6/24/2021	ARCHER	Greg Archer	150.00	Auto
055861	6/24/2021	CAPLAN	Eric Scott Caplan	2,543.40	Auto
055862	6/24/2021	CARDIFF	Cardiff Limousine	107.20	Auto
055863	6/24/2021	DESADV	Desert Adventures	345.00	Auto
055864	6/24/2021	DESTPSP	Destination PSP, Inc.	450.00	Auto
055865	6/24/2021	FERNAND	Paola Fernandez	300.00	Auto
055866	6/24/2021	JNS	JNS Media Specialists	107,054.30	Auto
055867	6/24/2021	OFFDEPO	Office Depot, Inc.	682.93	Auto
055868	6/24/2021	QUADIEN	Quadient Leasing USA, Inc	2,849.81	Auto
055869	6/24/2021	SCE	Southern California Edison	2,521.51	Auto
055870	6/24/2021	ULINE	ULINE	133.73	Auto
055871	6/24/2021	UPS	United Parcel Service	150.43	Auto
055872	6/24/2021	VALLEY	Valley Office Equipment	514.98	Auto
055873	6/24/2021	XPRESS	Xpress Graphics & Printing	1,008.66	Auto
A0603A	6/3/2021	ICMARC	ICMA-RC	8,986.43	Manual
A0603B	6/3/2021	ICMARCR	ICMA-RC-RHS Plan	750.00	Manual
A0607A	6/7/2021	CALPERS	CalPERS	58,795.78	Manual
A0611A	6/11/2021	ICMARC	ICMA-RC	6,218.22	Manual
A0611B	6/11/2021	ICMARCR	ICMA-RC-RHS Plan	750.00	Manual
C21088	6/10/2021	MORGAN	Michelle Morgan	101.79	Manual
C21089	6/10/2021	WHITE	Scott L. White	893.42	Manual
C21090	6/10/2021	DAY	Angie Day	369.99	Manual
C21091	6/10/2021	SHEEHAN	Danae Sheehan	92.90	Manual

Check History Report
Sorted By Check Number
Activity From: 6/1/2021 to 6/30/2021

Greater Palm Springs Convention & Visitors Bureau (CVA)

Bank Code: 4 Pacific Premier Operating

Check Number	Check Date	Vendor Number	Name	Check Amount	Check Type
C21092	6/10/2021	OSTERBE	Rob Osterberg	176.77	Manual
C21093	6/10/2021	RYAN	Mary Ryan	1,687.38	Manual
C21094	6/22/2021	DAY	Angie Day	962.06	Manual
C21095	6/22/2021	GOSLIN	Sarah Goslin	14.00	Manual
C21096	6/22/2021	OSTERBE	Rob Osterberg	3,590.09	Manual
C21097	6/22/2021	PACEC	Colleen Pace	52.09	Manual
C21098	6/25/2021	MOURHES	Anne Marie Mourhess	1,685.27	Manual
C21099	6/25/2021	BUCKLIN	Tammy Bucklin	3,717.67	Manual
C21100	6/25/2021	AED	Suzanne Aed	44.42	Manual
C21101	6/25/2021	BARK	Matt Bark	72.00	Manual
C21102	6/29/2021	ESTERLI	Susan Esterling	306.72	Manual
C21103	6/29/2021	MORGAN	Michelle Morgan	207.54	Manual
C21104	6/29/2021	BUCKLIN	Tammy Bucklin	55.06	Manual
W0603A	6/3/2021	VISITUK	Visit USA Association (UK) Ltd.	425.00	Manual
W0628A	6/28/2021	CALTRUS	CalTRUST	1,000,000.00	Manual
Bank 4 Total:				<u>2,272,564.89</u>	
Report Total:				<u><u>2,335,485.72</u></u>	

Check History Report
Sorted By Check Number
Activity From: 7/1/2021 to 7/31/2021

Greater Palm Springs Convention & Visitors Bureau (CVA)

Bank Code: 4 Pacific Premier Operating

Check Number	Check Date	Vendor Number	Name	Check Amount	Check Type
055874	7/6/2021	ADT	ADT Commercial	162.42	Auto
055875	7/6/2021	AILEVON	Ailevon Pacific Aviation	5,417.00	Auto
055876	7/6/2021	AMEXBGS	American Express	3,810.92	Auto
055877	7/6/2021	ASAE	The Center for Assn Leadership	475.00	Auto
055878	7/6/2021	AT&T3	AT&T Mobility	1,609.12	Auto
055879	7/6/2021	BASIC	BASIC CDA	3,754.13	Auto
055880	7/6/2021	BIERI	Pamela Jeanne Bieri	250.00	Auto
055881	7/6/2021	BRANDIN	Angela Weimer	216.00	Auto
055882	7/6/2021	CAPLAN	Eric Scott Caplan	1,579.00	Auto
055883	7/6/2021	CARDIFF	Cardiff Limousine	69.65	Auto
055884	7/6/2021	CDW GOV	CDW-Government, Inc	1,835.20	Auto
055885	7/6/2021	COLONIA	Colonial Life	2,266.16	Auto
055886	7/6/2021	CVWATER	Coachella Valley Water Dist.	233.88	Auto
055887	7/6/2021	DESTANA	Destination Analysts, Inc	19,800.00	Auto
055888	7/6/2021	EVANS	Linda Evans Bender	50.00	Auto
055889	7/6/2021	FINDFOO	FIND Food Bank	100.00	Auto
055890	7/6/2021	FRONTIE	Frontier	189.62	Auto
055891	7/6/2021	GARDNER	Gary R Gardner	50.00	Auto
055892	7/6/2021	GECKO	Gecko Grafix Corporation	1,050.00	Auto
055893	7/6/2021	GUTIERR	Ernesto Gutierrez	50.00	Auto
055894	7/6/2021	HOLMES	Elaine Holmes	50.00	Auto
055895	7/6/2021	IMAGE	Image360 - Palm Desert	32.33	Auto
055896	7/6/2021	JNS	JNS Media Specialists	51,926.82	Auto
055897	7/6/2021	JSPICER	Judd Spicer	300.00	Auto
055898	7/6/2021	KORS	Geoffrey Kors	50.00	Auto
055899	7/6/2021	MJMEET	MJMeetings, LLC	2,275.00	Auto
055900	7/6/2021	NESTAND	Gina May Nestande	50.00	Auto
055901	7/6/2021	ORIAS	Sampaguita N Orias	5,500.00	Auto
055902	7/6/2021	QUADFIN	Quadient Finance USA, Inc.	313.36	Auto
055903	7/6/2021	RITZCRM	The Ritz-Carton, Rancho Mirage	1,499.45	Auto
055904	7/6/2021	SANDERS	Gregory W Sanders	50.00	Auto
055905	7/6/2021	TELEPAC	TPx Communications	3,523.63	Auto
055906	7/6/2021	TOURISM	Tourism Economics LLC	11,250.00	Auto
055907	7/6/2021	TOWNSEN	Charles Townsend Vinci	50.00	Auto
055908	7/6/2021	UNIONSW	Union Bank	1,172.55	Auto
055909	7/6/2021	UNITEDW	United Way of the Desert	138.00	Auto
055910	7/6/2021	UPS	United Parcel Service	163.47	Auto
055911	7/6/2021	XPRESS	Xpress Graphics & Printing	84.51	Auto
055912	7/12/2021	ACSHEAT	Randall A Brockman	210.00	Auto
055913	7/12/2021	BURRTEC	Burrtec Waste & Recycling Svcs	183.41	Auto
055914	7/12/2021	CVENT	CVENT, Inc.	3,675.00	Auto
055915	7/12/2021	DELAGE	De Lage Landen Fin Svc. Inc.	212.19	Auto
055916	7/12/2021	ENTERP2	EAN Services, LLC	97.54	Auto
055917	7/12/2021	GREGEIM	Gregory Eimers	5,550.00	Auto
055918	7/12/2021	IITA	International Inbound Travel	695.00	Auto
055919	7/12/2021	JNS	JNS Media Specialists	138,853.98	Auto
055920	7/12/2021	KEENAN	Keenan & Associates	21,351.00	Auto
055921	7/12/2021	KELLERM	Kellermeyer Bergensons Service	1,390.00	Auto
055922	7/12/2021	LINCOLN	The Lincoln National Life	2,841.92	Auto
055923	7/12/2021	MARTINH	Hunter W. Martin	312.50	Auto
055924	7/12/2021	METLIFE	Metropolitan Life Insurance	5,188.42	Auto
055925	7/12/2021	NORTHST	Northstar Travel Media, LLC	1,500.00	Auto
055926	7/12/2021	OFFDEPO	Office Depot, Inc.	240.45	Auto
055927	7/12/2021	PETTY	Petty Cash	60.00	Auto

Check History Report
Sorted By Check Number
Activity From: 7/1/2021 to 7/31/2021

Greater Palm Springs Convention & Visitors Bureau (CVA)

Bank Code: 4 Pacific Premier Operating

Check Number	Check Date	Vendor Number	Name	Check Amount	Check Type
055928	7/12/2021	PLANIT	PlanIT Print Works	760.45	Auto
055929	7/12/2021	PSHOSP	Palm Springs Hospitality Assn	210.00	Auto
055930	7/12/2021	PSPOWER	Palm Springs Power Baseball	239.00	Auto
055931	7/12/2021	SCE	Southern California Edison	5,372.64	Auto
055932	7/12/2021	SHREDIT	Shred-It	141.28	Auto
055933	7/12/2021	TRULYNO	Truly Nolen Branch 063	75.00	Auto
055934	7/12/2021	UPS	United Parcel Service	206.70	Auto
055935	7/12/2021	USTA	US Travel Association	1,899.00	Auto
055936	7/12/2021	VSP	Vision Service Plan (CA)	621.96	Auto
055937	7/12/2021	XPRESS	Xpress Graphics & Printing	102.50	Auto
055938	7/19/2021	AMEXSLW	American Express	4,925.63	Auto
055939	7/19/2021	BRANDIN	Angela Weimer	100.80	Auto
055940	7/19/2021	BUZZFAC	Buzzfactory, Inc.	70.09	Auto
055941	7/19/2021	DEFIRE	Desert Fire Extinguisher Inc.	219.55	Auto
055942	7/19/2021	DESIGNP	Raul Servin	323.25	Auto
055943	7/19/2021	FRONTIE	Frontier	188.30	Auto
055944	7/19/2021	GREGEIM	Gregory Eimers	462.78	Auto
055945	7/19/2021	IRCINC	IRC Corporation	43.70	Auto
055946	7/19/2021	KEENAN	Keenan & Associates	3,985.15	Auto
055947	7/19/2021	KELLERM	Kellermeyer Bergensons Service	1,390.00	Auto
055948	7/19/2021	OFFDEPO	Office Depot, Inc.	142.22	Auto
055949	7/19/2021	PROFLAN	Professional Landscape Service	1,025.00	Auto
055950	7/19/2021	SLOVAK	Slovak Baron Empey Murphy &	5,264.26	Auto
055951	7/19/2021	TELEPAC	TPx Communications	3,512.29	Auto
055952	7/19/2021	UPS	United Parcel Service	284.73	Auto
055953	7/28/2021	AMEXBGS	American Express	7,728.13	Auto
055954	7/28/2021	BASIC2	BASIC	156.48	Auto
055955	7/28/2021	DESTANA	Destination Analysts, Inc	847.40	Auto
055956	7/28/2021	DESTREP	Destination Reps	500.00	Auto
055957	7/28/2021	MELBELL	Melissa Bandli	750.00	Auto
055958	7/28/2021	OFFDEPO	Office Depot, Inc.	1,366.66	Auto
055959	7/28/2021	SUMMERL	Summerland Creative, Inc.	2,500.00	Auto
055960	7/28/2021	UNIONSW	Union Bank	3,646.35	Auto
055961	7/28/2021	WELLNES	Wellness Tourism Association	1,500.00	Auto
A0707A	7/7/2021	CALPERS	CalPERS	56,351.20	Manual
A15976	7/19/2021	MSR457B	Mission Square Retirement	5,888.21	Manual
A15978	7/19/2021	MSR RHS	Mission Square Retirement RHS Plan	750.00	Manual
A25345	7/30/2021	MSR457B	Mission Square Retirement	6,012.71	Manual
A25347	7/30/2021	MSR RHS	Mission Square Retirement RHS Plan	750.00	Manual
C22001	7/12/2021	CLOUTIE	Andy Cloutier	150.09	Manual
C22002	7/12/2021	PACEC	Colleen Pace	91.93	Manual
C22003	7/12/2021	OSTERBE	Rob Osterberg	676.56	Manual
C22004	7/13/2021	AED	Suzanne Aed	481.40	Manual
C22005	7/13/2021	SHEEHAN	Danae Sheehan	178.84	Manual
C22006	7/14/2021	DAY	Angie Day	866.90	Manual
C22007	7/14/2021	BUCKLIN	Tammy Bucklin	575.40	Manual
C22008	7/14/2021	CAUDELL	Miranda Leigh Caudell	500.00	Manual
C22009	7/19/2021	REYNOLD	Revae Reynolds	243.00	Manual
C22010	7/19/2021	WHITE	Scott L. White	1,970.79	Manual
C22011	7/19/2021	OSTERBE	Rob Osterberg	225.57	Manual
C22012	7/23/2021	MIRAGLI	Jeff Miraglia	340.24	Manual
C22013	7/23/2021	RYAN	Mary Ryan	363.83	Manual
C22014	7/29/2021	MOURHES	Anne Marie Mourhess	111.50	Manual
C22015	7/29/2021	BUCKLIN	Tammy Bucklin	190.44	Manual

Check History Report
Sorted By Check Number
Activity From: 7/1/2021 to 7/31/2021

Greater Palm Springs Convention & Visitors Bureau (CVA)

Bank Code: 4 Pacific Premier Operating

Check Number	Check Date	Vendor Number	Name	Check Amount	Check Type
C22016	7/29/2021	RYAN	Mary Ryan	1,221.42	Manual
C22017	7/29/2021	GALLEGO	Robyn Gallegos	1,345.77	Manual
W0702A	7/2/2021	BLACKDI	Black Diamond	6,001.00	Manual
W2454	7/9/2021	CANUSA	CanUSA Touristik GmbH &Co.	1,250.00	Manual
W2455	7/9/2021	TUI	TUI Deutschland GmbH	1,250.00	Manual
W372A	7/27/2021	BLACKDI	Black Diamond	5,811.68	Manual
Bank 4 Total:				<u>447,918.41</u>	
Report Total:				<u><u>447,918.41</u></u>	

Check History Report
Sorted By Check Number
Activity From: 8/1/2021 to 8/31/2021

Greater Palm Springs Convention & Visitors Bureau (CVA)

Bank Code: 4 Pacific Premier Operating

Check Number	Check Date	Vendor Number	Name	Check Amount	Check Type
055962	8/3/2021	AILEVON	Ailevon Pacific Aviation	6,008.95	Auto
055963	8/3/2021	ASSOCF	Association Forum	1,750.00	Auto
055964	8/3/2021	BASIC	BASIC CDA	3,649.98	Auto
055965	8/3/2021	BLUEVI	Blue Violet Networks LLC	3,000.00	Auto
055966	8/3/2021	CALTIA	California Travel Association	10,132.00	Auto
055967	8/3/2021	CAPLAN	Eric Scott Caplan	234.60	Auto
055968	8/3/2021	CDW GOV	CDW Government	440.62	Auto
055969	8/3/2021	COLONIA	Colonial Life	2,266.16	Auto
055970	8/3/2021	CVWATER	Coachella Valley Water Dist.	255.80	Auto
055971	8/3/2021	DELAGE	De Lage Landen Fin Svc. Inc.	999.65	Auto
055972	8/3/2021	FINDFOO	FIND Food Bank	120.00	Auto
055973	8/3/2021	GREGEIM	Gregory Eimers	750.00	Auto
055974	8/3/2021	JNS	JNS Media Specialists	172,440.97	Auto
055975	8/3/2021	LNRSDS	LNRS Data Services Inc.	2,676.70	Auto
055976	8/3/2021	MORALES	Rogelio M. Morales	500.00	Auto
055977	8/3/2021	OFFDEPO	Office Depot, Inc.	118.71	Auto
055978	8/3/2021	PARTTIM	Part Time Genius	1,000.00	Auto
055979	8/3/2021	QUADFIN	Quadient Finance USA, Inc.	300.00	Auto
055980	8/3/2021	SHREDIT	Shred-It	141.16	Auto
055981	8/3/2021	ULINE	ULINE	367.85	Auto
055982	8/3/2021	UNITEDW	United Way of the Desert	138.00	Auto
055983	8/3/2021	UPS	United Parcel Service	92.10	Auto
055984	8/3/2021	VALLEY	Valley Office Equipment	378.10	Auto
055985	8/3/2021	WACBSO	CVBREPS	500.00	Auto
055986	8/3/2021	XPRESS	Xpress Graphics & Printing	56.03	Auto
055987	8/5/2021	BASIC2	BASIC	150.00	Auto
055988	8/5/2021	CALTIA	California Travel Association	12,500.00	Auto
055989	8/5/2021	CAPLAN	Eric Scott Caplan	1,650.00	Auto
055990	8/5/2021	CARDIFF	Cardiff Limousine	878.41	Auto
055991	8/5/2021	CISION	Cision US, INC.	8,459.00	Auto
055992	8/5/2021	DELAGE	De Lage Landen Fin Svc. Inc.	203.03	Auto
055993	8/5/2021	DESADV	Desert Adventures	402.50	Auto
055994	8/5/2021	DESTANA	Destination Analysts, Inc	12,300.00	Auto
055995	8/5/2021	GECKO	Gecko Grafix Corporation	562.50	Auto
055996	8/5/2021	JNS	JNS Media Specialists	471,183.09	Auto
055997	8/5/2021	LINCOLN	The Lincoln National Life	2,981.14	Auto
055998	8/5/2021	METLIFE	Metropolitan Life Insurance	4,470.88	Auto
055999	8/5/2021	OFFDEPO	Office Depot, Inc.	1,170.04	Auto
056000	8/5/2021	PALMDES	City of Palm Desert	15,000.00	Auto
056001	8/5/2021	PETTY	Petty Cash	66.00	Auto
056002	8/5/2021	UPS	United Parcel Service	177.33	Auto
056003	8/5/2021	USTRAVE	U.S. Travel Association	9,337.50	Auto
056004	8/5/2021	VSP	Vision Service Plan (CA)	646.08	Auto
056005	8/12/2021	2SYNERG	2Synergize, LLC	10,000.00	Auto
056006	8/12/2021	ACSHEAT	Randall A Brockman	470.00	Auto
056007	8/12/2021	ARCHER	Greg Archer	150.00	Auto
056008	8/12/2021	AT&T3	AT&T Mobility	1,609.26	Auto
056009	8/12/2021	BIERI	Pamela Jeanne Bieri	250.00	Auto
056010	8/12/2021	BRANDIN	Angela Weimer	201.60	Auto
056011	8/12/2021	BURRTEC	Burrtec Waste & Recycling Svcs	183.41	Auto
056012	8/12/2021	CALIFSS	California Secretary of State	1.00	Auto
056013	8/12/2021	CALSAE	CA Society of Assoc. Executive	12,100.00	Auto
056014	8/12/2021	CARDIFF	Cardiff Limousine	90.45	Auto
056015	8/12/2021	CIVITAS	Civitas Advisors Inc	1,870.64	Auto

Check History Report
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Activity From: 8/1/2021 to 8/31/2021

Greater Palm Springs Convention & Visitors Bureau (CVA)

Bank Code: 4 Pacific Premier Operating

Check Number	Check Date	Vendor Number	Name	Check Amount	Check Type
056016	8/12/2021	DELAGE	De Lage Landen Fin Svc. Inc.	1,030.77	Auto
056017	8/12/2021	DESTANA	Destination Analysts, Inc	1,100.00	Auto
056018	8/12/2021	ENTERP2	EAN Services, LLC	581.06	Auto
056019	8/12/2021	GECKO	Gecko Grafix Corporation	3,600.00	Auto
056020	8/12/2021	GES	Global Experience Specialists, Inc.	6,303.97	Auto
056021	8/12/2021	HARRELL	Crystal Harrell	100.00	Auto
056022	8/12/2021	IRCINC	IRC Corporation	87.40	Auto
056023	8/12/2021	JONESAG	The Jones Agency	2,542.00	Auto
056024	8/12/2021	PENA	Xochitl Pena	100.00	Auto
056025	8/12/2021	PROFLAN	Professional Landscape Service	1,025.00	Auto
056026	8/12/2021	RANCHOM	City of Rancho Mirage	88,307.18	Auto
056027	8/12/2021	SHIELDS	Shields Date Garden	110.00	Auto
056028	8/12/2021	SHREDIT	Shred-It	140.45	Auto
056029	8/12/2021	SIMPLE	Simpleview LLC	2,622.00	Auto
056030	8/12/2021	SLOVAK	Slovak Baron Empey Murphy &	2,141.60	Auto
056031	8/12/2021	TRULYNO	Truly Nolen Branch 063	75.00	Auto
056032	8/12/2021	ULINE	ULINE	93.06	Auto
056033	8/12/2021	UPS	United Parcel Service	194.01	Auto
056034	8/20/2021	AMEXSLW	American Express	2,749.55	Auto
056035	8/20/2021	BASIC2	BASIC	160.60	Auto
056036	8/20/2021	CDW GOV	CDW Government	8,576.59	Auto
056037	8/20/2021	CHEIRON	Cheiron, Inc.	939.75	Auto
056038	8/20/2021	CVENT	CVENT, Inc.	168.00	Auto
056039	8/20/2021	GFOA	Government Finance Officers	160.00	Auto
056040	8/20/2021	GOLFPAC	Golfpac Travel	1,500.00	Auto
056041	8/20/2021	HARRELL	Crystal Harrell	100.00	Auto
056042	8/20/2021	KORS	Geoffrey Kors	50.00	Auto
056043	8/20/2021	MPI INT	MPI International	495.00	Auto
056044	8/20/2021	OFFDEPO	Office Depot, Inc.	237.95	Auto
056045	8/20/2021	TEETIME	Tee Times USA	1,500.00	Auto
056046	8/20/2021	ULINE	ULINE	164.20	Auto
056047	8/20/2021	UNIONSW	Union Bank	578.71	Auto
056048	8/20/2021	XPRESS	Xpress Graphics & Printing	57.32	Auto
056049	8/27/2021	ACETRAN	ACE Transportation, Inc.	494.00	Auto
056050	8/27/2021	ACSHEAT	Randall A Brockman	210.00	Auto
056051	8/27/2021	ALLEGIA	Allegiant Air	285.00	Auto
056052	8/27/2021	AMEXBGS	American Express	18,198.91	Auto
056053	8/27/2021	CAPLAN	Eric Scott Caplan	505.80	Auto
056054	8/27/2021	CVWATER	Coachella Valley Water Dist.	258.27	Auto
056055	8/27/2021	DELAGE	De Lage Landen Fin Svc. Inc.	404.05	Auto
056056	8/27/2021	DMAI	Destinations International	13,700.00	Auto
056057	8/27/2021	DMAI	Destinations International	10,000.00	Auto
056058	8/27/2021	GECKO	Gecko Grafix Corporation	3,300.00	Auto
056059	8/27/2021	HYATTGR	Hyatt Regency Indian Wells	47.95	Auto
056060	8/27/2021	JNS	JNS Media Specialists	4,611.07	Auto
056061	8/27/2021	LAWRENC	Erin Lawrence	300.00	Auto
056062	8/27/2021	LNRSDS	LNRS Data Services Inc.	5,250.45	Auto
056063	8/27/2021	OFFDEPO	Office Depot, Inc.	347.56	Auto
056064	8/27/2021	PROFLAN	Professional Landscape Service	1,360.00	Auto
056065	8/27/2021	QUADFIN	Quadient Finance USA, Inc.	800.00	Auto
056066	8/27/2021	SCE	Southern California Edison	6,223.42	Auto
056067	8/27/2021	SIMPLE	Simpleview LLC	13,009.00	Auto
056068	8/27/2021	TASMARK	TASMARK ENTERPRISES	2,500.00	Auto
056069	8/27/2021	TRULYNO	Truly Nolen Branch 063	75.00	Auto

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Greater Palm Springs Convention & Visitors Bureau (CVA)

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Check Number	Check Date	Vendor Number	Name	Check Amount	Check Type
056070	8/27/2021	ULINE	ULINE	95.99	Auto
056071	8/27/2021	UPS	United Parcel Service	482.03	Auto
056072	8/27/2021	XPRESS	Xpress Graphics & Printing	160.91	Auto
A0806A	8/6/2021	CALPERS	CalPERS	56,356.83	Manual
A0806B	8/6/2021	TRAVMUS	TravMedia USA LLC	3,900.00	Manual
A1128A	8/24/2021	MSR RHS	Mission Square Retirement RHS Plan	750.00	Manual
A1130A	8/24/2021	MSR457B	Mission Square Retirement	7,655.02	Manual
A15049	8/13/2021	ADARA	ADARA	40,000.00	Manual
A19697	8/30/2021	MSR457B	Mission Square Retirement	6,271.69	Manual
A19699	8/30/2021	MSR RHS	Mission Square Retirement RHS Plan	750.00	Manual
C22018	8/9/2021	RYAN	Mary Ryan	1,097.83	Manual
C22019	8/9/2021	AED	Suzanne Aed	73.65	Manual
C22020	8/10/2021	REYNOLD	Revae Reynolds	1,258.40	Manual
C22021	8/10/2021	SHEEHAN	Danae Sheehan	341.34	Manual
C22022	8/16/2021	MORGAN	Michelle Morgan	195.81	Manual
C22023	8/16/2021	GALLEGO	Robyn Gallegos	717.64	Manual
C22024	8/16/2021	ESTERLI	Susan Esterling	250.00	Manual
C22025	8/16/2021	WHITE	Scott L. White	5,143.39	Manual
C22026	8/23/2021	ORFIELD	Gary Orfield	271.43	Manual
C22027	8/23/2021	KIRKPAT	Rebecca Kirkpatrick	1,600.00	Manual
C22028	8/24/2021	DAY	Angle Day	842.89	Manual
C22029	8/27/2021	GALLEGO	Robyn Gallegos	42.00	Manual
C22030	8/31/2021	BOWIS	Lynne Bowis	61.06	Manual
C22031	8/31/2021	MIRAGLI	Jeff Miraglia	455.42	Manual
C22032	8/31/2021	MORGAN	Michelle Morgan	117.21	Manual
W1017A	8/12/2021	BLACKDI	Black Diamond	5,625.00	Manual
W7355A	8/23/2021	MSI	Marketing Services Intl GmbH	8,334.00	Manual
Bank 4 Total:				<u>1,129,702.43</u>	
Report Total:				<u><u>1,129,702.43</u></u>	

Tom Tabler, Chairman
J.W. Marriott Desert Springs Resort & Spa

Rolf Hoehn, Vice Chairman
Indian Wells Tennis Garden

Robert Del Mas, Secretary
Empire Polo Club & Event Facility

Aftab Dada, Treasurer
Hilton Palm Springs Resort

Kate Anderson
Agua Caliente Band of Cahuilla Indians

Lorraine Becker
Cabo's Pueblo Museum

Celeste Brackley
Ace Hotel & Swim Club

Tony Bruggemans
Le Vallauris

Gary Cardiff
Cardiff Limousine & Transportation

Jay Chesterton
Fantasy Springs Resort Casino

Dermot Connolly
La Quinta Resort & Spa

Tim Ellis
Ellis Hospitality Services

Eddy Estrada
Smarter Property Management

David Feltman
VRON of Pam Springs

Rob Hampton
Palm Springs Convention Center

Amanda Hoffmann
Vacasa

Todd Hooks
Agua Caliente Band of Cahuilla Indians

Jerry Keller
Lulu and Acqua California Bistros

Jay Mainthia
Indio Super 8 & Suites

Michael McLean
McLean Company Rentals

Allen Monroe
The Living Desert

Lee Morcus - Emeritus
Kaiser Restaurant Group

Michael Murray
Hotel Paseo

Liz Ostoich
FARM and Tac/Quila Restaurants

Brad Poncher
Homewood Suites by Hilton, La Quinta

Greg Purdy
Palm Springs Aerial Tramway

Tom Scaramellino
Westin Mission Hills Golf Resort & Spa

Bob Schneider
Palm Springs Power Baseball

Barb Smith
Eventis Destination Services

Boris Stark
Palm Desert Vacation Properties

Kelly Steward
The Ritz-Carlton Rancho Mirage

Joe Tormey
CSUSB Palm Desert Campus

Peggy Troft
Kimpton Rowan Palm Springs

Mike Waddell
Hyatt Regency Indian Wells Resort

Doug Watson
College of the Desert

VISIT GPS BOARD OF DIRECTORS

Resolution No. BOD 2021-002

A RESOLUTION OF THE BOARD OF DIRECTORS OF VISIT GREATER PALM SPRINGS (VISIT GPS) ADOPTING THE REGULAR MEETING SCHEDULE FOR 2022

WHEREAS, Visit Greater Palm Springs ("VISIT GPS") is a joint powers authority operating under the Joint Exercise of Powers Act (California Government Code Sections 6500 *et seq.*), located in the County of Riverside, State of California; and

WHEREAS, on May 21, 2021, via Resolution No. BOD 2021-001, the Board of Directors adopted the Amended and Restated Bylaws ("Bylaws") for VISIT GPS; and

WHEREAS, in accordance with Section 4 of the Bylaws, and Government Code Sections 54954(a) and 36805, the Board of Directors now desires to provide the time and place for holding regular meetings, as described in the attached Schedule of Regular Meetings ("Regular Meeting Schedule"), incorporated herein by this reference.

NOW, THEREFORE, BE IT RESOLVED by the Board of Directors of Visit Greater Palm Springs, as follows:

Section 1. RECITALS

That the above recitals are true and correct and are hereby incorporated herein by this reference.

Section 2. REGULAR MEETING TIME AND PLACE

That the regular meetings of the Board of Directors shall be held at the time and place as set forth in the Regular Meeting Schedule as attached hereto (Exhibit A), and such Regular Meeting Schedule shall replace and supersede any prior Board of Directors established regular meeting schedule.

Section 3. SEVERABILITY

That the Board of Directors declares that, should any provision, section paragraph, sentence or word of this Resolution and/or Regular Meeting Schedule be rendered or declared invalid by any final court action in a court of competent jurisdiction or by reason of any preemptive legislations, the remaining provisions, sections, paragraphs, sentences or words of this Resolution and/or Regular Meeting Schedule as hereby adopted shall remain in full force and effect.

Section 4. REPEAL OF CONFLICTING PROVISIONS

That all provisions of any prior resolutions and/or regular meeting schedules that are in conflict with the provisions of this Resolution are hereby repealed.

Section 5. EFFECTIVE DATE

That this resolution shall take effect immediately upon its adoption.

Section 6. CERTIFICATION

That the Clerk of the Board of Directors shall certify the roll call vote adopting this resolution.

PASSED, APPROVED AND ADOPTED at a regular meeting of the Board of Directors of Visit Greater Palm Springs held on the 24th day of September, 2021, by the following vote:

AYES:

NAYES:

ABSENT:

ABSTAIN:

ATTEST:

Tom Tabler, Chair
Visit GPS Board of Directors

Robert Del Mas, Secretary

APPROVED AS TO FORM:

Lena D. Wade, General Counsel

EXHIBIT “A” to

Resolution No. BOD 2021-002
A Resolution of the Board of Directors of
Visit Greater Palm Springs
Adopting the Regular Meeting Schedule for 2022

Attached:
Regular Meeting Schedule for 2022

[SEE ATTACHED]



2022
JPA Executive Committee/Visit GPS Board of Directors
Joint Meeting Schedule

Location:
Visit Greater Palm Springs
70100 Highway 111, Rancho Mirage, CA
(unless noticed otherwise)

January 28, 2022	8:30-10:00 a.m. JPA Executive Committee and Visit GPS Board of Directors Joint Meeting
February 2022	Dark
March 25, 2022	8:30-10:00 a.m. JPA Executive Committee and Visit GPS Board of Directors Joint Meeting
April 2022	Dark
May 20, 2022	8:30-10:00 a.m. JPA Executive Committee and Visit GPS Board of Directors Joint Meeting
June 24, 2022	8:30-10:00 a.m. JPA Executive Committee and Visit GPS Board of Directors Joint Meeting
July 2022	Dark
August 2022	Dark
September 30, 2022	8:30-10:00 a.m. JPA Executive Committee and Visit GPS Board of Directors Joint Meeting
October 2022	Dark
November 18, 2022	8:30-10:00 a.m. JPA Executive Committee and Visit GPS Board of Directors Joint Meeting
December 2022	Dark

Proposed Sept. 24, 2021



Monthly Summary Financial Report for July 2021

Description	Current Month			Year-to-Date			Current YTD vs. Prior YTD			Annual Forecast vs. Budget		
	Actual	Budget	Variance	Actual	Budget	Variance	Current Year	Prior Year	Variance	Annual	Annual	Variance
	July-21	July-21		July-21	July-20		Forecast	Budget				
Funding												
Tourism Business Improvement District	1,147,501	754,966	392,535	1,147,501	754,966	392,535	1,147,501	427,642	719,859	15,715,761	15,715,761	-
Cities/County Public Funding	417,978	436,116	(18,138)	417,978	436,116	(18,138)	417,978	245,699	172,279	1,996,946	1,996,946	-
Tribal Voluntary			-			-	-	-	-	146,201	146,201	-
Partnership	7,550	9,319	(1,769)	7,550	9,319	(1,769)	7,550	4,686	2,864	205,000	205,000	-
Advertising & Website Revenues	1,500		1,500	1,500		1,500	1,500	12,500	(11,000)	306,000	306,000	-
Joint Share Partnership - Tradeshow	500	83	417	500	83	417	500		500	206,860	206,860	-
FAM/Event Host/Convention Assistance		500	(500)		500	(500)	-		-	31,500	31,500	-
Other: Investment Income, County Project Reserves & Other Prior Year Funds	2,859	1,628	1,231	2,859	1,628	1,231	2,859	(42,360)	45,219	19,394	19,394	-
TOTAL	1,577,889	1,202,612	375,277	1,577,889	1,202,612	375,277	1,577,889	648,168	929,721	18,827,662	18,827,662	-
Expenses												
Labor - Wages	319,070	392,197	(73,127)	319,070	392,197	(73,127)	319,070	165,581	153,489	5,100,090	5,100,090	-
Labor - Taxes & Benefits	131,117	151,505	(20,388)	131,117	151,505	(20,388)	131,117	90,606	40,510	1,846,033	1,846,033	-
Marketing Production	13,181	19,378	(6,197)	13,181	19,378	(6,197)	13,181	5,416	7,765	822,939	822,939	-
Media Placement & Digital Marketing	102,280	991,587	(889,307)	102,280	991,587	(889,307)	102,280	17,686	84,594	5,683,376	5,683,376	-
Collateral Material	-	19,025	(19,025)	-	19,025	(19,025)	-	-	-	76,400	76,400	-
Familiarization Trips	5,443	7,850	(2,407)	5,443	7,850	(2,407)	5,443	448	4,995	291,800	291,800	-
Tradeshows / Sales Missions	24,314	46,750	(22,436)	24,314	46,750	(22,436)	24,314	-	24,314	737,800	737,800	-
Travel & Lodging	6,225	2,667	3,558	6,225	2,667	3,558	6,225	1,094	5,131	36,000	36,000	-
Special Promotions & Representation	51,725	64,375	(12,650)	51,725	64,375	(12,650)	51,725	20,467	31,258	1,393,350	1,393,350	-
Collection Fees	15,000	2,642	12,358	15,000	2,642	12,358	15,000	-	15,000	55,000	55,000	-
Event Hosting	721	8,250	(7,529)	721	8,250	(7,529)	721	5,000	(4,279)	713,700	713,700	-
Research	35,328	54,143	(18,815)	35,328	54,143	(18,815)	35,328	16,344	18,984	390,910	390,910	-
IT-Information Technology	6,000	83	5,917	6,000	83	5,917	6,000	6,000	-	100,200	100,200	-
Professional Fees	5,175	12,416	(7,241)	5,175	12,416	(7,241)	5,175	18,203	(13,028)	211,750	211,750	-
Overhead-Supplies-Utilities-Fees	76,233	87,460	(11,227)	76,233	87,460	(11,227)	76,233	41,508	34,726	1,109,532	1,109,532	-
Capital Outlay	-	50,000	(50,000)	-	50,000	(50,000)	-	-	-	200,000	200,000	-
Loan Repayment	-	-	-	-	-	-	-	-	-	58,782	58,782	-
TOTAL	791,812	1,910,328	(1,118,516)	791,812	1,910,328	(1,118,516)	791,812	388,354	403,459	18,827,662	18,827,662	-
Funding less Expenses	786,076	(707,716)	1,493,792	786,076	(707,716)	1,493,792	786,076	259,814	526,262	-	-	-