

Invitation for Bids – 2024
Concession Services at County Owned and Operated Beaches
Questions and Answers Released

December 21, 2023

1. Are you able to provide historical revenues for the past (5) years for this concession contract?

Attached, you will find the historical revenue figures for some of the concession contracts over the past five years. Please be aware that we do not have the full historical revenue data available.

2. Is the intent to award a sole operator or will the outlined concessions in this IFB be split up to multiple operators?

It can depend on how many bids we receive. For example, a single firm could potentially win more than one concession based on the number and quality of the bids submitted.

3. Within our bid, are we able to bid on one location or will it be based on all the 7 locations?

In your bid submission, you have the flexibility to bid on any specific location of your choosing. It is not mandatory to bid for all seven locations. Each firm can decide which particular location or locations they wish to submit a bid for.

4. Are the existing concession agreements expiring?

All of the existing concession agreements will expire on March 31, 2024.

5. Can you provide the business names of the current concessionaires?

Concession Name	Beach Location	Type of Concession
Perry's	Venice Beach	three buildings of bike rental at the beach
Spokes 'N Stuff	Will Rogers Chautauqua	Food concession and bike rentals
Perry's	Torrance	Food concession
B&B Food Services	Temescal	Food concession
Windsport International	Dockweiler/Hyperion	hang gliding
Oceans Café and Grill	Dockweiler/Bluff	Food concession
Surf Food Stand	Manhattan	Food concession
Spokes 'N Stuff	Dockweiler/Kilgore	Bike rental

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6. Can bidders request our financials from you along with the rent amounts?

Pursuant to Section 39 (Public Records Act) of the existing license agreement, bidders can request financial documents including rent amounts.

7. How do I officially notify you that I am interested in bidding?

To officially notify us of your interest in bidding, please submit your bid via email in searchable PDF format to Arnulfo Delgado at adelgado@bh.lacounty.gov. Ensure that your email subject states "IFB (2024) BID FOR CONCESSION SERVICES" and that your bid is received by the deadline of January 2, 2024, at 3:00 P.M., Pacific Standard Time. Your bid should be prepared in accordance with the guidelines set forth in the IFB, including all required forms and proof of insurability. If you have any questions, you may contact Arnulfo Delgado directly. Bids received after the deadline will be disqualified.

8. Also, do I understand correctly that the Solicitation Requirements Review due today is if we feel we are being unfairly disadvantaged?

The Solicitation Requirements Review was an option for bidders who felt that the solicitation's requirements might unfairly disadvantage them or if they found the instructions unclear, potentially affecting the County's ability to receive the best bids. However, it's important to note that the deadline for submitting the Solicitation Requirements Review request was December 6, 2023. If you had such concerns, this review process would have been the appropriate channel to address them by the specified date.

9. Are you providing site visits to the beach concession stands?

Yes, site visits to the beach concession stands can be arranged. Please contact me at 424-526-7738 or my mobile number at 213-379-5002. Alternatively, you can email me at adelgado@bh.lacounty.gov.

10. For the Zuma Beach locations, are there existing facilities to tour or is it the intent of the County to have food trucks at these locations? Can you please specify?

Preference will be given to bids that propose operating beach concession stands at both Zuma Beach locations as well as Will Rogers Chautauqua. However, if no bids are received for the concession stands, the County is open to considering food truck operations as an alternative.

11. The IFB states that "all bids must be bound and submitted in the prescribed format" Other than everything must be in at least a 10 point font, there are no further directions. Is there a specific bound format you are looking for? Spiral? Report cover? 3 ring? Or is it just a form that keeps the pages together?

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For bid submissions, the main requirement is that each bid is securely held together. This can be achieved by any binding method that ensures all pages remain organized and intact. Given that we accept bids through hand-delivery, mail, and email, the binding should be suitable for the chosen method of submission. There is no need to bind the documents if submitting via email. A simple attachment will suffice. Please refer to Section 6.10 of the Invitation for Bids (IFB) document.

Methods of Submission:

Hand-Delivery/Mail: Bids can be hand-delivered or mailed. If mailing, note that postmarks are not considered, and the risk of delay lies with the bidder. Each mailed or hand-delivered bid should be securely bound or stapled and placed in a sealed envelope or box, clearly labeled with "IFB (2024) BID FOR CONCESSION SERVICES", along with the bidder's name and address.

Email: Bids can be emailed in a searchable PDF format to adelgado@bh.lacounty.gov. The email subject line should read "IFB (2024) BID FOR CONCESSION SERVICES." Emails sent after the deadline will be considered non-responsive.

Address for Hand-Delivery and Mail:

Los Angeles County Department of Beaches & Harbors, Asset Management Division, Attention: Arnulfo Delgado, "IFB – Concessions 2024", 13837 Fiji Way, Marina del Rey, CA 90292.

12. Does the county have any gap stop measures in place to financially protect the tenant in the event of another pandemic or other special circumstances affecting revenues and high inflationary CPIs over the course of the lease? A cap on any CPI rent increase?

Please refer to Section 6.7 & 6.8 (Rent) of the sample license agreement for detailed terms. Currently, there are no specific safeguard measures in place for scenarios like a pandemic or high inflationary CPIs. However, the Board of Supervisors does have the authority to waive concessionaire rent if it deems necessary, as was the case during the previous pandemic.

13. In the Exhibit G's guidelines are we to implement our own standards that fall within the guidelines or Must we use Exhibit G's guidelines? Nutrient Requirements. Food Category Requirements. Product placement, Labeling, Signage and Pricing

You are required to follow the nutrition and product standards outlined in Exhibit G, including aspects like nutrient requirements, food category requirements, product placement, labeling, signage, and pricing. While you may implement your own standards, they must align with and fall within the guidelines specified in Exhibit G.

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For further guidance and clarification on these standards, we suggest reaching out to the Los Angeles County Department of Public Health. They can provide detailed information and assistance regarding compliance with Exhibit G's guidelines.

14. Must we be already certified in the ATFR program to be in compliance?

The Voluntary Artificial Trans Fat Reduction (ATFR) Program, certification in the ATFR program is not a mandatory compliance requirement for the bidding process. It is a voluntary program that food facilities can choose to participate in. If you opt to participate and are certified, you can display the ATFR placard at your facility, signifying your commitment to healthier food options. However, this is not a prerequisite for compliance with the overall concession requirements.

For more detailed guidance on whether participation in the ATFR program is beneficial or recommended for your specific circumstances, and to ensure your offerings align with the County's health and nutrition standards, you may want to reach out to the Los Angeles County Department of Public Health. They can provide advice on compliance with nutritional standards and whether the ATFR program could be advantageous for your operation.

15. Do we have to have all our inventory and concession sketch in the bidding process?

It's not required to include your full inventory and a sketch of the concession in your bid proposal for the IFB.

16. In Appendix D required forms do we have to download, complete each form on this appendix? For example: Zero Tolerance form downloaded from LA County website, fill out and add to our proposal.

Bidders who are in agreement with the County's policies should indicate their compliance by checking the appropriate boxes on the Certificate of Compliance in Appendix D. There is no requirement to download and complete each form individually from the County's website, unless you are directed to provide additional documentation or verification for specific sections. For your convenience, a working copy with active hyperlinks will be provided, enabling direct access to read the specific County policies in detail.

17. Does the bidding process provide any avenues for self-insurance, or posting of bond, in lieu of insurance requirements?

The bidding process does not currently provide avenues for self-insurance or posting of a bond in lieu of meeting the specified insurance requirements. The expectation remains for bidders to adhere to the specified insurance requirements.

18. If the insurance requirements (hang-glider operation only) specified in this bid offering are currently unavailable anywhere on the insurance market, would I be disqualified from submitting a bid?

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Being unable to secure the specified insurance does not automatically disqualify you from submitting a bid. However, it is essential to communicate this challenge in writing as soon as it becomes apparent. The information you provide will be valuable for assessing the feasibility of the insurance requirements in the current market.

19. In the above given scenario, if we are permitted to proceed with the bidding process despite the unavailability of these recently increased insurance requirements, at what point and in what manner would we, as the bidder, be obligated to communicate this challenge to the process?

Communication about any difficulties in meeting the insurance requirements should be done at the earliest possible stage in the bidding process. This should be a formal, written communication detailing the specific challenges encountered in obtaining the required insurance.

20. Based on my understanding, the County Executive Officer or the Board of Supervisors had previously determined that the "Products/Completed Operations Aggregate" requirement was deemed inappropriate for the hang-gliding concession. Consequently, it was removed because of the contractual restriction on the sale of any and all products by the concessionaire. Could you please confirm whether we are allowed to submit a bid without adhering to this specific requirement?

Yes, your understanding is correct. You are allowed to submit a bid without adhering to the "Products/Completed Operations Aggregate" requirement. For your reference, the proposed insurance includes Aviation Liability Insurance with coverage for Property Damage and Bodily Injury, with the County named as an additional insured.

Aviation Liability Insurance (Hang-Glider Operations)

Insurance providing scope of coverage to include Hang-Glider use, rental, instruction and related activities.

Coverage for Property Damage and Bodily Injury with the County named as an additional insured.

Per Occurrence	\$1 million
Aggregate	\$2 million

Name of Business
Profit/Loss Statement
Will Rogers/Chautauqua
August 1, 2019 - November 30, 2019

Revenue:

Gross Sales	\$4,200.00
Less: Sales Returns and Allowances	\$0.00
Net Sales	<u>\$4,200.00</u>

Cost of Goods Sold:

Beginning Inventory	\$0.00	
Add: Purchases	\$8,000.00	
Freight-in	\$0.00	N/A
Direct Labor	\$0.00	
Indirect Expenses	\$0.00	
	<u>\$8,000.00</u>	
Less: Ending Inventory	\$0.00	
Cost of Goods Sold		<u>\$8,000.00</u>
Gross Profit (Loss)		-\$3,800.00

Expenses:

Advertising & Signage	\$800.00
Amortization	\$0.00
Bad Debts	\$0.00
Bank Charges	\$0.00
Charitable Contributions	\$0.00
Commissions	\$0.00
Contract Labor	\$0.00
Credit Card Fees	\$150.00
Delivery Expenses	\$0.00
Depreciation	\$0.00
Dues and Subscriptions	\$0.00
Insurance	\$2,000.00
Interest	\$0.00
Maintenance	\$0.00
Miscellaneous	\$0.00
Office Expenses	\$0.00
Operating Supplies	\$250.00
Payroll Taxes	\$0.00
Permits and Licenses	\$300.00
Postage	\$75.00
Professional Fees	\$0.00
Property Taxes	\$0.00
Rent	\$2,030.00
Repairs	\$0.00
Telephone	\$325.00
Travel	\$0.00
Utilities	\$375.00
Vehicle Expenses	\$0.00
Wages	\$3,300.00
Total Expenses	<u>\$9,605.00</u>

Name of Business
Profit/Loss Statement
Will Rogers/Chautauqua
August 1, 2019 - November 30, 2019

Net Operating Income

-\$13,405.00

Other Income:

Gain (Loss) on Sale of Assets

\$0.00

Interest Income

\$0.00

Total Other Income

\$0.00

Net Income (Loss)

-\$13,405.00

I certify that the above is true and accurate

12/7/19

DATE

Name of Business
Profit/Loss Statement
Dockweiler/Kilgore
August 1, 2019 - November 30, 2019

Revenue:

Gross Sales	\$23,400.00
Less: Sales Returns and Allowances	\$0.00
Net Sales	<u>\$23,400.00</u>

Cost of Goods Sold:

Beginning Inventory	\$0.00	
Add: Purchases	\$17,000.00	
Freight-in	\$0.00	N/A
Direct Labor	\$18,000.00	
Indirect Expenses	\$0.00	
	<u>\$35,000.00</u>	
Less: Ending Inventory	\$0.00	
Cost of Goods Sold		<u>\$35,000.00</u>

Gross Profit (Loss)	-\$11,600.00
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Expenses:

Advertising & Signage	\$7,000.00
Amortization	\$0.00
Bad Debts	\$0.00
Bank Charges	\$0.00
Charitable Contributions	\$0.00
Commissions	\$1,900.00
Contract Labor	\$0.00
Credit Card Fees	\$550.00
Delivery Expenses	\$0.00
Depreciation	\$0.00
Dues and Subscriptions	\$0.00
Insurance	\$2,000.00
Interest	\$0.00
Maintenance	\$0.00
Miscellaneous	\$0.00
Office Expenses	\$0.00
Operating Supplies	\$400.00
Payroll Taxes	\$0.00
Permits and Licenses	\$300.00
Postage	\$100.00
Professional Fees	\$0.00
Property Taxes	\$0.00
Rent	\$2,030.00
Repairs	\$0.00
Telephone	\$400.00
Travel	\$0.00
Utilities	\$800.00
Vehicle Expenses	\$0.00
Wages	\$24,000.00
Total Expenses	<u>\$39,480.00</u>

Name of Business
Profit/Loss Statement
Dockweiler/Kilgore
August 1, 2019 - November 30, 2019

Net Operating Income

-\$51,080.00

Other Income:

Gain (Loss) on Sale of Assets

\$0.00

Interest Income

\$0.00

Total Other Income

\$0.00

Net Income (Loss)

-\$51,080.00

I certify that the above is true and accurate

12/7/19

DATE

SUNDANCE RENTALS, INC
Profit & Loss
June through November 2023

	<u>Torrance</u>
Ordinary Income/Expense	
Income	
40000 · Sales Income	145,198.89
Total Income	145,198.89
Cost of Goods Sold	
50000 · Cost of Good Sold	50,702.58
55000 · Payroll-Direct	57,603.43
Total COGS	<u>108,306.01</u>
Gross Profit	<u>36,892.88</u>
Total Expense	<u>39,936.11</u>
Net Ordinary Income	-3,043.23

SUNDANCE RENTALS, INC

Profit & Loss

June through November 2018

Canyon Playa Rose Torrance Venice Washington

Ordinary Income/Expense

Income

40000 · Sales Income

40001 · Food Income

0.00 123,372.75 0.00 0.00

40002 · Beverage Income

0.00 44,297.36 0.00 0.00

40003 · Rental Income

40004 · Accessories

2,135.00 20.00 9,785.10 17,090.19

40005 · Bikes Rental

55,065.00 5,687.00 117,528.40 191,597.17

40007 · Boards Rental

6,262.00 0.00 30,107.50 28,675.17

40008 · Charis/Umbrella Rental

7,776.00 0.00 21,059.00 13,703.80

40014 · Rental Incom Electric Bik

0.00 0.00 0.00 4,700.00

Total 40003 · Rental Income

71,238.00 5,707.00 178,480.00 255,766.33

40009 · Retail Income

0.00 218.75 0.00 0.00

Total 40000 · Sales Income

71,238.00 173,595.86 178,480.00 255,766.33

40012 · Refund Damaged Items

30.00 0.00 291.45 486.00

Total Income

71,268.00 173,595.86 178,771.45 256,252.33

Cost of Goods Sold

50000 · Cost of Good Sold

50001 · Food Expense

0.00 32,889.08 0.00 0.00

50002 · Beverage Expense

0.00 8,124.32 0.00 0.00

50004 · Disposable Expense

0.00 6,771.03 0.00 0.00

50005 · Other Supplies

7.57 877.26 0.00 0.00

50006 · Retail Expense

0.00 174.60 0.00 0.00

50007 · Rental Repair & Maint. Expen

0.00 0.00 788.65 0.00

Total 50000 · Cost of Good Sold

7.57 48,836.29 788.65 0.00

55000 · Payroll-Direct

55001 · Salary Payroll

0.00 0.00 0.00 0.00

55002 · Hourly Wages Payroll

1,801.52 37,878.94 30,593.23 46,620.04

55004 · Health Insurance Payroll

0.00 0.00 0.00 0.00

55005 · Bonus

0.00 0.00 0.00 0.00

55007 · Payroll Overhead

0.00 0.00 0.00 0.00

55009 · Payroll Taxes

0.00 0.00 0.00 0.00

Total 55000 · Payroll-Direct

1,801.52 37,878.94 30,593.23 46,620.04

61000 · Charge Back

0.00 0.00 0.00 0.00

Total COGS

1,809.09 86,715.23 31,381.88 46,620.04

Gross Profit

69,458.91 86,880.63 147,389.57 209,632.29

Expense

56000 · Payroll Expenses

0.00 0.00 0.00 0.00

59999 · Accounting Expenses

0.00 0.00 0.00 0.00

60000 · Advertising and Promotion

0.00 0.00 0.00 0.00

60100 · Armed Transport

0.00 0.00 0.00 0.00

60400 · Bank Service Charges

0.00 0.00 0.00 0.00

60450 · Cable

0.00 443.92 0.00 0.00

60500 · Cash Adjustment

-100.00 0.00 -95.51 119.50

61700 · Computer and Internet Expenses

173.11 67.46 241.03 303.89

62600 · Employees Benefits

0.00 0.00 0.00 0.00

SUNDANCE RENTALS, INC

Profit & Loss

June through November 2018

	Canyon	Playa	Rose	Torrance	Venice	Washington
63100 · Furniture & Equip. Expense						
63101 · Fixture & Furniture			51.86	0.00	51.86	51.86
63102 · Fixture & Furn. Kitchen			0.00	0.00	0.00	0.00
63104 · Rental Equipment			0.00	0.00	3,119.74	3,081.04
63108 · Computer Equipment			0.00	0.00	0.00	0.00
Total 63100 · Furniture & Equip. Expense			51.86	0.00	3,171.60	3,132.90
63300 · Insurance Expense						
63305 · Workers' Comp. Insurance			0.00	0.00	0.00	0.00
63315 · Liability Insurance			0.00	0.00	0.00	0.00
Total 63300 · Insurance Expense			0.00	0.00	0.00	0.00
63450 · Janitorial Expenses			0.00	1,596.84	360.80	88.89
64350 · Merchant Fees			0.00	0.00	0.00	0.00
64400 · Misc. Expenses			133.31	5.69	481.87	22.42
64800 · Office Expenses			0.00	0.00	0.00	118.00
64900 · Office Supplies			0.00	0.00	129.95	0.00
66300 · Pest Control			0.00	85.00	0.00	0.00
66500 · Postage and Delivery			0.00	0.00	0.00	0.00
66900 · Reconciliation Discrepancies			0.00	0.00	0.00	0.00
67000 · Rent Expenses			24,716.72	17,312.86	69,611.40	91,890.16
67100 · Rent Office			0.00	0.00	0.00	0.00
67200 · Repairs and Maintenance			72.15	1,783.26	256.15	226.16
67300 · Security Expenses			510.00	336.00	510.00	774.06
67900 · Storage Expenses			0.00	0.00	0.00	0.00
68000 · Taxes Expenses						
68006 · Property Tax			2,280.84	672.62	2,280.84	2,280.86
68007 · Permit Fee Expenses			31.00	0.00	31.00	31.00
Total 68000 · Taxes Expenses			2,311.84	672.62	2,311.84	2,311.86
68100 · Telephone Expense			335.63	861.50	390.39	697.68
68500 · Uniforms			0.00	0.00	0.00	0.00
68600 · Utilities						
68610 · Electricity			722.94	0.00	686.00	912.39
68620 · Gas			0.00	765.05	0.00	0.00
68640 · Waste			0.00	2,915.14	0.00	0.00
Total 68600 · Utilities			722.94	3,680.19	686.00	912.39
Total Expense			28,927.56	26,845.34	78,055.52	100,597.91
Net Ordinary Income			40,531.35	60,035.29	69,334.05	109,034.38
Other Income/Expense						
Other Expense						
80010 · Supense Account Deposits			0.00	0.00	0.00	0.00
Total Other Expense			0.00	0.00	0.00	0.00
Net Other Income			0.00	0.00	0.00	0.00
Net Income			40,531.35	60,035.29	69,334.05	109,034.38

SUNDANCE RENTALS, INC
Profit & Loss
June through November 2023

	<u>TOTAL</u>
Ordinary Income/Expense	
Income	
40000 · Sales Income	404,527.99
Total Income	404,527.99
Cost of Goods Sold	
50000 · Cost of Good Sold	462.78
55000 · Payroll-Direct	250,142.27
Total COGS	<u>250,605.05</u>
Gross Profit	<u>153,922.94</u>
Total Expense	<u>253,241.70</u>
Net Ordinary Income	-99,318.76

Windsports

PROFIT AND LOSS

December 2018 - May 2019

	TOTAL
Income	
Dockweiler Beach Location	365.00
Rentals - Beach Location	1,236.32
Site Fee	235.66
Tuition - Beach Location	33,859.89
Total Dockweiler Beach Location	35,696.87
Gift Certificates	637.00
Kagel Income	
Rides	1,155.00
Storage - Valley Location	1,845.00
Taxable Sales	
Sales of Product Income	42,079.23
Total Taxable Sales	42,079.23
Tourist Tandem	28,956.65
Tuition - Valley Location	4,378.00
Total Kagel Income	78,413.88
Services	24,053.72
Shipping Income	230.33
Tips	80.45
Unapplied Cash Payment Income	0.00
Total Income	\$139,112.25
Cost of Goods Sold	
Cost of Goods Sold	510.00
Memory Cards	653.04
Purchases - Equipment	35,786.58
Purchases - Parts	2,925.08
Total Cost of Goods Sold	39,874.70
Total Cost of Goods Sold	\$39,874.70
GROSS PROFIT	\$99,237.55
Expenses	
Beach Expenses	
Beach Supplies	1,202.33
Rent	2,075.35
Salaries - Beach	525.00
Total Beach Expenses	3,802.68
Mountain Expenses	
Automobile Expense	2,126.94
Glider Storage	200.00
Outside Services	6,539.95
Reimbursed Expenses	250.00
Repairs / Maintenance Bldg	504.45
Salaries - Kagel	1,990.00

	TOTAL
Total Mountain Expenses	11,611.34
Shared Expenses	
Accounting & Legal	
Accounting/Bookkeeping	175.00
Total Accounting & Legal	175.00
Advertising	357.00
Bank Charges/Fees	10.00
Bank Service Charges	86.21
Credit Card Fees	3,152.88
Total Bank Charges/Fees	3,249.09
Communications/Internet	419.64
Dues & Subscriptions	1,251.00
Insurance	372.06
Insurance - Liability	8,977.05
Insurance - Workers Comp	2,661.64
Total Insurance	12,010.75
Lesson Expenses	206.95
Meals	139.08
Office Supplies	763.77
Payroll Service Charges	216.00
Postage/Shipping	29.10
QuickBooks Payments Fees	331.92
Rent of Windsports House	4,800.00
Salaries - Officers	
Andy Beem - Salary	22,227.00
Josh Laufer - Salary	20,004.76
Total Salaries - Officers	42,231.76
Shop Supplies	43.79
Taxes	
LA City Bus Tax	3,448.09
Payroll Taxes ER	3,821.25
Total Taxes	7,269.34
Telephone	1,784.73
Travel	186.60
Utilities	1,401.99
Total Shared Expenses	76,867.51
Trip Expenses	1,005.00
Total Expenses	\$93,286.53
NET OPERATING INCOME	\$5,951.02
NET INCOME	\$5,951.02

Windsports

PROFIT AND LOSS

June - November, 2018

	TOTAL
Income	
Dockweiller Beach Location	
Rentals - Beach Location	550.19
Site Fee	5.00
Tuition - Beach Location	47,734.28
Total Dockweiller Beach Location	48,289.47
Kagel Income	1,110.00
Parachute Repack	250.00
Rentals - Valley Location	175.00
Repairs - Labor	716.66
Rides	820.00
Storage - Valley Location	1,699.00
Taxable Sales	17.00
Sales of Product Income	46,936.61
T-shirts	326.71
Total Taxable Sales	47,280.32
Tourist Tandem	24,088.19
Tuition - Valley Location	13,772.48
Total Kagel Income	89,911.65
Return & Allowances	-110.00
Services	8,204.89
Shipping Income	38.50
Unapplied Cash Payment Income	-105.68
Total Income	\$146,228.83
Cost of Goods Sold	
Cost of Goods Sold	487.23
Memory Cards	718.08
Purchases - Equipment	4,414.95
Purchases - Gliders	33,327.39
Purchases - Parts	293.20
Total Cost of Goods Sold	39,240.85
Total Cost of Goods Sold	\$39,240.85
GROSS PROFIT	\$106,987.98
Expenses	
Beach Expenses	
Beach Supplies	1,375.00
Rent	6,863.63
Total Beach Expenses	8,238.63
Mountain Expenses	
Automobile Expense	4,716.14
Glider Storage	1,028.00
Instuctor Expenses - Mtn	1,100.00
Outside Services	350.00

	TOTAL
Salaries - Kagel	1,135.00
Total Mountain Expenses	8,329.14
Shared Expenses	
Accounting & Legal	3,669.05
Advertising	419.00
Bank Charges/Fees	13.00
Bank Service Charges	756.54
Credit Card Fees	2,903.16
Total Bank Charges/Fees	3,672.70
Communications/Internet	514.58
Dues & Subscriptions	250.20
Insurance	
Insurance - Workers Comp	1,203.56
Total Insurance	1,203.56
Lesson Expenses	364.85
Meals	454.31
Office Supplies	189.17
Payroll Service Charges	537.37
Postage/Shipping	6.99
Promotion	395.34
QuickBooks Payments Fees	599.29
Rent of Windsports House	24,071.00
Salaries - Officers	
Andy Beem - Salary	27,043.94
Josh Laufer - Salary	25,699.00
Total Salaries - Officers	52,742.94
Taxes	
CA FTB Corporation Taxes	800.00
Payroll Taxes ER	5,368.77
Personal Property Tax	139.12
Total Taxes	6,307.89
Telephone	990.99
Utilities	1,659.86
Total Shared Expenses	98,049.09
Trip Expenses	310.00
Total Expenses	\$114,926.86
NET OPERATING INCOME	\$ -7,938.88
NET INCOME	\$ -7,938.88

C30025
014-005-DBH
B&B Food Services
Temescal

INITIAL	Feb-15 Feb-14	Feb-16 Feb-14	Feb-17 Feb-14	Feb-18 Feb-14	Feb-19 Feb-14	Feb-20 Feb-14	Feb-21 Feb-14	Feb-22 Feb-14	Feb-23 Feb-14
	1.00098731	1.025114184	1.052916506	1.091068991	1.118431587	1.155970115	1.167129209	1.253485661	1.443519505
\$30,003.00	\$30,003.00	\$30,003.00	\$30,003.00	\$30,003.00	\$30,003.00	\$30,003.00	\$30,003.00	\$30,003.00	\$30,003.00
	1.00098731	1.025114184	1.052916506	1.091068991	1.118431587	1.155970115	1.167129209	1.253485661	1.443519505
	\$30,032.62	\$30,756.50	\$31,590.65	\$32,735.34	\$33,556.30	\$34,682.57	\$35,017.38	\$37,608.33	\$43,309.92

Month

June - September	15.60%	15.60%	15.60%	15.60%	15.60%	15.60%	15.60%	15.60%	15.60%
October - May	4.70%	4.70%	4.70%	4.70%	4.70%	4.70%	4.70%	4.70%	4.70%

May (initial)	\$1,410.14										
June	\$4,680.47	\$4,685.09	\$4,798.01	\$4,928.14	\$5,106.71	\$5,234.78	\$5,410.48	\$5,462.71	\$5,866.90	\$6,756.35	15.6%
July	\$4,680.47	\$4,685.09	\$4,798.01	\$4,928.14	\$5,106.71	\$5,234.78	\$5,410.48	\$5,462.71	\$5,866.90	\$6,756.35	15.6%
August	\$4,680.47	\$4,685.09	\$4,798.01	\$4,928.14	\$5,106.71	\$5,234.78	\$5,410.48	\$5,462.71	\$5,866.90	\$6,756.35	15.6%
September	\$4,680.47	\$4,685.09	\$4,798.01	\$4,928.14	\$5,106.71	\$5,234.78	\$5,410.48	\$5,462.71	\$5,866.90	\$6,756.35	15.6%
October	\$1,410.14	\$1,411.53	\$1,445.56	\$1,484.76	\$1,538.56	\$1,577.15	\$1,630.08	\$1,645.82	\$1,767.59	\$2,035.57	4.7%
November	\$1,410.14	\$1,411.53	\$1,445.56	\$1,484.76	\$1,538.56	\$1,577.15	\$1,630.08	\$1,645.82	\$1,767.59	\$2,035.57	4.7%
December	\$1,410.14	\$1,411.53	\$1,445.56	\$1,484.76	\$1,538.56	\$1,577.15	\$1,630.08	\$1,645.82	\$1,767.59	\$2,035.57	4.7%
January	\$1,410.14	\$1,411.53	\$1,445.56	\$1,484.76	\$1,538.56	\$1,577.15	\$1,630.08	\$1,645.82	\$1,767.59	\$2,035.57	4.7%
February	\$1,410.14	\$1,411.53	\$1,445.56	\$1,484.76	\$1,538.56	\$1,577.15	\$1,630.08	\$1,645.82	\$1,767.59	\$2,035.57	4.7%
March	\$1,410.14	\$1,411.53	\$1,445.56	\$1,484.76	\$1,538.56	\$1,577.15	\$1,630.08	\$1,645.82	\$1,767.59	\$2,035.57	4.7%
April	\$1,410.14	\$1,411.53	\$1,445.56	\$1,484.76	\$1,538.56	\$1,577.15	\$1,630.08	\$1,645.82	\$1,767.59		4.7%
May	\$1,410.14	\$1,411.53	\$1,445.56	\$1,484.76	\$1,538.56	\$1,577.15	\$1,630.08	\$1,645.82	\$1,767.59		4.7%

100%

C30018
014-006-DBH
Ocean Enterprises LLC
Dockweiler/Bluff

INITIAL	Feb-15 Feb-14	Feb-16 Feb-14	Feb-17 Feb-14	Feb-18 Feb-14	Feb-19 Feb-14	Feb-20 Feb-14	Feb-21 Feb-14	Feb-22 Feb-14	Feb-23 Feb-14
	1.00098731	1.025114184	1.052916506	1.091068991	1.118431587	1.155970115	1.167129209	1.253485661	1.443519505
\$9,300.00	\$9,300.00	\$9,300.00	\$9,300.00	\$9,300.00	\$9,300.00	\$9,300.00	\$9,300.00	\$9,300.00	\$9,300.00
	1.00098731	1.025114184	1.052916506	1.091068991	1.118431587	1.155970115	1.167129209	1.253485661	1.443519505
	\$9,309.18	\$9,533.56	\$9,792.12	\$10,146.94	\$10,401.41	\$10,750.52	\$10,854.30	\$11,657.42	\$13,424.73

Month

June - September	15.60%	15.60%	15.60%	15.60%	15.60%	15.60%	15.60%	15.60%	15.60%
October - May	4.70%	4.70%	4.70%	4.70%	4.70%	4.70%	4.70%	4.70%	4.70%

May (initial)	\$437.10										
June	\$1,450.80	\$1,452.23	\$1,487.24	\$1,527.57	\$1,582.92	\$1,622.62	\$1,677.08	\$1,693.27	\$1,818.56	\$2,094.26	15.6%
July	\$1,450.80	\$1,452.23	\$1,487.24	\$1,527.57	\$1,582.92	\$1,622.62	\$1,677.08	\$1,693.27	\$1,818.56	\$2,094.26	15.6%
August	\$1,450.80	\$1,452.23	\$1,487.24	\$1,527.57	\$1,582.92	\$1,622.62	\$1,677.08	\$1,693.27	\$1,818.56	\$2,094.26	15.6%
September	\$1,450.80	\$1,452.23	\$1,487.24	\$1,527.57	\$1,582.92	\$1,622.62	\$1,677.08	\$1,693.27	\$1,818.56	\$2,094.26	15.6%
October	\$437.10	\$437.53	\$448.08	\$460.23	\$476.91	\$488.87	\$505.27	\$510.15	\$547.90	\$630.96	4.7%
November	\$437.10	\$437.53	\$448.08	\$460.23	\$476.91	\$488.87	\$505.27	\$510.15	\$547.90	\$630.96	4.7%
December	\$437.10	\$437.53	\$448.08	\$460.23	\$476.91	\$488.87	\$505.27	\$510.15	\$547.90	\$630.96	4.7%
January	\$437.10	\$437.53	\$448.08	\$460.23	\$476.91	\$488.87	\$505.27	\$510.15	\$547.90	\$630.96	4.7%
February	\$437.10	\$437.53	\$448.08	\$460.23	\$476.91	\$488.87	\$505.27	\$510.15	\$547.90	\$630.96	4.7%
March	\$437.10	\$437.53	\$448.08	\$460.23	\$476.91	\$488.87	\$505.27	\$510.15	\$547.90	\$630.96	4.7%
April	\$437.10	\$437.53	\$448.08	\$460.23	\$476.91	\$488.87	\$505.27	\$510.15	\$547.90		4.7%
May	\$437.10	\$437.53	\$448.08	\$460.23	\$476.91	\$488.87	\$505.27	\$510.15	\$547.90		4.7%

100%

C30020
014-003-DBH
Perry's
Torrance

INITIAL	Feb-15 Feb-14	Feb-16 Feb-14	Feb-17 Feb-14	Feb-18 Feb-14	Feb-19 Feb-14	Feb-20 Feb-14	Feb-21 Feb-14	Feb-22 Feb-14	Feb-23 Feb-14
	1.00098731	1.025114184	1.052916506	1.091068991	1.118431587	1.155970115	1.167129209	1.253485661	1.443519505
\$20,100.00	\$22,100.00 1.00098731	\$22,100.00 1.025114184	\$22,100.00 1.052916506	\$22,100.00 1.091068991	\$22,100.00 1.118431587	\$22,100.00 1.155970115	\$22,100.00 1.167129209	\$22,100.00 1.253485661	\$22,100.00 1.443519505
	\$22,121.82	\$22,655.02	\$23,269.45	\$24,112.62	\$24,717.34	\$25,546.94	\$25,793.56	\$27,702.03	\$31,901.78

Month

June - September	15.60%	15.60%	15.60%	15.60%	15.60%	15.60%	15.60%	15.60%	15.60%
October - May	4.70%	4.70%	4.70%	4.70%	4.70%	4.70%	4.70%	4.70%	4.70%

May	\$944.70										
June	\$3,135.60	\$3,451.00	\$3,534.18	\$3,630.03	\$3,761.57	\$3,855.90	\$3,985.32	\$4,023.79	\$4,321.52	\$4,976.68	15.6%
July	\$3,135.60	\$3,451.00	\$3,534.18	\$3,630.03	\$3,761.57	\$3,855.90	\$3,985.32	\$4,023.79	\$4,321.52	\$4,976.68	15.6%
August	\$3,302.27	\$3,451.00	\$3,534.18	\$3,630.03	\$3,761.57	\$3,855.90	\$3,985.32	\$4,023.79	\$4,321.52	\$4,976.68	15.6%
September	\$3,302.27	\$3,451.00	\$3,534.18	\$3,630.03	\$3,761.57	\$3,855.90	\$3,985.32	\$4,023.79	\$4,321.52	\$4,976.68	15.6%
October	\$1,111.37	\$1,039.73	\$1,064.79	\$1,093.66	\$1,133.29	\$1,161.71	\$1,200.71	\$1,212.30	\$1,302.00	\$1,499.38	4.7%
November	\$1,111.37	\$1,039.73	\$1,064.79	\$1,093.66	\$1,133.29	\$1,161.71	\$1,200.71	\$1,212.30	\$1,302.00	\$1,499.38	4.7%
December	\$1,111.37	\$1,039.73	\$1,064.79	\$1,093.66	\$1,133.29	\$1,161.71	\$1,200.71	\$1,212.30	\$1,302.00	\$1,499.38	4.7%
January	\$1,111.37	\$1,039.73	\$1,064.79	\$1,093.66	\$1,133.29	\$1,161.71	\$1,200.71	\$1,212.30	\$1,302.00	\$1,499.38	4.7%
February	\$1,111.37	\$1,039.73	\$1,064.79	\$1,093.66	\$1,133.29	\$1,161.71	\$1,200.71	\$1,212.30	\$1,302.00	\$1,499.38	4.7%
March	\$1,111.37	\$1,039.73	\$1,064.79	\$1,093.66	\$1,133.29	\$1,161.71	\$1,200.71	\$1,212.30	\$1,302.00	\$1,499.38	4.7%
April	\$1,111.37	\$1,039.73	\$1,064.79	\$1,093.66	\$1,133.29	\$1,161.71	\$1,200.71	\$1,212.30	\$1,302.00		4.7%
May	\$1,111.37	\$1,039.73	\$1,064.79	\$1,093.66	\$1,133.29	\$1,161.71	\$1,200.71	\$1,212.30	\$1,302.00		4.7%

100%

C30023
014-002-DBH
Perry's
Venice Beach

INITIAL	Feb-15 Feb-14	Feb-16 Feb-14	Feb-17 Feb-14	Feb-18 Feb-14	Feb-19 Feb-14	Feb-20 Feb-14	Feb-21 Feb-14	Feb-22 Feb-14	Feb-23 Feb-14
	1.00098731	1.025114184	1.052916506	1.091068991	1.118431587	1.155970115	1.167129209	1.253485661	1.443519505
\$230,000.00	\$232,000.00	\$232,000.00	\$237,062.00	\$237,709.00	\$237,709.00	\$237,709.00	\$237,709.00	\$237,709.00	\$237,709.00
	1.00098731	1.025114184	1.052916506	1.091068991	1.118431587	1.155970115	1.167129209	1.253485661	1.443519505
	\$232,229.06	\$237,826.49	\$249,606.49	\$259,356.92	\$265,861.25	\$274,784.50	\$277,437.12	\$297,964.82	\$343,137.58

Month

June - September	15.60%	15.60%	15.60%	15.60%	15.60%	15.60%	15.60%	15.60%	15.60%
October - May	4.70%	4.70%	4.70%	4.70%	4.70%	4.70%	4.70%	4.70%	4.70%

May (initial)	\$36,046.67										
June	\$35,880.00	\$36,227.73	\$37,100.93	\$38,938.61	\$40,459.68	\$41,474.36	\$42,866.38	\$43,280.19	\$46,482.51	\$53,529.46	15.6%
July	\$35,880.00	\$36,227.73	\$37,100.93	\$38,938.61	\$40,459.68	\$41,474.36	\$42,866.38	\$43,280.19	\$46,482.51	\$53,529.46	15.6%
August	\$36,046.67	\$36,227.73	\$37,100.93	\$38,938.61	\$40,459.68	\$41,474.36	\$42,866.38	\$43,280.19	\$46,482.51	\$53,529.46	15.6%
September	\$36,046.67	\$36,227.73	\$37,100.93	\$38,938.61	\$40,459.68	\$41,474.36	\$42,866.38	\$43,280.19	\$46,482.51	\$53,529.46	15.6%
October	\$36,046.67	\$10,914.77	\$11,177.85	\$11,731.51	\$12,189.78	\$12,495.48	\$12,914.87	\$13,039.54	\$14,004.35	\$16,127.47	4.7%
November	\$ 10,976.67	\$10,914.77	\$11,177.85	\$11,731.51	\$12,189.78	\$12,495.48	\$12,914.87	\$13,039.54	\$14,004.35	\$16,127.47	4.7%
December	\$ 10,976.67	\$10,914.77	\$11,177.85	\$11,731.51	\$12,189.78	\$12,495.48	\$12,914.87	\$13,039.54	\$14,004.35	\$16,127.47	4.7%
January	\$ 10,976.67	\$10,914.77	\$11,177.85	\$11,731.51	\$12,189.78	\$12,495.48	\$12,914.87	\$13,039.54	\$14,004.35	\$16,127.47	4.7%
February	\$ 10,976.67	\$10,914.77	\$11,177.85	\$11,731.51	\$12,189.78	\$12,495.48	\$12,914.87	\$13,039.54	\$14,004.35	\$16,127.47	4.7%
March	\$ 10,976.67	\$10,914.77	\$11,177.85	\$11,731.51	\$12,189.78	\$12,495.48	\$12,914.87	\$13,039.54	\$14,004.35	\$16,127.47	4.7%
April	\$ 10,976.67	\$10,914.77	\$11,177.85	\$11,731.51	\$12,189.78	\$12,495.48	\$12,914.87	\$13,039.54	\$14,004.35		4.7%
May	\$ 10,976.67	\$10,914.77	\$11,177.85	\$11,731.51	\$12,189.78	\$12,495.48	\$12,914.87	\$13,039.54	\$14,004.35		4.7%

100%

Additional Authorized Activities per Amendment #1 - 2014 pro-rate from Aug to Dec in ledger

C30032
019-001
 Spokes N' Stuff
 Dockweiler/Kilgore

INITIAL 2019	May-20 May-19 1.008609037	May-21 May-19 1.047876158	May-22 May-19 1.13177693	May-23 May-19 1.156418487
\$5,000.00	\$5,000.00 1.008609037 \$5,043.05	\$5,000.00 1.04787616 \$5,239.38	\$5,000.00 1.13177693 \$5,658.88	\$5,000.00 1.156418487 \$5,782.09

Month

June - September	15.60%	15.60%	15.60%	15.60%	15.60%
October - May	4.70%	4.70%	4.70%	4.70%	4.70%

June	-	\$786.72	\$817.34	\$882.79	\$902.01	15.6%
July	-	\$786.72	\$817.34	\$882.79	\$902.01	15.6%
August	\$780.00	\$786.72	\$817.34	\$882.79	\$902.01	15.6%
September	\$780.00	\$786.72	\$817.34	\$882.79	\$902.01	15.6%
October	\$235.00	\$237.02	\$246.25	\$265.97	\$271.76	4.7%
November	\$235.00	\$237.02	\$246.25	\$265.97	\$271.76	4.7%
December	\$235.00	\$237.02	\$246.25	\$265.97	\$271.76	4.7%
January	\$235.00	\$237.02	\$246.25	\$265.97	\$271.76	4.7%
February	\$235.00	\$237.02	\$246.25	\$265.97	\$271.76	4.7%
March	\$235.00	\$237.02	\$246.25	\$265.97	\$271.76	4.7%
April	\$235.00	\$237.02	\$246.25	\$265.97		4.7%
May	\$235.00	\$237.02	\$246.25	\$265.97		4.7%

100%

C30031
019-000
Spokes N' Stuff
Will Rogers

INITIAL 2019	May-20 May-19 1.008609037	May-21 May-19 1.047876158	May-22 May-19 1.13177693	May-23 May-19 1.156418487
\$5,000.00	\$5,000.00 1.008609037 \$5,043.05	\$5,000.00 1.04787616 \$5,239.38	\$5,000.00 1.13177693 \$5,658.88	\$5,000.00 1.156418487 \$5,782.09

Month

June - September	15.60%	15.60%	15.60%	15.60%	15.60%
October - May	4.70%	4.70%	4.70%	4.70%	4.70%

June	-	\$786.72	\$817.34	\$882.79	\$902.01	15.6%
July	-	\$786.72	\$817.34	\$882.79	\$902.01	15.6%
August	\$780.00	\$786.72	\$817.34	\$882.79	\$902.01	15.6%
September	\$780.00	\$786.72	\$817.34	\$882.79	\$902.01	15.6%
October	\$235.00	\$237.02	\$246.25	\$265.97	\$271.76	4.7%
November	\$235.00	\$237.02	\$246.25	\$265.97	\$271.76	4.7%
December	\$235.00	\$237.02	\$246.25	\$265.97	\$271.76	4.7%
January	\$235.00	\$237.02	\$246.25	\$265.97	\$271.76	4.7%
February	\$235.00	\$237.02	\$246.25	\$265.97	\$271.76	4.7%
March	\$235.00	\$237.02	\$246.25	\$265.97	\$271.76	4.7%
April	\$235.00	\$237.02	\$246.25	\$265.97		4.7%
May	\$235.00	\$237.02	\$246.25	\$265.97		4.7%

100%

C30024
014-009-DBH
Surf Food Stand
Manhattan Beach

INITIAL	Feb-15 Feb-14	Feb-16 Feb-14	Feb-17 Feb-14	Feb-18 Feb-14	Feb-19 Feb-14	Feb-20 Feb-14	Feb-21 Feb-14	Feb-22 Feb-14	Feb-23 Feb-14
	1.00098731	1.025114184	1.052916506	1.091068991	1.118431587	1.155970115	1.167129209	1.253485661	1.443519505
\$45,000.00	\$45,000.00	\$45,000.00	\$47,000.00	\$47,000.00	\$47,000.00	\$47,000.00	\$47,000.00	\$47,000.00	\$47,000.00
	1.00098731	1.025114184	1.052916506	1.091068991	1.118431587	1.155970115	1.167129209	1.253485661	1.443519505
	\$45,044.43	\$46,130.14	\$49,487.08	\$51,280.24	\$52,566.28	\$54,330.60	\$54,855.07	\$58,913.83	\$67,845.42

Month

June - September	15.60%	15.60%	15.60%	15.60%	15.60%	15.60%	15.60%	15.60%	15.60%
October - May	4.70%	4.70%	4.70%	4.70%	4.70%	4.70%	4.70%	4.70%	4.70%

June	\$7,020.00	\$7,026.93	\$7,196.30	\$7,719.98	\$7,999.72	\$8,200.34	\$8,475.57	\$8,557.39	\$9,190.56	\$10,583.89	15.6%
July	\$7,020.00	\$7,026.93	\$7,196.30	\$7,719.98	\$7,999.72	\$8,200.34	\$8,475.57	\$8,557.39	\$9,190.56	\$10,583.89	15.6%
August	\$7,020.00	\$7,026.93	\$7,196.30	\$7,719.98	\$7,999.72	\$8,200.34	\$8,475.57	\$8,557.39	\$9,190.56	\$10,583.89	15.6%
September	\$7,020.00	\$7,026.93	\$7,196.30	\$7,719.98	\$7,999.72	\$8,200.34	\$8,475.57	\$8,557.39	\$9,190.56	\$10,583.89	15.6%
October	\$2,115.00	\$2,117.09	\$2,168.12	\$2,325.89	\$2,410.17	\$2,470.62	\$2,553.54	\$2,578.19	\$2,768.95	\$3,188.73	4.7%
November	\$2,115.00	\$2,117.09	\$2,168.12	\$2,325.89	\$2,410.17	\$2,470.62	\$2,553.54	\$2,578.19	\$2,768.95	\$3,188.73	4.7%
December	\$2,115.00	\$2,117.09	\$2,168.12	\$2,325.89	\$2,410.17	\$2,470.62	\$2,553.54	\$2,578.19	\$2,768.95	\$3,188.73	4.7%
January	\$2,115.00	\$2,117.09	\$2,168.12	\$2,325.89	\$2,410.17	\$2,470.62	\$2,553.54	\$2,578.19	\$2,768.95	\$3,188.73	4.7%
February	\$2,115.00	\$2,117.09	\$2,168.12	\$2,325.89	\$2,410.17	\$2,470.62	\$2,553.54	\$2,578.19	\$2,768.95	\$3,188.73	4.7%
March	\$2,115.00	\$2,117.09	\$2,168.12	\$2,325.89	\$2,410.17	\$2,470.62	\$2,553.54	\$2,578.19	\$2,768.95	\$3,188.73	4.7%
April	\$2,115.00	\$2,117.09	\$2,168.12	\$2,325.89	\$2,410.17	\$2,470.62	\$2,553.54	\$2,578.19	\$2,768.95		4.7%
May	\$2,115.00	\$2,117.09	\$2,168.12	\$2,325.89	\$2,410.17	\$2,470.62	\$2,553.54	\$2,578.19	\$2,768.95		4.7%

100%

C30021
014-005-DBH
Windsport International
Dockweiler/Hyperion Hang Gliding

INITIAL	Feb-15 Feb-14	Feb-16 Feb-14	Feb-17 Feb-14	Feb-18 Feb-14	Feb-19 Feb-14	Feb-20 Feb-14	Feb-21 Feb-14	Feb-22 Feb-14	Feb-23 Feb-14
	1.00098731	1.025114184	1.052916506	1.091068991	1.118431587	1.155970115	1.167129209	1.253485661	1.443519505
\$4,500.00	\$4,500.00	\$4,500.00	\$4,500.00	\$4,500.00	\$4,500.00	\$4,500.00	\$4,500.00	\$4,500.00	\$4,500.00
	1.00098731	1.025114184	1.052916506	1.091068991	1.118431587	1.155970115	1.167129209	1.253485661	1.443519505
	\$4,504.44	\$4,613.01	\$4,738.12	\$4,909.81	\$5,032.94	\$5,201.87	\$5,252.08	\$5,640.69	\$6,495.84

Month

June - September	15.60%	15.60%	15.60%	15.60%	15.60%	15.60%	15.60%	15.60%	15.60%
October - May	4.70%	4.70%	4.70%	4.70%	4.70%	4.70%	4.70%	4.70%	4.70%

May (initial)	\$211.50										
June	\$702.00	\$702.69	\$719.63	\$739.15	\$765.93	\$785.14	\$811.49	\$819.32	\$879.95	\$1,013.35	15.6%
July	\$702.00	\$702.69	\$719.63	\$739.15	\$765.93	\$785.14	\$811.49	\$819.32	\$879.95	\$1,013.35	15.6%
August	\$702.00	\$702.69	\$719.63	\$739.15	\$765.93	\$785.14	\$811.49	\$819.32	\$879.95	\$1,013.35	15.6%
September	\$702.00	\$702.69	\$719.63	\$739.15	\$765.93	\$785.14	\$811.49	\$819.32	\$879.95	\$1,013.35	15.6%
October	\$211.50	\$211.71	\$216.81	\$222.69	\$230.76	\$236.55	\$244.49	\$246.85	\$265.11	\$305.30	4.7%
November	\$211.50	\$211.71	\$216.81	\$222.69	\$230.76	\$236.55	\$244.49	\$246.85	\$265.11	\$305.30	4.7%
December	\$211.50	\$211.71	\$216.81	\$222.69	\$230.76	\$236.55	\$244.49	\$246.85	\$265.11	\$305.30	4.7%
January	\$211.50	\$211.71	\$216.81	\$222.69	\$230.76	\$236.55	\$244.49	\$246.85	\$265.11	\$305.30	4.7%
February	\$211.50	\$211.71	\$216.81	\$222.69	\$230.76	\$236.55	\$244.49	\$246.85	\$265.11	\$305.30	4.7%
March	\$211.50	\$211.71	\$216.81	\$222.69	\$230.76	\$236.55	\$244.49	\$246.85	\$265.11	\$305.30	4.7%
April	\$211.50	\$211.71	\$216.81	\$222.69	\$230.76	\$236.55	\$244.49	\$246.85	\$265.11		4.7%
May	\$211.50	\$211.71	\$216.81	\$222.69	\$230.76	\$236.55	\$244.49	\$246.85	\$265.11		4.7%

FORM 7 - CERTIFICATION OF COMPLIANCE

Bidder certifies compliance with all programs, policies, and ordinances specified in exhibits listed below.

TITLE		REFERENCE	CERTIFICATIONS
1	Certification of No Conflict of Interest	LACC 2.180	Certifies Compliance? <input type="checkbox"/> Yes <input type="checkbox"/> No
2	Familiarity with the County Lobbyist Ordinance Certification	LACC 2.160	Certifies Compliance? <input type="checkbox"/> Yes <input type="checkbox"/> No
3	Zero Tolerance Policy on Human Trafficking Certification	Motion	Certifies Compliance? <input type="checkbox"/> Yes <input type="checkbox"/> No
4	Compliance with Fair Chance Employment Hiring Practices Certification	Board Policy 5.250	Certifies Compliance? <input type="checkbox"/> Yes <input type="checkbox"/> No
5	<p>Charitable Contributions Certification</p> <p>Enter the California Registry of Charitable Trusts "CT" number and upload a copy of firm's most recent filing with the Registry of Charitable Trusts as required by Title 11 California Code of Regulations, sections 300-301 and Government Code sections 12585-12586 (if applicable)</p> <p>Click or tap here to enter text.</p>	Board Policy 5.065	<p>Check the Certification below that is applicable to your company.</p> <p><input type="checkbox"/> Bidder or Contractor has examined its activities and determined that it does not now receive or raise charitable contributions regulated under California's Supervision of Trustees and Fundraisers for Charitable Purposes Act. If Bidder engages in activities subjecting it to those laws during the term of a County contract, it will timely comply with them and provide County a copy of its initial registration with the California State Attorney General's Registry of Charitable Trusts when filed.</p> <p>OR</p> <p><input type="checkbox"/> Bidder or Contractor is registered with the California Registry of Charitable Trusts under the CT number listed in this document and is in compliance with its registration and reporting requirements under California law. Attached is a copy of its most recent filing with the Registry of Charitable Trusts.</p>
6	Attestation of Willingness to Consider GAIN/START Participants	Board Policy 5.050	<p>Certifies Compliance? <input type="checkbox"/> Yes <input type="checkbox"/> No</p> <p>Willing to provide GAIN/START participants access to employee mentoring program?</p> <p><input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> N/A-program not available</p>
7	Contractor Employee Jury Service Program Certification Form & Application for Exception	LACC 2.203	<p>Certifies Compliance? <input type="checkbox"/> Yes <input type="checkbox"/> No</p> <p>If No, identify exemption:</p> <p><input type="checkbox"/> My business does not meet the definition of "contractor," as defined in the Program.</p> <p><input type="checkbox"/> My business is a small business as defined in the Program.</p> <p><input type="checkbox"/> My business is subject to a Collective Bargaining Agreement (attach agreement) that expressly provides that it supersedes all provisions of the Program</p>
8	Certification of Compliance with the County's Defaulted Property Tax Reduction Program	LACC 2.206	<p>Certifies Compliance? <input type="checkbox"/> Yes <input type="checkbox"/> No</p> <p>If No, identify exemption: Click or tap here to enter text.</p>