# Beach Cities Health District

### **Redondo Beach, California**



## Budget Fiscal Year 2010-2011 Adopted May 26, 2010

### **Beach Cities Health District**

Budget 2010-2011

### **Board of Directors**



Noel Chun, M.D. President



Vanessa Poster President Pro Tem



Joanne Edgerton Secretary-Treasurer



Robert Grossman, M.D.



Marie Liu Corr

### **District Staff**

Susan Burden Chief Executive Officer

Lisa Santora, M.D. Chief Medical Officer

Gretchen Oshita Director, Youth Services Jackie Berling Director, Human Resources

Marilyn Rafkin Director, Older Adult Services

Steve Groom Chief Financial Officer

Finance Department Staff Chris Bobonski Judy Anderson Juliana Jenkins



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	te of Award For
Meritorious in O	perating Budgeting
Fiscal Yea	ur 2009-2010
California Society of Municipal Finance O	fficers (CSMFO) proudly presents this certificate to
<b>Beach Cities</b>	Health District
e criteria established to achieve the MERIT	ORIOUS AWARD in the OPERATING BUDGET CATEGORY.
Februar	ry 18, 2010
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Thomas Fil CSMFO President	Pamela Arends-King, Chair Budgeting & Financial Reporting
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This is the 3<sup>rd</sup> consecutive year this award was achieved by Beach Cities Health District. The effort to seek and attain this award reflects the District's commitment to meet the highest standards of governmental budgeting and reporting.

The California Society of Municipal Finance Officers (CSMFO), established in 1957, exists to promote excellence in financial management through innovation, continuing education and professional development.

### BEACH CITIES HEALTH DISTRICT BUDGET FISCAL YEAR 2010-2011

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## **Budget Message**





Live Well. Health Matters.

July 1, 2010

### FY2010-11 BUDGET MESSAGE

This budget serves the Beach Cities Health District's mission, serving the health needs of the residents of Hermosa Beach, Manhattan Beach and Redondo Beach based on the board-approved health priorities. In this 7-page message, you will read globally about the budget and the support material provides more detail. This report highlights issues and opportunities facing the agency, identifies material changes from last year's budget, discusses steps to improve our ability to deliver services and discloses major assumptions. The purpose of this message is to clearly summarize the complex and detailed information contained throughout the budget documents. This District Budget becomes the guide for services and financial activity for the year July 1<sup>st</sup> 2010 through June 30<sup>th</sup>, 2011.

The balanced approach taken by the Board, CEO and Finance staff provides services in the current year, maintains the necessary infrastructure of capital assets and provides security to grow our ability to pay for services keeping pace with inflation.

This year's budgeted revenue decreases slightly compared to prior year, necessitating careful management of expenses and capital expenditures. The District's budget this year projects services at a total delivery cost of \$9.4 million on a property tax increment base of only \$2.4 million. This leveraging is made possible by the supplemental funding streams of user

Beach Cities Health District will leverage \$2.4 million from Property Taxes to provide \$9.4 million in services to the community in 2010-11

fees, leases, investments and partnership revenues. The high degree of user-fee participation is an indicator that residents find value in the health services offered by the District.

#### **Budget Summary**

The District budgets decreased revenues necessitated by economic changes, addressing the economic hurdles of uncertain property values, declining interest rates, and depressed partnership revenues, while maintaining the vast array of existing services.

	FY10-11	FY09-10	Increase	
	Budget	Budget	(Decrease)	%
Revenue	10,012,617	10,777,593	(764,975)	-7.1%
Operating Expenses	(9,414,902)	(9,838,732)	(423,830)	4.3%
Net Income Before Capital	597,716	938,861	(341,145)	-36.3%
Capital Expenditures	141,693	482,700	(341,007)	-70.6%
Capital Project Payback	456,000	456,000	-	0.0%
	23	161	(138)	

Financial accomplishments of this budget are:

- 1) Fourth consecutive year of positive cash flow to protect District net assets
- 2) Decrease in operating expenses of \$429,000 or 4.3% from last year's budget.
- 3) Year 3 recovery of District's long term capital investment in energy efficiency
- 4) Substantial decrease in lease revenues, building operating expense recovery, due to transition of space primarily from Providence Little Company of Mary
- 5) Cost-cutting measures to offset the lease reduction include reduced marketing (23%), education and training (51%), facilities cost (18%) and information systems (11%).

Program accomplishments this budget provides are:

- Maintaining existing community health services delivery.
- Funds a new phone system which has served beyond expected end of life

<b>Population Served</b>	in the Bea	ch Cities
	2010	
City	Population*	%
Redondo Beach	68,105	55%
Manhattan Beach	36,773	30%
Hermosa Beach	19,599	16%
	124,477	100%
*California State Departmo	Population	%**
Youth	23,651	19%
Adult	89,623	72%
Senior	11,203	9%
	124,477	100%
** US Census Bureau, 20	00	

The District's health priorities are an integral part of this budget. Across the three lifespan categories of youth, adult and older adults, specific health targets remain at the core of this budget, including services for the uninsured or underinsured.

#### **Economic Issues Facing the District**

Recent activity in the Real Estate market affects the District's Property Tax projection. A decline in the average appreciation of housing coupled with a decline in the rate of sales serve to slow the pace of assessed valuation by the Los Angeles County Tax Assessor. This budget projects a 0.0% increase in Property Tax over projected 2009-10.

The market decline in interest rates affects the District's Interest Revenue somewhat. The District typically buys investments and holds to maturity, rather than actively trading, staggering maturity dates monthly over five years. Beginning March 1, 2010, day to day management of investments was contracted to PFM Asset Management. PFM is forecasting a 2.53% average return on district investments, which will result in a 20% decline in that portion of our interest revenue. Interest revenue is made up of a diversified pool of investments and notes receivable. Interest on Notes Receivable related to leases from Lazar Ducot, Leap & Bound Academy, Silverado Senior Living are all at stated rates with the exception of \$2.5 million subject to an annual adjustment tied to the 1-year Constant Maturity Treasury index.

The District is unique among government agencies due largely to retirement planning decisions made in the past. Economic factors have brought PERS, post-retirement health and unfunded liabilities into the news; the district has avoided much of the crisis that other municipal

organizations are experiencing in their budgets. The district does not have exposure to unfunded post-employment benefits and all pension funding is pay-as-you-go so has no unfunded pension liabilities. Due to PERS multi-year smoothing of gains and losses, the district's employer contribution for PERS pension cost will likely increase in future years. This budget includes the PERS employee defined benefit pension cost funding.

#### **Budget and Comprehensive Annual Financial Reporting Awards**

The District is committed to excellence in our financial management resulting in transparency to our residents and taxpayers in the way we steward public funds.

Beach Cities Health District has received the Meritorious Operating Budgeting Award for three consecutive years from the California Society of Municipal Finance Officers.

In addition, Beach Cities Health District earned the Outstanding Financial Reporting award for the first time for the Fiscal Year ending June 30, 2009.

These awards program are designed to recognize those agencies whose budget and financial reports meet certain state-wide standards considered to be of the highest quality. The effort to seek and attain this award reflects the District's commitment to meet the highest standards of governmental budgeting and reporting.

California Society of Municipa	al Finance Officers
Certificate of Awar For	rd
Meritorious in Operating	Budgeting
Fiscal Year 2009-	2010
The California Society of Municipal Finance Officers (CSMFO)	provally presents this certificate to
Beach Cities Health D	istrict
For meeting the criteria established to achieve the MERITORIOUS AWAR	D in the OPERATING BUDGET CATEGORY
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#### **District Funding**

Funding sources come from five main categories: User Fees (24 percent), Property Tax (24 percent), Interest on Investments (20 percent), Lease revenue (19 percent), and Partnership Revenue (12 percent).

User Fee revenue is normally projected on the basis of historic usage trends of actual services with a stretch goal incorporated for outreach

#### **Diversified Funding Sources**

	FY10-11	
	Budget	%
User Fees	2,390,146	24%
Property Tax	2,450,400	24%
Interest Income	1,954,180	20%
Leases	1,912,975	19%
Limited Partnerships	1,191,663	12%
Other	113,253	1%
Total Revenues	10,012,617	100%

to new service recipients. User fees are comprised of fees from direct users of Center for Health & Fitness, AdventurePlex, Health Education classes, Nutrition, and GrowWell. User Fee revenues are forecast to decrease (\$261,000) or 9.9 percent over 2009-10 Budget. This figure includes a \$87,000 decrease at AdventurePlex, an decrease of 7.3 percent, and a Center for Health & Fitness \$179,000 or 12.4 percent decrease. User Fee revenue declines are reflective of the economic environment. Offered services represent varying degrees of essential and non-essential services, which affects demand.

Property Tax is forecast to remain flat. Due to the long-matured real estate market in the three beach cities, Property Taxes are not subject to the volatility as in other areas of the state. While depressed market and foreclosure activity have affected the local market, there is no glut of new housing inventory. The Los Angeles County Tax Assessor has revalued a significant number of properties, in essence negating properties that revalued at a higher basis due to sale.

Lease revenues are projected on the basis of existing leases. The primary decrease for FY2010-11, as shown at table below, is space currently leased by Providence Little Company of Mary being vacated in November 2010.

Lease Revenue Sources				
	FY10-11	FY09-10	Increase	
	Budget	Budget	(Decrease)	%
514 N. Prospect Ave.	1,379,875	1,666,619	(286,744)	-17%
1837 Pacific Coast Highway	224,412	224,412	-	0%
601 Pacific Coast Highway	157,728	154,806	2,922	2%
2114 Artesia Blvd.	147,960	143,880	4,080	3%
Flagler / Beryl lot	3,000	3,000	-	0%
	1,912,975	2,192,717	(279,742)	-13%
-				

Partnership revenue is comprised of the District's limited partnership with Sunrise Senior Living, Hermosa Beach, and Beach District Surgery Center, located within our own 514 building. Sunrise is a mature operation with a calendar year budget from which we base our budget and is forecast an average of \$75,300 per month. This is a 2.9% decrease from prior year, in line with actual financial performance in the current fiscal year. Beach District Surgery Center achieved breakeven two years ago following their initial startup and is budgeted to average \$24,000 per month based on current results.

Investment revenue is a function of lease-related notes receivable and a portfolio of investments.

Maturing bonds in the portfolio, energy savings and return of principal on the leaserelated notes are subject to reinvestment risk at the prevailing market rates. PFM Asset management projects an average yield in FY2010-11 of 2.53%, which translates into a decrease of \$165,600 or 20%. The decrease in interest from the long-term Ducot note receivable is the normal shift in the

Investment Earnings					
	FY10-11	FY09-10	Increase		
	Budget	Budget	(Decrease)	%	
Investment Portfolio	657,800	823,400	(165,600)	-20%	
Ducot Note	805,665	834,664	(28,999)	-3%	
Silverado Note	480,000	480,000	-	0%	
Leap & Bound Note	10,715	10,715	-	0%	
	1,954,180	2,148,779	(194,599)	-9%	
-					

amortization from interest to principal from the fixed payment schedule.

#### **Commitment to Existing Services**

The Health District's General Fund serves three subgroups of the population: youth, adult and older adult. This budget mirrors the service delivery serving our populace by lifespan are described as follows:

#### **Youth Services**

Youth Services comprises a broad array of services – in-school youth physical fitness, health education, nutrition, school nursing, the Live Well Kids program, and an array of services provided at AdventurePlex, a health and fitness center created especially for youth.

In the in-school youth services arena, this budget provides for Live Well Kids physical education program services and maintaining our gardening and nutrition efforts in eight Redondo Beach Unified public schools.

Notably, District subsidy of the AdventurePlex operations increases slightly by \$21,000, or 4%, from prior year's budget. User fee revenues are budgeted to decrease by \$87,000 compared to prior year budget and expenses are forecast to decrease \$62,000.

#### Adult Services

Existing adult services include the Center for Health Connection, Center for Health Information, GrowWell (in its first full year), Medical Reserve Corps, health screenings and Health Education classes.

The Center for Health and Fitness (CHF) is a medically-based, health and fitness facility that targets chronic disease patients, rehab patients, older adults, and underactive, first-time or inconsistent exercisers of all ages. Classes offered include Pilates and yoga classes for fitness and wellness. We anticipate an average of 2,770 CHF members.

The Center for Health Connection provides medical, dental and counseling services for qualified children and adults in the South Bay who are uninsured or underinsured. The center pre-screens individuals and connects those who qualify with fee-based and need-based health services. Case management spending decreases by \$59,000 or 11% from prior year due to realizing efficiencies improved management practices and identification of filled service gaps in the community.

#### **Older Adult Services**

The District's Older Adult Services Program provides the following services designed to improve the quality of life and maintain independence for older and disabled residents: confidential inhome assessment, care planning, advocacy, referrals to health and community services, in-home support and volunteer services.

Older Adult Care caseload, 450 to 550 frail elderly, continues to fully utilize budgeted Health Fund, the services BCHD provides to older and disabled residents. Demand for these services exceeds budget; BCHD assessments for needed services indicate greater need, however current budget limitations necessitate level spending. The MoveWell program begun in 2009-10 is included in 2010-11 for its first full year.

#### Administrative Services

Administrative Services is comprised of Executive, Human Resources, Communications and Outreach, Volunteer Services and Finance. Finance includes Accounting and Financial Reporting, Information Systems, Property and administration of Prospect One Corp.

Leasing activity decreases this budget year over prior year due largely to unexpected notice by Providence Little Company of Mary Hospital (LCMH) to vacate the remainder of their space in the 514 building. No lease revenue nor building operating expense (BOE) recovery is budgeted due to the uncertain timing of replacement leases.

Electricity expense is budgeted to decrease \$27,000, due to the investment in energy efficiency, the utilization of the main campus is near maximum. BOE (Building Operative Expense) recovery allocation to tenants did not decrease substantially due to the projected vacancy because LCMH lease did not provide for BOE recovery. As leases renew or new leases are negotiated, BOE recovery is written into new agreements, allocated on a square foot basis.

Outside services for external investment management increases by \$24,000, offset by decrease in anticipated legal expense of \$21,000.

The addition of a new phone system is budgeted in January, mid-year, at a lease cost of \$10,000. Vendor support for the existing voicemail system has ended and replacement parts are no longer available on the secondary market.

Administrative costs are substantially trimmed in this proposed budget – administrative education and training is reduced 32%, information systems equipment replacement is reduced 31% and marketing expenses are reduced 23% over prior year budget.

The District currently has approximately 600 volunteers, a stable program providing volunteer opportunities for a wide range of ages and interests across District programs.

#### **Special Revenue Fund**

Beach Cities Health District's special revenue fund segregates activity related to Prospect One Corporation, established to construct and operate medical office building space on the main campus of the District. Activity in this budget is comprised solely of interest income and expense related to the long-term lease of property on which the medical office buildings are located, plus the audit allocation for audit and income tax return filing. The interest revenue pertains to the 30-year note receivable from Ducot and the interest expense relates to the 30-year note payable to Ducot.

#### **Capital Expenditures**

The District defines Capital Expenditures as improvements that have a useful life exceeding one year and cost more than \$5,000. This budget makes a commitment \$142,000 for District capital needs. This represents a very conservative approach replacing only infrastructure elements that cannot be deferred.

A five-year plan is included in this budget package, with some large projects bridging two or more years. The District anticipates no including capital spending for Information Systems server or software upgrades.

#### **Energy Efficiency Measures**

A building energy assessment was completed in March 2006, that recommended eight energy efficiency measures which would save approximately 70 percent of the current building electricity and gas usage due to antiquated technology still in use. Those energy efficiency measures were a new chiller, new boilers, air-handling measures, a free-cooling heat exchanger, control system, lighting, cogeneration, and garage fan controls. Funding for this capital project was Board-approved in FY2007, construction and implementation is anticipated by end of FY2007-08 and energy recovery recovered through reduced electricity and gas usage in 2007-08 was \$432,000 and was \$456,000 in FY2008-09 and 2009-10. Savings in 2010-11 is budgeted at \$456,000, leaving \$400,000 to be recovered over the following year.

#### For first-time readers

We include information as an aid in illustrating how this budget dovetails with many areas of the organization. The Board-approved health priorities of the Health District that this budget must address are included for reference. A current organizational chart is included. Descriptions of District Funds and Account structure are included to aid in understanding of how the various department budgets roll up to the total. And for readers who may not be familiar with budget terms or District-specific acronyms, there are two addendums that will be helpful.

#### Conclusion

This budget:

- Preserves the array of existing services
- Addresses the economic hurdles of declining property values, interest rates and partnership revenues
- Responds to the unexpected reduction in lease revenue from Providence Little Company of Mary's notice to vacate space in the 514 building.
- Decreases revenues by \$765,000 or 7 percent over last year's budget
- Decreases operating expenses by \$424,000 or 4 percent over last year's budget
- Decreases capital expenditures by \$341,000 or 71 percent over last year's budget
- Delivers the fourth year of energy efficiency capital recovery
- Provides the overdue addition of a new phone system to replace the current system that has survived beyond scheduled end of life and is no longer supported
- Provides for \$9.4 million in services on a property tax base of only \$2.4 million

We believe that last point exemplifies the excellent value our residents, taxpayers and voters receive from Beach Cities Health District on their investment in health paid through their property tax bill.

Live well, health matters.

Susan Burden CEO Beach Cities Health District Steve Groom CFO Beach Cities Health District

## Budget Adoption Resolution





#### RESOLUTION NO. 509

#### A RESOLUTION OF THE BOARD OF DIRECTORS OF THE BEACH CITIES HEALTH DISTRICT ADOPTING THE FINAL OPERATING AND CAPITAL BUDGET FOR THE FISCAL YEAR 2010 - 2011

WHEREAS, a preliminary budget for Fiscal Year 2010-11, July 1, 2010 to June 30, 2011, has been prepared by the Chief Executive Officer and staff; and

WHEREAS, said budget incorporates expenditures for operating purposes, capital outlay and capital improvement projects; and

WHEREAS, the Finance Committee, a standing committee of the Board of Directors with responsibility for budget oversight to ensure the organization's financial health, has examined the preliminary budget for Fiscal Year 2010-11 and formulated a recommendation to the Board of Directors.

WHEREAS the Board of Directors of the Beach Cities Health District has examined the preliminary budget for Fiscal Year 2010-11.

NOW, THEREFORE, THE BOARD OF DIRECTORS OF BEACH CITIES HEALTH DISTRICT HEREBY RESOLVES, DETERMINES, AND ORDERS AS FOLLOWS:

1. That the budget document which is on file with the Secretary to the Board, a summary of which is attached hereto as "Exhibit A," be and is adopted as the operating and capital budget for the District for FY 2010-11.

2. That the amounts designated in the final FY 2010-11 operating and capital budget are hereby appropriated and may be expended by the departments or funds for which they are designated and such appropriation shall not be increased except as provided herein. Capital budget appropriation is authorized to completion of project, not limited to spending within fiscal years.

3. That the following controls are hereby placed on the use and transfer of budgeted funds:

(a) The Chief Executive Officer is responsible for keeping expenditures within budget allocations for positions, salaries, operational expenses and capital acquisitions and may adopt budget policies as necessary to carry out that responsibility. No expenditure of funds shall be authorized unless sufficient funds have been appropriated by the Board or Chief Executive Officer as described herein.

(b) The Chief Executive Officer may exercise discretion in administration of the budget to respond to changed circumstances, provided that any single modification in excess of \$10,000 shall require approval by the Board.

(c) The Chief Executive Officer may authorize transfers between lines and/or within funds or departments, within the limits imposed by the available funds in the operating and capital budget.

(d) Except as provided by Section 3(b) herein, the Board must authorize any increase in the overall operating budget and capital budget.

4. That this resolution shall become effective as of, on and after the 1<sup>st</sup> day of July, 2010.

PASSED, APPROVED, AND ADOPTED THIS 26th DAY OF MAY, 2010.

Vanessa Poster, President Board of Directors Beach Cities Health District

ATTEST:

Joanne Z. Edgerton Secretary-Treasurer Board of Directors Beach Cities Health District

#### EXHIBIT A

#### Beach Cities Health District District Total Rollup Budget 2010-11

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	Budget FY11	Budget FY10	Budget FY09	Proj'd FY10
Property Tax Revenue	2,450,400	2,484,000	2,319,600	2,450,558
Lease Revenue	1,912,975	2,192,717	2,091,752	2,199,659
Interest Revenue	1,954,180	2,148,779	2,246,469	2,160,615
Limited Partnership Revenue	1,191,663	1,218,333	1,617,807	1,242,177
User Fees Revenue	2,390,146	2,651,777	2,910,149	2,323,841
Other Revenue	113,253	81,988	119,160	108,538
TOTAL REVENUE	10,012,617	10,777,593	11,304,936	10,485,388
Cost of Goods Sold	141,370	137,406	286,856	139,905
Payroll	4,943,395	4,919,753	5,065,911	4,929,584
General & Administrative	367,772	378,984	400,714	381,110
Human Resources	152,272	216,816	185,110	154,654
Information Systems	84,501	94,481	94,969	80,015
Community Relations	295,665	385,179	527,698	312,987
Facilities Expenses	510,847	625,684	539,800	535,297
Professional Services	746,893	836,377	942,565	728,848
Interest and Other Expenses	535,768	553,793	571,655	553,902
Funds & Grants	1,636,412	1,690,258	1,801,706	1,699,413
TOTAL OPERATING EXPENSES	9,414,895	9,838,732	10,416,984	9,515,716
NET INCOME (LOSS) BEFORE CAPEX	597,722	938,861	887,952	969,672
Capital Expenditures	141,693	482,700	431,944	612,144
Energy Recovery	456,000	456,000	432,000	456,000
NET INCOME (LOSS)	455,000	<u>450,000</u> 161	24,008	(98,472)

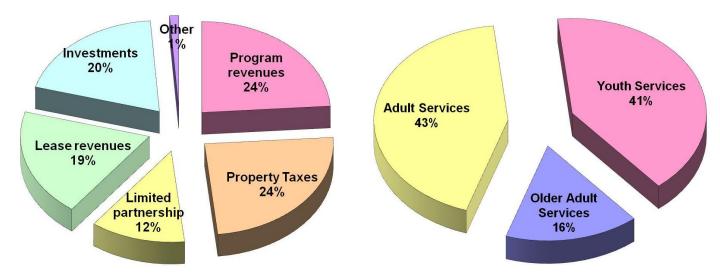
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## **Summary Charts**





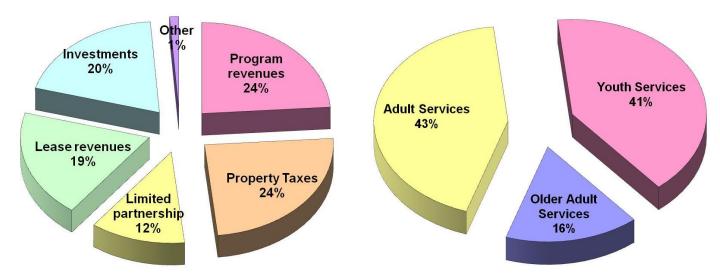
### **Revenues - Expenses**



### Beach Cities Health District's FY2010-11 budget leverages \$2.5 million in Property Tax revenue to provide \$9.4 million in services to the community



### **Revenues - Expenses**



Revenues	
Program	reven

- - - - - - - - -

Program revenues	2,390,146	24%
Property Taxes	2,450,400	24%
Limited partnership	1,191,663	12%
Lease revenues	1,912,975	19%
Investments	1,954,180	20%
Other	113,253	1%
	10,012,617	100%

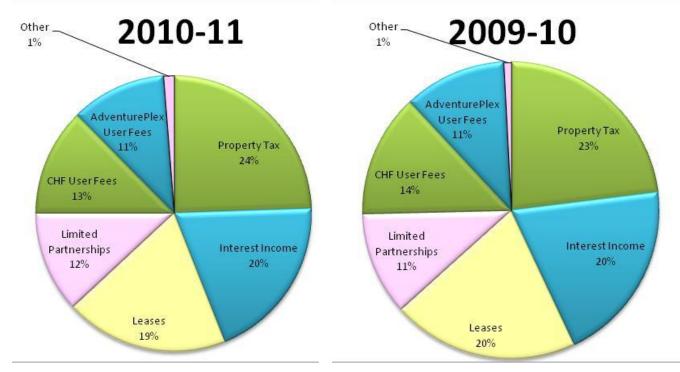
#### **Expenses**

Older Adult Services	1,520,171	16%
Adult Services	4,069,737	43%
Youth Services	3,824,994	41%
	9,414,902	100%
·		



### Revenues

	FY10-11		FY09-10	
	Budget	%	Budget	%
Property Tax	2,450,400	24%	2,484,000	23%
Interest Income	1,954,180	20%	_ , ,	20%
Leases	1,912,975	19%	2,192,717	20%
Limited Partnerships	1,191,663	12%	1,218,333	11%
CHF User Fees	1,264,444	13%	1,443,115	13%
AdventurePlex User Fees	1,113,142	11%	1,200,478	11%
Other	125,813	1%	90,172	1%
Total Revenues	10,012,617	100%	10,777,593	100%





### **BCHD Health Priorities**

#### CHILDREN

(birth to 17 years of age) 23,025 beach cities' residents 19 percent of population

- Overweight, obesity and physical inactivity, including diabetes prevention
- Alcohol, tobacco and other drug abuse
- Responsible sexual behavior, including STD prevention
- Mental health including depression, coping with loss, and suicide prevention
- Family and peer violence

#### ADULTS

(18 to 64 years of age) 89,142 beach cities' residents 72 percent of population

- Overweight, obesity and physical inactivity
- Alcohol, tobacco and other drug abuse
- Mental health including depression, coping with loss, and suicide and domestic violence prevention
- Preventive health care, including STD prevention

#### OLDER ADULTS

(65+ years of age) 11,747 beach cities' residents 9 percent of population

- Overweight, obesity and physical inactivity
- Hypertension, heart disease and diabetes
- Mental health including isolation, depression, coping with loss, and dementia
- Functional limitations and disabilities
- Cancer

Dental services for all age groups

Information, referral and screening services for all age groups

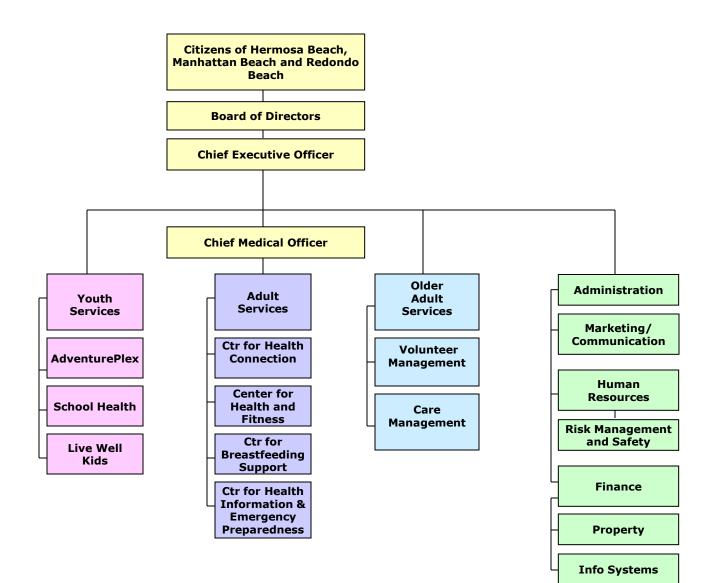
March 30, 2005/Amended January 25, 2006 (Not listed in any particular order)

### Personnel





# **Organization Chart**



### Beach Cities Health District

Budget 2011 -	Personnel -	FTE	summary
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Budget 2011 - 1 ersonner - 1 1E summ	Budget FY2008-09	Budget FY2009-10	Budget FY 2010-11
Human Resources	2.00	2.00	4.00
Volunteer Management	1.00	1.00	1.00
Human Resources	3.00	3.00	5.00
Information Systems	-	-	-
Finance/Accounting	4.00	4.00	4.00
Property Management	4.00	3.60	3.60
BCHD Café	3.60	-	-
Finance	11.60	7.60	7.60
Communications	2.80	2.80	2.40
Older Adult Services	8.50	7.00	7.88
AdventurePlex	21.36	20.36	21.56
Other Youth Services	6.40	6.76	5.50
Youth Services	27.76	27.12	27.06
Center for Health & Fitness	17.31	13.70	12.77
Other Adult Services	6.00	5.32	6.50
Adult Services	23.31	19.02	19.27
	20.01		
Total	81.17	70.74	71.30

Ava.	1.00	0.10 2.10	100	00.1	1.00	1.00 1.00	5.00		1.00	00.1	00.1	0.25	0.25	0.25	0.15	0.75	0.75	0.75	7.60		1.00	1.00	2.40			1.00	00.1	1.00	1.00	1.00	1.00	0.50	0.38	7.88	00	0.63		1.00	0.63	1.00	1.00	1.00	0.50	06.0	0.20	0.47	0.33	0.27	0.33	0.46	0.24
		25.20		12.00	12.00	12.00 12.00	60.00		12.00	12.00	12 00	3.00	3.00	3.00	1.80	9.00	9.00	9.00	91.20		12.00	12.00	28.80		- 07	12.00	12.00	12.00	12.00	12.00	12.00	6.00	4.50 6.00	94.50	00 01	7.50		12.00	3.00	12.00	12.00	12.00	6.00	0.00	2.40	5.69	3.99	3.27	3.99	5.55	2.84
Jun-11	1.00	0.20	100	1.00	1.00	1.00	5.00		1.00	00.1	00.1	0.25	0.25	0.25	0.15	0.75	0.75	0.75	7.60		1.00	1.00	2.80			1.00	00.1	1.00	1.00	1.00	1.00	0.50	- 0.50	7.50	00 7	0.625	0	1.00	0.63	1.00	1.00	1.00	0.50	00.0	0.20	0.71	0.49	0.25	0.49	0.38	0.79
Mav-11	1.00	2.20	100	1.00	1.00	1.00	5.00		1.00	00.1	00.1	0.25	0.25	0.25	0.15	0.75	0.75	0.75	7.60		1.00	1.00	2.80			1.00	00.1	1.00	1.00	1.00	1.00	0.50	- 0.50	7.50	00 7	0.625	0	1.00	0.63	1.00	1.00	1.00	0.50	06.0	0.20	0.40	0.28	0.28	0.28	0.58	0.13
Apr-11	1.00	2.20	100	00.1	1.00	1.00	5.00		1.00	00.1	00.1	0.25	0.25	0.25	0.15	0.75	0.75	0.75	7.60		1.00	1.00	2.80			00.1	00.1	1.00	1.00	1.00	1.00	0.50	- 0.50	7.50	00	0.625	0	1.00 70	0.63 0	1.00	1.00	1.00	0.50	06.0	0.20	0.40	0.28	0.28	0.28	0.58	0.13
Mar-11	1.00	0.20 2.20	1 00	1.00	1.00	1.00	5.00		1.00	00.1	001	0.25	0.25	0.25	0.15	0.75	0.75	0.75	7.60		1.00	1.00	2.80			1.00	00.1	1.00	1.00	1.00	1.00	0.50	0.50	8.00	00 1	0.625	0	1.00	0.63	1.00	1.00	1.00	0.50	00.0	0.20	0.40	0.28	0.28	0.28	0.58	0.13
Feb-11	1.00	0.20 2.20	1 00	1.00	1.00	1.00	5.00		1.00	00.1	001	0.25	0.25	0.25	0.15	0.75	0.75	0.75	7.60		1.00	1.00	2.80			1.00	00.1	1.00	1.00	1.00	1.00	0.50	0.50	8.00	00 1	0.625	0	1.00	0.63 0	1.00	1.00	1.00	0.50	00.0	0.20	0.40	0.28	0.28	0.28	0.58	0.13
Jan-11	1.00	0.20	100	1.00	1.00	1.00 1.00	5.00		1.00	001	001	0.25	0.25	0.25	0.15	0.75	0.75	0.75	7.60		1.00	1.00	2.80			1.00	001	1.00	1.00	1.00	1.00	0.50	0.50	8.00	00 1	0.625	0	1.00	0.63 0	1.00	1.00	1.00	0.50	00.0	0.20	0.40	0.28	0.28	0.28	0.58	0.13
Dec-10	1.00	2.00	100	1.00	1.00	1.00 1.00	5.00		1.00	00.1	00.1	0.25	0.25	0.25	0.15	0.75	0.75	0.75	7.60		1.00	1.00	2.00			1.00	00.1	1.00	1.00	1.00	1.00	0.50	0.50	8.00	00 7	0.625	0	1.00	0.63 0	1.00	1.00	1.00	0.50	00.0	0.20	0.40	0.28	0.28	0.28	0.58	0.13
Nov-10	1.00	2.00	100	1.00	1.00	1.00 1.00	5.00		1.00	001	001	0.25	0.25	0.25	0.15	0.75	0.75	0.75	7.60		1.00	1.00	2.00			1.00	001	1.00	1.00	1.00	1.00	0.50	0:50	8.00	00 1	0.625	0	1.00	0.63 0	1.00	1.00	1.00	0.50	00.0	0.20	0.40	0.28	0.28	0.28	0.58	0.13
Oct-10	1.00	- 1.00	100	1.00	1.00	1.00 1.00	5.00		1.00	00.1	00.1	0.25	0.25	0.25	0.15	0.75	0.75	0.75	7.60		1.00	1.00	2.00			1.00	00.1	1.00	1.00	1.00	1.00	0.50	0.50	8.00	00 7	0.625	0	1.00	0.63 0	1.00	1.00	1.00	0.50	00.0	0.20	0.40	0.28	0.28	0.28	0.58	0.13
Sep-10	1.00	1.00	100	00.1	1.00	1.00 1.00	5.00		1.00	0.1	9.0	0.25	0.25	0.25	0.15	0.75	0.75	0.75	7.60		1.00	1.00	2.00			00.1	0.1	1.00	1.00	1.00	1.00	0.50	0.50	8.00	00 7	0.625	0	1.00 70	0.63	1.00	1.00	1.00	0.50	00.00	0.20	0.40	0.28	0.28	0.28	0.58	0.13
Aua-10	1.00	- 1.00	1 00	1.00	1.00	1.00 1.00	5.00		1.00	00.1	00.1	0.25	0.25	0.25	0.15	0.75	0.75	0.75	7.60		1.00	1.00	2.00			1.00	00.1	1.00	1.00	1.00	1.00	0.50	0.50	8.00	00 7	0.625	0	1.00	0.63	1.00	1.00	1.00	0.50	06.0	0.20	0.71	0.49	0.25	0.49		0.29
Jul-10	1.00	2.00	1 00	1.00	1.00	1.00 1.00	5.00		1.00	00.1	00.1	0.25	0.25	0.25	0.15	0.75	0.75	0.75	7.60		1.00	1.00	2.00			1.00	00.1	1.00	1.00	1.00	1.00	0.50	0.50	8.00	00 7	0.625	0	1.00	0.63	1.00	1.00	1.00	0.50	06.0	0.20	0.67	0.49	0.25	0.49		0.59
mmary Prior Year	1.00	0.20	100	1.00	1.00	1.00 1.00	4.00		1.00	00.1	00.1	0.25	0.25	0.25	0.25	0.75	0.75	0.75	8.00		1.00	1.00	3.00		1.00	1.00	00.1	1.00	1.00	1.00	1.00	0.50	0.50	9.50	00 7	0.63		1.00	0.50	1.00	1.00	1.00	0.33	0.50	0	0.30	0.30	0.30	0.30	0.69	0.20
Budget 2011 - Personnel - FTE summary Prior Y	ant II	1/U Legislative Assistant	Human Resources	110 Director of Furthall Resource 110 Human Resources Generali	110 Administrative Assistant II	110 Executive Assistant to CEO 150 Volunteer Services Mar		Finance	120 Senior Accounting Assistant	120 Senior Accountant 120 Director of Einenee & Busing	120 Director of Finance & Bushik 120 Financial Analyst	710 Sr. Manager Real Estate	710 Maintenance Supervisor	710 Maintenance Engineer	710 Administrative Assistant II	730 Sr. Manager Real Estate	730 Maintenance Supervisor	730 Maintenance Engineer		Communications	160 Communications Manager	160 Graphic Designer		Senior Adult Care	200 Care Manager		200 Care Manager 200 Director of Community Care		200 Care Manager	200 Care Manager	200 Care Manager		200 In-Home Exercise Specialist 200 Care Manager I		outh Services	405 Administrative Assistant			482 Dietitian 482 Garden Coordinator					631 Uutdoor Supervisor 631 Fitness Sunervisor				631 Adventure Staff (Adventure			

Beach Cities Health District Budget 2011 - Personnel - FTE summarv

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       0.23         0.23         0.23         0.23         0.23         0.23         0.23         0.23         0.23         0.23         0.23         0.23         0.23         0.23         0.23         0.23         0.23         0.23         0.23         <t< td=""><td>Adventure Staff (Adventure         0.23         0.63         0.63         0.63         0.63         0.65         0.7         0.65         0.28         0.28         0.28         0.28         0.23</td><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.63         0.63         0.65         0.67         0.66         0.68         0.23         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.7         0.67</td><td>Adventure Staff (Adventure         0.20         0.63         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63           0.17         0.23         0.3</td><td>Adventure staff (Adventure         0.20         0.63         <th< td=""><td>Adventure Staff (Adventure 220 0.63 0.33 0.33 0.33 0.35 0.35 0.35 0.35 0.3</td><td>Adventure Staff (Adventure 0.22 0.63 0.53 0.5 0.57 0.25 0.25 0.25 0.35 0.35 0.35 0.35 0.35 0.35 0.35 0.3</td><td>Adventure Staff (Adventure 0.22 0.63 0.53 0.5 0.5 0.57 0.07 0.677 0.47 0.44 0.44 0.44 0.44 0.44 0.44 0.</td><td>Adventure Saft (Adventure         0.20         0.53         0.63         0.71         0.67         0.63</td><td>Adventure Staff (Adventure         0.20         0.83           0.07         0.67           Adventure Staff (Adventure         0.20         0.83            0.07         0.67           Adventure Staff (Adventure         0.20         0.83         0.53        
0.53         0.53         0.53         0.53         0.53         0.53         0.53         0.53         0.53         0.53         0.53         0.53         0.53         0.53         0.53</td><td>Adventure Staff (Adventure         0.20         0.63         0.53         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.7         0.67</td><td>Adventures Staff (Adventure         0.20         0.63         0.7         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.66         0.33         <th< td=""><td>Adventure Staft (Adventure         0.20         0.63         0.53         <th< td=""><td>Adventure Staff (Adventure 020 0.63 0.53 0.53 0.53 0.53 0.53 0.53 0.53 0.5</td><td>Anomurus Sarti (Anomurus 2020)         0.63         0.71         0.23         0.73         0.75</td><td>Adventure Saff (Adventure         0.20         0.53         0.5         0.17         0.25         0.35         0</td><td>Maternues Sart (Adventure         0.20         0.63         0.65         0.71         0.67         0.72         0.73         0.75</td><td>Adventures Staf (Adventure         0.20         0.33         0.35         0.37         <th< td=""><td>Advanture
Saft (Aventure 0.20         0.55         0.57         0.37         0.23         0.35</td><td>Adverture Saft Adverture         0.20         0.85         0</td><td>Adventure Staff (Adventure<br/>staff (Cannes)         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03        0.03        0.03        <th0< td=""><td>Americane Staff Answertene         0.01         0.03         <th< td=""><td>Anomentice         2023         0.03</td><td>Materius         C20         C30         C3</td><td>Amerikan Salit Abserting         C/2         0.83         0.53         0.</td><td>Menture Saft Adventue         C20         C63         C3         <thc3< th="">         C3         <thc3< th="">         C3<!--</td--><td>Alternity is said (Alternity is a constrained and const</td><td>Antennious Sale (Antennious CO)         COI         COI</td><td>Adverture stall (Adverture stall (</td><td>Mathemalic Sale (Montemase)         COID         <t< td=""><td>Mathematic Salit (Adventues)         CD1         CD3         CD3</td><td>Montume Saire (Aventure)         DOID         D</td><td>Memorine Stall (Adverture)         COI         COI<!--</td--><td>Mediature Sairf (Adverture 0.2) 0.23 0.23 0.23 0.23 0.23 0.23 0.23 0.23</td><td>Memorical Sale (Advertion         OCI         OCI</td></td></t<><td>Memorine Stall (Alsenture         Open of a stall (Alsenture)         Open of a stall (Alsenture)</td><td>Member is all point in the sector of the sector o</td><td>Modernic solution         Cold         Cold</td></td></thc3<></thc3<></td></th<><td>Control         Col         Col</td><td>Bit Montune         CO         CO</td><td>Montreal Relationers and a process of a second o</td></td></th0<></td></th<></td></th<></td></th<></td></th<></td></th<></td></th<></td></th<></td></t<></td></th<></td></t<></td></th<></td></th<></td></th<></td></th<></td></th<></td></th<></td></th<></td></th<></td></th<></td></th<></td></th<></td></t<> | Adventure Staff (Adventure         0.20         0.63         0.63         0.63         0.63         0.63         0.63         0.67         0.28         0.29         0.29         0.29         0.29         0.29         0.29         0.29         0.29         0.29         0.29         0.29         0.23         0.23         0.23         0.23         0.23         0.23 <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.63         0.63         0.63         0.63         0.67         0.28         0.23        
0.23         0.23         0.23         0.23         0.23         0.23         0.23         0.23         0.23         0.23         0.23         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.63         0.63         0.63         0.63         0.67         0.35         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.63         0.63         0.63         0.63         0.63         0.63         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.66         0.03         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.63         0.63         0.63         0.63         0.63         0.67         0.28         0.23         0.23         0.23         0.23         0.23         0.23         0.23         0.23         0.23         0.23         0.23         0.23         0.25         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.63         0.63         0.63         0.63         0.63         0.63         0.67         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.63         0.63         0.63         0.63         0.63         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.66         0.35         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.63         0.63         0.63         0.63         0.63         0.67         0.28         0.23         0.25         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.63         0.63         0.63         0.63         0.67         0.28         0.23         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.63         0.63         0.63         0.63         0.67         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.63   
     0.63         0.67         0.23         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         -         -         -         -         -         -         -         0.07         0.66         0.35         <t< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.74         0.74         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.63         -         -         -         -         -         0.07         0.63         0.28         0.29</td><td>Adventure Staff (Adventure         0.20         0.63         0.33         0.33         0.35         0.37         0.63         0.23         <t< td=""><td>Adventure Staff (Adventure         0.23         0.63         0.63         0.63         0.63         0.65         0.7         0.65         0.28         0.28         0.28         0.28         0.23</td><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.63         0.63         0.65         0.67         0.66         0.68         0.23         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.7         0.67</td><td>Adventure Staff (Adventure         0.20         0.63   
     0.63         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63           0.17         0.23         0.3</td><td>Adventure staff (Adventure         0.20         0.63         <th< td=""><td>Adventure Staff (Adventure 220 0.63 0.33 0.33 0.33 0.35 0.35 0.35 0.35 0.3</td><td>Adventure Staff (Adventure 0.22 0.63 0.53 0.5 0.57 0.25 0.25 0.25 0.35 0.35 0.35 0.35 0.35 0.35 0.35 0.3</td><td>Adventure Staff (Adventure 0.22 0.63 0.53 0.5 0.5 0.57 0.07 0.677 0.47 0.44 0.44 0.44 0.44 0.44 0.44 0.</td><td>Adventure Saft (Adventure         0.20         0.53         0.63         0.71         0.67         0.63</td><td>Adventure Staff (Adventure         0.20         0.83           0.07         0.67           Adventure Staff (Adventure         0.20         0.83            0.07         0.67           Adventure Staff (Adventure         0.20         0.83         0.53</td><td>Adventure Staff (Adventure         0.20         0.63         0.53         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.7         0.67</td><td>Adventures Staff (Adventure         0.20         0.63         0.7         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.66         0.33         <th< td=""><td>Adventure Staft (Adventure         0.20         0.63         0.53        
0.53         <th< td=""><td>Adventure Staff (Adventure 020 0.63 0.53 0.53 0.53 0.53 0.53 0.53 0.53 0.5</td><td>Anomurus Sarti (Anomurus 2020)         0.63         0.71         0.23         0.73         0.75</td><td>Adventure Saff (Adventure         0.20         0.53         0.5         0.17         0.25         0.35         0</td><td>Maternues Sart (Adventure         0.20         0.63         0.65         0.71         0.67         0.72         0.73         0.75</td><td>Adventures Staf (Adventure         0.20         0.33         0.35         0.37         <th< td=""><td>Advanture Saft (Aventure 0.20         0.55         0.57         0.37         0.23         0.35</td><td>Adverture Saft Adverture         0.20         0.85         0</td><td>Adventure Staff (Adventure<br/>staff (Cannes)         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03        0.03        0.03        <th0< td=""><td>Americane Staff Answertene         0.01         0.03         <th< td=""><td>Anomentice         2023         0.03        
0.03         0.03</td><td>Materius         C20         C30         C3</td><td>Amerikan Salit Abserting         C/2         0.83         0.53         0.</td><td>Menture Saft Adventue         C20         C63         C3         <thc3< th="">         C3         <thc3< th="">         C3<!--</td--><td>Alternity is said (Alternity is a constrained and const</td><td>Antennious Sale (Antennious CO)         COI         COI</td><td>Adverture stall (Adverture stall (</td><td>Mathemalic Sale (Montemase)         COID         <t< td=""><td>Mathematic Salit (Adventues)         CD1         CD3         CD3</td><td>Montume Saire (Aventure)         DOID         D</td><td>Memorine Stall (Adverture)         COI         COI<!--</td--><td>Mediature Sairf (Adverture 0.2) 0.23 0.23 0.23 0.23 0.23 0.23 0.23 0.23</td><td>Memorical Sale (Advertion         OCI         OCI</td></td></t<><td>Memorine Stall (Alsenture         Open of a stall (Alsenture)         Open of a stall (Alsenture)</td><td>Member is all point in the sector of the sector o</td><td>Modernic solution         Cold         Cold</td></td></thc3<></thc3<></td></th<><td>Control         Col         Col</td><td>Bit Montune         CO         CO</td><td>Montreal Relationers and a process of a second o</td></td></th0<></td></th<></td></th<></td></th<></td></th<></td></th<></td></th<></td></th<></td></t<></td></th<></td></t<></td></th<></td></th<></td></th<></td></th<></td></th<></td></th<></td></th<></td></th<></td></th<></td></th<></td></th<> | Adventure Staff (Adventure         0.20         0.63         0.63         0.63         0.63         0.63         0.63         0.67         0.28         0.23 <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.63         0.63         0.63         0.63         0.67         0.35         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.63         0.63         0.63         0.63         0.63         0.63         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.66         0.03         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.63         0.63         0.63         0.63         0.63         0.67         0.28         0.23         0.23         0.23         0.23         0.23         0.23         0.23         0.23         0.23         0.23         0.23         0.23         0.25         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.63         0.63         0.63         0.63         0.63         0.63         0.67         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.63         0.63         0.63         0.63         0.63         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.66         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35  
      0.35         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.63         0.63         0.63         0.63         0.63         0.67         0.28         0.23         0.25         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.63         0.63         0.63         0.63         0.67         0.28         0.23         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.63         0.63         0.63         0.63         0.67         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.63         0.63         0.67         0.23         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         -         -         -         -         -         -         -         0.07         0.66         0.35         <t< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.74         0.74         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.63         -         -         -         -         -         0.07         0.63         0.28         0.29</td><td>Adventure Staff (Adventure         0.20         0.63         0.33         0.33         0.35         0.37         0.63         0.23         0.23         0.23         0.23        
0.23         <t< td=""><td>Adventure Staff (Adventure         0.23         0.63         0.63         0.63         0.63         0.65         0.7         0.65         0.28         0.28         0.28         0.28         0.23</td><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.63         0.63         0.65         0.67         0.66         0.68         0.23         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.7         0.67</td><td>Adventure Staff (Adventure         0.20         0.63         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63           0.17         0.23         0.3</td><td>Adventure staff (Adventure         0.20         0.63         <th< td=""><td>Adventure Staff (Adventure 220 0.63 0.33 0.33 0.33 0.35 0.35 0.35 0.35 0.3</td><td>Adventure Staff (Adventure 0.22 0.63 0.53 0.5 0.57 0.25 0.25 0.25 0.35 0.35 0.35 0.35 0.35 0.35 0.35 0.3</td><td>Adventure Staff (Adventure 0.22 0.63 0.53 0.5 0.5 0.57 0.07 0.677 0.47 0.44 0.44 0.44 0.44 0.44 0.44 0.</td><td>Adventure Saft (Adventure         0.20         0.53         0.63         0.71         0.67         0.63</td><td>Adventure Staff (Adventure         0.20         0.83           0.07         0.67           Adventure Staff (Adventure         0.20         0.83            0.07         0.67           Adventure Staff (Adventure         0.20         0.83         0.53  
      0.53         0.53</td><td>Adventure Staff (Adventure         0.20         0.63         0.53         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.7         0.67</td><td>Adventures Staff (Adventure         0.20         0.63         0.7         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.66         0.33         <th< td=""><td>Adventure Staft (Adventure         0.20         0.63         0.53         <th< td=""><td>Adventure Staff (Adventure 020 0.63 0.53 0.53 0.53 0.53 0.53 0.53 0.53 0.5</td><td>Anomurus Sarti (Anomurus 2020)         0.63         0.71         0.23         0.73         0.75</td><td>Adventure Saff (Adventure         0.20         0.53         0.5         0.17         0.25         0.35         0</td><td>Maternues Sart (Adventure         0.20         0.63         0.65         0.71         0.67         0.72         0.73         0.75</td><td>Adventures Staf (Adventure         0.20         0.33         0.35         0.37   
     0.37         0.37         0.37         0.37         0.37         0.37         0.37         0.37         0.37         0.37         0.37         0.37         0.37         0.37         <th< td=""><td>Advanture Saft (Aventure 0.20         0.55         0.57         0.37         0.23         0.35</td><td>Adverture Saft Adverture         0.20         0.85         0</td><td>Adventure Staff (Adventure<br/>staff (Cannes)         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03        0.03        0.03        <th0< td=""><td>Americane Staff Answertene         0.01         0.03         <th< td=""><td>Anomentice         2023         0.03</td><td>Materius         C20         C30         C3</td><td>Amerikan Salit Abserting         C/2         0.83         0.53         0.</td><td>Menture Saft Adventue         C20         C63         C3         <thc3< th="">         C3         <thc3< th="">         C3<!--</td--><td>Alternity is said (Alternity is a constrained and const</td><td>Antennious Sale (Antennious CO)         COI         COI</td><td>Adverture stall (Adverture stall (</td><td>Mathemalic Sale (Montemase)         COID         <t< td=""><td>Mathematic Salit (Adventues)         CD1         CD3         CD3</td><td>Montume Saire (Aventure)         DOID         D</td><td>Memorine Stall (Adverture)         COI         COI<!--</td--><td>Mediature Sairf (Adverture 0.2) 0.23 0.23 0.23 0.23 0.23 0.23 0.23 0.23</td><td>Memorical Sale (Advertion         OCI         OCI</td></td></t<><td>Memorine Stall (Alsenture         Open of a stall (Alsenture)         Open of a stall (Alsenture)</td><td>Member is all point in the sector of the sector o</td><td>Modernic solution         Cold         Cold</td></td></thc3<></thc3<></td></th<><td>Control         Col         Col</td><td>Bit Montune         CO         CO</td><td>Montreal Relationers and a process of a second o</td></td></th0<></td></th<></td></th<></td></th<></td></th<></td></th<></td></th<></td></th<></td></t<></td></th<></td></t<></td></th<></td></th<></td></th<></td></th<></td></th<></td></th<></td></th<></td></th<></td></th<></td></th<> | Adventure Staff (Adventure         0.20         0.63         0.63         0.63         0.63         0.63         0.63         0.67         0.35 <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.63         0.63         0.63         0.63         0.63         0.63         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.66         0.03  
      0.03         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.63         0.63         0.63         0.63         0.63         0.67         0.28         0.23         0.23         0.23         0.23         0.23         0.23         0.23         0.23         0.23         0.23         0.23         0.23         0.25         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.63         0.63         0.63         0.63         0.63         0.63         0.67         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.63         0.63         0.63         0.63         0.63         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.66         0.35         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.63         0.63         0.63         0.63         0.63         0.67         0.28         0.23         0.25         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.63         0.63         0.63         0.63         0.67         0.28         0.23         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.63         0.63         0.63         0.63         0.67         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.63         0.63         0.67         0.23         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         -         -         -         -         -         -         -         0.07         0.66         0.35   
     0.35         0.35         0.35         0.35         0.35         0.35         <t< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.74         0.74         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.63         -         -         -         -         -         0.07         0.63         0.28         0.29</td><td>Adventure Staff (Adventure         0.20         0.63         0.33         0.33         0.35         0.37         0.63         0.23         <t< td=""><td>Adventure Staff (Adventure         0.23         0.63         0.63         0.63         0.63         0.65         0.7         0.65         0.28         0.28         0.28         0.28         0.23</td><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.63         0.63         0.65         0.67         0.66         0.68         0.23         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.7         0.67</td><td>Adventure Staff (Adventure         0.20         0.63         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63           0.17         0.23         0.3</td><td>Adventure staff (Adventure         0.20         0.63         0.63         0.63         0.63         0.63         0.63         0.63         0.63         0.63         0.63         0.63         0.63         0.63        
0.63         <th< td=""><td>Adventure Staff (Adventure 220 0.63 0.33 0.33 0.33 0.35 0.35 0.35 0.35 0.3</td><td>Adventure Staff (Adventure 0.22 0.63 0.53 0.5 0.57 0.25 0.25 0.25 0.35 0.35 0.35 0.35 0.35 0.35 0.35 0.3</td><td>Adventure Staff (Adventure 0.22 0.63 0.53 0.5 0.5 0.57 0.07 0.677 0.47 0.44 0.44 0.44 0.44 0.44 0.44 0.</td><td>Adventure Saft (Adventure         0.20         0.53         0.63         0.71         0.67         0.63</td><td>Adventure Staff (Adventure         0.20         0.83           0.07         0.67           Adventure Staff (Adventure         0.20         0.83            0.07         0.67           Adventure Staff (Adventure         0.20         0.83         0.53</td><td>Adventure Staff (Adventure         0.20         0.63         0.53         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.7         0.67</td><td>Adventures Staff (Adventure         0.20         0.63         0.7         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.66         0.33         <th< td=""><td>Adventure Staft (Adventure         0.20         0.63         0.53         <th< td=""><td>Adventure Staff (Adventure 020 0.63 0.53 0.53 0.53 0.53 0.53 0.53 0.53 0.5</td><td>Anomurus Sarti (Anomurus 2020)         0.63         0.71         0.23         0.73         0.75</td><td>Adventure Saff (Adventure         0.20         0.53         0.5         0.17         0.25         0.35         0.35         0.35         0.35         0.35         0.35       
 0.35         0</td><td>Maternues Sart (Adventure         0.20         0.63         0.65         0.71         0.67         0.72         0.73         0.75</td><td>Adventures Staf (Adventure         0.20         0.33         0.35         0.37         <th< td=""><td>Advanture Saft (Aventure 0.20         0.55         0.57         0.37         0.23         0.35</td><td>Adverture Saft Adverture         0.20         0.85         0</td><td>Adventure Staff (Adventure<br/>staff (Cannes)         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03        0.03        0.03        <th0< td=""><td>Americane Staff Answertene         0.01         0.03         <th< td=""><td>Anomentice         2023         0.03</td><td>Materius         C20         C30         C3</td><td>Amerikan Salit Abserting         C/2         0.83         0.53         0.</td><td>Menture Saft Adventue         C20         C63         C3         <thc3< th="">         C3         <thc3< th="">         C3<!--</td--><td>Alternity is said
(Alternity is a constrained and const</td><td>Antennious Sale (Antennious CO)         COI         COI</td><td>Adverture stall (Adverture stall (</td><td>Mathemalic Sale (Montemase)         COID         <t< td=""><td>Mathematic Salit (Adventues)         CD1         CD3         CD3</td><td>Montume Saire (Aventure)         DOID         D</td><td>Memorine Stall (Adverture)         COI         COI<!--</td--><td>Mediature Sairf (Adverture 0.2) 0.23 0.23 0.23 0.23 0.23 0.23 0.23 0.23</td><td>Memorical Sale (Advertion         OCI         OCI</td></td></t<><td>Memorine Stall (Alsenture         Open of a stall (Alsenture)         Open of a stall (Alsenture)</td><td>Member is all point in the sector of the sector o</td><td>Modernic solution         Cold         Cold</td></td></thc3<></thc3<></td></th<><td>Control         Col         Col</td><td>Bit Montune         CO         CO</td><td>Montreal Relationers and a process of a second o</td></td></th0<></td></th<></td></th<></td></th<></td></th<></td></th<></td></th<></td></th<></td></t<></td></th<></td></t<></td></th<></td></th<></td></th<></td></th<></td></th<></td></th<></td></th<></td></th<></td></th<> | Adventure Staff (Adventure         0.20         0.63         0.63         0.63         0.63         0.63         0.63         0.63         0.63         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.66         0.03 <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.63         0.63         0.63         0.63         0.63         0.67         0.28         0.23         0.23         0.23         0.23         0.23         0.23         0.23         0.23         0.23         0.23         0.23         0.23         0.25         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.63         0.63         0.63         0.63         0.63         0.63         0.67         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.63         0.63         0.63         0.63         0.63         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.66         0.35         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.63         0.63         0.63         0.63         0.63         0.67         0.28         0.23         0.25         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.63         0.63         0.63         0.63         0.67         0.28         0.23         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.63         0.63         0.63         0.63         0.67         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.63         0.63         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67     
   0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.23         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         -         -         -         -         -         -         -         0.07         0.66         0.35         <t< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.74         0.74         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.63         -         -         -         -         -         0.07         0.63         0.28         0.29</td><td>Adventure Staff (Adventure         0.20         0.63         0.33         0.33         0.35         0.37         0.63         0.23         <t< td=""><td>Adventure Staff (Adventure         0.23         0.63         0.63         0.63         0.63         0.65         0.7         0.65         0.28         0.28         0.28         0.28         0.23</td><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.63         0.63         0.65         0.67         0.66         0.68         0.23         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.7         0.67</td><td>Adventure Staff (Adventure         0.20         0.63     
   0.63         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63           0.17         0.23         0.3</td><td>Adventure staff (Adventure         0.20         0.63         <th< td=""><td>Adventure Staff (Adventure 220 0.63 0.33 0.33 0.33 0.35 0.35 0.35 0.35 0.3</td><td>Adventure Staff (Adventure 0.22 0.63 0.53 0.5 0.57 0.25 0.25 0.25 0.35 0.35 0.35 0.35 0.35 0.35 0.35 0.3</td><td>Adventure Staff (Adventure 0.22 0.63 0.53 0.5 0.5 0.57 0.07 0.677 0.47 0.44 0.44 0.44 0.44 0.44 0.44 0.</td><td>Adventure Saft (Adventure         0.20         0.53         0.63         0.71         0.67         0.63</td><td>Adventure Staff (Adventure         0.20         0.83           0.07         0.67           Adventure Staff (Adventure         0.20         0.83            0.07         0.67           Adventure Staff (Adventure         0.20         0.83         0.53</td><td>Adventure Staff (Adventure         0.20         0.63         0.53         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.7         0.67</td><td>Adventures Staff (Adventure         0.20         0.63         0.7         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.66         0.33         <th< td=""><td>Adventure Staft (Adventure         0.20         0.63         0.53        
0.53         <th< td=""><td>Adventure Staff (Adventure 020 0.63 0.53 0.53 0.53 0.53 0.53 0.53 0.53 0.5</td><td>Anomurus Sarti (Anomurus 2020)         0.63         0.71         0.23         0.73         0.75</td><td>Adventure Saff (Adventure         0.20         0.53         0.5         0.17         0.25         0.35         0</td><td>Maternues Sart (Adventure         0.20         0.63         0.65         0.71         0.67         0.72         0.73         0.75</td><td>Adventures Staf (Adventure         0.20         0.33         0.35         0.37         <th< td=""><td>Advanture Saft (Aventure 0.20         0.55         0.57         0.37         0.23         0.35</td><td>Adverture Saft Adverture         0.20         0.85         0</td><td>Adventure Staff (Adventure<br/>staff (Cannes)         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03        0.03        0.03        <th0< td=""><td>Americane Staff Answertene         0.01         0.03         <th< td=""><td>Anomentice         2023         0.03        
0.03         0.03</td><td>Materius         C20         C30         C3</td><td>Amerikan Salit Abserting         C/2         0.83         0.53         0.</td><td>Menture Saft Adventue         C20         C63         C3         <thc3< th="">         C3         <thc3< th="">         C3<!--</td--><td>Alternity is said (Alternity is a constrained and const</td><td>Antennious Sale (Antennious CO)         COI         COI</td><td>Adverture stall (Adverture stall (</td><td>Mathemalic Sale (Montemase)         COID         <t< td=""><td>Mathematic Salit (Adventues)         CD1         CD3         CD3</td><td>Montume Saire (Aventure)         DOID         D</td><td>Memorine Stall (Adverture)         COI         COI<!--</td--><td>Mediature Sairf (Adverture 0.2) 0.23 0.23 0.23 0.23 0.23 0.23 0.23 0.23</td><td>Memorical Sale (Advertion         OCI         OCI</td></td></t<><td>Memorine Stall (Alsenture         Open of a stall (Alsenture)         Open of a stall (Alsenture)</td><td>Member is all point in the sector of the sector o</td><td>Modernic solution         Cold         Cold</td></td></thc3<></thc3<></td></th<><td>Control         Col         Col</td><td>Bit Montune         CO         CO</td><td>Montreal Relationers and a process of a second o</td></td></th0<></td></th<></td></th<></td></th<></td></th<></td></th<></td></th<></td></th<></td></t<></td></th<></td></t<></td></th<></td></th<></td></th<></td></th<></td></th<></td></th<></td></th<></td></th<> | Adventure Staff (Adventure         0.20         0.63         0.63         0.63         0.63         0.63         0.63         0.63         0.67         0.28         0.23         0.23         0.23         0.23         0.23         0.23         0.23         0.23         0.23         0.23         0.23         0.23         0.25         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35 <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.63         0.63         0.63         0.63         0.63         0.63         0.67         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.63         0.63         0.63         0.63         0.63         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.66         0.35         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.63         0.63         0.63         0.63         0.63         0.67         0.28         0.23         0.25         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.63         0.63         0.63         0.63         0.67         0.28         0.23         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.63         0.63         0.63         0.63         0.67        
0.67         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.63         0.63         0.67         0.23         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         -         -         -         -         -         -         -         0.07         0.66         0.35         <t< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.74         0.74         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.63         -         -         -         -         -         0.07         0.63         0.28         0.29</td><td>Adventure Staff (Adventure         0.20         0.63         0.33         0.33         0.35         0.37         0.63         0.23         <t< td=""><td>Adventure Staff (Adventure         0.23         0.63         0.63         0.63         0.63         0.65         0.7         0.65         0.28         0.28         0.28         0.28         0.23</td><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.63         0.63         0.65         0.67         0.66         0.68         0.23         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.7         0.67      
  0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67</td><td>Adventure Staff (Adventure         0.20         0.63         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63           0.17         0.23         0.3</td><td>Adventure staff (Adventure         0.20         0.63         <th< td=""><td>Adventure Staff (Adventure 220 0.63 0.33 0.33 0.33 0.35 0.35 0.35 0.35 0.3</td><td>Adventure Staff (Adventure 0.22 0.63 0.53 0.5 0.57 0.25 0.25 0.25 0.35 0.35 0.35 0.35 0.35 0.35 0.35 0.3</td><td>Adventure Staff (Adventure 0.22 0.63 0.53 0.5 0.5 0.57 0.07 0.677 0.47 0.44 0.44 0.44 0.44 0.44 0.44 0.</td><td>Adventure Saft (Adventure         0.20         0.53         0.63         0.71         0.67         0.63</td><td>Adventure Staff (Adventure         0.20         0.83           0.07         0.67           Adventure Staff (Adventure         0.20         0.83            0.07         0.67           Adventure Staff (Adventure         0.20         0.83         0.53</td><td>Adventure Staff (Adventure         0.20         0.63         0.53         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.7         0.67</td><td>Adventures Staff (Adventure         0.20         0.63         0.7         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.66         0.33
        0.33         0.33         0.33         0.33         0.33         0.33         0.33         0.33         0.33         <th< td=""><td>Adventure Staft (Adventure         0.20         0.63         0.53         <th< td=""><td>Adventure Staff (Adventure 020 0.63 0.53 0.53 0.53 0.53 0.53 0.53 0.53 0.5</td><td>Anomurus Sarti (Anomurus 2020)         0.63         0.71         0.23         0.73         0.75</td><td>Adventure Saff (Adventure         0.20         0.53         0.5         0.17         0.25         0.35         0</td><td>Maternues Sart (Adventure         0.20         0.63         0.65         0.71         0.67         0.72         0.73         0.75</td><td>Adventures Staf (Adventure         0.20         0.33         0.35         0.37         <th< td=""><td>Advanture Saft (Aventure 0.20         0.55         0.57         0.37         0.23         0.35</td><td>Adverture Saft Adverture         0.20         0.85         0</td><td>Adventure Staff (Adventure<br/>staff (Cannes)         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03        0.03        0.03        <th0< td=""><td>Americane Staff Answertene         0.01         0.03
        0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         <th< td=""><td>Anomentice         2023         0.03</td><td>Materius         C20         C30         C3</td><td>Amerikan Salit Abserting         C/2         0.83         0.53         0.</td><td>Menture Saft Adventue         C20         C63         C3         <thc3< th="">         C3         <thc3< th="">         C3<!--</td--><td>Alternity is said (Alternity is a constrained and const</td><td>Antennious Sale (Antennious CO)         COI         COI</td><td>Adverture stall (Adverture stall (</td><td>Mathemalic Sale (Montemase)         COID         <t< td=""><td>Mathematic Salit (Adventues)         CD1         CD3         CD3</td><td>Montume Saire (Aventure)         DOID         D</td><td>Memorine Stall (Adverture)         COI         COI<!--</td--><td>Mediature Sairf (Adverture 0.2) 0.23 0.23 0.23 0.23 0.23 0.23 0.23 0.23</td><td>Memorical Sale (Advertion         OCI         OCI</td></td></t<><td>Memorine Stall (Alsenture         Open of a stall (Alsenture)         Open of a stall (Alsenture)</td><td>Member is all point in the sector of the sector o</td><td>Modernic solution         Cold         Cold</td></td></thc3<></thc3<></td></th<><td>Control         Col         Col</td><td>Bit Montune         CO         CO</td><td>Montreal Relationers and a process of a second o</td></td></th0<></td></th<></td></th<></td></th<></td></th<></td></th<></td></th<></td></th<></td></t<></td></th<></td></t<></td></th<></td></th<></td></th<></td></th<></td></th<></td></th<></td></th<> | Adventure Staff (Adventure         0.20         0.63         0.63         0.63         0.63         0.63         0.63         0.63         0.63         0.67 <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.63         0.63         0.63         0.63         0.63         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.66         0.35         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.63         0.63         0.63         0.63         0.63         0.67         0.28         0.23         0.25         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.63         0.63         0.63         0.63         0.67         0.28         0.23         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.63         0.63         0.63         0.63         0.67  
      0.67         0.67         0.67         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.63         0.63         0.67         0.23         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         -         -         -         -         -         -         -         0.07         0.66         0.35         <t< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.74         0.74         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.63         -         -         -         -         -         0.07         0.63         0.28         0.29</td><td>Adventure Staff (Adventure         0.20         0.63         0.33         0.33         0.35         0.37         0.63         0.23         <t< td=""><td>Adventure Staff (Adventure         0.23         0.63         0.63         0.63         0.63         0.65         0.7         0.65         0.28         0.28         0.28         0.28         0.23</td><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.63         0.63         0.65         0.67         0.66         0.68         0.23         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.7         0.67</td><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.63         0.63         0.63         0.63         0.63         0.63         0.63         0.63         0.63         0.63         0.63         0.63         0.63    
    0.63         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63           0.17         0.23         0.3</td><td>Adventure staff (Adventure         0.20         0.63         <th< td=""><td>Adventure Staff (Adventure 220 0.63 0.33 0.33 0.33 0.35 0.35 0.35 0.35 0.3</td><td>Adventure Staff (Adventure 0.22 0.63 0.53 0.5 0.57 0.25 0.25 0.25 0.35 0.35 0.35 0.35 0.35 0.35 0.35 0.3</td><td>Adventure Staff (Adventure 0.22 0.63 0.53 0.5 0.5 0.57 0.07 0.677 0.47 0.44 0.44 0.44 0.44 0.44 0.44 0.</td><td>Adventure Saft (Adventure         0.20         0.53         0.63         0.71         0.67         0.63</td><td>Adventure Staff (Adventure         0.20         0.83           0.07         0.67           Adventure Staff (Adventure         0.20         0.83            0.07         0.67           Adventure Staff (Adventure         0.20         0.83         0.53</td><td>Adventure Staff (Adventure         0.20         0.63         0.53         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.7         0.67</td><td>Adventures Staff (Adventure         0.20         0.63         0.7         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.66         0.33         <th< td=""><td>Adventure Staft (Adventure         0.20         0.63         0.53         0.53         0.53         0.53         0.53         0.53         0.53         0.53         0.53         0.53         0.53         0.53         0.53         0.53         0.53         0.53         0.53         0.53        
0.53         <th< td=""><td>Adventure Staff (Adventure 020 0.63 0.53 0.53 0.53 0.53 0.53 0.53 0.53 0.5</td><td>Anomurus Sarti (Anomurus 2020)         0.63         0.71         0.23         0.73         0.75</td><td>Adventure Saff (Adventure         0.20         0.53         0.5         0.17         0.25         0.35         0</td><td>Maternues Sart (Adventure         0.20         0.63         0.65         0.71         0.67         0.72         0.73         0.75</td><td>Adventures Staf (Adventure         0.20         0.33         0.35         0.37         <th< td=""><td>Advanture Saft (Aventure 0.20         0.55         0.57         0.37         0.23         0.35</td><td>Adverture Saft Adverture         0.20         0.85         0</td><td>Adventure Staff (Adventure<br/>staff (Cannes)         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03        0.03        0.03        <th0< td=""><td>Americane Staff Answertene         0.01         0.03         <th< td=""><td>Anomentice         2023         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03        
0.03         0.03</td><td>Materius         C20         C30         C3</td><td>Amerikan Salit Abserting         C/2         0.83         0.53         0.</td><td>Menture Saft Adventue         C20         C63         C3         <thc3< th="">         C3         <thc3< th="">         C3<!--</td--><td>Alternity is said (Alternity is a constrained and const</td><td>Antennious Sale (Antennious CO)         COI         COI</td><td>Adverture stall (Adverture stall (</td><td>Mathemalic Sale (Montemase)         COID         <t< td=""><td>Mathematic Salit (Adventues)         CD1         CD3         CD3</td><td>Montume Saire (Aventure)         DOID         D</td><td>Memorine Stall (Adverture)         COI         COI<!--</td--><td>Mediature Sairf (Adverture 0.2) 0.23 0.23 0.23 0.23 0.23 0.23 0.23 0.23</td><td>Memorical Sale (Advertion         OCI         OCI</td></td></t<><td>Memorine Stall (Alsenture         Open of a stall (Alsenture)         Open of a stall (Alsenture)</td><td>Member is all point in the sector of the sector o</td><td>Modernic solution         Cold         Cold</td></td></thc3<></thc3<></td></th<><td>Control         Col         Col</td><td>Bit Montune         CO         CO</td><td>Montreal Relationers and a process of a second o</td></td></th0<></td></th<></td></th<></td></th<></td></th<></td></th<></td></th<></td></th<></td></t<></td></th<></td></t<></td></th<></td></th<></td></th<></td></th<></td></th<></td></th<> | Adventure Staff (Adventure         0.20         0.63         0.63         0.63         0.63         0.63         0.63         0.63         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.66         0.35 <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.63         0.63         0.63         0.63         0.63         0.67         0.28         0.23         0.25         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.63         0.63         0.63         0.63         0.67         0.28         0.23         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.63         0.63         0.63         0.63         0.67         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.63         0.63         0.67         0.23         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         -         -         -         -         -         -         -         0.07         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67
        0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.66         0.35         <t< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.74         0.74         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.63         -         -         -         -         -         0.07         0.63         0.28         0.29</td><td>Adventure Staff (Adventure         0.20         0.63         0.33         0.33         0.35         0.37         0.63         0.23         <t< td=""><td>Adventure Staff (Adventure         0.23         0.63         0.63         0.63         0.63         0.65         0.7         0.65         0.28         0.28         0.28         0.28         0.23</td><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.63         0.63         0.65         0.67         0.66         0.68         0.23         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.7         0.67</td><td>Adventure Staff (Adventure         0.20         0.63         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63           0.17         0.23         0.33   
     0.33         0.3</td><td>Adventure staff (Adventure         0.20         0.63         <th< td=""><td>Adventure Staff (Adventure 220 0.63 0.33 0.33 0.33 0.35 0.35 0.35 0.35 0.3</td><td>Adventure Staff (Adventure 0.22 0.63 0.53 0.5 0.57 0.25 0.25 0.25 0.35 0.35 0.35 0.35 0.35 0.35 0.35 0.3</td><td>Adventure Staff (Adventure 0.22 0.63 0.53 0.5 0.5 0.57 0.07 0.677 0.47 0.44 0.44 0.44 0.44 0.44 0.44 0.</td><td>Adventure Saft (Adventure         0.20         0.53         0.63         0.71         0.67         0.63</td><td>Adventure Staff (Adventure         0.20         0.83           0.07         0.67           Adventure Staff (Adventure         0.20         0.83            0.07         0.67           Adventure Staff (Adventure         0.20         0.83         0.53</td><td>Adventure Staff (Adventure         0.20         0.63         0.53         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.7         0.67</td><td>Adventures Staff (Adventure         0.20         0.63         0.7         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.66         0.33         <th< td=""><td>Adventure Staft (Adventure         0.20         0.63         0.53         <th< td=""><td>Adventure Staff (Adventure 020 0.63 0.53 0.53 0.53 0.53 0.53 0.53 0.53 0.5</td><td>Anomurus Sarti (Anomurus 2020)         0.63         0.71         0.23         0.73         0.75 
       0.75         0.75</td><td>Adventure Saff (Adventure         0.20         0.53         0.5         0.17         0.25         0.35         0</td><td>Maternues Sart (Adventure         0.20         0.63         0.65         0.71         0.67         0.72         0.73         0.75</td><td>Adventures Staf (Adventure         0.20         0.33         0.35         0.37         <th< td=""><td>Advanture Saft (Aventure 0.20         0.55         0.57         0.37         0.23         0.35</td><td>Adverture Saft Adverture         0.20         0.85         0</td><td>Adventure Staff (Adventure<br/>staff (Cannes)         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03        0.03        0.03        <th0< td=""><td>Americane Staff Answertene         0.01         0.03         <th< td=""><td>Anomentice         2023         0.03</td><td>Materius         C20         C30         C3</td><td>Amerikan Salit Abserting         C/2         0.83         0.53     
   0.53         0.</td><td>Menture Saft Adventue         C20         C63         C3         <thc3< th="">         C3         <thc3< th="">         C3<!--</td--><td>Alternity is said (Alternity is a constrained and const</td><td>Antennious Sale (Antennious CO)         COI         COI</td><td>Adverture stall (Adverture stall (</td><td>Mathemalic Sale (Montemase)         COID         <t< td=""><td>Mathematic Salit (Adventues)         CD1         CD3         CD3</td><td>Montume Saire (Aventure)         DOID         D</td><td>Memorine Stall (Adverture)         COI         COI<!--</td--><td>Mediature Sairf (Adverture 0.2) 0.23 0.23 0.23 0.23 0.23 0.23 0.23 0.23</td><td>Memorical Sale (Advertion         OCI         OCI</td></td></t<><td>Memorine Stall (Alsenture         Open of a stall (Alsenture)         Open of a stall (Alsenture)</td><td>Member is all point in the sector of the sector o</td><td>Modernic solution         Cold         Cold</td></td></thc3<></thc3<></td></th<><td>Control         Col         Col</td><td>Bit Montune         CO         CO</td><td>Montreal Relationers and a process of a second o</td></td></th0<></td></th<></td></th<></td></th<></td></th<></td></th<></td></th<></td></th<></td></t<></td></th<></td></t<></td></th<></td></th<></td></th<></td></th<></td></th<> | Adventure Staff (Adventure         0.20         0.63         0.63         0.63         0.63         0.63         0.63         0.63         0.67         0.28         0.23         0.25         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35 <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.63         0.63         0.63         0.63         0.67         0.28         0.23         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.63         0.63         0.63         0.63         0.67         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.63         0.63         0.67         0.23         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         -         -         -         -         -         -         -         0.07         0.66         0.35         <t< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.74         0.74         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.63         -         -         -         -         -         0.07         0.63         0.28         0.29      
  0.29         0.29</td><td>Adventure Staff (Adventure         0.20         0.63         0.33         0.33         0.35         0.37         0.63         0.23         <t< td=""><td>Adventure Staff (Adventure         0.23         0.63         0.63         0.63         0.63         0.65         0.7         0.65         0.28         0.28         0.28         0.28         0.23</td><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.63         0.63         0.65         0.67         0.66         0.68         0.23         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.7         0.67</td><td>Adventure Staff (Adventure         0.20         0.63         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63           0.17         0.23         0.3</td><td>Adventure staff (Adventure         0.20         0.63         <th< td=""><td>Adventure Staff (Adventure 220 0.63 0.33 0.33 0.33 0.35 0.35 0.35 0.35 0.3</td><td>Adventure Staff (Adventure 0.22 0.63 0.53 0.5 0.57 0.25 0.25 0.25 0.35 0.35 0.35 0.35 0.35 0.35 0.35 0.3</td><td>Adventure Staff (Adventure 0.22 0.63 0.53 0.5 0.5 0.57 0.07 0.677 0.47 0.44 0.44 0.44 0.44 0.44 0.44 0.</td><td>Adventure Saft (Adventure         0.20         0.53         0.63         0.71         0.67         0.63         0.63         0.63         0.63         0.63         0.63         0.63         0.63         0.63 
       0.63         0.63</td><td>Adventure Staff (Adventure         0.20         0.83           0.07         0.67           Adventure Staff (Adventure         0.20         0.83            0.07         0.67           Adventure Staff (Adventure         0.20         0.83         0.53</td><td>Adventure Staff (Adventure         0.20         0.63         0.53         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.7         0.67</td><td>Adventures Staff (Adventure         0.20         0.63         0.7         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.66         0.33         <th< td=""><td>Adventure Staft (Adventure         0.20         0.63         0.53         <th< td=""><td>Adventure Staff (Adventure 020 0.63 0.53 0.53 0.53 0.53 0.53 0.53 0.53 0.5</td><td>Anomurus Sarti (Anomurus 2020)         0.63         0.71         0.23         0.73         0.75</td><td>Adventure Saff (Adventure         0.20         0.53         0.5         0.17         0.25         0.35         0</td><td>Maternues Sart (Adventure         0.20         0.63         0.65         0.71         0.67         0.72         0.73         0.75 
       0.75         0.75         0.75         0.75         0.75</td><td>Adventures Staf (Adventure         0.20         0.33         0.35         0.37         <th< td=""><td>Advanture Saft (Aventure 0.20         0.55         0.57         0.37         0.23         0.35</td><td>Adverture Saft Adverture         0.20         0.85         0</td><td>Adventure Staff (Adventure<br/>staff (Cannes)         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03        0.03        0.03        <th0< td=""><td>Americane Staff Answertene         0.01         0.03         <th< td=""><td>Anomentice         2023         0.03</td><td>Materius         C20         C30         C3</td><td>Amerikan Salit Abserting         C/2         0.83         0.53         0.</td><td>Menture Saft Adventue         C20         C63         C3         <thc3< th="">         C3         <thc3< th="">         C3<!--</td--><td>Alternity is said (Alternity is a constrained and const</td><td>Antennious Sale (Antennious CO)         COI         COI</td><td>Adverture stall (Adverture stall (</td><td>Mathemalic Sale (Montemase)         COID         <t< td=""><td>Mathematic Salit (Adventues)         CD1         CD3         CD3</td><td>Montume Saire (Aventure)         DOID         D</td><td>Memorine Stall (Adverture)         COI         COI<!--</td--><td>Mediature Sairf (Adverture 0.2) 0.23 0.23 0.23 0.23 0.23 0.23 0.23 0.23</td><td>Memorical Sale (Advertion         OCI         OCI</td></td></t<><td>Memorine Stall (Alsenture         Open of a stall (Alsenture)         Open of a stall (Alsenture)</td><td>Member is all point in the sector of the sector o</td><td>Modernic solution         Cold         Cold</td></td></thc3<></thc3<></td></th<><td>Control         Col         Col</td><td>Bit Montune         CO         CO</td><td>Montreal Relationers and a process of a second o</td></td></th0<></td></th<></td></th<></td></th<></td></th<></td></th<></td></th<></td></th<></td></t<></td></th<></td></t<></td></th<></td></th<></td></th<></td></th<> | Adventure Staff (Adventure         0.20         0.63         0.63         0.63         0.63         0.63         0.63         0.67         0.28         0.23         0.23         0.23         0.23         0.23         0.23         0.23         0.23         0.23         0.23        
0.23         0.23         0.23         0.23         0.23         0.23         0.23         0.23         0.23         0.23         0.23 <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.63         0.63         0.63         0.63         0.67         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.63         0.63         0.67         0.23         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         -         -         -         -         -         -         -         0.07         0.66         0.35         <t< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.74         0.74         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.63         -         -         -         -         -         0.07         0.63         0.28         0.29</td><td>Adventure Staff (Adventure         0.20         0.63         0.33         0.33         0.35         0.37         0.63         0.23         <t< td=""><td>Adventure Staff (Adventure         0.23         0.63         0.63         0.63         0.63         0.65         0.7         0.65         0.28         0.28         0.28         0.28         0.23</td><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.63         0.63         0.65         0.67         0.66         0.68         0.23         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.7         0.67         0.67         0.67         0.67   
     0.67         0.67</td><td>Adventure Staff (Adventure         0.20         0.63         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63           0.17         0.23         0.3</td><td>Adventure staff (Adventure         0.20         0.63         <th< td=""><td>Adventure Staff (Adventure 220 0.63 0.33 0.33 0.33 0.35 0.35 0.35 0.35 0.3</td><td>Adventure Staff (Adventure 0.22 0.63 0.53 0.5 0.57 0.25 0.25 0.25 0.35 0.35 0.35 0.35 0.35 0.35 0.35 0.3</td><td>Adventure Staff (Adventure 0.22 0.63 0.53 0.5 0.5 0.57 0.07 0.677 0.47 0.44 0.44 0.44 0.44 0.44 0.44 0.</td><td>Adventure Saft (Adventure         0.20         0.53         0.63         0.71         0.67         0.63</td><td>Adventure Staff (Adventure         0.20         0.83           0.07         0.67           Adventure Staff (Adventure         0.20         0.83            0.07         0.67           Adventure Staff (Adventure         0.20         0.83         0.53</td><td>Adventure Staff (Adventure         0.20         0.63         0.53         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.7         0.67</td><td>Adventures Staff (Adventure         0.20         0.63         0.7         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67        
0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.66         0.33         <th< td=""><td>Adventure Staft (Adventure         0.20         0.63         0.53         <th< td=""><td>Adventure Staff (Adventure 020 0.63 0.53 0.53 0.53 0.53 0.53 0.53 0.53 0.5</td><td>Anomurus Sarti (Anomurus 2020)         0.63         0.71         0.23         0.73         0.75</td><td>Adventure Saff (Adventure         0.20         0.53         0.5         0.17         0.25         0.35         0</td><td>Maternues Sart (Adventure         0.20         0.63         0.65         0.71         0.67         0.72         0.73         0.75</td><td>Adventures Staf (Adventure         0.20         0.33         0.35         0.37         <th< td=""><td>Advanture Saft (Aventure 0.20         0.55         0.57         0.37         0.23         0.35</td><td>Adverture Saft Adverture         0.20         0.85         0</td><td>Adventure Staff (Adventure<br/>staff (Cannes)         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03        0.03        0.03        <th0< td=""><td>Americane Staff Answertene         0.01         0.03         0.03         0.03         0.03         0.03         0.03         0.03        
0.03         <th< td=""><td>Anomentice         2023         0.03</td><td>Materius         C20         C30         C3</td><td>Amerikan Salit Abserting         C/2         0.83         0.53         0.</td><td>Menture Saft Adventue         C20         C63         C3         <thc3< th="">         C3         <thc3< th="">         C3<!--</td--><td>Alternity is said (Alternity is a constrained and const</td><td>Antennious Sale (Antennious CO)         COI         COI</td><td>Adverture stall (Adverture stall (</td><td>Mathemalic Sale (Montemase)         COID         <t< td=""><td>Mathematic Salit (Adventues)         CD1         CD3         CD3</td><td>Montume Saire (Aventure)         DOID         D</td><td>Memorine Stall (Adverture)         COI         COI<!--</td--><td>Mediature Sairf (Adverture 0.2) 0.23 0.23 0.23 0.23 0.23 0.23 0.23 0.23</td><td>Memorical Sale (Advertion         OCI         OCI</td></td></t<><td>Memorine Stall (Alsenture         Open of a stall (Alsenture)         Open of a stall (Alsenture)</td><td>Member is all point in the sector of the sector o</td><td>Modernic solution         Cold         Cold</td></td></thc3<></thc3<></td></th<><td>Control         Col         Col</td><td>Bit Montune         CO         CO</td><td>Montreal Relationers and a process of a second o</td></td></th0<></td></th<></td></th<></td></th<></td></th<></td></th<></td></th<></td></th<></td></t<></td></th<></td></t<></td></th<></td></th<></td></th<> | Adventure Staff (Adventure         0.20         0.63         0.63         0.63         0.63         0.63         0.63         0.67 <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.63         0.63         0.67         0.23         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         -         -         -         -         -         -         -         0.07         0.66         0.35         <t< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.74         0.74         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.63         -         -         -         -         -         0.07         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67
        0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.63         0.28         0.29</td><td>Adventure Staff (Adventure         0.20         0.63         0.33         0.33         0.35         0.37         0.63         0.23         <t< td=""><td>Adventure Staff (Adventure         0.23         0.63         0.63         0.63         0.63         0.65         0.7         0.65         0.28         0.28         0.28         0.28         0.23</td><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.63         0.63         0.65         0.67         0.66         0.68         0.23         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.7         0.67</td><td>Adventure Staff (Adventure         0.20         0.63         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63           0.17         0.23         0.3</td><td>Adventure staff (Adventure         0.20         0.63         <th< td=""><td>Adventure Staff (Adventure 220 0.63 0.33 0.33 0.33 0.35 0.35 0.35 0.35 0.3</td><td>Adventure Staff (Adventure 0.22 0.63 0.53 0.5 0.57 0.25 0.25 0.25 0.35 0.35 0.35 0.35 0.35 0.35 0.35 0.3</td><td>Adventure Staff (Adventure 0.22 0.63 0.53 0.5 0.5 0.57 0.07 0.677 0.47 0.44 0.44 0.44 0.44 0.44 0.44 0.</td><td>Adventure Saft (Adventure         0.20         0.53         0.63         0.71         0.67        
0.67         0.63         0.63</td><td>Adventure Staff (Adventure         0.20         0.83           0.07         0.67           Adventure Staff (Adventure         0.20         0.83            0.07         0.67           Adventure Staff (Adventure         0.20         0.83         0.53</td><td>Adventure Staff (Adventure         0.20         0.63         0.53         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.7         0.67</td><td>Adventures Staff (Adventure         0.20         0.63         0.7         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.66         0.33         <th< td=""><td>Adventure Staft (Adventure         0.20         0.63         0.53         <th< td=""><td>Adventure Staff (Adventure 020 0.63 0.53 0.53 0.53 0.53 0.53 0.53 0.53 0.5</td><td>Anomurus Sarti (Anomurus 2020)         0.63         0.71         0.23         0.73         0.75</td><td>Adventure Saff (Adventure         0.20         0.53         0.5         0.17         0.25         0.35         0</td><td>Maternues Sart (Adventure         0.20         0.63         0.65         0.71         0.67         0.72         0.73         0.75        
0.75         0.75</td><td>Adventures Staf (Adventure         0.20         0.33         0.35         0.37         <th< td=""><td>Advanture Saft (Aventure 0.20         0.55         0.57         0.37         0.23         0.35</td><td>Adverture Saft Adverture         0.20         0.85         0</td><td>Adventure Staff (Adventure<br/>staff (Cannes)         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03        0.03        0.03        <th0< td=""><td>Americane Staff Answertene         0.01         0.03         <th< td=""><td>Anomentice         2023         0.03</td><td>Materius         C20         C30         C3</td><td>Amerikan Salit Abserting         C/2         0.83         0.53         0.</td><td>Menture Saft Adventue         C20         C63         C3         <thc3< th="">         C3         <thc3< th="">         C3<!--</td--><td>Alternity is said (Alternity is a constrained and const</td><td>Antennious Sale (Antennious CO)         COI         COI</td><td>Adverture stall (Adverture stall (</td><td>Mathemalic Sale (Montemase)         COID         <t< td=""><td>Mathematic Salit (Adventues)         CD1         CD3         CD3</td><td>Montume Saire (Aventure)         DOID         D</td><td>Memorine Stall (Adverture)         COI         COI<!--</td--><td>Mediature Sairf (Adverture 0.2) 0.23 0.23 0.23 0.23 0.23 0.23 0.23 0.23</td><td>Memorical Sale (Advertion         OCI         OCI</td></td></t<><td>Memorine Stall (Alsenture         Open of a stall (Alsenture)         Open of a stall (Alsenture)</td><td>Member is all point in the sector of the sector o</td><td>Modernic solution         Cold         Cold</td></td></thc3<></thc3<></td></th<><td>Control         Col         Col</td><td>Bit Montune         CO         CO</td><td>Montreal Relationers and a process of a second o</td></td></th0<></td></th<></td></th<></td></th<></td></th<></td></th<></td></th<></td></th<></td></t<></td></th<></td></t<></td></th<></td></th<> | Adventure Staff (Adventure         0.20         0.63         0.63         0.63         0.63         0.67         0.23        
0.23         0.23 <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         -         -         -         -         -         -         -         0.07         0.66         0.35         <t< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.74         0.74         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.63         -         -         -         -         -         0.07         0.63         0.28         0.29</td><td>Adventure Staff (Adventure         0.20         0.63         0.33         0.33         0.35         0.37         0.63         0.23         <t< td=""><td>Adventure Staff (Adventure         0.23         0.63         0.63         0.63         0.63         0.65         0.7         0.65         0.28         0.28         0.28         0.28         0.23</td><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.63         0.63         0.65         0.67         0.66         0.68         0.23         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.7         0.67</td><td>Adventure Staff (Adventure         0.20         0.63   
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0.53         <th< td=""><td>Adventure Staff (Adventure 020 0.63 0.53 0.53 0.53 0.53 0.53 0.53 0.53 0.5</td><td>Anomurus Sarti (Anomurus 2020)         0.63         0.71         0.23         0.73         0.75</td><td>Adventure Saff (Adventure         0.20         0.53         0.5         0.17         0.25         0.35         0</td><td>Maternues Sart (Adventure         0.20         0.63         0.65         0.71         0.67         0.72         0.73         0.75</td><td>Adventures Staf (Adventure         0.20         0.33         0.35         0.37         <th< td=""><td>Advanture Saft (Aventure 0.20         0.55         0.57         0.37         0.23         0.35</td><td>Adverture Saft Adverture         0.20         0.85         0</td><td>Adventure Staff (Adventure<br/>staff (Cannes)         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03        0.03        0.03        <th0< td=""><td>Americane Staff Answertene         0.01         0.03         <th< td=""><td>Anomentice         2023         0.03        
0.03         0.03</td><td>Materius         C20         C30         C3</td><td>Amerikan Salit Abserting         C/2         0.83         0.53         0.</td><td>Menture Saft Adventue         C20         C63         C3         <thc3< th="">         C3         <thc3< th="">         C3<!--</td--><td>Alternity is said (Alternity is a constrained and const</td><td>Antennious Sale (Antennious CO)         COI         COI</td><td>Adverture stall (Adverture stall (</td><td>Mathemalic Sale (Montemase)         COID         <t< td=""><td>Mathematic Salit (Adventues)         CD1         CD3         CD3</td><td>Montume Saire (Aventure)         DOID         D</td><td>Memorine Stall (Adverture)         COI         COI<!--</td--><td>Mediature Sairf (Adverture 0.2) 0.23 0.23 0.23 0.23 0.23 0.23 0.23 0.23</td><td>Memorical Sale (Advertion         OCI         OCI</td></td></t<><td>Memorine Stall (Alsenture         Open of a stall (Alsenture)         Open of a stall (Alsenture)</td><td>Member is all point in the sector of the sector o</td><td>Modernic solution         Cold         Cold</td></td></thc3<></thc3<></td></th<><td>Control         Col         Col</td><td>Bit Montune         CO         CO</td><td>Montreal Relationers and a process of a second o</td></td></th0<></td></th<></td></th<></td></th<></td></th<></td></th<></td></th<></td></th<></td></t<></td></th<></td></t<></td></th<> | Adventure Staff (Adventure         0.20         0.63         -         -         -         -         -         -         -         0.07         0.66         0.35 <t< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.74         0.74         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.63         -         -         -         -         -         0.07         0.63         0.28         0.29</td><td>Adventure Staff (Adventure         0.20         0.63         0.33         0.33         0.35         0.37         0.63         0.23         <t< td=""><td>Adventure Staff (Adventure         0.23         0.63         0.63         0.63         0.63         0.65         0.7         0.65         0.28         0.28         0.28         0.28         0.23</td><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.63         0.63         0.65         0.67         0.66         0.68         0.23        
0.23         0.23         0.23         0.23         0.23         0.23         0.23         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.7         0.67</td><td>Adventure Staff (Adventure         0.20         0.63         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63           0.17         0.23         0.3</td><td>Adventure staff (Adventure         0.20         0.63         <th< td=""><td>Adventure Staff (Adventure 220 0.63 0.33 0.33 0.33 0.35 0.35 0.35 0.35 0.3</td><td>Adventure Staff (Adventure 0.22 0.63 0.53 0.5 0.57 0.25 0.25 0.25 0.35 0.35 0.35 0.35 0.35 0.35 0.35 0.3</td><td>Adventure Staff (Adventure 0.22 0.63 0.53 0.5 0.5 0.57 0.07 0.677 0.47 0.44 0.44 0.44 0.44 0.44 0.44 0.</td><td>Adventure Saft (Adventure         0.20         0.53         0.63         0.71         0.67         0.63</td><td>Adventure Staff (Adventure         0.20         0.83           0.07         0.67           Adventure Staff (Adventure         0.20         0.83            0.07         0.67           Adventure Staff (Adventure         0.20         0.83         0.53</td><td>Adventure Staff (Adventure         0.20         0.63         0.53         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.7         0.67 
       0.67         0.67</td><td>Adventures Staff (Adventure         0.20         0.63         0.7         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.66         0.33         <th< td=""><td>Adventure Staft (Adventure         0.20         0.63         0.53         <th< td=""><td>Adventure Staff (Adventure 020 0.63 0.53 0.53 0.53 0.53 0.53 0.53 0.53 0.5</td><td>Anomurus Sarti (Anomurus 2020)         0.63         0.71         0.23         0.73         0.75</td><td>Adventure Saff (Adventure         0.20         0.53         0.5         0.17         0.25         0.35         0</td><td>Maternues Sart (Adventure         0.20         0.63         0.65         0.71         0.67         0.72         0.73         0.75</td><td>Adventures Staf (Adventure         0.20         0.33         0.35         0.37         <th< td=""><td>Advanture Saft (Aventure 0.20         0.55         0.57         0.37         0.23         0.35</td><td>Adverture Saft Adverture         0.20         0.85         0</td><td>Adventure Staff (Adventure<br/>staff (Cannes)         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03 
       0.03         0.03         0.03         0.03        0.03        0.03        <th0< td=""><td>Americane Staff Answertene         0.01         0.03         <th< td=""><td>Anomentice         2023         0.03</td><td>Materius         C20         C30         C3</td><td>Amerikan Salit Abserting         C/2         0.83         0.53         0.</td><td>Menture Saft Adventue         C20         C63         C3         <thc3< th="">         C3         <thc3< th="">         C3<!--</td--><td>Alternity is said (Alternity is a constrained and const</td><td>Antennious Sale (Antennious CO)         COI         COI</td><td>Adverture stall (Adverture stall (</td><td>Mathemalic Sale (Montemase)         COID         <t< td=""><td>Mathematic Salit (Adventues)         CD1         CD3         CD3</td><td>Montume Saire (Aventure)         DOID         D</td><td>Memorine Stall (Adverture)         COI         COI<!--</td--><td>Mediature Sairf (Adverture 0.2) 0.23 0.23 0.23 0.23 0.23 0.23 0.23 0.23</td><td>Memorical Sale (Advertion         OCI         OCI</td></td></t<><td>Memorine Stall (Alsenture         Open of a stall (Alsenture)         Open of a stall (Alsenture)</td><td>Member is all point in the sector of the sector o</td><td>Modernic solution         Cold         Cold</td></td></thc3<></thc3<></td></th<><td>Control         Col         Col</td><td>Bit Montune         CO         CO</td><td>Montreal Relationers and a process of a second o</td></td></th0<></td></th<></td></th<></td></th<></td></th<></td></th<></td></th<></td></th<></td></t<></td></th<></td></t<> | Adventure Staff (Adventure         0.20         0.63         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.64         0.74         0.74 <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.63         -         -         -         -         -         0.07         0.63         0.28         0.29</td><td>Adventure Staff (Adventure         0.20         0.63         0.33         0.33         0.35         0.37         0.63         0.23         <t< td=""><td>Adventure Staff (Adventure         0.23         0.63         0.63         0.63         0.63         0.65         0.7         0.65         0.28         0.28         0.28         0.28         0.23</td><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.63         0.63         0.65         0.67         0.67         0.67         0.67 
       0.67         0.66         0.68         0.23         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.7         0.67</td><td>Adventure Staff (Adventure         0.20         0.63         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63           0.17         0.23         0.3</td><td>Adventure staff (Adventure         0.20         0.63         <th< td=""><td>Adventure Staff (Adventure 220 0.63 0.33 0.33 0.33 0.35 0.35 0.35 0.35 0.3</td><td>Adventure Staff (Adventure 0.22 0.63 0.53 0.5 0.57 0.25 0.25 0.25 0.35 0.35 0.35 0.35 0.35 0.35 0.35 0.3</td><td>Adventure Staff (Adventure 0.22 0.63 0.53 0.5 0.5 0.57 0.07 0.677 0.47 0.44 0.44 0.44 0.44 0.44 0.44 0.</td><td>Adventure Saft (Adventure         0.20         0.53         0.63         0.71         0.67         0.63</td><td>Adventure Staff (Adventure         0.20         0.83           0.07         0.67           Adventure Staff (Adventure         0.20         0.83            0.07         0.67           Adventure Staff (Adventure         0.20         0.83         0.53</td><td>Adventure Staff (Adventure         0.20         0.63         0.53         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.7         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67       
 0.67         0.67</td><td>Adventures Staff (Adventure         0.20         0.63         0.7         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.66         0.33         <th< td=""><td>Adventure Staft (Adventure         0.20         0.63         0.53         <th< td=""><td>Adventure Staff (Adventure 020 0.63 0.53 0.53 0.53 0.53 0.53 0.53 0.53 0.5</td><td>Anomurus Sarti (Anomurus 2020)         0.63         0.71         0.23         0.73         0.75</td><td>Adventure Saff (Adventure         0.20         0.53         0.5         0.17         0.25         0.35         0</td><td>Maternues Sart (Adventure         0.20         0.63         0.65         0.71         0.67         0.72         0.73         0.75</td><td>Adventures Staf (Adventure         0.20         0.33         0.35         0.37         <th< td=""><td>Advanture Saft (Aventure 0.20         0.55         0.57         0.37         0.23         0.35</td><td>Adverture Saft Adverture         0.20         0.85      
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0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.66         0.68         0.23         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.7         0.67</td><td>Adventure Staff (Adventure         0.20         0.63         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63           0.17         0.23         0.3</td><td>Adventure staff (Adventure         0.20         0.63         <th< td=""><td>Adventure Staff (Adventure 220 0.63 0.33 0.33 0.33 0.35 0.35 0.35 0.35 0.3</td><td>Adventure Staff (Adventure 0.22 0.63 0.53 0.5 0.57 0.25 0.25 0.25 0.35 0.35 0.35 0.35 0.35 0.35 0.35 0.3</td><td>Adventure Staff (Adventure 0.22 0.63 0.53 0.5 0.5 0.57 0.07 0.677 0.47 0.44 0.44 0.44 0.44 0.44 0.44 0.</td><td>Adventure Saft (Adventure         0.20         0.53         0.63         0.71         0.67         0.63</td><td>Adventure Staff (Adventure         0.20         0.83           0.07         0.67           Adventure Staff (Adventure         0.20         0.83            0.07         0.67           Adventure Staff (Adventure         0.20         0.83         0.53</td><td>Adventure Staff (Adventure         0.20         0.63         0.53         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.7         0.67 
       0.67         0.67</td><td>Adventures Staff (Adventure         0.20         0.63         0.7         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.66         0.33         <th< td=""><td>Adventure Staft (Adventure         0.20         0.63         0.53         <th< td=""><td>Adventure Staff (Adventure 020 0.63 0.53 0.53 0.53 0.53 0.53 0.53 0.53 0.5</td><td>Anomurus Sarti (Anomurus 2020)         0.63         0.71         0.23         0.73         0.75</td><td>Adventure Saff (Adventure         0.20         0.53         0.5         0.17         0.25         0.35         0</td><td>Maternues Sart (Adventure         0.20         0.63         0.65         0.71         0.67         0.72         0.73         0.75</td><td>Adventures Staf (Adventure         0.20         0.33         0.35         0.37         <th< td=""><td>Advanture Saft (Aventure 0.20         0.55         0.57         0.37         0.23         0.35</td><td>Adverture Saft Adverture         0.20         0.85
        0.85         0</td><td>Adventure Staff (Adventure<br/>staff (Cannes)         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03        0.03        0.03        <th0< td=""><td>Americane Staff Answertene         0.01         0.03         <th< td=""><td>Anomentice         2023         0.03</td><td>Materius         C20         C30         C3</td><td>Amerikan Salit Abserting         C/2         0.83         0.53         0.</td><td>Menture Saft Adventue         C20         C63         C3         <thc3< th="">         C3         <thc3< th="">         C3<!--</td--><td>Alternity is said (Alternity is a constrained and const</td><td>Antennious Sale (Antennious CO)         COI         COI</td><td>Adverture stall (Adverture stall (</td><td>Mathemalic Sale (Montemase)         COID         <t< td=""><td>Mathematic Salit (Adventues)         CD1         CD3         CD3</td><td>Montume Saire (Aventure)         DOID         D</td><td>Memorine Stall (Adverture)         COI         COI<!--</td--><td>Mediature Sairf (Adverture 0.2) 0.23 0.23 0.23 0.23 0.23 0.23 0.23 0.23</td><td>Memorical Sale (Advertion         OCI         OCI</td></td></t<><td>Memorine Stall (Alsenture         Open of a stall (Alsenture)         Open of a stall (Alsenture)</td><td>Member is all point in the sector of the sector o</td><td>Modernic solution         Cold         Cold</td></td></thc3<></thc3<></td></th<><td>Control         Col         Col</td><td>Bit Montune         CO         CO</td><td>Montreal Relationers and a process of a second o</td></td></th0<></td></th<></td></th<></td></th<></td></th<></td></th<></td></th<></td></th<></td></t<> | Adventure Staff (Adventure         0.23         0.63         0.63         0.63         0.63         0.65         0.7         0.65         0.28         0.28         0.28         0.28         0.23 | Adventure Staff (Adventure         0.20         0.63         0.63         0.63         0.63         0.65         0.67         0.66         0.68         0.23 <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.63         0.7         0.67</td><td>Adventure Staff (Adventure         0.20         0.63        
0.63         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63           0.17         0.23         0.3</td><td>Adventure staff (Adventure         0.20         0.63         <th< td=""><td>Adventure Staff (Adventure 220 0.63 0.33 0.33 0.33 0.35 0.35 0.35 0.35 0.3</td><td>Adventure Staff (Adventure 0.22 0.63 0.53 0.5 0.57 0.25 0.25 0.25 0.35 0.35 0.35 0.35 0.35 0.35 0.35 0.3</td><td>Adventure Staff (Adventure 0.22 0.63 0.53 0.5 0.5 0.57 0.07 0.677 0.47 0.44 0.44 0.44 0.44 0.44 0.44 0.</td><td>Adventure Saft (Adventure         0.20         0.53         0.63         0.71         0.67         0.63</td><td>Adventure Staff (Adventure         0.20         0.83           0.07         0.67           Adventure Staff (Adventure         0.20         0.83            0.07         0.67           Adventure Staff (Adventure         0.20         0.83         0.53</td><td>Adventure Staff (Adventure         0.20         0.63         0.53         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.7         0.67</td><td>Adventures Staff (Adventure         0.20         0.63         0.7         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.66         0.33         <th< td=""><td>Adventure Staft (Adventure         0.20         0.63         0.53
        0.53         <th< td=""><td>Adventure Staff (Adventure 020 0.63 0.53 0.53 0.53 0.53 0.53 0.53 0.53 0.5</td><td>Anomurus Sarti (Anomurus 2020)         0.63         0.71         0.23         0.73         0.75</td><td>Adventure Saff (Adventure         0.20         0.53         0.5         0.17         0.25         0.35         0</td><td>Maternues Sart (Adventure         0.20         0.63         0.65         0.71         0.67         0.72         0.73         0.75</td><td>Adventures Staf (Adventure         0.20         0.33         0.35         0.37         <th< td=""><td>Advanture Saft (Aventure 0.20         0.55         0.57         0.37         0.23         0.35</td><td>Adverture Saft Adverture         0.20         0.85         0</td><td>Adventure Staff (Adventure<br/>staff (Cannes)         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03        0.03        0.03        <th0< td=""><td>Americane Staff Answertene         0.01         0.03         <th< td=""><td>Anomentice         2023         0.03   
     0.03         0.03</td><td>Materius         C20         C30         C3</td><td>Amerikan Salit Abserting         C/2         0.83         0.53         0.</td><td>Menture Saft Adventue         C20         C63         C3         <thc3< th="">         C3         <thc3< th="">         C3<!--</td--><td>Alternity is said (Alternity is a constrained and const</td><td>Antennious Sale (Antennious CO)         COI         COI</td><td>Adverture stall (Adverture stall (</td><td>Mathemalic Sale (Montemase)         COID         <t< td=""><td>Mathematic Salit (Adventues)         CD1         CD3         CD3</td><td>Montume Saire (Aventure)         DOID         D</td><td>Memorine Stall (Adverture)         COI         COI<!--</td--><td>Mediature Sairf (Adverture 0.2) 0.23 0.23 0.23 0.23 0.23 0.23 0.23 0.23</td><td>Memorical Sale (Advertion         OCI         OCI</td></td></t<><td>Memorine Stall (Alsenture         Open of a stall (Alsenture)         Open of a stall (Alsenture)</td><td>Member is all point in the sector of the sector o</td><td>Modernic solution         Cold         Cold</td></td></thc3<></thc3<></td></th<><td>Control         Col         Col</td><td>Bit Montune         CO         CO</td><td>Montreal Relationers and a process of a second o</td></td></th0<></td></th<></td></th<></td></th<></td></th<></td></th<></td></th<></td></th<> | Adventure Staff (Adventure         0.20         0.63         0.63         0.7         0.67 | Adventure Staff (Adventure         0.20         0.63 <th< td=""><td>Adventure Staff (Adventure         0.20         0.63           0.17         0.23         0.3</td><td>Adventure staff (Adventure         0.20         0.63         <th< td=""><td>Adventure Staff (Adventure 220 0.63 0.33 0.33 0.33 0.35 0.35 0.35 0.35 0.3</td><td>Adventure Staff (Adventure 0.22 0.63 0.53 0.5 0.57 0.25 0.25 0.25 0.35 0.35 0.35 0.35 0.35 0.35 0.35 0.3</td><td>Adventure Staff (Adventure 0.22 0.63 0.53 0.5 0.5 0.57 0.07 0.677 0.47 0.44 0.44 0.44 0.44 0.44 0.44 0.</td><td>Adventure Saft (Adventure         0.20         0.53         0.63         0.71         0.67         0.63</td><td>Adventure Staff (Adventure         0.20         0.83           0.07         0.67           Adventure Staff (Adventure         0.20         0.83            0.07         0.67           Adventure Staff (Adventure         0.20         0.83         0.53        
0.53         0.53</td><td>Adventure Staff (Adventure         0.20         0.63         0.53         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.7         0.67</td><td>Adventures Staff (Adventure         0.20         0.63         0.7         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.66         0.33         <th< td=""><td>Adventure Staft (Adventure         0.20         0.63         0.53         <th< td=""><td>Adventure Staff (Adventure 020 0.63 0.53 0.53 0.53 0.53 0.53 0.53 0.53 0.5</td><td>Anomurus Sarti (Anomurus 2020)         0.63         0.71         0.23         0.73         0.75</td><td>Adventure Saff (Adventure         0.20         0.53         0.5         0.17         0.25         0.35         0</td><td>Maternues Sart (Adventure         0.20         0.63         0.65         0.71         0.67         0.72         0.73         0.75</td><td>Adventures Staf (Adventure         0.20         0.33         0.35         0.37        
0.37         0.37         0.37         0.37         0.37         0.37         0.37         0.37         0.37         0.37         0.37         0.37         0.37         0.37         0.37         0.37         <th< td=""><td>Advanture Saft (Aventure 0.20         0.55         0.57         0.37         0.23         0.35</td><td>Adverture Saft Adverture         0.20         0.85         0</td><td>Adventure Staff (Adventure<br/>staff (Cannes)         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03        0.03        0.03        <th0< td=""><td>Americane Staff Answertene         0.01         0.03         <th< td=""><td>Anomentice         2023         0.03</td><td>Materius         C20         C30         C3</td><td>Amerikan Salit Abserting         C/2         0.83         0.53         0.</td><td>Menture Saft Adventue         C20         C63         C3         <thc3< th="">         C3         <thc3< th="">         C3<!--</td--><td>Alternity is said (Alternity is a constrained and const</td><td>Antennious Sale (Antennious CO)         COI         COI</td><td>Adverture stall (Adverture stall (</td><td>Mathemalic Sale (Montemase)         COID         <t< td=""><td>Mathematic Salit (Adventues)         CD1         CD3         CD3</td><td>Montume Saire (Aventure)         DOID         D</td><td>Memorine Stall (Adverture)         COI         COI<!--</td--><td>Mediature Sairf (Adverture 0.2) 0.23 0.23 0.23 0.23 0.23 0.23 0.23 0.23</td><td>Memorical Sale (Advertion         OCI         OCI</td></td></t<><td>Memorine Stall (Alsenture         Open of a stall (Alsenture)         Open of a stall (Alsenture)</td><td>Member is all point in the sector of the sector o</td><td>Modernic solution         Cold         Cold</td></td></thc3<></thc3<></td></th<><td>Control         Col         Col</td><td>Bit Montune         CO         CO</td><td>Montreal Relationers and a process of a second o</td></td></th0<></td></th<></td></th<></td></th<></td></th<></td></th<></td></th<> | Adventure Staff (Adventure         0.20         0.63           0.17         0.23         0.3 | Adventure staff (Adventure         0.20         0.63  
      0.63         0.63         0.63         0.63         0.63         0.63         0.63         0.63         0.63         0.63         0.63         0.63         0.63 <th< td=""><td>Adventure Staff (Adventure 220 0.63 0.33 0.33 0.33 0.35 0.35 0.35 0.35 0.3</td><td>Adventure Staff (Adventure 0.22 0.63 0.53 0.5 0.57 0.25 0.25 0.25 0.35 0.35 0.35 0.35 0.35 0.35 0.35 0.3</td><td>Adventure Staff (Adventure 0.22 0.63 0.53 0.5 0.5 0.57 0.07 0.677 0.47 0.44 0.44 0.44 0.44 0.44 0.44 0.</td><td>Adventure Saft (Adventure         0.20         0.53         0.63         0.71         0.67         0.63</td><td>Adventure Staff (Adventure         0.20         0.83           0.07         0.67           Adventure Staff (Adventure         0.20         0.83            0.07         0.67           Adventure Staff (Adventure         0.20         0.83         0.53</td><td>Adventure Staff (Adventure         0.20         0.63         0.53         <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.7         0.67</td><td>Adventures Staff (Adventure         0.20         0.63         0.7         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.66         0.33         <th< td=""><td>Adventure Staft (Adventure         0.20         0.63         0.53         <th< td=""><td>Adventure Staff (Adventure 020 0.63 0.53 0.53 0.53 0.53 0.53 0.53 0.53 0.5</td><td>Anomurus Sarti (Anomurus 2020)         0.63         0.71         0.23         0.73         0.75</td><td>Adventure Saff (Adventure         0.20         0.53         0.5         0.17         0.25         0.35        
0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0</td><td>Maternues Sart (Adventure         0.20         0.63         0.65         0.71         0.67         0.72         0.73         0.75</td><td>Adventures Staf (Adventure         0.20         0.33         0.35         0.37         <th< td=""><td>Advanture Saft (Aventure 0.20         0.55         0.57         0.37         0.23         0.35</td><td>Adverture Saft Adverture         0.20         0.85         0</td><td>Adventure Staff (Adventure<br/>staff (Cannes)         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03        0.03        0.03        <th0< td=""><td>Americane Staff Answertene         0.01         0.03         <th< td=""><td>Anomentice         2023         0.03</td><td>Materius         C20         C30         C3</td><td>Amerikan Salit Abserting         C/2         0.83         0.53         0.</td><td>Menture Saft Adventue         C20         C63         C3         <thc3< th="">         C3         <thc3< th="">         C3<!--</td--><td>Alternity is said (Alternity is a constrained and const</td><td>Antennious Sale (Antennious CO)         COI         COI</td><td>Adverture stall (Adverture stall (</td><td>Mathemalic Sale (Montemase)         COID         <t< td=""><td>Mathematic Salit (Adventues)         CD1         CD3         CD3</td><td>Montume Saire (Aventure)         DOID         D</td><td>Memorine Stall (Adverture)         COI         COI<!--</td--><td>Mediature Sairf (Adverture 0.2) 0.23 0.23 0.23 0.23 0.23 0.23 0.23 0.23</td><td>Memorical Sale (Advertion         OCI         OCI</td></td></t<><td>Memorine Stall (Alsenture         Open of a stall (Alsenture)         Open of a stall (Alsenture)</td><td>Member is all point in the sector of the sector o</td><td>Modernic solution         Cold         Cold</td></td></thc3<></thc3<></td></th<><td>Control      
  Col         Col</td><td>Bit Montune         CO         CO</td><td>Montreal Relationers and a process of a second o</td></td></th0<></td></th<></td></th<></td></th<></td></th<></td></th<> | Adventure Staff (Adventure 220 0.63 0.33 0.33 0.33 0.35 0.35 0.35 0.35 0.3 | Adventure Staff (Adventure 0.22 0.63 0.53 0.5 0.57 0.25 0.25 0.25 0.35 0.35 0.35 0.35 0.35 0.35 0.35 0.3 | Adventure Staff (Adventure 0.22 0.63 0.53 0.5 0.5 0.57 0.07 0.677 0.47 0.44 0.44 0.44 0.44 0.44 0.44 0. | Adventure Saft (Adventure         0.20         0.53         0.63         0.71         0.67         0.63 | Adventure Staff (Adventure         0.20         0.83           0.07         0.67           Adventure Staff (Adventure         0.20         0.83            0.07         0.67           Adventure Staff (Adventure         0.20         0.83         0.53 | Adventure Staff (Adventure         0.20         0.63         0.53 <th< td=""><td>Adventure Staff (Adventure         0.20         0.63         0.7         0.67</td><td>Adventures Staff (Adventure         0.20         0.63         0.7         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.66         0.33         <th< td=""><td>Adventure Staft (Adventure         0.20         0.63         0.53         <th< td=""><td>Adventure Staff (Adventure 020 0.63 0.53 0.53 0.53 0.53 0.53 0.53 0.53 0.5</td><td>Anomurus Sarti (Anomurus 2020)         0.63         0.71         0.23         0.73         0.75</td><td>Adventure Saff (Adventure         0.20         0.53         0.5         0.17         0.25         0.35        
0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0.35         0</td><td>Maternues Sart (Adventure         0.20         0.63         0.65         0.71         0.67         0.72         0.73         0.75</td><td>Adventures Staf (Adventure         0.20         0.33         0.35         0.37         <th< td=""><td>Advanture Saft (Aventure 0.20         0.55         0.57         0.37         0.23         0.35</td><td>Adverture Saft Adverture         0.20         0.85         0</td><td>Adventure Staff (Adventure<br/>staff (Cannes)         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03        0.03        0.03        <th0< td=""><td>Americane Staff Answertene         0.01         0.03         <th< td=""><td>Anomentice         2023         0.03</td><td>Materius         C20         C30         C3</td><td>Amerikan Salit Abserting         C/2         0.83         0.53         0.</td><td>Menture Saft Adventue         C20         C63         C3         <thc3< th="">         C3         <thc3< th="">         C3<!--</td--><td>Alternity is said (Alternity is a constrained and const</td><td>Antennious Sale (Antennious CO)         COI         COI</td><td>Adverture stall (Adverture stall (</td><td>Mathemalic Sale (Montemase)         COID         <t< td=""><td>Mathematic Salit (Adventues)         CD1         CD3         CD3</td><td>Montume Saire (Aventure)         DOID         D</td><td>Memorine Stall (Adverture)         COI         COI<!--</td--><td>Mediature Sairf (Adverture 0.2) 0.23 0.23 0.23 0.23 0.23 0.23 0.23 0.23</td><td>Memorical Sale (Advertion         OCI         OCI</td></td></t<><td>Memorine Stall (Alsenture         Open of a stall (Alsenture)         Open of a stall (Alsenture)</td><td>Member is all point in the sector of the sector o</td><td>Modernic solution         Cold         Cold</td></td></thc3<></thc3<></td></th<><td>Control         Col        
Col</td><td>Bit Montune         CO         CO</td><td>Montreal Relationers and a process of a second o</td></td></th0<></td></th<></td></th<></td></th<></td></th<> | Adventure Staff (Adventure         0.20         0.63         0.7         0.67 | Adventures Staff (Adventure         0.20         0.63         0.7         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.67         0.66         0.33 <th< td=""><td>Adventure Staft (Adventure         0.20         0.63         0.53         <th< td=""><td>Adventure Staff (Adventure 020 0.63 0.53 0.53 0.53 0.53 0.53 0.53 0.53 0.5</td><td>Anomurus Sarti (Anomurus 2020)         0.63         0.71         0.23         0.73         0.75</td><td>Adventure Saff (Adventure         0.20         0.53         0.5         0.17         0.25         0.35         0</td><td>Maternues Sart (Adventure         0.20         0.63         0.65         0.71         0.67         0.72         0.73         0.75</td><td>Adventures Staf (Adventure         0.20         0.33         0.35         0.37         <th< td=""><td>Advanture Saft (Aventure 0.20         0.55         0.57         0.37         0.23         0.35</td><td>Adverture Saft Adverture         0.20         0.85         0.85   
     0.85         0</td><td>Adventure Staff (Adventure<br/>staff (Cannes)         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03        0.03        0.03        <th0< td=""><td>Americane Staff Answertene         0.01         0.03         <th< td=""><td>Anomentice         2023         0.03</td><td>Materius         C20         C30         C3</td><td>Amerikan Salit Abserting         C/2         0.83         0.53         0.</td><td>Menture Saft Adventue         C20         C63         C3         <thc3< th="">         C3         <thc3< th="">         C3<!--</td--><td>Alternity is said (Alternity is a constrained and const</td><td>Antennious Sale (Antennious CO)         COI         COI</td><td>Adverture stall (Adverture stall (</td><td>Mathemalic Sale (Montemase)         COID         <t< td=""><td>Mathematic Salit (Adventues)         CD1         CD3         CD3</td><td>Montume Saire (Aventure)         DOID         D</td><td>Memorine Stall (Adverture)         COI         COI<!--</td--><td>Mediature Sairf (Adverture 0.2) 0.23 0.23 0.23 0.23 0.23 0.23 0.23 0.23</td><td>Memorical Sale (Advertion         OCI         OCI</td></td></t<><td>Memorine Stall (Alsenture         Open of a stall (Alsenture)         Open of a stall (Alsenture)</td><td>Member is all point in the sector of the sector o</td><td>Modernic solution         Cold         Cold</td></td></thc3<></thc3<></td></th<><td>Control         Col         Col</td><td>Bit Montune         CO         CO</td><td>Montreal Relationers and a process of a second o</td></td></th0<></td></th<></td></th<></td></th<> | Adventure Staft (Adventure         0.20         0.63         0.53 <th< td=""><td>Adventure Staff (Adventure 020 0.63 0.53 0.53 0.53 0.53 0.53 0.53 0.53 0.5</td><td>Anomurus Sarti (Anomurus 2020)         0.63         0.71         0.23         0.73         0.75</td><td>Adventure Saff (Adventure         0.20         0.53         0.5         0.17         0.25         0.35         0</td><td>Maternues Sart (Adventure     
   0.20         0.63         0.65         0.71         0.67         0.72         0.73         0.75</td><td>Adventures Staf (Adventure         0.20         0.33         0.35         0.37         <th< td=""><td>Advanture Saft (Aventure 0.20         0.55         0.57         0.37         0.23         0.35</td><td>Adverture Saft Adverture         0.20         0.85         0</td><td>Adventure Staff (Adventure<br/>staff (Cannes)         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03        0.03        0.03        <th0< td=""><td>Americane Staff Answertene         0.01         0.03         <th< td=""><td>Anomentice         2023         0.03</td><td>Materius         C20         C30         C3</td><td>Amerikan Salit Abserting         C/2         0.83         0.53         0.</td><td>Menture Saft Adventue         C20         C63         C3         <thc3< th="">         C3         <thc3< th="">         C3<!--</td--><td>Alternity is said (Alternity is a constrained and const</td><td>Antennious Sale (Antennious CO)         COI         COI</td><td>Adverture stall (Adverture stall (</td><td>Mathemalic Sale (Montemase)         COID         <t< td=""><td>Mathematic Salit (Adventues)         CD1         CD3         CD3</td><td>Montume Saire (Aventure)         DOID         D</td><td>Memorine Stall (Adverture)         COI         COI<!--</td--><td>Mediature Sairf (Adverture 0.2) 0.23 0.23 0.23 0.23 0.23 0.23 0.23 0.23</td><td>Memorical Sale (Advertion         OCI         OCI</td></td></t<><td>Memorine Stall (Alsenture         Open of a stall (Alsenture)         Open of a stall (Alsenture)</td><td>Member is all point in the sector of the sector o</td><td>Modernic solution         Cold         Cold</td></td></thc3<></thc3<></td></th<><td>Control         Col         Col</td><td>Bit Montune         CO         CO</td><td>Montreal Relationers and a process of a second o</td></td></th0<></td></th<></td></th<> | Adventure Staff (Adventure 020 0.63 0.53 0.53 0.53 0.53 0.53 0.53 0.53 0.5 | Anomurus
Sarti (Anomurus 2020)         0.63         0.71         0.23         0.73         0.75 | Adventure Saff (Adventure         0.20         0.53         0.5         0.17         0.25         0.35         0 | Maternues Sart (Adventure         0.20         0.63         0.65         0.71         0.67         0.72         0.73         0.75 | Adventures Staf (Adventure         0.20         0.33         0.35         0.37 <th< td=""><td>Advanture Saft (Aventure 0.20         0.55         0.57         0.37         0.23         0.35</td><td>Adverture Saft Adverture         0.20         0.85         0</td><td>Adventure Staff (Adventure<br/>staff (Cannes)         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03        0.03        0.03        <th0< td=""><td>Americane Staff Answertene         0.01         0.03         <th< td=""><td>Anomentice         2023         0.03</td><td>Materius         C20         C30         C3</td><td>Amerikan Salit
Abserting         C/2         0.83         0.53         0.</td><td>Menture Saft Adventue         C20         C63         C3         <thc3< th="">         C3         <thc3< th="">         C3<!--</td--><td>Alternity is said (Alternity is a constrained and const</td><td>Antennious Sale (Antennious CO)         COI         COI</td><td>Adverture stall (Adverture stall (</td><td>Mathemalic Sale (Montemase)         COID         <t< td=""><td>Mathematic Salit (Adventues)         CD1         CD3         CD3</td><td>Montume Saire (Aventure)         DOID         D</td><td>Memorine Stall (Adverture)         COI         COI<!--</td--><td>Mediature Sairf (Adverture 0.2) 0.23 0.23 0.23 0.23 0.23 0.23 0.23 0.23</td><td>Memorical Sale (Advertion         OCI         OCI</td></td></t<><td>Memorine Stall (Alsenture         Open of a stall (Alsenture)         Open of a stall (Alsenture)</td><td>Member is all point in the sector of the sector o</td><td>Modernic solution         Cold         Cold</td></td></thc3<></thc3<></td></th<><td>Control         Col         Col</td><td>Bit Montune         CO         CO</td><td>Montreal Relationers and a process of a second o</td></td></th0<></td></th<> | Advanture Saft (Aventure 0.20         0.55         0.57         0.37         0.23         0.35 | Adverture Saft Adverture         0.20         0.85         0 | Adventure Staff (Adventure<br>staff (Cannes)         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03        0.03        0.03 <th0< td=""><td>Americane Staff Answertene         0.01         0.03         <th< td=""><td>Anomentice         2023         0.03</td><td>Materius         C20         C30         C3</td><td>Amerikan Salit Abserting         C/2         0.83         0.53         0.</td><td>Menture Saft Adventue         C20         C63         C3         <thc3< th="">         C3         <thc3< th="">         C3<!--</td--><td>Alternity is said (Alternity is a constrained and const</td><td>Antennious Sale (Antennious CO)         COI         COI</td><td>Adverture stall (Adverture stall (</td><td>Mathemalic Sale (Montemase)         COID         <t< td=""><td>Mathematic Salit (Adventues)         CD1         CD3         CD3</td><td>Montume Saire (Aventure)         DOID         D</td><td>Memorine Stall (Adverture)         COI         COI<!--</td--><td>Mediature Sairf (Adverture 0.2) 0.23 0.23 0.23 0.23 0.23 0.23 0.23 0.23</td><td>Memorical Sale (Advertion         OCI         OCI</td></td></t<><td>Memorine Stall (Alsenture         Open of a stall (Alsenture)         Open of a stall (Alsenture)</td><td>Member is all point in the sector of the sector o</td><td>Modernic solution         Cold         Cold</td></td></thc3<></thc3<></td></th<><td>Control         Col         Col</td><td>Bit Montune         CO         CO</td><td>Montreal Relationers and a process of a second o</td></td></th0<> | Americane Staff Answertene         0.01         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03        
0.03         0.03 <th< td=""><td>Anomentice         2023         0.03</td><td>Materius         C20         C30         C3</td><td>Amerikan Salit Abserting         C/2         0.83         0.53         0.</td><td>Menture Saft Adventue         C20         C63         C3         <thc3< th="">         C3         <thc3< th="">         C3<!--</td--><td>Alternity is said (Alternity is a constrained and const</td><td>Antennious Sale (Antennious CO)         COI         COI</td><td>Adverture stall (Adverture stall (</td><td>Mathemalic Sale (Montemase)         COID         <t< td=""><td>Mathematic Salit (Adventues)         CD1         CD3         CD3</td><td>Montume Saire (Aventure)         DOID         D</td><td>Memorine Stall (Adverture)         COI         COI<!--</td--><td>Mediature Sairf (Adverture 0.2) 0.23 0.23 0.23 0.23 0.23 0.23 0.23 0.23</td><td>Memorical Sale (Advertion         OCI         OCI</td></td></t<><td>Memorine Stall (Alsenture         Open of a stall (Alsenture)         Open of a stall (Alsenture)</td><td>Member is all point in the sector of the sector o</td><td>Modernic solution         Cold         Cold</td></td></thc3<></thc3<></td></th<> <td>Control         Col         Col</td> <td>Bit Montune         CO         CO</td> <td>Montreal Relationers and a process of a second o</td> | Anomentice         2023         0.03 | Materius         C20         C30         C3 | Amerikan Salit Abserting         C/2         0.83         0.53         0. | Menture Saft Adventue         C20         C63         C3         C3 <thc3< th="">         C3         <thc3< th="">         C3<!--</td--><td>Alternity is said (Alternity is a constrained and const</td><td>Antennious Sale (Antennious CO)         COI         COI</td><td>Adverture stall (Adverture stall (</td><td>Mathemalic Sale (Montemase)         COID         <t< td=""><td>Mathematic Salit (Adventues)         CD1         CD3         CD3</td><td>Montume Saire (Aventure)         DOID         D</td><td>Memorine Stall (Adverture)         COI         COI<!--</td--><td>Mediature Sairf (Adverture 0.2) 0.23 0.23 0.23 0.23 0.23 0.23 0.23 0.23</td><td>Memorical Sale (Advertion         OCI         OCI</td></td></t<><td>Memorine Stall (Alsenture         Open of a stall (Alsenture)         Open of a stall (Alsenture)</td><td>Member is all point in the sector of the sector o</td><td>Modernic solution         Cold         Cold</td></td></thc3<></thc3<> | Alternity is said (Alternity is a constrained and const | Antennious Sale (Antennious CO)         COI         COI | Adverture stall (Adverture stall ( | Mathemalic Sale (Montemase)         COID         COID <t< td=""><td>Mathematic Salit (Adventues)         CD1         CD3         CD3</td><td>Montume Saire (Aventure)         DOID         D</td><td>Memorine Stall (Adverture)         COI         COI<!--</td--><td>Mediature Sairf (Adverture 0.2) 0.23 0.23 0.23 0.23 0.23 0.23 0.23 0.23</td><td>Memorical Sale (Advertion         OCI         OCI</td></td></t<> <td>Memorine Stall (Alsenture         Open of a stall (Alsenture)         Open of a stall (Alsenture)</td> <td>Member is all point in the sector of the sector o</td> <td>Modernic solution         Cold         Cold</td> | Mathematic Salit (Adventues)         CD1         CD3         CD3 | Montume Saire (Aventure)         DOID         D | Memorine Stall (Adverture)         COI         COI </td <td>Mediature Sairf (Adverture 0.2) 0.23 0.23 0.23 0.23 0.23 0.23 0.23 0.23</td> <td>Memorical Sale (Advertion         OCI         OCI</td> | Mediature Sairf (Adverture 0.2) 0.23 0.23 0.23 0.23 0.23 0.23 0.23 0.23 | Memorical Sale (Advertion         OCI         OCI | Memorine Stall (Alsenture         Open of a stall (Alsenture)         Open of a stall (Alsenture) | Member is all point in the sector of the sector o | Modernic solution         Cold         Cold | Control         Col         Col | Bit Montune         CO         CO | Montreal Relationers and a process of a second o |

<sup>18</sup> 

### **Contract Services**



#### Beach Cities Health District Contract Services & Case Management Services Budget FY 2010-11

Budget FY 2010-11				
A	Description	FY 10-11	FY 09-10	FY 08-09
Account	Description	BUDGET	BUDGET	BUDGET
Contract Services		4 400	4 400	4 400
	City of RB Senior/Adult Disabled Health South Bay Adult Care Center	4,483 9,324	4,483 9,324	4,483 9,324
	The Center for the Partially Sighted	9,324 4,373	9,324 4,373	9,324 4,373
	The Salvation Army Meals on Wheels	4,373	58,045	4,373
	YMCA - Senior Nutrition	17,520	17,520	58,045 17,520
1-200-200-5930-34	RB Sr. Aid Program	7,248	6,648	6,648
	Senior Subtotal	100,993	100,393	100,393
Contract Services	- Youth			
1-400-405-5930-10	HBCSD - Counseling	26,442	26,442	26,442
	HBCSD - Health Aides	30,360	30,360	30,360
1-400-405-5930-12	HBCSD - Nutrition	7,620	7,620	7,620
1-400-405-5930-13	HBCSD - Physical Education	44,111	44,111	44,111
1-400-405-5930-15	MBUSD - Counseling	95,376	95,376	95,376
	MBUSD - Nurses/Heath Aides	83,184	83,184	83,184
	MBUSD - Sub Abuse Program	9,048	9,048	9,048
	MBUSD - Physical Education	81,060	81,060	81,060
-400-405-5930-19	RBUSD - Academy of Health and Fitne	5,208	5,208	5,208
	RBUSD - Counseling	177,372	177,372	177,372
	RBUSD - Nurses/Health Aides	115,452	115,452	115,452
	RBUSD - SARB 16	14,892	14,892	14,892
	Richstone Family Center Center for Pc		-	-
	HB Bully Prevention Program	660	660	660
	RB Bully Prevention Program	5,196	5,196	5,196
1-400-405-5950-55	Youth Subtotal	695,981	695,981	695,981
		030,301	095,901	030,301
Contract Services	- CHC			
1-500-500-5930-02	City of HB Paramedic services	21,840	21,840	21,840
1-500-500-5930-10	City of HB DV Advocacy Program	9,396	9,396	9,396
1-500-500-5930-03	City of MB Paramedic services	29,364	29,364	29,364
1-500-500-5930-11	City of MB DV Advocacy Program	9,396	9,396	9,396
1-500-500-5930-04	City of RB Paramedic services	48,000	48,000	48,000
	City of RB Police Dept.DV Program	13,272	13,272	13,272
	Health Connection Subtotal	131,268	131,268	131,268
Contract Services	- Board			
1-100-170-5930-00		30,000	25,000	25,000
	Board subtotal	30,000	25,000	25,000
	Grants total	958,242	952,642	952,642
	-			
Case Managed Se		400.000	405 000	400.000
1-200-200-5935-00	Senior Health Fund	<u>190,000</u> 190,000	195,000 195,000	182,000 182,000
Case Managed Se	rvices - CHC	130,000	135,000	102,000
1-500-500-5936-40		47,030	43,524	66,048
1-500-500-5936-50	2	-	-	54,096
	Adults w/ minor children	21,904	22,716	49,452
	Adult Medical Non-Profit	64,296	74,988	49,452
	Adults w/out minor children	33,205	34,440	49,452
1-500-500-5936-60		-	24,312	12,852
1-500-500-5936-65		90,550	76,152	125,112
1-500-500-5936-70		-	-	-
1-500-500-5936-80		-	- 11,124	- 9,996
		64 064	109,716	
1-500-500-5936-90		64,964	,	94,680 17 328
1-500-500-5937-50		-	-	17,328
1-500-500-5937-52		23,419	18,216	40.000
1-500-500-5937-55		-	2,100	12,360
1-500-500-5937-60		-	16,236	12,852
1-500-500-5937-65		68,808	53,520	50,044
1-500-500-5937-70		23,914	18,600	16,044
1-500-500-5937-80		-	1,812	-
1-500-500-5937-90	Child Group	41,580	31,164	38,796
	Caso Managoment Total	479,670	538,620	658,564
	Case Management Total	669,670	733,620	840,564
	-	1,627,912	1,686,262	1,793,206
	-	1,021,012	1,000,202	1,700,200

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## District Profile / Demographics





Date: July 1, 2010

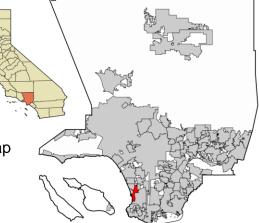
#### **Profile/Demographics**

#### Established

The Beach Cities Health District is a public government agency, one of 78 California Health Districts, in operation since 1955. In 1993, the District changed its name from the South Bay Hospital District to the Beach Cities Health District.

Governing Body Board of Five Directors

Cities Served -Hermosa Beach, Manhattan Beach, and Redondo Beach (highlighted in red in Los Angeles County map on right).



Location -

The Beach Cities Health District is located in Redondo Beach, CA approximately 18 miles Southwest of Los Angeles and 5 miles South of Los Angeles Airport (LAX).

	2010	
City	Population*	%
Redondo Beach	68,105	55%
Manhattan Beach	36,773	30%
Hermosa Beach	19,599	16%
	124,477	100%

\*California State Department of Finance, May, 2010

Age Category	Population	%**
Youth	23,651	19%
Adult	89,623	72%
Senior	11,203	9%
	124,477	100%

\*\* US Census Bureau, 2000

FINANCE



## **Financial Summaries**



Beach Cities	s Health District				
District Tota Budget 2010	•	Budget FY11	Budget FY10	Budget FY09	Proj'd FY10
4020-	Property Tax Revenue	2,450,400	2,484,000	2,319,600	2,450,558
	TOTAL TAX REVENUE	2,450,400	2,484,000	2,319,600	2,450,558
4110-	Lease Revenue	- 1,912,975	2,192,717	2,091,752	2,199,659
4120-	Revenue - POC	-	-	-	-
4130-	Revenue - Prospect South Bay	-	-	-	-
4140-	Interest Revenue	1,954,180	2,148,779	2,246,469	2,160,615
4150-	Limited Partnership Revenue	1,191,663 5,058,818	1,218,333 5,559,829	1,617,807 5,956,027	1,242,177 5,602,452
		0,000,010	0,000,020	0,000,027	0,002,102
4210	Revenue - Classes / Group	713,004	747,954	748,789	647,809
4220	Membership Revenue	734,141	849,711	830,605	730,585
4230 4250	Individual/Consult/Single-Day Childcare Revenue	683,952 3,000	760,089 8,600	792,822 12,445	687,212 3,351
4260	Food/Beverage Revenue	237,924	253,458	467,645	230,991
4270	Equipment Sales Revenue	-	-	-	-
4280	Equipment Rental Revenue	3,000	3,000	14,520	4,846
4290	Retail Revenue TOTAL USER FEES REVENUE	15,126 2,390,146	28,965 2,651,777	43,323 2,910,149	19,046 2,323,841
		2,000,110	2,001,111	2,010,110	2,020,011
4390-	Revenue (discontinue unless misc)	780	2,400	9,000	6,167
4310-	Memorial Donations Revenue	8,620	9,620	9,395	19,778
4320- 4999-	Grants Transfers in (out)	103,853	69,932 36	100,765	82,593
1000	TOTAL OTHER REVENUE	113,253	81,988	119,160	108,538
	-	10,012,618	10,777,593	11,304,936	10,485,388
<b>_</b>	-				
5610- 5620-	COGS - Cost of Goods Sold - non-foc	42,970 98,400	41,874	77,850 209,006	43,480
	Cafe Supplies - cost of good sold - fod TOTAL COST OF GOODS SOLD	98,400	95,532 137,406	209,006	96,425 139,905
5010-	Salaries - Reg FT-Ben	2,898,184	2,851,956	3,103,654	3,037,162
5015- 5018-	Salaries - Reg PT - Ben Salaries - Reg PT - PERS-only	238,874 49,992	290,558 25,878	187,688 68,751	328,593 22,676
5020-	Salaries - Reg PT - no Ben	422,589	397,846	397,668	194,891
5025-	Salaries - Temporary PT - No Ben	-	-	-	-
5030-	Salaries - Instructors - no Ben	308,427	343,076	317,479	328,020
5035-	Cafeteria Plan Contribution Payroll Taxes	412,828	407,712	357,549 270,094	374,690
5040- 5050-	LTD Insurance Premiums	257,109 16,680	263,891 19,866	14,817	260,810 16,834
5055-	Pension Benefits	289,930	254,370	310,630	279,690
5060-	Unemployment Benefits	45,000	40,000	25,000	57,447
5065-	Employee Incentive Bonus	20,700	24,100	11,574	28,771
5070- 5057-	Employee Service Awards Expense Vacation/Sick Leave	1,500	500	1,008	-
	TOTAL PAYROLL	4,961,813	4,919,753	5,065,911	4,929,584
5010	0	44.005	11.000	10,500	11.100
5210- 5215-	Consumables (food used as supplies Insurance - General	11,205 185,429	11,060 187,637	16,502 175,173	11,196 185,605
5220-	Employee Travel/Parking	25,370	29,168	30,640	31,549
5222-	Client transportation	18,500	16,375	15,450	19,213
5225-	Office Supplies	28,358	25,211	37,238	32,526
5227- 5228-	Gym/Locker room Supplies Program Supplies	8,400 70,913	8,040 82,519	8,486 97,430	10,687 71,948
5229-	Janitorial supplies	18,708	18,084	15,864	17,008
5230-	Other Supplies	890	890	3,930	1,379
	TOTAL GEN & ADMIN EXPENSES	367,772	378,984	400,714	381,110
5110-	Employee Retention & Recognition	10,120	9,270	9,770	13,686
5111-	Employee Wellness	3,000	6,428	6,428	665
5112-	Employee Assistance	3,000	3,264	2,700	2,971
5115- 5120-	ADP Payroll Processing Fees Education & Training Seminars	28,637 32,478	28,860 66,765	26,568 52,153	28,267 42,528
5120- 5125-	Insurance - Worker's Comp	43,561	57,264	45,978	42,528
5130-	Recruitment	10,504	13,340	13,960	9,922
5140-	Tuition Reimbursement	16,942	27,025	21,890	8,127
5145-	Uniforms TOTAL HUMAN RESOURCES EXPE	4,030	4,600 216,816	5,663 185,110	10,298 154,654
	-		•		
	IT Server Equipment	2,000	10,265	9,765	12,496
		6,000	12,750 1,500	18,000	13,909 2,060
5312-	IT Workstations				2,060
· 5312- · 5313-	IT Workstations Presentational Equipment	1,800		500	
5312- 5313- 5314-	IT Workstations	1,800	2,850	500 2,500	668
5312- 5313- 5314- 5315- 5316-	IT Workstations Presentational Equipment Phone Equipment IT Repair & Maint Parts IT Website / Internet Equipment	1,800 - 672 1,200	2,850 2,000 2,000	2,500	
5312- 5313- 5314- 5315- 5316- 5317-	IT Workstations Presentational Equipment Phone Equipment IT Repair & Maint Parts IT Website / Internet Equipment IT Monitors & Printers	1,800 - 672 1,200 2,280	2,850 2,000 2,000 3,000	2,500 - 3,600	- 2,293
5312- 5313- 5314- 5315- 5316- 5317- 5320-	IT Workstations Presentational Equipment Phone Equipment IT Repair & Maint Parts IT Website / Internet Equipment IT Monitors & Printers IT Network Expense	1,800 - 672 1,200 2,280 6,400	2,850 2,000 2,000 3,000 6,400	2,500 - 3,600 6,400	- 2,293 6,665
5312- 5313- 5314- 5315- 5316- 5317- 5320-	IT Workstations Presentational Equipment Phone Equipment IT Repair & Maint Parts IT Website / Internet Equipment IT Monitors & Printers	1,800 - 672 1,200 2,280	2,850 2,000 2,000 3,000	2,500 - 3,600	- 2,293
5312- 5313- 5314- 5315- 5316- 5317- 5320- 5330-	IT Workstations Presentational Equipment Phone Equipment IT Repair & Maint Parts IT Website / Internet Equipment IT Monitors & Printers IT Network Expense IT Software Expense TOTAL MIS EXPENSES	1,800 - 672 1,200 2,280 6,400 64,149 84,501	2,850 2,000 2,000 3,000 6,400 53,716 94,481	2,500 - 3,600 6,400 54,204 94,969	- 2,293 6,665 41,924 80,015
5312- 5313- 5314- 5315- 5316- 5317- 5320- 5330-	IT Workstations Presentational Equipment Phone Equipment IT Repair & Maint Parts IT Website / Internet Equipment IT Monitors & Printers IT Network Expense IT Software Expense TOTAL MIS EXPENSES Advertising	1,800 - 672 1,200 2,280 6,400 64,149 84,501 44,678	2,850 2,000 2,000 3,000 6,400 53,716 94,481 20,620	2,500 - 3,600 6,400 54,204 94,969 149,750	- 2,293 6,665 41,924 80,015 39,504
	IT Workstations Presentational Equipment Phone Equipment IT Repair & Maint Parts IT Website / Internet Equipment IT Monitors & Printers IT Network Expense IT Software Expense TOTAL MIS EXPENSES	1,800 - 672 1,200 2,280 6,400 64,149 84,501	2,850 2,000 2,000 3,000 6,400 53,716 94,481	2,500 - 3,600 6,400 54,204 94,969	- 2,293 6,665 41,924 80,015

Beach Cities District Tota	Health District	Budget	Budget	Budget	Proj'd
Budget 2010		FY11	FY10	FY09	FY10
5430-	Dues & Memberships	16,144	19,070	19,778	16,272
5435-	Educational Materials	5,466	4,535	34,980	1,010
5440-	Mailing Services	13,000	7,800	2,004	19,162
5445-	Management of Volunteers	4,968	9,750	10,304	7,330
5450-	Meetings	4,814	7,774	8,720	5,220
5455-	Postage	82,086	110,560	67,993	82,427
5460-	Printing	87,636	120,947	172,623	103,791
5465-	Promotional Items/Materials	8,045	11,420	13,158	15,205
5470-	Subscriptions	1,941	1,269	3,324	1,007
5499-	Business Promotion Allocation	205 665	(12)	(3,103)	-
	TOTAL COMMUNITY RELATIONS EX	295,665	385,179	527,698	312,987
5510-	Building Maintenance & Repair	97,304	99,648	86,348	111,803
5515-	Equipment/Furniture < \$5,000	29,089	27,059	26,250	35,655
5520-	Equipment/ Lease	61,644	40,164	13,840	46,045
5525-	Equipment/General Maintenance & R	17,140	30,971	24,027	18,163
5530-	Landscape Maintenance	55,452	55,556	61,467	59,752
5540-	Electricity	378,143	404,900	253,262	376,092
5542-	Gas	127,497	205,270	190,744	146,917
5544-	Water	60,000	65,000	65,000	59,463
5546-	Waste Removal	14,826	16,752	16,668	14,025
5548-	Telephone	33,486	41,793	38,034	38,044
5550-	Plant Service	8,460	8,436	12,148	8,109
5565-	Janitorial Services	132,900	132,900	136,500	131,580
5598-	Internal BOE allocation	0	(0)	(1)	4,414
5599-	BOE allocation to tenants	(505,094)	(502,765)	(384,488)	(514,764)
	TOTAL FACILITIES EXPENSES	510,847	625,684	539,800	535,297
5710-	Accounting Services	17,568	22,000	20,275	14,166
5715-	Banking Services	75,804	73,200	68,300	75,801
5720-	Election Expense	48,000	48,000	160,000	48,000
5725-	Laundry Services	60,984	82,959	40,232	95,134
5730- 5740-	Legal Services Outside Services	61,200 273,920	101,000 270,161	114,867 328,824	53,916 243,084
5744-	Outside Service-Research	273,920	270,101	10,417	243,004
5746-	Outside Services - H&F	37,901	70,266	63,287	34,494
5747-	Outside Services - Property	-	-	-	5,479
5748-	Engineering/Maintenance Services	-	-	-	-
5750-	Research Services	775	450	600	196
5755-	Service Contracts	141,977	161,577	128,017	145,292
5760-	Taxes & Licensing	10,365	6,765	7,747	13,286
	TOTAL PROFESSIONAL SERVICES	728,493	836,377	942,565	728,848
5910-	Prospect South Bay	52,800	52,800	54,000	49,292
	Interest Expense	482,956	500,993	517,656	504,610
5999-	Indirect Admin Services	-	-	(1)	-
	TOTAL OTHER	535,756	553,793	571,655	553,902
5000		050.040	040 400	050.040	050 400
5930- 5935-	Grant Expense Health Fund	958,242 669,670	948,138 733,620	952,642 840,564	958,138 733,620
5935-	Holiday Assistance	8,500	8,500	8,500	7,655
	TOTAL FUNDS & GRANTS	1,636,412	1,690,258	1,801,706	1,699,413
	RATING EXPENSES	9,414,902	9,838,732	10,416,984	9,515,716
	E (LOSS) BEFORE CAPEX	597,716	938,861	887,952	969,672
6010-	Capital Expenditure - Fitness Equip	-	-	35,644	-
6020-	Capital Expenditure - MIS	-	25,000	7,500	-
6030-	Capital Expenditure - FF&E	-	-	6,000	-
6040-	Capital Expenditure - Parking	33,000	-	57,000	-
6050-	Capital Expenditure - Building	108,693	457,700	325,800	612,144
	TOTAL CAPITAL EXPENDITURE	141,693	482,700	431,944	612,144
	Energy Recovery	456,000	456,000	432,000	456,000
NET INCOME	E (LOSS)	23	161	24,008	(98,472)
	-			-	



## Capital Expenditures



Beach Citie Capital Bud		n District nning FY 2010 - 2011	Acctg Code 6010	Fitness Equipr	nent
All Departm			6020	Info Sys Equip	
			6030		ures & Equipme
			6040		us Improvemen
			6050	Building Impro	
			0000	Dunding impro	Vollionto
			Est. Cost	Useful Life	Month of
M		Declared Manage	(\$5,000 or	(2 years or	Expected
Item #		Project Name	more)	more)	Purchase
630: Adven					
	Fitness	Equipment	•		
		Fitness Equipment	\$-		
		Building Seal Project	8,693		
I Adventure		1	\$ 8,693		
710: Prope	erties				
710	6050	Campus development - master planning			
2114 Artes	ia Blvd.				
Sunrise - H	lermosa	a Beach	-		
Flagler Lar	ne				
Adventure	Plex		-		
CHF			-		
	6050	NONE	-		
BCHD - Of	fices		-		
601 S PCH			-		
710 Proper	rties To	al	-		
720: Parkir	ng 512, s	520 & lot			
720-5	6040	514 campus parking lot sealing & traffic paint	-	11	
720-9	6040	Exterior signage - campus plan (last done 1998)	33,000		
720: Parki	ing 512,	520 & lot Total	\$ 33,000		
730: Beach	h Cities I	Health Center (514 Building)			
730	6030	Elevator #3 upgrade	14,000		
730	6030	Elevator #3 replace wormgear	14,000		
730	6030	Demineralized/Atomized Water tank upgrade			
730	6050	(feeds all boilers) - replace in FY11/12 LL ceiling replacement/upgrade	9,000		
			-		
730	6050	1st Floor ceiling replacement/upgrade	-		
730	6050	Cooling tower - chilled water pump replacement	14,000		
730	6050	SF3 coil replacement	12,000		
730	6050	Replace original main breaker	28,000		
730	6050	Replace air compressor pump	9,000		
730: Beach	h Cities I	Health Center (514 Building) Total	\$100,000		
			\$ 141,693	:	

# Department Overview and Account Structure





Date: July 1, 2010

#### **Department Overview and Account Structure**

The 2010-2011 Budget is comprised of the following 24 programs and departments, organized to roll up for manager-level and director-level budgetary control.

#### Youth Services

- 405 Youth Services Administration and Grants
- 482 School Health Services
- 483 Youth Anti-obesity
- AdventurePlex
  - 631 Operations
  - 632 Programs
  - 633 Events
  - 634 Camps
  - 651 AdventurePlex Café

#### **Adult Services**

- 605 Adult Services Administration and Grants
- 500 Center for Health Connection
- 410 Grow Well
- 440 Center for Health Information and Emergency Preparedness
- 450 MRC Program
- 611 Center for Health & Fitness

#### **Older Adult Services**

- 200 Senior Services, Care Management and Grants
- •

#### Administration

- 110 Human Resources
- 150 Volunteer Management
- 160 Communication and Marketing
- 170 Executive
- Finance
  - 120 Accounting and Financial Reporting
  - 130 Information Systems
  - 300 Prospect One Corp
  - Property
    - 730 514 Building
    - 720 Prospect Campus
    - 710 Outlying Properties



### Youth Services Success in the Schools

- An early foundation of health prevention
- •Exercise and nutrition
- Counseling and nursing
- •5,000 public school students
- Nearly 3% BMI (Body Mass Index) reduction
- 105 kids reached healthy weight last year





#### Youth Services Department (School Health)

Youth Services is formed of the following subdivisions:

- Youth Obesity Prevention
- School Health Services including: school nurses, substance abuse prevention, mental health and counseling, physical education, and behavioral health education
- AdventurePlex

#### **Health Priorities**

This department focuses on the following Health Priorities:

- Overweight, obesity and physical activity, with emphasis on primary prevention of diabetes
- Substance use disorders (including tobacco and alcohol)
- Mental health (including depression, loss, suicide prevention, and family and peer violence)
- Dental health services

**Youth Services Administration**. Oversees the direction, development, coordination and implementation of all District youth-focused programs and services. This administrative function seeks to bring synergy between the school/community-based programs and the business-related youth programming. This department is responsible for identifying and addressing relevant health needs and issues that affect youth; program development; leading community collaborations to create innovative partnerships that address community health needs and BCHD Priority Health Areas. Additionally, Youth Services provides programmatic oversight to a variety of school health programs funded by BCHD including:

- Nutrition Education
- Physical Education
- Counseling
- Substance Abuse
- Emotional and Social Health Education
- Truancy and School Drop-out Intervention

**School Health Services**. Beach Cities Health District's Youth Services Department provides a variety of physical, mental and social health programs for children within the beach cities school setting. These include: health education for elementary students; physical education for children kindergarten through sixth grade; lifeskills and substance abuse education for middle school students; and obesity prevention education at the elementary level.

Beach Citie	s Health District						
Youth Servi	•	Budget	Budget	Budget		Proj'd	
Budget 201		FY11	FY10	FY09	F	FY10	
4020-	Property Tax Revenue TOTAL TAX REVENUE	-	-	-			· .
4110-	Lease Revenue	-	-	-	- [	-	-
4120-	Revenue - POC	-	-	-	-		-
4130-	Revenue - Prospect South Bay	-	-	-	-		-
4140- 4150-	Interest Revenue Limited Partnership Revenue	-	-	-			_
	TOTAL INVESTMENT REVENUE	-	-			-	-
	· · · · · · · · · · · · · · · · · · ·						
4210	Revenue - Classes / Group	350,675	359,549	295,326	98%	343,376	102%
4220	Membership Revenue	15,796	21,636	29,224	73%	16,645	95%
4230 4250	Individual/Consult/Single-Day Childcare Revenue	502,022	554,910	554,569	90%	472,533	106%
4250 4260	Food/Beverage Revenue	237,924	- 253,458	- 283,147	94%	230,991	- 103%
4270	Equipment Sales Revenue	-	-	-	-		-
4280	Equipment Rental Revenue	-	-	-	- [		-
4290	Retail Revenue	6,726	10,925	8,468	62%	6,820	99%
	TOTAL USER FEES REVENUE	1,113,142	1,200,478	1,170,734	93%	1,070,365	104%
4390-	Revenue (discontinue unless misc)	-	-	9.000	- [	1,500	0%
4310-	Memorial Donations Revenue	-	-	-			-
4320-	Grants	25,000	12,500	22,500	200%	25,000	100%
4999-	Transfers in (out)	2,152,668	2,198,484	2,255,188	98%	2,198,484	98%
	TOTAL OTHER REVENUE	2,177,668	2,210,984	2,286,688	98%	2,224,984	98%
	-	3,290,810	3,411,462	3,457,422	96%	3,295,349	100%
	-	3,230,010	3,411,402	3,437,422	3078	3,233,343	100 %
5610-	COGS - Cost of Goods Sold - non-foc	25,750	26,554	31,092	97%	24,772	104%
5620-	Cafe Supplies - cost of good sold - for	98,400	95,532	107,532	103%	96,425	102%
	TOTAL COST OF GOODS SOLD	124,150	122,086	138,624	102%	121,197	102%
5010-	Salaries - Reg FT-Ben	589,734	584,128	605,392	101%	642,485	92%
5015-	Salaries - Reg PT - Ben	42,420	92,786	85,677	46%	115,691	37%
5018-	Salaries - Reg PT - PERS-only	-	-	-	-	1,328	0%
5020-	Salaries - Reg PT - no Ben	332,257	281,729	285,954	118%	184,287	180%
5025-	Salaries - Temporary PT - No Ben	-	-	-	-		-
5030-	Salaries - Instructors - no Ben	25,841	42,240	37,170	61%	31,607 92,702	82% 97%
5035- 5040-	Cafeteria Plan Contribution Payroll Taxes	89,476 66,825	95,974 67,572	73,746 68,463	93% 99%	92,702 69,498	97% 96%
5050-	LTD Insurance Premiums	2,976	6,066	2,880	49%	3,276	91%
5055-	Pension Benefits	50,026	54,348	57,371	92%	51,233	98%
5060-	Unemployment Benefits	-	-	-	-		-
5065-	Employee Incentive Bonus	100	100	100	100%	-	-
5070- 5057-	Employee Service Awards Expense Vacation/Sick Leave	-	-	-	-		-
5057-	TOTAL PAYROLL	1,199,655	1,224,944	1,216,753	98%	1,192,105	- 101%
		1,100,000	1,22 1,0 11	1,210,100		1,102,100	10170
5210-	Consumables (food used as supplies	-	-	-	- [		-
5215-	Insurance - General	40,901	39,015	45,130	105%	40,903	100%
5220-	Employee Travel/Parking	6,250	9,019	10,370	69%	7,311	85%
5222- 5225-	Client transportation Office Supplies	16,500	15,375 7,505	15,450 11,341	107% 135%	19,213 9,482	86% 107%
5227-	Gym/Locker room Supplies	-	-	-	-		-
5228-	Program Supplies	63,069	70,025	87,339	90%	57,020	111%
5229-	Janitorial supplies	13,152	11,724	12,264	112%	11,452	115%
5230-		-	-	516	-	35	0%
	TOTAL GEN & ADMIN EXPENSES	150,023	152,662	182,411	98%	145,417	103%
5110-	Employee Retention & Recognition	1,960	2,670	2,570	73%	1,432	137%
5111-	Employee Wellness	-	-	-	-		-
5112-	Employee Assistance	-	-	-			-
5115-	ADP Payroll Processing Fees	11,525	9,120	7,800	126%	11,408	101%
5120- 5125-	Education & Training Seminars Insurance - Worker's Comp	2,648 13,297	7,825 12,732	11,085 9,660	34% 104%	2,609 9,978	101% 133%
5130-	Recruitment	3,564	5,440	6,060	66%	2,464	145%
5140-	Tuition Reimbursement	3,250	7,300	1,790	45%	87	3717%
5145-	Uniforms	2,030	2,100	3,280	97%	7,596	27%
	TOTAL HUMAN RESOURCES EXPE	38,274	47,187	42,245	81%	35,575	108%
5311-	IT Server Equipment	I	1	]			_
5311- 5312-	IT Server Equipment IT Workstations	-	-	-	-		-
5313-	Presentational Equipment	-	-	-	-		-
5314-	Phone Equipment	-	-	-	-	-	-
5315-	IT Repair & Maint Parts	-	-	-	- [	-	-
5316-	IT Website / Internet Equipment	-	-	-	-  _		-
5317- 5320-	IT Monitors & Printers IT Network Expense	- 4,200	- 4,200	- 4,200	- 100%	3,733	- 113%
5320-	IT Software Expense	9,300	8,176	-+,200	114%	8,760	106%
	TOTAL MIS EXPENSES	13,500	12,376	4,200	109%	12,493	108%
					_		
5410-	Advertising	-	4,620	-	0%	419	0%
5415- 5420-	Community Education Materials Community Outreach	- 3,940	- 8,131	- 9,400	- 48%	 3,600	- 109%
5420- 5425-	Internet / Intranet / Website	1,500	-	-			-
-			I	I	I	I	

Budget 2010	ces Rollup n-11	Budget FY11	Budget FY10	Budget FY09		Proj'd FY10	
5430-	Dues & Memberships	2,586	2,490	2,575	104%	2,546	102%
5435-	Educational Materials	900	900	21,450	100%	560	161%
5440-	Mailing Services	-	-	-	-		
5445-	Management of Volunteers	-	-	-			
5450-	Meetings	500	400	750	125%		
5455-	Postage	4,350	5,650	4,122	77%	4,615	94%
5460-	Printing	4,293	11,282	11,372	38%	4,242	101%
5465-	Promotional Items/Materials	300	1,500	3,000	20%		-
5470-	Subscriptions	277	-	-		137	201%
5499-	Business Promotion Allocation	76,416	84,792	55,668	90%	84,792	90%
	TOTAL COMMUNITY RELATIONS E	95,061	119,765	108,337	79%	100,911	94%
5510-	Building Maintenance & Repair	13,704	16,048	5,148	85%	19,417	71%
5515-	Equipment/Furniture < \$5,000	16,114	9,709	12,703	166%	16,015	101%
5520-	Equipment/ Lease	1,536	-	-	-	1,532	100%
5525-	Equipment/General Maintenance & R	9,940	13,451	9,132	74%	9,856	101%
5530-	Landscape Maintenance	5,388	5,376	9,067	100%	5,376	100%
5540-	Electricity	35,980	36,960	36,492	97%	35,576	101%
5542-	Gas	3,288	3,060	3,060	107%	3,413	96%
5544-	Water	-	-	-			-
5546-	Waste Removal	2,326	2,352	2,268	99%	2,367	98%
5548-	Telephone	7,202	9,684	7,616	74%	8,486	85%
5550-	Plant Service	-	-	2,640			
5565-	Janitorial Services	-	-	-	-		-
5598-	Internal BOE allocation	11,884	9,597	6,219	124%	9,600	124%
5599-	BOE allocation to tenants TOTAL FACILITIES EXPENSES	- 107,362	- 106,237	- 94,345	- 101%		- 96%
5710-	Accounting Services	-	-	-			-
5715-	Banking Services				- –		•
5720-	Election Expense	-	-	-	4070/		-
5725- 5730-	Laundry Services	3,384	2,463	2,124	137%	3,308	102%
5730-	Legal Services Outside Services	32,100	38,441	44,055	84%	31,600	- 102%
5744-	Outside Service-Research	- 32,100	- 30,441	44,000	04 /0	31,000	102 /0
5746-	Outside Services - H&F	33,101	59,418	49,056	56%	32,919	101%
5747-	Outside Services - Property		-	-	50%	52,515	. 10170
5748-	Engineering/Maintenance Services	-	-	-			
5750-	Research Services	-	-	-			
5755-	Service Contracts	12,896	14,163	15,032	91%	13,832	93%
5760-	Taxes & Licensing	848	848	847	100%	991	86%
0.00	TOTAL PROFESSIONAL SERVICES	82,328	115,333	111,114	71%	82,649	100%
5910-	Prospect South Bay	-	-	-	- [		
5920-	Interest Expense	-	-	-	-  -		-
5999-	Indirect Admin Services	784,476	814,872	863,414	96%	814,872	96%
	TOTAL OTHER	784,476	814,872	863,414	96%	814,872	
5930-	Grant Expense	695,981	695,981	695,981	100%	695,981	100%
5935-	Health Fund	-	-	-	-		-
5940-	Holiday Assistance	-	-	-			
	TOTAL FUNDS & GRANTS	695,981	695,981	695,981	100%	695,981	100%
TOTAL OPE	RATING EXPENSES	3,290,810	3,411,442	3,457,424	96%	3,312,838	99%
NET INCOM	E (LOSS) BEFORE CAPEX	(0)	20	(2)	_	(17,489)	0%
6010-	Capital Expenditure - Fitness Equip	-	-	11,467	- [		-
6020-	Capital Expenditure - MIS	-	-	-	-  -		-
6030-	Capital Expenditure - FF&E	-	-	6,000	-		-
6040-	Capital Expenditure - Parking	-	-	-	-  -		-
	Capital Expenditure - Building	8,693	-	14,700	-		-
6050-							
6050-	TOTAL CAPITAL EXPENDITURE	8,693	-	32,167		-	-



### Youth Services Success at AdventurePlex

- Physical activity programs
- Nutrition and healthy lifestyles
- Making fitness fun
- •More than 24,000 kids/year



A Beach Cities Health District Program



#### AdventurePlex

AdventurePlex opened its doors in December of 2002 as the South Bay's only health and fitness center created especially for youth. AdventurePlex is geared to challenge children - physically, mentally and intellectually - with non-stop activities in a safe, structured environment. It provides a fun place to play, with an Adventure Play Structure full of mazes, tunnels and slides; an outdoor rock climbing wall and ropes course; gymnasium; arts & crafts rooms; and fitness center. AdventurePlex also focuses on family fitness and fun by offering programs for parents and children. Through an array of classes, camps and programs, kids have an exciting place to learn and grow.

#### **Operations Department**

The Operations Department oversees all of the AdventurePlex facility operations. The Department is responsible for:

- Building maintenance and service contracts
- Housekeeping and cleanliness standards
- Security
- Café food services, including quality, menu planning, inventory and food cost evaluation
- Accounting services, including daily deposits, reports, accounts payable and membership services
- Inter-office operations
- Creating a fun, educational and safe environment

The Operations Department is headed by the General Manager and is supported by the Café/Maintenance and Operations Supervisors, Adventure Leaders, Front Desk staff, Café Cooks and Volunteers.

#### **Programs Department**

The Programs Department oversees the programs, classes and fitness portions of the AdventurePlex facility. These responsibilities include:

- Development of the quarterly class schedule
- Implementation and management of fitness and wellness classes, and recreation programs
- Sales and renewals of FitPlex memberships
- Personal Training for AdventurePlex clientele
- Staffing and maintaining all equipment in the FitPlex area
- Partnering with local organizations to promote programs and services
- Ropes course and rock wall operations, equipment maintenance, supervision, training and procedural development

The Programs Department is headed by the Assistant General Manager, and is supported by a part-time staff consisting of fitness coordinator, class instructors and outdoor staff.

#### Events Department

The Events Department oversees the Special Events, birthday parties and rentals for AdventurePlex. These responsibilities include:

- Development, sales, facilitation and follow up of AdventurePlex birthday parties
- Creation and programming of internal events (i.e. movie nights, barbeques and themed activity days)
- Coordination of events for external clients, including sales, contracts, program development and day of event management
- Package group rates and facilitate all group drop-in events target customers for the various event programs
- Facility Rentals
- Community Events and Outreach

The Special Events Department is headed by the Events Specialist and is supported by the Assistant General Manager, Operations Supervisor, birthday party staff and additional part-time staff.

#### Camps Department

The camp department oversees the planning and operations for all AdventurePlex camps. These responsibilities include:

- Design and management of the AdventurePlex operations for summer, winter, spring, tots and special day camps
- Providing oversight for all camp registration processes
- Hiring and supervision of camp staff
- Training for camp staff
- Completion of a comprehensive evaluation process for summer camps

The Camp Department is headed the Camp Supervisor and is supported by the Assistant General Manager, Assistant Camp Director, Camp Counselors and other part time support staff.

Beach Citie	s Health District						
	ces - Adventureplex Rollup	Budget	Budget	Budget		Proj'd	
Budget 201	0-11 Property Tax Revenue	FY11 -	FY10	FY09	- [	FY10	_
4020-	TOTAL TAX REVENUE	-	-	-			· .
4110-	Lease Revenue	-	-	-	-	-	-
4120-	Revenue - POC	-	-	-	-	-	-
4130- 4140-	Revenue - Prospect South Bay Interest Revenue	-	-	-		-	-
4150-	Limited Partnership Revenue	-	-	-		-	-
1100	TOTAL INVESTMENT REVENUE	-	-	-			-
	-	-			_		
4210	Revenue - Classes / Group	350,675	359,549	295,326	98%	343,376	102%
4220	Membership Revenue Individual/Consult/Single-Day	15,796	21,636	29,224	73%	16,645	95%
4230 4250	Childcare Revenue	502,022	554,910	554,569	90%	472,533	106%
4260	Food/Beverage Revenue	237,924	253,458	283,147	94%	230,991	103%
4270	Equipment Sales Revenue	-	-	-	-	-	-
4280	Equipment Rental Revenue	-	-	-	-	-	-
4290	Retail Revenue	6,726	10,925	8,468	62%	6,820	99%
	TOTAL USER FEES REVENUE	1,113,142	1,200,478	1,170,734	93%	1,070,365	104%
4390-	Misc Revenue	-	- [	-	- [	1,500	0%
4310-	Memorial Donations Revenue	-	-	-	-	-	-
4320-	Grants	-	-	-	-	-	
4999-	Transfers in (out)	518,904	498,036	554,234	104%	498,036	104%
	TOTAL OTHER REVENUE	518,904	498,036	554,234	104%	499,536	104%
	-	1,632,046	1,698,514	1,724,968	96%	1,569,901	104%
			,,.	, ,			
5610-	COGS - Cost of Goods Sold - non-food	25,750	26,554	28,092	97%	24,772	104%
5620-	Cafe Supplies - cost of good sold - food	98,400	95,532	107,532	103%	96,425	102%
	TOTAL COST OF GOODS SOLD	124,150	122,086	135,624	102%	121,197	102%
5010-	Salaries - Reg FT-Ben	265,540	324,843	359,448	82%	306,488	87%
5015-	Salaries - Reg PT - Ben	42,420	14,720	35,988	288%	113,903	37%
5018-	Salaries - Reg PT - PERS-only	-	-	-	-	1,328	
5020-	Salaries - Reg PT - no Ben	286,285	233,589	213,672	123%	161,288	177%
5025- 5030-	Salaries - Temporary PT - No Ben Salaries - Instructors - no Ben	- 25,841	- 42,240	- 37,170	- 61%	- 31,607	- 82%
5035-	Cafeteria Plan Contribution	53,910	60,402	43,446	89%	60,631	82 % 89%
5040-	Payroll Taxes	41,853	41,544	43,624	101%	44,433	94%
5050-	LTD Insurance Premiums	1,704	2,400	1,620	71%	1,697	100%
5055-	Pension Benefits	24,370	27,264	32,778	89%	25,867	94%
5060-	Unemployment Benefits	-	-	-	-	-	-
5065- 5070-	Employee Incentive Bonus Employee Service Awards Expense	-	-	-		-	-
5057-	Vacation/Sick Leave	-		-			_
	TOTAL PAYROLL	741,923	747,002	767,746	99%	747,241	99%
	payroll % of user fee revenue	67%	62%	66%	_	70%	
5210-	Consumables (food used as supplies)	-	-	-	-	-	-
5215- 5220-	Insurance - General Employee Travel/Parking	40,901	39,015 3,168	45,130 2,980	105% 38%	40,903 1,320	100% 91%
5222-	Client transportation	16,500	15,375	15,450	107%	19,213	86%
5225-	Office Supplies	5,727	3,205	5,756	179%	4,800	119%
5227-	Gym/Locker room Supplies	-	-	-	-	-	-
5228-	Program Supplies	39,569	43,655	47,349	91%	36,869	107%
5229-	Janitorial supplies	13,152	11,724	12,264	112%	11,452	115%
5230-	Other Supplies TOTAL GEN & ADMIN EXPENSES	- 117,048	116,142	516 129,445	101%	35 114,592	0% 102%
		111,010		120,110			.0270
5110-	Employee Retention & Recognition	765	1,195	1,195	64%	592	129%
5111-	Employee Wellness	-	-	-	- 🖵	-	-
5112- 5115-	Employee Assistance ADP Payroll Processing Fees	- 10,517	- 8,256	- 7,128	- 127%	- 10,015	- 105%
5120-	Education & Training Seminars	200	-	3,000	-	153	130%
5125-	Insurance - Worker's Comp	6,782	7,656	5,808	89%	6,275	108%
5130-	Recruitment	1,824	2,940	3,060	62%	1,521	120%
5140-	Tuition Reimbursement	-	-	1,790		-	-
5145-		1,050	500	2,160	210%	6,496	16%
	TOTAL HUMAN RESOURCES EXPENSES	21,138	20,547	24,141	103%	25,052	84%
5311-	IT Server Equipment	-	-	-	- [	-	-
5312-	IT Workstations	-	-	-	- [	-	-
5313-	Presentational Equipment	-	-	-	-	-	-
5314-	Phone Equipment	-	-	-		-	-
5315- 5316-	IT Repair & Maint Parts IT Website / Internet Equipment	-	-	-			-
5316-	IT Monitors & Printers	-	-	-	: H	-	-
5320-	IT Network Expense	4,200	4,200	4,200	100%	3,733	113%
5330-	IT Software Expense	9,300	8,176	-	114%	8,760	106%
	TOTAL MIS EXPENSES	13,500	12,376	4,200	109%	12,493	108%
5410-	Advertising	-	4,620	-	0%	419	0%
5410- 5415-	Community Education Materials	-	4,620	-	-	-	-
5420-	Community Outreach	1,100	3,700	6,700	30%	2,400	46%
5425-	Internet / Intranet / Website	-	-	-	- [	-	-

outh Servi Judget 201	ices - Adventureplex Rollup 0-11	Budget FY11	Budget FY10	Budget FY09		Proj'd FY10	
5430-	Dues & Memberships	2,046	2,045	2,125	100%	2,145	ç
5435-	Educational Materials	-	-	20,000	-	-	
5440-	Mailing Services			-			
	-						
5445-	Management of Volunteers	-	-	-		-	
5450-	Meetings	-	-	-		-	
5455-	Postage	1,500	2,800	1,572	54%	2,083	
5460-	Printing	3,843	7,032	4,622	55%	3,923	9
5465-	Promotional Items/Materials	-	1,200	1,500	0%		
5470-	Subscriptions	277	-	-	-	137	20
5499-	Business Promotion Allocation	76,416	84,792	55,668	90%	84,792	9
	TOTAL COMMUNITY RELATIONS EXPENS	85,181	106,189	92,187	80%	95,899	1
5510-	Building Maintenance & Repair	13,704	16,048	5,148	85%	19,417	-
5515-	Equipment/Furniture < \$5,000	15,514	9,109	4,153	170%	16,015	9
5520-	Equipment/ Lease	1,536	-	-		1,532	1
5525-	Equipment/General Maintenance & Repair	9,940	13,451	9,132	74%	9,856	1
5530-	Landscape Maintenance	5,388	5,376	9,067	100%	5,376	1
5540-	Electricity				97%		10
	· · · · ·	35,980	36,960	36,492		35,576	
5542-	Gas	3,288	3,060	3,060	107%	3,413	9
5544-	Water	-	-	-		-	
5546-	Waste Removal	2,326	2,352	2,268	99%	2,367	9
5548-	Telephone	5,952	9,096	6,816	65%	6,115	9
5550-	Plant Service	-	-	2,640	-	-	
5565-	Janitorial Services	-	-	-	-	-	
5598-	Internal BOE allocation	-	-	-	-	-	
5599-	BOE allocation to tenants	-	-	-	-	-	
	TOTAL FACILITIES EXPENSES	93,628	95,452	78,776	98%	99,667	9
5710-	Accounting Services	-	-	-	- 🗆	-	
5715-	Banking Services	-	-	-	-	-	
5720-	Election Expense	-	-	-	-	-	
5725-	Laundry Services	3,384	2,463	2,124	137%	3,308	10
5730-	Legal Services	- 3,304	-	-	137 %	-	
5740-	Outside Services		-	-	-	-	
5744-	Outside Service-Research	-	-	-		-	
5746-	Outside Services - H&F	33,101	59,418	49,056	56%	32,919	10
5747-	Outside Services - Property	-	-	-	-	-	
5748-	Engineering/Maintenance Services	-	-	-	-	-	
5750-	Research Services	-	-	-	-	-	
5755-	Service Contracts	9,096	10,263	10,901	89%	11,937	-
5760-	Taxes & Licensing	848	848	847	100%	991	1
	TOTAL PROFESSIONAL SERVICES EXPE	46,428	72,992	62,928	64%	49,155	1
5910-	Prospect South Bay	-	-	-	- [	-	
5920-	Interest Expense	-	-	-	-	-	
5999-	Indirect Admin Services	389,052	405.720	429.921	96%	405.720	9
	TOTAL OTHER	389,052	405,720	429,921	96%	405,720	
5000							
5930-	Grant Expense	-	-	-	- 🖵	-	
5935-	Health Fund	-	-	-	-	-	
5940-	Holiday Assistance	-	-	-	-	-	
	TOTAL FUNDS & GRANTS	-	-	-		-	
OTAL OPE	ERATING EXPENSES	1,632,049	1,698,505	1,724,969	96%	1,671,016	9
ET INCON	IE (LOSS) BEFORE CAPEX	(3)	9	(1)	_	(101,115)	
- 6010-	Capital Expenditure - Fitness Equip	-	-	11,467	- [	-	
	Capital Expenditure - MIS	-		11,407			
6020-				-	-		
6030-	Capital Expenditure - FF&E	-	-	6,000	-	-	
6040-	Capital Expenditure - Parking	-	-	-	-	-	
6050-	Capital Expenditure - Building	8,693	-	14,700		-	
	TOTAL CAPITAL EXPENDITURE	8,693	-	32,167		-	
	_						
ET INCON							



### **Adult Services**

Integrating physical activities and nutrition with healthy lifestyles Evidence-based weight management success





#### **Adult Services Department**

The Adult Services Department serves the largest segment of beach cities residents, adults 18-64 years old (comprising more than 70% of our population). The adult population bears the greatest burden of preventable, chronic diseases. Unfortunately, the competing demands of work and family obligations are significant barriers to the adoption and maintenance healthy lifestyle behaviors. The Adult Service Department provides programs, products, and services to help beach cities residents achieve optimal health. Optimal health is a seven dimensional continuum of wellbeing that includes physical, emotional, spiritual, environmental, occupational, intellectual and social health components that should be addressed throughout the life span.

#### **Center for Health & Fitness**

The Center for Health & Fitness (CHF) is a medical fitness center (<u>www.medicalfitness.org</u>) that strives to prevent lifestyle-related diseases and to improve outcomes for members living with chronic diseases. CHF integrates fitness, nutrition, and other services to promote sustainable lifestyle changes that will help our clients achieve optimal health.

CHF is discussed further in the following section.

#### **Center for Health Connection**

In January 2010, Center for Health Connection (CHC) was restructured to improve our interface with beach cities residents. Traditional CHC services are now offered under the Access and Advocacy division. The former Center for Health Information and Emergency Preparedness (CHIEP) is now the Education and Emergency Preparedness division of CHC. Community members can now call one number (310) 318-7939 if they have any questions about health care, health information, health education, and emergency preparedness resources. This restructure has aligned the efforts of CHC and the former CHIEP to support an informed, activated community that is empowered to make healthy decisions to achieve optimal health.

#### CHC—Access and Advocacy division

CHC was originally formed to improve health to the underserved population of the beach cities. CHC's Access and Advocacy division targets the following populations:

- Uninsured and underinsured beach cities residents;
- Individuals who have difficulty accessing services due to health disparities;
- Individuals living in poverty and the "working poor" particularly single parent families and the unemployed; and,
- Homeless individuals and families.

CHC assists individuals, families and communities identify, understand and effectively use our local human service delivery system. CHC focuses on three primary service components:

- 1. Access to health care for income eligible residents without health insurance.
- 2. Information and referral to a wide variety of health and allied services through information and referral provision and advocacy.
- 3. Identify and address barriers to health services at an individual and environmental level.

#### CHC--Education and Emergency Preparedness division

In 2008, the Center for Health Information and Emergency Preparedness (CHIEP) was formed from the consolidation of operations for Center of Health Information (health resource center), Health Education, and the Medical Reserve Corps. CHIEP was established to bolster BCHD's capacity to prepare our community for disasters like earthquakes and improve efforts to disseminate health information to our community.

BCHD's health resource center provides beach cities residents with access to health resource materials, including books, pamphlets, audiotapes, and videotapes. Located on the first floor, the health resource center is staffed by volunteers and offers "open access" community computers. This access is critically considering that 80% of internet users search for health information on the web.

The Education and Emergency Preparedness division continues to offer health education classes (e.g., CPR/AED, Anger Management). In 2009, BCHD developed a LiveWell partnership with the City of Redondo Beach and South Bay Adult School. These partnerships support community-based health education and health promotion activities, including LiveWell classes and Steppin' Out. BCHD works with our partners to ensure that classes and activities that support the achievement of optimal health are offered and promoted.

The Medical Reserve Corps (MRC) has trained over 80 local volunteer medical professionals to contribute their knowledge, skills, and expertise to assist first responders following a large-scale emergency. MRC volunteers, as part of the Citizen Corps Council, also offer education and prevention services to improve the health and well-being of their communities.

#### GrowWell

In 2009, BCHD introduced a new program, GrowWell, to address the needs of our youngest residents, infants and children ages 0-5 years old, and their parents. GrowWell champions a vision of a community where children are born healthy, raised in a nurturing environment, and provided the opportunity to learn, grow, and achieve optimal health. The beach cities have a wealth of resources for growing families, including breastfeeding consultations, prenatal classes, parenting classes, support groups, and mommy and me classes. However, expecting or new parents may find it difficult to identify and access these resources. GrowWell serves as a hub for families who are seeking community resources and social support networks.

	es Health District						
Adult Servic	•	Budget	Budget	Budget		Proj'd	
Budget 201	Property Tax Revenue	FY11 -	FY10	FY09	- [	FY10	-
1020	TOTAL TAX REVENUE	-	-	-		-	-
	-						
4110-	Lease Revenue	10,800	7,200	-	150%	7,677	1419
4120- 4130-	Revenue - POC Revenue - Prospect South Bay	-				-	-
4130-	Interest Revenue	-		-		-	-
4150-	Limited Partnership Revenue	-	-	-		-	-
	TOTAL INVESTMENT REVENUE	10,800	7,200	-	150%	7,677	1419
	-				_		
4210	Revenue - Classes / Group	359,889	387,961	451,603	93%	299,417	120%
4220 4230	Membership Revenue Individual/Consult/Single-Day	718,345	828,075 205,179	801,381 238,253	87% 89%	713,940 214,678	101% 85%
4250	Childcare Revenue	3,000	8,600	12,445	35%	3,351	90%
4260	Food/Beverage Revenue	-	-	-	-	-	-
4270	Equipment Sales Revenue	-	-	-	- [	-	-
4280	Equipment Rental Revenue	3,000	3,000	14,520	100%	4,846	62%
4290		8,400	18,040	34,855	47%	12,226	69%
	TOTAL USER FEES REVENUE	1,274,564	1,450,855	1,553,057	88%	1,248,459	102%
4390-	Revenue (discontinue unless misc)	780	2,400	-	33%	-	-
4310-	Memorial Donations Revenue	-	-	-	-	-	-
4320-	Grants	25,000	4,167	25,000	600%	17,455	143%
4999-	Transfers in (out)	2,190,228	2,295,348	2,258,590	95%	2,295,336	95%
	TOTAL OTHER REVENUE	2,216,008	2,301,915	2,283,590	96%	2,312,791	96%
	-	3,501,372	3,759,969	3,836,647	93%	3,568,927	98%
5040		47.000	40.000	00 700	1000	40.000	4000
5610- 5620-	COGS - Cost of Goods Sold - non-foc Cafe Supplies - cost of good sold - foc	17,220	13,320	20,763	129%	16,692	103%
0020	TOTAL COST OF GOODS SOLD	17,220	13,320	20,763	129%	16,692	103%
	-				_		
5010-	Salaries - Reg FT-Ben	695,748	673,292	786,196	103%	760,423	91%
5015- 5018-	Salaries - Reg PT - Ben Salaries - Reg PT - PERS-only	176,138 9,684	177,702 9,660	82,565 34,989	99% 100%	170,391	103%
5020-	Salaries - Reg PT - no Ben	77,075	84,605	105,786	91%	10,605	7279
5025-	Salaries - Temporary PT - No Ben	-	-	-	-	-	
5030-	Salaries - Instructors - no Ben	282,586	300,836	280,309	94%	296,414	95%
5035-	Cafeteria Plan Contribution	128,394	109,778	93,537	117%	100,195	128%
5040-	Payroll Taxes	83,793	84,113	84,358	100%	85,586	98%
5050- 5055-	LTD Insurance Premiums Pension Benefits	3,864 69,786	4,572 69,093	4,029 74,910	85% 101%	3,717 61,287	104% 114%
5060-	Unemployment Benefits	-	-	-	-	-	
5065-	Employee Incentive Bonus	20,600	24,000	11,474	86%	27,571	75%
5070-	Employee Service Awards Expense	-	-	-	- [	-	-
5057-	Vacation/Sick Leave	-	-	-	-	-	-
		1,547,668	1,537,651	1,558,153	101%	1,516,188	102%
5210-	Consumables (food used as supplies	450	460	1,902	98%	178	252%
5215-	Insurance - General	-	-	-	-	-	-
5220- 5222-	Employee Travel/Parking Client transportation	1,906	3,700 1,000	2,420	52% 0%	9,763	20%
5225-	Office Supplies	4,966	4,666	8,337	106%	8,205	61%
5227-	Gym/Locker room Supplies	8,400	8,040	8,486	104%	10,687	79%
5228-	Program Supplies	7,244	12,244	9,611	59%	14,642	49%
5229-	Janitorial supplies	-	-	-	-	-	-
5230-	Other Supplies	-	-	534	-	7	0%
	TOTAL GEN & ADMIN EXPENSES	22,966	30,110	31,290	76%	43,481	53%
5110-	Employee Retention & Recognition	1,800	-	-	- [	1,164	155%
5111-	Employee Wellness	-	6,428	-	0%	665	0%
5112-	Employee Assistance	-	-	-		-	-
5115-	ADP Payroll Processing Fees	9,348	14,748	13,620	63%	9,185	102%
5120-	Education & Training Seminars	5,636	7,766	9,944	73%	4,555	124%
5125- 5130-	Insurance - Worker's Comp Recruitment	13,992	23,952 1,740	18,180 1,740	58% 69%	13,162 1,248	106% 96%
5130-	Tuition Reimbursement	7,992	12,500	7,500	64%	3,411	2349
5145-	Uniforms	1,200	1,200	783	100%	1,618	749
	TOTAL HUMAN RESOURCES EXPE	41,168	68,334	51,767	60%	35,009	118%
5311-	IT Server Equipment	-	265	265	0%	-	-
5312-	IT Workstations	-	-	-	-	-	-
5313-	Presentational Equipment	-	-	-	-	-	-
5314-	Phone Equipment	-	350	-	0%	-	-
5315-	IT Repair & Maint Parts	-	-	-	-  _	-	-
5316- 5317-	IT Website / Internet Equipment IT Monitors & Printers	-	-	-		-	-
5317-	IT Monitors & Printers	-				-	-
5330-	IT Software Expense	25,260	21,365	18,333	118%	19,032	- 133%
	TOTAL MIS EXPENSES	25,260	21,980	18,598	115%	19,032	133%
	-				_		
E 44 0	A shuantining	1	1				
5410- 5415-	Advertising Community Education Materials	-	-	-		-	-
5410- 5415- 5420-	Advertising Community Education Materials Community Outreach	- - 1,420			- - 16%		- - 1619

Adult Servic Budget 201	•	Budget FY11	Budget FY10	Budget FY09		Proj'd FY10	
5430-	Dues & Memberships	3,670	3,805	3,107	96%	3,057	120
5435-	Educational Materials	1,160	360	2,153	322%	-	
5440-	Mailing Services	-	-	-		-	
5445-	Management of Volunteers	720	300	800	240%	410	176
5450-	Meetings	614	1,774	2,570	35%	1,730	35
5455-	Postage	1,716	3,380	10,981	51%	2,654	65
5460-	Printing	2,408	4,040	19,201	60%	708	340
5465-	Promotional Items/Materials	3,960	5,900	4,150	67%	9,838	40
5470-	Subscriptions	720	280	1,135	257%	597	121
5499-	Business Promotion Allocation	62,604	80,496	70,709	78%	80,496	78
	TOTAL COMMUNITY RELATIONS EX	78,992	109,455	126,022	72%	100,373	79
5510-	Building Maintenance & Repair	-	-	-	- 🗌	-	
5515-	Equipment/Furniture < \$5,000	8,175	9,550	5,397	86%	9,979	82
5520-	Equipment/ Lease	50,388	40,164	13,840	125%	39,226	128
5525-	Equipment/General Maintenance & R	2,400	7,920	9,475	30%	2,030	118
5530-	Landscape Maintenance	-	-	-	-	-	
5540-	Electricity	-	-	-	-	-	
5542-	Gas	-	-	-		-	
5544-	Water	-	-	-	-	-	
5546-	Waste Removal	-	-	-	-	-	
5548-	Telephone	11,599	9,880	8,871	117%	9,965	116
5550-	Plant Service	2,460	2,436	2,428	101%	2,109	117
5565-	Janitorial Services	-	-	-	-	-	
5598-	Internal BOE allocation	176,351	226,732	208,046	78%	223,418	79
5599-	BOE allocation to tenants TOTAL FACILITIES EXPENSES	- 251,373	- 296,682	- 248,057	- 85%	- 286,726	88
5740		,	,		_		
5710-	Accounting Services	-	-	-		-	
5715-	Banking Services	-	-	-		-	
5720-	Election Expense	-	-	-	-	-	0.0
5725- 5730-	Laundry Services	57,600	80,496	36,668	72%	91,826	63
5730- 5740-	Outside Services		3,600	9,261	0%	-	
5740-	Outside Services		-	417	0.%		
5746-	Outside Services - H&F	4,800	10,848	14,231	44%	1,575	305
5747-	Outside Services - Property		-	-	4470	-	505
5748-	Engineering/Maintenance Services	-	-	-		-	
5750-	Research Services	-	-	-		-	
5755-	Service Contracts	7,886	18,804	20,733	42%	5,765	137
5760-	Taxes & Licensing	830	830	-	100%	-	
	TOTAL PROFESSIONAL SERVICES	71,116	114,578	81,309	62%	99,166	72
5910-	Prospect South Bay	-	- 1	-	- [	-	
5920-	Interest Expense	-	-	-	-  -	-	
5999-	Indirect Admin Services	834,672	898,176	910,854	93%	898,176	93
	TOTAL OTHER	834,672	898,176	910,854	93%	898,176	
5930-	Grant Expense	131,268	131,268	131,268	100%	131,268	100
5935-	Health Fund	479,670	538,620	658,564	89%	538,620	89
5940-	Holiday Assistance	-	-	-	-	-	
00.0	TOTAL FUNDS & GRANTS	610,938	669,888	789,832	91%	669,888	91
TOTAL OPE		3,501,373	3,760,173	3,836,646	93%	3,684,732	95
	E (LOSS) BEFORE CAPEX	(1)	(204)	1		(115,805)	0
6010-	Capital Expenditure - Fitness Equip	-	-	24,177	- [	-	
6020-	Capital Expenditure - MIS			-			
6030-	Capital Expenditure - FF&E		-	-			
6040-	Capital Expenditure - Parking						
6050-	Capital Expenditure - Paiking						
0000	TOTAL CAPITAL EXPENDITURE		-	24,177		-	



### Adult Services Center for Health & Fitness

•17,000 sq. ft. Medical Fitness gym
•Integrates physical activities and nutrition with healthy lifestyles
•3,000 members
•Evidence-based weight management success





#### Center for Health & Fitness

Center for Health and Fitness (CHF), a service of Beach Cities Health District, provides affordable, age-appropriate physical activities to assist community members in their efforts to achieve optimal health. In 2009, Center for Pilates and Movement Therapy (formerly known as The Pilates Center) merged with CHF, making CHF the most comprehensive fitness center in the South Bay. CHF robust offerings and commitment to quality and improving health outcomes has drawn membership throughout the South Bay, including the beach cities, Torrance and Palos Verdes. CHF offers a sliding scale fee for economically disadvantaged beach cities residents.

CHF's professional staff offers evidence-based fitness and nutrition programs. These programs aim to prevents lifestyle-related diseases and improves health outcomes for our members through the promotion of sustainable lifestyle changes. Our professional staff consists of athletic and personal trainers, human performance specialists, exercise specialists (including yoga and Pilates instructors), massage therapists and a registered dietician. Our professional staff hold health-related degrees and are certified in their field. Additionally, advanced personal trainers hold additional certifications as WellCoaches and Medical Exercise Specialists (MES) to support the special health and fitness needs of our members.

As a medical fitness center, CHF targets special populations with diverse needs and varying fitness levels. Target populations include:

- Persons living with chronic diseases (e.g., heart disease, hypertension, diabetes, and, obesity)
- Special Populations (all ages) people with arthritis, cancer, diabetes, fibromyalgia, low back pain, multiple sclerosis, osteoporosis, Parkinson's disease, pregnant women, stroke recovery, and visual impairment
- Post-Rehab Patients (all ages) post-cardiopulmonary and post-physical therapy rehab patients
- Older Adults 55+ years
- Deconditioned (all ages) first time exercisers, inconsistent exercisers

CHF is open to the general public and offers:

- State of the art fitness equipment by Matrix Fitness Systems in a newly renovated, environmentally friendly neighborhood gym
- 4 aerobic/yoga studios, 3 Pilates studios with reformers, trapeze table, Wunda chairs and Gyrotonic® system, and 1 massage/meditation suite
- Most comprehensive array of yoga, Pilates, small group training (e.g., Kettlebell, Boxing), group exercise programs and classes (e.g., Tai Chi and Feldenkreis®
- in the South Bay
- Access to Polar BodyAge® System, a fitness assessment system that provides members with an assessment sheet and a personal training program to lower their body age.
- Certified Personal Trainers on duty during all hours of operations
- New members receive three complimentary personal training sessions

- New members receive a complimentary yoga class or 30-minute Gyrotonic® session
- Free towel service available to members
- Shower and locker room with full amenities
- Affordable childcare services provided by friendly, CPR/AED certified staff

CHF offers community-based fitness programs through partnerships with local government, non-profit agencies, and faith-based organizations. It is focusing its community-based fitness programming on our evidence-based fall prevention program, ABC: Agility, Balance, and Coordination.

CHF also offers WorkWell, a community-based employee wellness program, for beach cities employers. WorkWell helps business design and implement employee wellness programming tailored to meet their needs and budget.

This year CHF introduced WellBeing adult weight management program. WellBeing is a weight management program based on the latest scientific studies and evidencedbased recommendations, which integrates nutrition, exercise and behavior management. WellBeing participants have individualized counseling sessions with a registered dietitian and a certified personal trainer. They participate in weekly fitness and nutrition classes and receive ongoing coaching support from our personal trainers.

#### CHF Staff

In the past year, CHF has gained significant efficiencies while expanding and improving programming. CHF is operationalizing to meet standards and guidelines (including program performance and quality management) required for Medical Fitness Association (MFA) accreditation. CHF currently operates with two managers overseeing the facilities, fitness floor, personal training staff, group exercise classes and instructors (including Pilates and yoga), special programming (including WellBeing, WorkWell, and community based programming), members' services, volunteer program and child care.

#### Personal Trainers

In 2009, CHF reformulated the personal trainer compensation plan to incentivize the promotion of individual personal training. Our personal trainers now spend more than 75% of their time with individual clients. Personal trainers have also been offered ongoing educational opportunities, including WellCoaches and Medical Exercise Specialist certification, to enhance their professional skills and improve the quality of the the services provided to our members. Our personal trainers provide every new member with three free orientation sessions to develop a personalized exercise programming and to instruct on proper usage of the equipment.

#### Instructors

CHF has more than 30 regular certified fitness instructors providing classes to our membership. This year we gained efficiencies by transitioning to a paper tracking system for payroll to full implementation of EZ labor software. We have also been

developing our relationships with these important health and fitness ambassadors in our community. Instructors now receive regular update of BCHD and CHF programming and services to share with their students and the community.

#### Front Desk

The consolidation of CHF and Center for Pilates and Movement Therapy (CPMT) and the movement of all CHF operations to the 2<sup>nd</sup> floor allowed significant efficiencies to be gained in the staffing of the front desk. We have also enhanced front desk staff and volunteer customer service training to ensure that we exceed the expectations of our members. Front desk staff provide facility tours, assist in source and lead tracking, support member retention efforts, and promote special offers for our members

#### Child Care

In order to support the fitness of families, CHF offers affordable childcare by a friendly, trained staff trained in CPR/AED. We have been improving our procedures and protocol to ensure a safe, supportive, healthy environment for the children we care for while their parents work out.

#### Member Retention

In 2009, we saw dramatic improvements in member retention through decreased cancellations. We have instituted a member retention plan that rewards and thanks our members for their loyalty. Program benefits include:

- Discounts based upon term of membership;
- □ Welcome cards to new members;
- □ Anniversary cards and rewards; and,
- Special incentives for participation in our regular fitness promotions (e.g., March Madness).

#### Revenue and the Economic Downturn: Opportunities

While we have been able to maintain membership during the economic downturn, we have had to lower our monthly prices to stay competitive. These lowered rates will impact membership revenue in the upcoming year. With the increasing percentage of our population on a fixed income and/or tightened household budget, we have also seen a reduction in the buying pool for both retail items and supplemental fee-for-service offerings (especially yoga and Pilates classes).

In response to this trend, CHF is expanding its member retention plan to yoga and Pilates class participants (who may or may not be CHF members). We are also transforming our class registration process into an on-demand service. In the past year, we have seen a dramatic decrease in class registrations and increase in drop-in visits. In order to provide participants with the flexibility they are demanding, we will now be promoting the sale of daily passes and value-packs which will allow class participants to take classes at their convenience rather than committing to specific dates/times. New software will support online purchases and reservations. Finally, in order to minimize the impact of decreased utilization of fee-for-service classes, CHF has increased class efficiencies (classes must have a minimum of 6 participants).

Beach Cities Health District CHF - Gym/Pilates/Yoga/Classes/Wellness/Nutrition Budget 2010-11	Budget FY11	Budget FY10	Budget FY09		Proj'd FY10	
2-610-611-4020-00 Property Tax Revenue TOTAL TAX REVENUE	-	-	-			
2-610-611-4110-00 Lease Revenue	10,800	7,200	-	- 150%	7,677	141%
2-610-611-4120-00 Revenue - POC 2-610-611-4130-00 Revenue - Prospect South Bay	-	-	-	-	-	-
2-610-611-4140-00 Interest Revenue	-	-	-	-	-	-
2-610-611-4150-00 Limited Partnership Revenue	-	-	-	- 🗆	-	-
TOTAL INVESTMENT REVENUE	10,800	7,200		150%	7,677	141%
2-610-611-4210-00 Revenue - Classes / Group	349,769	382,721	435,259	91%	288,634	121%
2-610-611-4220-00 Membership Revenue 2-610-611-4230-00 Individual/Consult/Single-Day	718,345 181,930	828,075 205,179	801,381 225,784	87% 89%	713,940 214,678	101% 85%
2-610-611-4250-00 Childcare Revenue	3,000	8,600	12,445	35%	3,351	90%
2-610-611-4260-00 Food/Beverage Revenue	-	-	-	- [	-	-
2-610-611-4270-00 Equipment Sales Revenue	- 3,000	-	-	- 100%	- 3,274	- 92%
2-610-611-4280-00 Equipment Rental Revenue 2-610-611-4290-00 Retail Revenue	8,400	3,000 15,540	3,000 19,519	54%	3,274 8,403	92% 100%
TOTAL USER FEES REVENUE	1,264,444	1,443,115	1,497,388	88%	1,232,282	103%
2-610-611-4390-00 Misc Revenue (WorkWell)	780	2,400	-	33%	-	-
2-610-611-4310-00 Memorial Donations Revenue	-	-	-	-	-	-
2-610-611-4320-00 Grants	-	-	-		-	
2-610-611-4999-00 Transfers in (out) TOTAL OTHER REVENUE	639,864 640,644	701,136 703,536	473,048 473,048	91% 91%	701,136 701,136	91% 91%
	1,915,888	2,153,851	1,970,436	89%	1,941,094	99%
2-610-611-5610-00 COGS - Cost of Goods Sold - non-foo	9,720	12 220	12.005	720/	- 10.090	069/
2-610-611-5620-00 COGS - Cost of Goods Sold - 101-100 2-610-611-5620-00 Cafe Supplies - cost of good sold - fod		13,320	12,095	73%	-	96% -
TOTAL COST OF GOODS SOLD	9,720	13,320	12,095	73%	10,090	96%
2-610-611-5010-00 Salaries - Reg FT-Ben	295,476	321,432	440,508	92%	409,234	72%
2-610-611-5015-00 Salaries - Reg PT - Ben	176,138	177,702	70,499	99%	170,391	103%
2-610-611-5018-00 Salaries - Reg PT - PERS-only 2-610-611-5020-00 Salaries - Reg PT - no Ben	9,684 56,664	9,660 61,002	34,989 68,886	100% 93%	-	-
2-610-611-5025-00 Salaries - Temporary PT - No Ben	- 30,004	-	-	- 33%	-	-
2-610-611-5030-00 Salaries - Instructors - no Ben	282,586	300,836	272,034	94%	296,414	95%
2-610-611-5035-00 Cafeteria Plan Contribution	87,576	68,960	65,520	127%	64,279	136%
2-610-611-5040-00 Payroll Taxes 2-610-611-5050-00 LTD Insurance Premiums	55,387 2,088	58,768 2,544	59,872 2,364	94% 82%	62,570 2,088	89% 100%
2-610-611-5055-00 Pension Benefits	38,094	40,848	45,258	93%	33,190	115%
2-610-611-5060-00 Unemployment Benefits	-	-	-	-	-	-
2-610-611-5065-00 Employee Incentive Bonus 2-610-611-5070-00 Employee Service Awards Expense	20,600	24,000	11,474	86%	27,571	75%
2-610-611-5057-00 Vacation/Sick Leave	-	-	-	-	-	-
TOTAL PAYROLL payroll % of user fee revenue	1,024,293 81%	1,065,752 74%	1,071,404 72%	96%	1,065,737 86%	96%
2-610-611-5210-00 Consumables (food used as supplies	450	460	1,902	98%	178	252%
2-610-611-5215-00 Insurance - General	-	-	-		-	-
2-610-611-5220-00 Employee Travel/Parking 2-610-611-5222-00 Client transportation	240	1,850 1.000	778	13% 	5,842	4%
2-610-611-5225-00 Office Supplies	2,880	3,000	4,427	96%	5,671	51%
2-610-611-5227-00 Gym/Locker room Supplies	8,400	8,040	8,486	104%	10,687	79%
2-610-611-5228-00 Program Supplies	4,200	6,500	3,706	65%	5,890	71%
2-610-611-5229-00 Janitorial supplies 2-610-611-5230-00 Other Supplies	-	-	- 90		- 7	0%
TOTAL GEN & ADMIN EXPENSES	16,170	20,850	19,389	78%	28,275	57%
2-610-611-5110-00 Employee Retention & Recognition	1,800	-	-	- [	1,164	155%
2-610-611-5111-00 Employee Wellness	-	6,428	-	0%	665	10070
2-610-611-5112-00 Employee Assistance	-	-	-		-	
2-610-611-5115-00 ADP Payroll Processing Fees	8,040	13,836	12,696	58%	7,965	101%
2-610-611-5120-00 Education & Training Seminars 2-610-611-5125-00 Insurance - Worker's Comp	2,200	1,650 19,380	3,753 14,712	133% 52%	3,123 9,338	70% 108%
2-610-611-5130-00 Recruitment	1,200	1,740	1,740	69%	405	297%
2-610-611-5140-00 Tuition Reimbursement	-	4,000	2,000	0%	-	-
2-610-611-5145-00 Uniforms TOTAL HUMAN RESOURCES EXPE	1,200 24,544	<u>1,200</u> 48,234	783 35,684	100% 51%	1,618 24,278	74% 101%
- 2-610-611-5311-00 IT Server Equipment	-	265	265	0%	-	-
2-610-611-5312-00 IT Workstations	-	-	-	-	-	-
2-610-611-5313-00 Presentational Equipment	-	-	-	- 🗆	-	-
2-610-611-5314-00 Phone Equipment	-	-	-	-	-	-
2-610-611-5315-00 IT Repair & Maint Parts 2-610-611-5316-00 IT Website / Internet Equipment	-	-	-		-	-
2-610-611-5317-00 IT Monitors & Printers	-	-	-		-	-
2-610-611-5320-00 IT Network Expense	-	-	-	- [	-	-
2-610-611-5330-00 IT Software Expense	6,000	6,861	6,729	87%	7,476	80%

Beach Cities Health District CHF - Gym/Pilates/Yoga/Classes/Wellness/Nutrition Budget 2010-11	Budget FY11	Budget FY10	Budget FY09		Proj'd FY10	
TOTAL MIS EXPENSES	6,000	7,126	6,994	84%	7,476	80%
2-610-611-5410-00 Advertising 2-610-611-5415-00 Community Education Materials	-	-	-	-	-	-
2-610-611-5420-00 Community Education Materials	800	9,000	9,784	9%	355	- 225%
2-610-611-5425-00 Internet / Intranet / Website	-	-	-	-	-	-
2-610-611-5430-00 Dues & Memberships	1,170	1,230	1,063	95%	398	294%
2-610-611-5435-00 Educational Materials	500	-	225	-	-	-
2-610-611-5440-00 Mailing Services	-	-	-	-	-	-
2-610-611-5445-00 Management of Volunteers 2-610-611-5450-00 Meetings	240 120	- 200	- 200	60%	- 146	- 82%
2-610-611-5455-00 Postage	1,296	-	7,790	- 00	1,298	100%
2-610-611-5460-00 Printing	288	-	7,209	-	297	97%
2-610-611-5465-00 Promotional Items/Materials	1,500	3,000	2,650	50%	9,838	15%
2-610-611-5470-00 Subscriptions	360	180	135	200%	597	60%
2-610-611-5499-00 Business Promotion Allocation	62,604	80,496	68,061	78%	80,496	78%
TOTAL COMMUNITY RELATIONS E	<u>ک 68,878</u>	94,106	97,117	73%	93,423	74%
2-610-611-5510-00 Building Maintenance & Repair	-	-	-	-	-	-
2-610-611-5515-00 Equipment/Furniture < \$5,000	8,175	8,150	5,297	100%	9,979	82%
2-610-611-5520-00 Equipment/ Lease	50,388	40,164	3,880	125%	39,226	128%
2-610-611-5525-00 Equipment/General Maintenance & R	2,400	7,920	9,475	30%	2,030	118%
2-610-611-5530-00 Landscape Maintenance	-	-	-	-	-	-
2-610-611-5540-00 Electricity	-	-	-	-	-	-
2-610-611-5542-00 Gas 2-610-611-5544-00 Water	-	-	-		-	-
2-610-611-5546-00 Waste Removal	-				-	
2-610-611-5548-00 Telephone	7,200	6,000	5,667	120%	5,175	139%
2-610-611-5550-00 Plant Service	2,460	2,436	2,428	101%	2,109	117%
2-610-611-5565-00 Janitorial Services	-	-	-	-	-	-
2-610-611-5598-00 Internal BOE allocation	168,662	215,650	183,491	78%	212,342	79%
2-610-611-5599-00 BOE allocation to tenants TOTAL FACILITIES EXPENSES	- 239,285	- 280,320	- 210,238	- 85%	- 270,861	- 88%
TOTAL FACILITIES EXPENSES	239,205	200,320	210,230	00%	270,001	0070
2-610-611-5710-00 Accounting Services	-	-	-	- [	-	-
2-610-611-5715-00 Banking Services	-	-	-	-	-	-
2-610-611-5720-00 Election Expense	-	-	-	-	-	-
2-610-611-5725-00 Laundry Services	57,600	80,496	36,404	72%	91,826	63%
2-610-611-5730-00 Legal Services 2-610-611-5740-00 Outside Services	-	-	-	-	-	-
2-610-611-5744-00 Outside Services	-	-	-		-	-
2-610-611-5746-00 Outside Services - H&F	4,800	10,848	14,231	44%	1,575	305%
2-610-611-5747-00 Outside Services - Property	-	-	-	-	-	-
2-610-611-5748-00 Engineering/Maintenance Services	-	-	-	-	-	
2-610-611-5750-00 Research Services	-	-	-	-	-	-
2-610-611-5755-00 Service Contracts 2-610-611-5760-00 Taxes & Licensing	7,880	18,318	18,318	43%	5,479	144%
TOTAL PROFESSIONAL SERVICES		109,662	68,953	64%	98.880	- 71%
		100,002	00,000	01/0	00,000	11/0
2-610-611-5910-00 Prospect South Bay	-	-	-	-	-	-
2-610-611-5920-00 Interest Expense	-	-	-	-	-	-
2-610-611-5999-00 Indirect Admin Services	456,720	514,476	448,561	89%	514,476	89%
TOTAL OTHER	456,720	514,476	448,561	89%	514,476	
2-610-611-5930-00 Grant Expense	-	-	-	-	-	-
2-610-611-5935-00 Health Fund	-	-	-	-	-	-
2-610-611-5940-00 Holiday Assistance	-	-	-	-	-	-
TOTAL FUNDS & GRANTS	-	-	-		-	-
	1,915,890	2,153,846	1,970,436	89%	2,113,497	91%
NET INCOME (LOSS) BEFORE CAPEX	(2)	5	1		(172,402)	
2-610-611-6010-00 Capital Expenditure - Fitness Equip	-	-	24 477		-	-
2-610-611-6020-00 Capital Expenditure - Fitness Equip 2-610-611-6020-00 Capital Expenditure - MIS	-	-	24,177	<del>_</del>  -	-	-
2-610-611-6030-00 Capital Expenditure - FF&E	-				-	-
2-610-611-6040-00 Capital Expenditure - Parking	-	-	-	-  -	-	-
2-610-611-6050-00 Capital Expenditure - Building	-	-	-	- [	-	-
TOTAL CAPITAL EXPENDITURE	-	-	24,177		-	-
	(0)	E	(04 476)		(170 400)	-
NET INCOME (LOSS)	(2)	5	(24,176)		(172,402)	



### **Older Adult Services**

Senior care - maximizing years living at home •In-home assessment •Case management •A broad volunteer base •Serves 19% of 85+ population in our three cities •1,040 care manager visits last year •4,073 volunteers visits last year





Date: July 1, 2010

#### **Older Adult Services Department**

The Beach Cities Health District's Older Adult Services Program serves residents of Hermosa Beach, Manhattan Beach and Redondo Beach. Professional staff provide the following services designed to improve the quality of life and maintain independence for older and disabled residents in the three Beach Cities:

#### **Care Management**

- Confidential in-home assessment and ongoing contact to help define needs
- Care plans to achieve goals
- Linkages to health and community services and advocacy
- Access to District's Senior and Disabled Health Fund (for qualified residents)

**Peer Counseling Program**: Participants matched with highly skilled volunteers who provide confidential support and encouragement

**Friend to Friend Program**: Weekly visits from trained volunteers who offer companionship and opportunities to expand support systems

**Errand Volunteers**: Assistance with shopping and errands

**Support Groups**: Weekly support meetings; opportunity to share feelings with others in a safe, caring atmosphere; special groups for men only, women only, and caregivers

**MoveWell**: In-home exercise program for frail elderly, including weekly visits from trained volunteers

Senior Servi Budget 2010	•	Budget FY11	Budget FY10	Budget FY09	Proj'd FY10
4020-	Property Tax Revenue	-	-	-	-
	TOTAL TAX REVENUE	-	-	-	
4110-	Lease Revenue	-	-	-	-
4120-	Revenue - POC	-	-	-	-
4130-	Revenue - Prospect South Bay	-	-	-	-
4140-	Interest Revenue	-	-	-	-
4150-	Limited Partnership Revenue	-	-	-	-
4210	Revenue - Classes / Group	2,440	444	1,860	5,016
4220	Membership Revenue	-	-	-	-
4230	Individual/Consult/Single-Day	-	-	-	-
4250 4260	Childcare Revenue Food/Beverage Revenue	-	-	-	
4270	Equipment Sales Revenue	-	-	-	-
4280	Equipment Rental Revenue	-	-	-	-
4290	Retail Revenue	-	-	-	-
	TOTAL USER FEES REVENUE	2,440	444	1,860	5,016
4390-	Revenue (discontinue unless misc)	-	-	-	-
4310-	Memorial Donations Revenue	8,620	9,620	9,395	19,778
4320-	Grants	53,853	53,265	53,265	40,138
4999-	Transfers in (out)	1,242,948	1,238,172	1,234,490	1,238,160
	TOTAL OTHER REVENUE	1,305,421	1,301,057	1,297,150	1,298,076
	-	1,307,861	1,301,501	1,299,010	1,303,092
	-				
5610-	COGS - Cost of Goods Sold - non-foc	-	2,000	2,000	2,016
5620-	Cafe Supplies - cost of good sold - fod TOTAL COST OF GOODS SOLD	-	- 2,000	- 2,000	- 2,016
			2,000	2,000	2,010
5010-	Salaries - Reg FT-Ben	412,318	407,286	437,616	412,491
5015-	Salaries - Reg PT - Ben	20,316	20,070	19,446	42,511
5018- 5020-	Salaries - Reg PT - PERS-only Salaries - Reg PT - no Ben	22,392	5,598	-	-
5020-	Salaries - Temporary PT - No Ben	13,257	16,518	-	-
5030-	Salaries - Instructors - no Ben	-	-	-	-
5035-	Cafeteria Plan Contribution	64,518	67,590	58,620	59,407
5040-	Payroll Taxes	31,611	30,342	30,852	30,459
5050-	LTD Insurance Premiums	2,076	2,796	2,088	2,073
5055- 5060-	Pension Benefits Unemployment Benefits	36,012	34,758	37,884	33,624
5065-	Employee Incentive Bonus	-	-	-	-
5070-	Employee Service Awards Expense	-	-	-	-
5057-	Vacation/Sick Leave	-	-	-	-
	TOTAL PAYROLL	602,500	584,958	586,506	580,565
5210-	Consumables (food used as supplies	1,599	1,200	1,200	1,488
5215-	Insurance - General	-	-	-	-
5220-	Employee Travel/Parking	8,000	4,450	4,000	7,500
5222-	Client transportation	-	- 2,060	- 2,060	-
5225- 5227-	Office Supplies Gym/Locker room Supplies	2,160	2,060	2,060	1,769
5228-	Program Supplies	600	250	480	286
5229-	Janitorial supplies	-	-	-	-
5230-	Other Supplies	-	-	-	-
	TOTAL GEN & ADMIN EXPENSES	12,359	7,960	7,740	11,043
5110-	Employee Retention & Recognition	-	-	-	-
5111-	Employee Wellness	-	-	-	-
5112-	Employee Assistance	-	-	-	-
5115- 5120-	ADP Payroll Processing Fees Education & Training Seminars	1,812 3,504	972 2,500	1,056 7,220	1,793 4,774
5125-	Insurance - Worker's Comp	5,268	6,060	4,602	4,869
5130-	Recruitment	500	500	500	1,138
5140-	Tuition Reimbursement	-	-	-	-
5145-		-	-	-	-
	TOTAL HUMAN RESOURCES EXPE	11,084	10,032	13,378	12,574
5311-	IT Server Equipment	-	-	-	-
5312-	IT Workstations	-	-	-	1,779
5313-	Presentational Equipment	-	-	-	-
5314- 5315-	Phone Equipment	-	-	-	
5315- 5316-	IT Repair & Maint Parts IT Website / Internet Equipment	-	-	-	
5317-	IT Monitors & Printers	-	-	-	-
5320-	IT Network Expense	-	-	-	-
5330-	IT Software Expense	14,019	14,019	13,935	14,019
	TOTAL MIS EXPENSES	14,019	14,019	13,935	15,799
5410-	Advertising	-	-	-	-
5415-	Community Education Materials	-	-	-	-
5420-	Community Outreach	400	400	750	346
5425-	Internet / Intranet / Website	1,620	2,200	2,700	1,615

Beach Cities Senior Servi Budget 2010	•	Budget FY11	Budget FY10	Budget FY09	Proj'd FY10
5430-	Dues & Memberships	655	640	735	640
5435-	Educational Materials	456	250	750	450
5440-	Mailing Services	-	-	-	-
5445-	Management of Volunteers	-	-	-	-
5450-	Meetings	-	-	-	-
5455-	Postage	1,570	1,570	1,570	1,236
5460-	Printing	1,200	1,500	1,500	1,097
5465-	Promotional Items/Materials	1,200	-	-	-
5470-	Subscriptions	50	20	100	-
5499-	Business Promotion Allocation	-	-	-	-
	TOTAL COMMUNITY RELATIONS E	5,951	6,580	8,105	5,384
5510-	Building Maintenance & Repair	-	-	-	-
5515-	Equipment/Furniture < \$5,000	500	500	500	500
5520-	Equipment/ Lease	-	-	-	-
5525-	Equipment/General Maintenance & R	-	-	-	-
5530-	Landscape Maintenance	-	-	-	-
5540-	Electricity	-	-	-	-
5542-	Gas	-	-	-	-
5544-	Water	-	-	-	-
5546-	Waste Removal	-	-	-	-
5548-	Telephone	3,049	2,675	2,675	2,664
5550-	Plant Service	-	-	-	-
5565-	Janitorial Services	-	-	-	-
5598-	Internal BOE allocation	45,323	50,581	49,667	50,580
5599-	BOE allocation to tenants	-	-	-	-
	TOTAL FACILITIES EXPENSES	48,872	53,756	52,842	53,744
		10,012	00,100	02,012	00,111
5710-	Accounting Services	-	-	-	-
5715-	Banking Services	-	-	-	_
5720-	Election Expense	-	-	-	-
5725-	Laundry Services	-	-	-	-
5730-	Legal Services				
5740-	Outside Services	820	5,920	9,000	5,434
	Outside Service-Research	820	5,920	9,000	- 5,434
5744-				-	-
5746-	Outside Services - H&F				
5747-	Outside Services - Property	-	-	-	-
5748-	Engineering/Maintenance Services	-	-	-	-
5750-	Research Services	-	-	-	-
5755-	Service Contracts	1,000	1,000	1,000	921
5760-	Taxes & Licensing	-	-	-	-
	TOTAL PROFESSIONAL SERVICES	1,820	6,920	10,000	6,355
	F				
5910-	Prospect South Bay	-	-	-	-
5920-	Interest Expense	-	-	-	-
5999-	Indirect Admin Services	311,772	310,884	313,611	310,884
	TOTAL OTHER	311,772	310,884	313,611	310,884
5930-	Grant Expense	100,993	100,889	100,393	100,889
5935-	Health Fund	190,000	195,000	182,000	195,000
5940-	Holiday Assistance	8,500	8,500	8,500	7,655
	TOTAL FUNDS & GRANTS	299,493	304,389	290,893	303,544
TOTAL OPE	RATING EXPENSES	1,307,870	1,301,498	1,299,010	1,301,909
NET INCOM	E (LOSS) BEFORE CAPEX	(9)	3	-	1,183
	-				
6010-	Capital Expenditure - Fitness Equip	-	-	-	-
6020-	Capital Expenditure - MIS	-	-	-	-
6030-	Capital Expenditure - FF&E	-	-	-	-
6040-	Capital Expenditure - Parking	-	-	-	-
6050-	Capital Expenditure - Building				-
0000-	TOTAL CAPITAL EXPENDITURE		-		
		-	-	-	
NET INCOM	E (LOSS)	(9)	3	-	1,183
	=				

# Administrative Departments





#### Administrative Departments

Administration is comprised of the following component areas:

**Executive**. The CEO and administrative staff provide leadership and guidance to help departments and staff to maintain BCHD's mission, vision and goals. Centralized admin services supports all district staff.

**Human Resources**. Human Resources provides services that promote a work environment characterized by fair treatment, open communication, personal accountability, trust and mutual respect. Human Resources also maintains benefits and compensation, employee relations, performance management, recruiting and hiring, regulatory compliance, training programs and work culture.

**Volunteer Management.** The District currently has approximately 600 volunteers, a stable program providing volunteer opportunities for a wide range of ages and interests across District programs.

- Volunteer With Youth keeps AdventurePlex camps running smoothly throughout the year. These volunteers insure that children are keeping energized and engaged in the community. The Clubhouse is a baby sitting service for children provided for members of the Center for Health and Fitness that is run by volunteers.
- Volunteer With Adults The Center for Health Information and Emergency Preparedness is a free education library that is open to the public and mainly run by volunteers. The GrowWell program enhances the health of 0-5 year olds by providing information of community resources to the parents of the beach cities.
- Volunteer With Seniors keeping the elderly healthy and helping their needs. The MoveWell In-Home Exercise Program uses volunteers to go to the residences and do manageable workouts with the senior citizens. There is also a errand running program that helps get the seniors that can not drive places they need to go and supplies that they need. Peer counseling one on one time is used for emotional support for keeping safe environment with nonjudgmental help from our volunteers to do what is in the best interest for their client.

**Finance**. This department ensures funding for BCHD programs in addition to managing properties and maintaining information technology equipment. The Finance is provides Financial, Information Services and Property Management support services.

• **Financial Services** provides general ledger, accounts payable and receivable, payroll, financial reporting, treasury and leads the annual budget process. The department protects BCHD through audit and maintaining accounting controls. Finance also provides monthly management budgetary variance reports to all departments and monthly treasury and financial results reports to the CEO and elected Board of Directors.

BCHD budgets have earned the CSMFO Meritorious Budget award since FY2008-08 and the Outstanding Financial Reporting award for the BCHD Comprehensive Annual Financial Report for the year ended June 30, 2009. The FY2010-11 budget contemplates maintaining these levels of accounting and financial reporting.

 Information Services maintains BCHD's hardware, software and the network, configures and troubleshoots problems with computers, printers and telephones and provides long-term strategic planning. The FY2010-11 budget contemplates the conversion of the user-fee application

at AdventurePlex and the Center for Health and Fitness and the replacement of the District phone system in January 2011.

• **Property Management** ensures Beach Cities Health District and its owned properties maintain standards for safety and comfort. The department heads the Safety Committee to keep buildings and their occupants prepared in event of emergency and handles property and risk management.

The FY2010-11 budget contemplates the vacancy of 14,464 sq. ft. in the district's primary building beginning Nov. 1<sup>st</sup> and efforts to lease the space to new tenants. Conservatively, no lease revenue is budgeted the remainder of this fiscal year.

**Communications and Marketing**. Communications and Marketing provides all aspects of marketing and communications to District staff and board members. The department ensures that Beach Cities Health District's programs and services are represented in a manner that conveys our preventive health mission to the community we serve. The department handles media relations, graphic design, copywriting, copyediting, marketing communications, promotions, advertising, branding, creative content for internal and external Web sites, crisis communications, audiovisual production of board meeting videos, and publishing of the District's quarterly magazine, Live Well. Communications and Marketing oversees the district's community relations involvement in local business and service organizations and through participation in community events and fairs.

Beach Citie	s Health District						
Admin Serv		Budget	Budget	Budget		Proj'd	
Budget 201	0-11 Property Tax Revenue	<b>FY11</b> 2,450,400	<b>FY10</b> 2,484,000	FY09 2,319,600	99%	FY10 2.450.558	100%
4020-	TOTAL TAX REVENUE	2,450,400	2,484,000	2,319,600	99% 99%	2,450,558	100%
		_,,	_,,	_,		_,,	
4110-	Lease Revenue	1,902,175	2,185,517	2,091,752	87%	2,191,983	87%
4120-	Revenue - POC	-	-	-	-  -	-	-
4130- 4140-	Revenue - Prospect South Bay Interest Revenue	- 1,954,180	- 2,148,779	- 2,246,469	- 91%	- 2,160,615	- 90%
4150-	Limited Partnership Revenue	1,191,663	1,218,333	1,617,807	98%	1,242,177	96%
	TOTAL INVESTMENT REVENUE	5,048,018	5,552,629	5,956,027	91%	5,594,775	90%
	-				_		
4210	Revenue - Classes / Group	-	-	-	-  -	-	-
4220 4230	Membership Revenue Individual/Consult/Single-Day	-		-		-	-
4250	Childcare Revenue		-	-			-
4260	Food/Beverage Revenue	-	-	184,498		-	-
4270	Equipment Sales Revenue	-	-	-	- [	-	-
4280	Equipment Rental Revenue	-	-	-	-	-	-
4290	Retail Revenue	-	-	-	- L	-	-
	TOTAL USER FEES REVENUE	-	-	184,498			-
4390-	Revenue (discontinue unless misc)	- 1	-	- 1	- [	4,667	0%
4310-	Memorial Donations Revenue	-	-	-	- [	-	-
4320-	Grants	-	-	-	-	-	-
4999-	Transfers in (out)	(5,585,844)	(5,731,968)	(5,748,268)	97%	(5,731,980)	97%
	TOTAL OTHER REVENUE	(5,585,844)	(5,731,968)	(5,748,268)	97%	(5,727,313)	98%
	-	1,912,574	2,304,661	2,711,857	83%	2,318,020	83%
	-	.,,	_,				0070
5610-	COGS - Cost of Goods Sold - non-foc	-	-	23,995	- [	-	-
5620-	Cafe Supplies - cost of good sold - foc	-	-	101,474	- [	-	-
	TOTAL COST OF GOODS SOLD	-	-	125,469			-
5010-	Salaries - Reg FT-Ben	1,200,384	1,187,250	1,274,450	101%	1,221,763	98%
5015-	Salaries - Reg PT - Ben	-	-	-	- [	-	-
5018-	Salaries - Reg PT - PERS-only	17,916	10,620	33,762	169%	21,348	84%
5020-	Salaries - Reg PT - no Ben	-	14,994	5,928	0%	-	-
5025- 5030-	Salaries - Temporary PT - No Ben Salaries - Instructors - no Ben	-	-	-	Ī	-	
5035-	Cafeteria Plan Contribution	130,440	134,370	131,646	97%	122,387	107%
5040-	Payroll Taxes	74,880	81,864	86,421	91%	75,267	99%
5050-	LTD Insurance Premiums	7,764	6,432	5,820	121%	7,769	100%
5055-	Pension Benefits	134,106	96,171	140,465	139%	133,545	100%
5060- 5065-	Unemployment Benefits Employee Incentive Bonus	45,000	40,000	25,000	113%	57,447	78% 0%
5065-	Employee Service Awards Expense	1,500	500	- 1.008	300%	1,200	- 0%
5057-	Vacation/Sick Leave	-	-	-	-	-	-
	TOTAL PAYROLL	1,611,990	1,572,201	1,704,500	103%	1,640,726	98%
					C		
5210- 5215-	Consumables (food used as supplies Insurance - General	9,156 144,528	9,400 148,622	13,400 130,043	97% 97%	9,529 144,702	96% 100%
5220-	Employee Travel/Parking	9,214	12,000	13,850	77%	6,975	132%
5222-	Client transportation	2,000	-	-	-	-	-
5225-	Office Supplies	11,080	10,980	15,500	101%	13,070	85%
5227-	Gym/Locker room Supplies	-	-	-		-	-
5228-	Program Supplies	-	-	-	-	- 5,556	-
5229- 5230-	Janitorial supplies Other Supplies	5,556 890	6,360 890	3,600 2,880	87% 100%	1,337	100% 67%
3230	TOTAL GEN & ADMIN EXPENSES	182,424	188,252	179,273	97%	181,169	101%
	-				_		
5110-	Employee Retention & Recognition	6,360	6,600	7,200	96%	11,090	57%
5111- 5112-	Employee Wellness Employee Assistance	3,000 3,000	- 3,264	6,428 2,700	- 92%	- 2,971	- 101%
5115-	ADP Payroll Processing Fees	5,952	4,020	4,092	148%	5,880	101%
5120-	Education & Training Seminars	20,690	48,674	23,904	43%	30,589	68%
5125-	Insurance - Worker's Comp	11,004	14,520	13,536	76%	10,182	108%
5130-	Recruitment	5,240	5,660	5,660	93%	5,071	103%
5140-	Tuition Reimbursement	5,700	7,225	12,600	79%	4,629	123%
5145-	Uniforms TOTAL HUMAN RESOURCES EXPE	800 61,746	1,300 91,263	1,600 77,720	62% 68%	1,084 71,496	74% 86%
		01,110	01,200	11,120		71,100	0070
5311-	IT Server Equipment	2,000	10,000	9,500	20%	12,496	16%
5312-	IT Workstations	6,000	12,750	18,000	47%	12,129	49%
5313-	Presentational Equipment	1,800	1,500	-	120%	2,060	87%
5314- 5315-	Phone Equipment IT Repair & Maint Parts	- 672	2,500 2,000	500 2,500	0% 34%	- 668	- 101%
5316-	IT Website / Internet Equipment	1,200	2,000	-	60%	-	-
5317-	IT Monitors & Printers	2,280	3,000	3,600	76%	2,293	99%
5320-	IT Network Expense	2,200	2,200	2,200	100%	2,932	75%
5330-	IT Software Expense	15,570	10,156	21,936	153%	22 601	13855%
	TOTAL MIS EXPENSES	31,722	46,106	58,236	69%	32,691	97%
5410-	Advertising	44,678	16,000	149,750	279%	39,086	114%
5415-	Community Education Materials	-	-	-	- [	2,023	0%
5420-	Community Outreach	14,996	19,996	22,000	75%	12,389	121%
5425-	Internet / Intranet / Website	3,000	31,600	2,100	9%	1,200	250%

Admin Servi Budget 2010		Budget FY11	Budget FY10	Budget FY09		Proj'd FY10	
5430-	Dues & Memberships	9,233	12,135	13,361	76%	10,029	92%
5435-	Educational Materials	2,950	3,025	10,627	98%	-	-
5440-	Mailing Services	13,000	7,800	2,004	167%	19,162	68%
5445-	Management of Volunteers	4,248	9,450	9,504	45%	6,920	61%
5450-	Meetings	3,700	5,600	5,400	66%	3,491	106%
5455-	Postage	74,450	99,960	51,320	74%	73,922	101%
5460-	Printing	79,735	104,125	140,550	77%	97,744	82%
5465-	Promotional Items/Materials	3,785	4,020	6,008	94%	5,367	71%
5470-	Subscriptions	894	969	2,089	92%	273	327%
5499-	Business Promotion Allocation	(139,008)	(165,300)	(129,480)	84%	(165,288)	84%
	TOTAL COMMUNITY RELATIONS E	115,661	149,380	285,233	77%	106,318	109%
5510-	Building Maintenance & Repair	83,600	83,600	81,200	100%	92,385	90%
5515-	Equipment/Furniture < \$5,000	4,300	7,300	7,650	59%	9,161	47%
5520-	Equipment/ Lease	9,720	-	-		5,287	184%
5525-	Equipment/General Maintenance & R	4,800	9,600	5,420	50%	6,277	76%
5530-	Landscape Maintenance	50,064	50,180	52,400	100%	54,376	92%
5540-	Electricity	342,163	367,940	216,770	93%	340,516	100%
5542-	Gas	124,209	202,210	187,684	61%	143,504	87%
5544-	Water	60,000	65,000	65,000	92%	59,463	101%
5546-	Waste Removal	12,500	14,400	14,400	87%	11,659	107%
5548-	Telephone	11,636	19,554	18,872	60%	16,929	69%
5550-	Plant Service	6,000	6,000	7,080	100%	6,000	100%
5565-	Janitorial Services	132,900	132,900	136,500	100%	131,580	101%
5598-	Internal BOE allocation	(233,558)	(286,910)	(263,933)	81%	(279,184)	84%
5599-	BOE allocation to tenants	(505,094)	(502,765)	(384,488)	100%	(514,764)	98%
	TOTAL FACILITIES EXPENSES	103,240	169,009	144,555	61%	83,189	124%
5710-	Accounting Services	17,568	22,000	20,275	80%	14,166	124%
5715-	Banking Services	75,804	73,200	68,300	104%	75,801	100%
5720-	Election Expense	48,000	48,000	160,000	100%	48,000	100%
5725-	Laundry Services	-	-	1,440		-	-
5730-	Legal Services	61,200	101,000	114,867	61%	53,916	114%
5740-	Outside Services	241,000	222,200	266,508	108%	206,050	117%
5744-	Outside Service-Research	-	-	10,000		-	-
5746-	Outside Services - H&F	-		-		-	-
5747-	Outside Services - Property				-  -	5,479	0%
5748-	Engineering/Maintenance Services	-	-	-	4700/	-	2050
5750-	Research Services	775	450	600	172% 94%	196	395%
5755- 5760-	Service Contracts Taxes & Licensing	120,195 8,687	127,610 5,087	91,252 6,900	94% 171%	124,774 12,296	96% 71%
	TOTAL PROFESSIONAL SERVICES	573,229	599,547	740,142	96%	540,678	106%
5910-	Prospect South Bay	52,800	52,800	54,000	100%	49,292	107%
5910-	Interest Expense	482,956	500.993	517,656	96%	49,292 504,610	96%
5999-	Indirect Admin Services	(1,930,920)	(2.023.932)	(2.087.880)	95%	(2,023,932)	95%
3333-	TOTAL OTHER	(1,395,164)	(1,470,139)	(1,516,224)	95%	(1,470,030)	337
5930-	Grant Expense	30,000	20,000	25,000	150%	30,000	100%
5935-	Health Fund	-	-	-	-	-	
5940-	Holiday Assistance	-	-	-	<del> </del>	_	-
0010	TOTAL FUNDS & GRANTS	30,000	20,000	25,000	150%	30,000	100%
TOTAL OPE		1,314,849	1,365,619	1,823,904	96%	1,216,237	108%
	E (LOSS) BEFORE CAPEX	597,726	939,041	887,953		1,101,783	54%
6010-	Capital Expenditure - Fitness Equip	-		-	- [		-
6020-	Capital Expenditure - Filless Equip	-	25,000	7,500	0%	-	-
6020-	Capital Expenditure - FF&E			7,500	- 0%		-
6030-	Capital Expenditure - Parking	- 33,000		- 57,000			-
6050-	Capital Expenditure - Parking Capital Expenditure - Building	100,000	457,700	311,100	22%	612,144	- 16%
	TOTAL CAPITAL EXPENDITURE	133,000	482,700	375,600	22%	612,144	22%

# Budget Timeline And Accounting Basis



FY2010-2011 BUDGET



Live Well. Health Matters.

#### Budget Timeline

December. The budget process begins each year when Finance reviews the prior year's timeline, guidelines, and spreadsheets and requests Department feedback on the prior year process. Department Directors provide insight on how the Finance Department can better serve their areas in the upcoming year. Finance schedules inservice training and Q&A sessions.

January. The current year's mid-year financials are completed for the six months of activity ending December. This is a half-way mark that provides a simple and convenient comparison, multiplying current actual activity by two gives a rudimentary starting point.

February. Budget instructions and revised spreadsheets are released. Capital project requests are due in February, followed by initial revenue projections. Once initial expense projections are submitted from Directors, the initial consolidation can be assembled.

March. Each Department's budget reviewed with the Finance Director in early March. The CEO is given a first-look of the consolidation in Mid-march and a period of review and adjustments follows from then until April.

April. Grant forecast commitment to Community Health Committee. Successive iterations of review and corrections continue seeking to balance the budget and maximize services allocating all available resources.

May. Finance Committee, comprised of two board members, appointed community members, the Finance Director and the Treasurer of one of the three Beach Cities, reviews prior to recommendation to the Board of Directors. The District Board of Directors is presented the budget for the May Board meeting.

Following completion of their review, adjustment and approval by resolution, the approved budget is sent to staff for implementation.

#### Accounting Basis

BCHD's budget and financial reporting use the modified accrual basis of accounting, focusing on current financial resources measurement. Revenues are recognized as soon as they are both measurable and collectible within the current fiscal year. Expenditures are generally recorded when the liability is incurred.

# Description of Funds





Live Well. Health Matters.

#### 2010-11 BUDGET DESCRIPTION OF FUNDS

A fund is a grouping of related accounts that is used to maintain control over resources that have been segregated for specific activities or objectives. Beach Cities Health District, like other state and local government entities, uses fund accounting to ensure and demonstrate compliance with financerelated legal requirements.

**General Fund.** All activities are reported in the General Fund except for those segregated in the Special Revenue Fund. This fund includes governmental activities such as Community Services, Community-Based Services, Property Management, Health & Fitness and District Administrative Departments.

**Special Revenue Fund**. Beach Cities Health District's special revenue fund segregates activity related to Prospect One Corporation, established to construct and operate medical office building space on the main campus of the District. Activity in the current fiscal year was comprised solely of interest income.

## **Fund Summary**



Beach Cities Health District					
Budget 2010-2011	Budget	Budget	Proj'd	Budget	Increase
Fund Summary - All Funds	FY09	FY10	FY10	FY11	(Decrease)
Tax Revenue	2,319,600	2,484,000	2,450,558	2,450,400	(158)
Lease Revenue	2,091,752	2,192,717	2,199,659	1,912,975	(286,684)
Interest Revenue	2,246,469	2,148,779	2,160,615	1,954,180	(206,435)
Partnership Revenue	1,617,807	1,218,333	1,242,177	1,191,663	(50,514)
User Fee Revenue	2,910,149	2,651,777	2,323,841	2,390,146	66,305
Other Revenue	119,160	81,988	108,538	113,253	4,715
TOTAL REVENUES	11,304,937	10,777,593	10,485,388	10,012,617	(472,772)
OPERATING EXPENSES					
Cost of Goods Sold	286,856	137,406	139,905	141,370	1,465
Payroll & Benefits	5,065,911	4,919,748	4,929,584	4,961,813	32,229
General & Administrative	400,714	378,984	381,110	367,772	(13,338)
Human Resources	185,110	215,816	154,654	152,272	(2,382)
Info Systems	95,569	86,081	80,015	84,501	4,486
Community Relations	527,098	384,579	312,987	295,665	(17,322)
Facilities	539,800	625,684	535,297	510,847	(24,450)
Professional Services	942,565	846,377	728,848	728,493	(355)
Interest & Other	571,655	553,781	553,902	535,756	(18,146)
Funds & Grants	1,801,706	1,690,258	1,699,413	1,636,412	(63,001)
TOTAL OPERATING EXPENSES	10,416,984	9,838,714	9,515,716	9,414,902	(100,814)
OPERATING SURPLUS (DEFICIT)	887,953	938,878	969,672	597,716	(371,956)
Capital Expenditures	431,944	482,700	612,144	141,693	(470,451)
Designated Energy Recovery	456,000	456,000	456,000	456,000	-
NET INCOME (LOSS)	8	178	-98,472	23	98,495
FUND BALANCE as of July 1		_	39,313,448	39,214,976	
EUND BALANCE as of June 20			20 214 076	20 214 000	

FUND BALANCE a	as of June	30
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39,214,976 39,214,999

Beach Cities Health District					
Budget 2010-2011 General Fund	Budget FY09	Budget FY10	Proj'd FY10	Budget FY11	Increase (Decrease)
Tax Revenue	2,319,600	2,484,000	2,450,558	2,450,400	(158)
Lease Revenue	2,091,752	2,192,717	2,199,659	1,912,975	(286,684)
Interest Revenue	1,385,010	1,314,115	1,320,132	1,148,515	(171,617)
Partnership Revenue	1,385,010	1,218,333	1,242,177	1,191,663	(50,514)
User Fee Revenue	2,910,149	2,651,777	2,323,841	2,390,146	66,305
Other Revenue	460,073	412,576	439,126	432,873	(6,253)
TOTAL REVENUES	10,784,391	10,273,518	9,975,493	9,526,572	(448,922)
OPERATING EXPENSES					
Cost of Goods Sold	286,856	137,406	139,905	141,370	1,465
Payroll & Benefits	5,065,911	4,919,748	4,929,584	4,961,813	32,229
General & Administrative	400,714	378,984	381,110	367,772	(13,338)
Human Resources	185,110	215,816	154,654	152,272	(2,382)
Info Systems	95,569	86,081	80,015	84,501	4,486
Community Relations	527,098	384,579	312,987	295,665	(17,322)
Facilities	539,800	625,684	535,297	510,847	(24,450)
Professional Services	939,675	843,290	728,831	725,406	(3,425)
Interest & Other	53,999	52,788	49,292	52,800	3,508
Funds & Grants	1,801,706	1,690,258	1,699,413	1,636,412	(63,001)
TOTAL OPERATING EXPENSES	9,896,438	9,334,634	9,011,089	8,928,859	(82,230)
OPERATING SURPLUS (DEFICIT)	887,953	938,882	964,404	597,714	(366,692)
Capital Expenditures	431,944	482,700	612,144	141,693	(470,451)
Designated Energy Recovery	456,000	456,000	456,000	456,000	-
	8	182	-103,740	21	103,761
FUND BALANCE as of July 1			38,192,972	38,089,232	
FUND BALANCE as of June 30		_	38,089,232	38,089,253	

Beach Cities Health District Budget 2010-2011Prospect One Special Revenue Fund	Budget FY09	Budget FY10	Proj'd FY10	Budget FY11	Increase (Decrease)
Tax Revenue Lease Revenue					-
Interest Revenue Partnership Revenue	861,459	834,664	840,483	805,665	- (34,818) -
User Fee Revenue Other Revenue	-340,913	-330,588	-330,588	-319,620	10,968
TOTAL REVENUES	520,546	504,076	509,895	486,045	(23,850)
OPERATING EXPENSES Cost of Goods Sold Payroll & Benefits General & Administrative Human Resources Info Systems Community Relations Facilities Professional Services	2.890	3,087	17	3.087	- - - - - - - - - - - 3,070
Interest & Other Funds & Grants	2,890 517,656	500,993	504,610	482,956	(21,654)
TOTAL OPERATING EXPENSES	520,546	504,080	504,627	486,043	(18,584)
OPERATING SURPLUS (DEFICIT)	0	(4)	5,268	2	(5,266)
Capital Expenditures	0	0	0	0	-
Designated Energy Recover	0	0	0	0	-
NET INCOME (LOSS)	0	(4)	5,268	2	(5,266)
FUND BALANCE as of July 1		_	1,120,476	1,125,744	
FUND BALANCE as of June 30		_	1,125,744	1,125,746	

### BCHD FY2010-11 Budget

# Glossary of Budget Terms



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#### BEACH CITIES HEALTH DISTRICT BUDGET FISCAL YEAR 2010-2011

#### Glossary of Budget Terms

Because the Operating Budget of the Beach Cities Health District is available to the public, the related terminology below is provided for supplementary help.

**Accrual Basis** - the basis of accounting under which transactions are recognized when they occur, regardless of the timing of related cash flows.

**Accounting System-** aids the recipient in the separate identification of receipts, disbursements, assets, liabilities, and provides for the summarization of financial information in a manner that will facilitate the preparation of the periodic reports.

Accrued Interest - Interest earned but not yet received.

**Allocate** - to distribute according to a plan or set apart for a special purpose. Examples: a. spread a cost over two or more accounting periods; b. charge a cost or revenue to a number of departments, products, processes or activities on a rational basis.

**Amortization** - An accounting practice of gradually decreasing (increasing) an asset's book value by spreading its depreciation (accretion) over a period of time.

**Appropriation** – Legal authorization by the District Board of Directors to make expenditures and to incur obligations for specific purposes.

**Auditor's Report** – Annual report issued in conjunction with a financial audit performed by an independent Certified Public Accountant. In this report, the independent auditor reports on internal control weaknesses and instances of noncompliance discovered in connection with the financial audit.

**Available Fund Balance** --That portion of the governmental type fund equity which is available for financing the budget requirements for the accounting period involved. This is a conventional term, which is synonymous with the accepted term "fund balance unreserved/undesignated," and should not be used in the financial statement presentation.

**Balance Sheet-** The financial statement disclosing the assets, liabilities and equity of an entity at a specified date in conformity with GAAP.

**Beginning Fund Balance** – Fund balance available in a fund at the beginning of the year, carried forward from the end of the prior year.

**Board of Directors** – The District's equivalent of a City Council, comprised of five elected officials.

**Bond** - A financial obligation for which the issuer promises to pay the bondholder a specified stream of future cash flows, including periodic interest payments and a principal repayment.

**Budget** – The financial plan for the operations of the District that includes and estimate of proposed expenditures and the proposed means of funding those expenditures. Of the many kinds of budgets, cash budget shows cash flow, an expected payment of money, and a capital budget shows the anticipated payments for capital projects.

**Budget Message -** A general discussion of the proposed budget as presented in writing by the budget-making authority to the legislative body. The budget message contains an explanation of the principal budget items, an outline of the government's experience during the past period and its financial status at the time of the message, and recommendations regarding the financial policy for the coming period.

**Budgetary Comparisons.** Statements or schedules presenting comparisons between approved budgetary amounts (as amended) and actual results of operations on the budgetary basis.

**Business-type activities.** One of two classes of activities reported in the government-wide financial statements. Business activities are financed in whole or in part by fees charged to external parties for goods or services and are normally reported in enterprise funds.

**Cash** – Currency on hand, demand deposits with banks or other financial institutions, and deposits that have the general characteristics of liquidity that can be withdrawn at any time without notice or penalty.

**Cash Basis** - a basis of accounting under which transactions are recognized only when cash changes hands.

**Capital Assets.** Long-lived tangible assets obtained or controlled as a result of past transactions, events or circumstances. Capital assets include buildings, equipment, improvements other than buildings, infrastructure, and land. In the private sector, these assets are referred to most often as property, plant and equipment.

**Capital Budget** – Schedule of repair or replacement of fixed assets or improvements costing in excess of \$5,000 and with a useful life greater than 1 year.

**Capital Improvement Project (CIP)** – Fixed asset or improvements typically costing more than \$5,000 and with a useful life greater than one year.

**CEO** – Chief Executive Officer, the District's equivalent of a City Manager or an Executive Director.

**Comprehensive Annual Financial Report (CAFR)** - An annual financial report that includes basic financial statements and required supplemental information, combining statements showing columns for each individual fund and individual fund statements, prepared in conformity with Generally Accepted Accounting Principals (GAAP). Includes introductory information, schedules necessary to demonstrate financial, legal and contractual compliance, and statistical data.

**Constant Maturity Treasury (CMT) Index** - The 1 Year CMT Index is the twelve month "average" of monthly yields on United States Treasury Securities adjusted to a constant maturity of one year as made available by the Federal Reserve in Federal Reserve Statistical Release H.15.

**Cost reimbursement basis** – the setting of charges so that costs are systematically recovered on a break-even basis over time, typically used in connection with the evaluation of internal service funds.

**Current financial resources measurement focus** – The intent to report the near-term (current) inflows, outflows, and balances of expendable (spendable) financial resources. The current financial resources measurement focus is unique to accounting for government and is solely used for reporting the financial position and results of governmental funds.

**Deferred Revenue.** Amounts for which asset recognition criteria have been met, but for which revenue recognition criteria have not been met. Under the modified accrual basis of accounting, amounts that are measurable but not available are one example of deferred revenue.

**Deficit.** (1) The excess of the liabilities of a fund over its assets. (2) The excess of expenditures over revenues during an accounting period; or, in the case of proprietary funds, the excess of expenses over revenues during an accounting period.

**Department** - A subdivision of the District under the fiscal review of a Director. Beach Cities Health District is comprised of the following seven departments: Communications, Community-Based Services, Community Care Services, Finance, Health & Fitness, Human Resources, and Property Management.

**Depreciation.** (1) Expiration in the service life of capital assets, attributable to wear and tear, deterioration, action of the physical elements, inadequacy and obsolescence. (2) The portion of the cost of a capital asset, charged as an

expense during a particular period. In accounting for depreciation, the cost of a capital asset, less any salvage value, is prorated over the estimated service life of such an asset, and each period is charged with a portion of such cost. Through this process, the entire cost of the asset is ultimately charged off as an expense.

**Designation** – a portion of the fund balance that is set aside for a specific use, still spendable.

**Designated unreserved fund balance** – Management's intended use of available expendable financial resources in governmental funds reflecting actual plans approved by the District Board of Directors. Reflect the District's self-imposed limitations on the use of otherwise spendable resources.

**Direct Expense** – Expense that is specifically associated with the delivery of a service or program and clearly identifiable to a particular function.

**Economic Resources Measurement Focus** – The intent to report all inflows, outflows and balances affecting or reflecting an entity's net assets. Used for proprietary and fiduciary funds, and by business enterprises and not-for-profit organizations in the private sector.

**Enterprise Fund** – The fund type used to report activities for which fees are charged to external users for goods and services.

**Expenditure** – The cost of services rendered or goods received.

**Financial Audit.** An audit made to determine whether the financial statements of a government are presented fairly, in conformity with GAAP.

**Finding** – Term used in connection with an audit; an observation that suggests or recommends a management action, response or explanation.

**Fiscal Year** – The 12-month period of time from July 1<sup>st</sup> to June 30th.

**Fixed Asset** – Tangible property items such as land, buildings, fitness equipment and furniture that have a value over \$1,000 and a useful life greater than 1 year.

**Fixed Costs.** Costs of providing goods or services that do not vary proportionately to the volume of goods or services provided (e.g., insurance and contributions to retirement systems).

**Fund.** A fiscal and accounting entity with a self-balancing set of accounts in which cash and other financial resources, all related liabilities and equities, or balances, and changes therein, are recorded and segregated to carry on specific

activities or attain certain objectives in accordance with special regulations, restrictions or limitations.

**Fund Balance.** The difference between fund assets and fund liabilities of governmental funds.

**General Fund** – The primary fund of the District, used to account for all revenues and expenditures not required to be accounted for in another fund.

**Generally Accepted Accounting Principles (GAAP)** – Conventions, norms, rules and procedures that serve as a the standard for fair presentation of financial statements.

**Government Accounting Standards Board (GASB)** - A standard-setting body, associated with the Financial Accounting Foundation, which prescribes standard accounting practices for governmental units.

**Government Securities** - An obligation of the U.S. government, backed by the full faith and credit of the government. These securities are regarded as the highest quality of investment securities available in the U.S. securities market. See "Treasury Bills, Notes, and Bonds."

**Governmental Activities** – One of two classes of activities reported in the government-wide financial statements. Governmental activities generally financed through taxes, intergovernmental revenues, and other non-exchange revenues, usually reported in governmental and internal service funds.

**Interest Rate** - The annual yield earned on an investment, expressed as a percentage.

**Inventory.** (1) A detailed list showing quantities, descriptions, and values of property and, frequently, units of measure and unit prices. (2) An asset account reflecting the cost of goods held for resale or for use in operations. Under some circumstances, inventory is not valued at cost but at the lower of cost or market.

**Investments.** Most commonly, securities and real estate held for the production of revenues in the form of interest, dividends, rentals, or lease payments. The term does not include capital assets used in government operations.

**Investment Revenue** – The interest income received from a portfolio of investments.

**Liquidity** - An asset that can easily and rapidly be converted into cash without significant loss of value.

**Local Agency Investment Fund (LAIF)** - A pooled investment vehicle for local agencies in California sponsored by the State of California and administered by the State Treasurer.

**Matching Principle -** is the accounting principle that requires the recognition of all costs that are directly associated with the realization of the revenue reported within the income statement.

**Miscellaneous Income -** is that income realized that is not directly related to the sale of standard products and services.

**Modified Accrual Basis** accounting is a mixture of the cash and accrual basis. The modified accrual basis should be used for governmental funds. To be recognized as a revenue or expenditure, the actual receipt or disbursal of cash must occur soon enough after a transaction or event has occurred to have an impact on current spendable resources. In other words, revenues must be both measurable and available to pay for the current period's liabilities. Revenues are considered available when collectible either during the current period or after the end of the current period but in time to pay year-end liabilities. Expenditures are recognized when a transaction or event is expected to draw upon current spendable resources rather than future resources.

**Note Payable.** In general, an unconditional written promise signed by the maker to pay a certain sum in money on demand or at a fixed or determinable time, either to the bearer or to the order of a person designated therein.

**Note Receivable.** A legal right to receive payment of a certain sum of money on demand or at a fixed or determinable time, based on an unconditional written promise signed by the maker.

**Operating budget** – the financial plan, excluding capital expenditures, for the District's provision of services.

**Other Post-Employment Benefits (OPEB).** Post-Employment benefits provided by an employer to plan participants, beneficiaries, and covered dependents through a plan or other arrangement that is separate from a plan to provide retirement income. OPEB also include post-employment health care benefits provided through a public employee retirement system or pension plan. In addition to post-employment health care benefits (such as illness, dental, vision, and hearing), OPEB may include, for example, life insurance, disability income, tuition assistance, legal services, and other assistance programs.

**Overhead** - is the indirect costs associated with providing a service or product. Building rent, heating and lighting, administration or supervision costs and maintenance of facilities are all examples of indirect overhead. **Par Value** - The amount of principal that must be paid at maturity. Also referred to as the face amount of a bond, normally quoted in \$1,000 increments per bond.

**Pass-through Grants.** Grants and other financial assistance received by a governmental entity to transfer to or spend on behalf of a secondary recipient.

**Portfolio** - Combined holding of more than one stock, bond, commodity, real estate investment, cash equivalent, or other asset. The purpose of a portfolio is to reduce risk by diversification.

**Prepaid Expenses -** Payment in advance of the receipt of goods and services in an exchange transaction. Prepaid items differ from deferred charges in that they are spread over a shorter period of time than deferred charges and are regularly recurring costs of operations. Examples of prepaid items are prepaid rent, prepaid interest, and unexpired insurance premiums.

**Principal** - The face value or par value of a debt instrument, or the amount of capital invested in a given security.

**Property Tax** – A tax assessed in proportion to the appraised value of property to finance services that benefit that property. Los Angeles County Assessor, Auditor-Controller, and Treasurer & Tax Collector produce and account for the property tax bill and payments, remitting the appropriate portion to Beach Cities Health District.

**Property Tax Increment** – Increased tax revenues created from increased taxable property values. When a public project such as a health district is created, there is an increase in the value of surrounding real estate. This increased site value and investment creates more taxable property, which increases tax revenues. The increased tax revenues are the tax increment.

**Reserve** – A portion of the fund balance that is not available for appropriation because it does not represent spendable cash or because of legal restrictions.

**Revenue** – Source of income, such as from taxes, user fees, or interest.

**Safekeeping** - Holding of assets (e.g., investments or securities) by a financial institution serving as an agent.

**Special District.** An independent unit of local government organized to perform a single government function or a restricted number of related functions. Special districts usually have the power to incur debt and levy taxes; however, certain types of special districts are entirely dependent upon enterprise earnings and cannot impose taxes. Examples of special districts are water districts, drainage districts, flood control districts, hospital districts, health district, fire protection districts, transit authorities, port authorities, and electric power authorities. **Special Revenue Fund** – the grouping of related accounts that segregate the activities related to the financing of construction and operation of medical office building space on the main campus of the District.

**Unqualified Opinion.** An opinion rendered without reservation by the independent auditor that financial statements are fairly presented.

**Unrealized Gains and Losses.** A term used in connection with the valuation of investments. Cumulative change in the market value of investments prior to their disposition.

**Unrealized Revenues.** A term used in connection with budgeting. The difference between estimated revenues and actual revenues.

**Unrestricted Net Assets.** That portion of net assets that is neither restricted nor invested in capital assets (net of related debt).

### BCHD FY2010-11 Budget

## Acronyms



Live Well. Health Matters.

#### Glossary of Acronyms

The Operating Budget of the Beach Cities Health District is available to the public, the related terminology below is provided for clarify references throughout the budget documents.

**BCHD** – Beach Cities Health District

**BOD** – Board of Directors

**BOE** – Building Operating Expenses

**BSC** – Breastfeeding Support Center

**CAPEX or Capex** – Capital Expenditures

**CAFR** - Comprehensive Annual Financial Report

**CBS** – Community-Based Services

**CCS** – Community Care Services

**CEO** – Chief Executive Officer

**CHC** – Center for Health Connection

**CHF** – Center for Health and Fitness

**CIP** – Capital Improvement Plan

**CMT** – Constant Maturity Treasury index

**FASB** – Financial accounting standards board

**FIFO** – First in first out

FY – Fiscal Year.

**G&A** – General and Administrative

**GAAP** – Generally Accepted Accounting Principals

**GASB** – Government Accounting Standards Board.

**H&F** – Health & Fitness

HB – Hermosa Beach

**HE** – Health Education

**HRC** – Health Resource Center

**IS** – Information Systems

**LAIF** – Local Agency Investment Fund.

LIFO – Last in first out

**MB** – Manhattan Beach

**MIS** – Management of Information Systems

**MRC** – Medical Reserve Corps

**OPEB** – Other Post-employment Benefits

**OSHA** – Occupational Safety and Health Act

**PERS** – Public employee retirement system

**POC** – Prospect One Corporation

**RB** – Redondo Beach

**STD** – Sexually-transmitted disease

**YTD** – Year to Date