



Friends of China Camp, Inc. (FOCC)

Operations Report for China Camp State Park Fiscal Year 2017-2018

Since the Operating Agreement between the California Department of Parks and Recreation (DPR) and Friends of China Camp (FOCC) was activated on July 27, 2012, FOCC has met its contractual obligations to operate China Camp State Park and to protect its natural and cultural resources.

Amendment 4 to the Operating Agreement, which was approved by the California Department of General Services on January 17, 2017, extends the term of the Operating Agreement until January 31, 2019.

I. Keeping China Camp State Park open, accessible and thriving

FOCC's primary goals during the 2011-2012 "Save the Park" campaign were to insure that all of the park facilities would be open to visitors 365 days a year and that these visitors would have the opportunity to experience the exceptional natural and cultural features of China Camp in a well-cared-for environment.

During this sixth fiscal year of the operational contract, all facilities of the park remained open daily.

II. Friends of China Camp (FOCC) Personnel Changes

In the spring of 2017, CSP approached FOCC to request that FOCC begin moving away from utilizing State Parks employees in China Camp. On December 1, 2017, FOCC initiated its first-ever payroll with five employees:

1. **Martin Lowenstein.** Mr. Lowenstein began his work in China Camp in August 2016 as an independent contractor for FOCC and then joined the payroll as the full-time Executive Director.
2. **Sheila Coll.** Ms. Coll began her work for FOCC as an independent contractor in April 2017 and then joined the payroll as the full-time Program Director.

3. **Scott Griggs.** Mr. Griggs joined FOCC in December 2017 as a Park Aide, and he is in charge of maintenance in the park. Mr. Griggs replaces the CSP Maintenance I Worker who had been in China Camp until the end of 2017.
4. **David Walker.** Mr. Walker had already been working in China Camp as a Visitor Services Park Aide when he joined FOCC's payroll in December 2017. Mr. Walker's position combines visitor services with light maintenance.
5. **Lindsey Going.** Ms. Going came to FOCC in May 2018 from CSP, where she had been working as a Visitor Services Park Aide in Samuel P. Taylor SP. Ms. Going's position combines visitor services, interpretation, and light maintenance.
6. **David Schildt.** Mr. Schildt had been working in China Camp as a CSP Visitor Services Park Aide when he joined FOCC's payroll in December 2017. Mr. Schildt left FOCC in May 2018 to rejoin CSP at Mt. Tamalpais SP.

Security. Ranger Dan Vianueva's retirement on August 31, 2017 left FOCC with one half-time – Ranger Cecilia Rejas. On March 31, 2018, CSP reassigned Ranger Rejas to another state park in the Marin Sector, leaving China Camp without any rangers. The FOCC leadership took the opportunity to do a complete assessment of its security needs and determined that private security, although not perfect, could address the majority of China Camp's security challenges. In May 2018, FOCC contracted with Barbier Security Group to provide security in China Camp. FOCC requested from Barbier initial security coverage of 3 PM to 11 PM on Thursdays, Fridays, Saturdays, and Sundays.

ANNUAL BOARD AND OFFICER ELECTIONS

The following board members were elected for another two-year term beginning July 2017:

Ed Westbrook, Tom Boss and John Muir

The following board members were elected officers for a one-year term beginning July 2017:

Steve Deering was elected Chairman;

John Muir was elected Vice Chair;

Ed Lai was elected CFO;

Joyce Abrams was elected Secretary.

III. Revenue Building

Revenue Model. FOCC's operating revenue model is built on three revenue streams plus one non-monetary stream. In approximate percentages, FOCC's operating revenue comes from the following sources:

40% Day Use Fees

35% Campground Fees

25% FOCC Membership Program and other Donations

PLUS over 10,000 hours of volunteer time

If the volunteer hours are monetized, then the revenue percentages would be:

- 27% Day Use Fees
- 23% Campground Fees
- 17% FOCC Membership and other Donations
- 33% Volunteer Hours Monetized

Financial Sustainability. FOCC can fulfill the mission of CSP only if it can also achieve financial sustainability. Annual operational expenses run at a little over \$600,000. In addition, capital expenditures totaled approximately \$200,000, although these capital expenditures were incurred only as a result of major donations that were made for specific capital projects. As of June 30, 2018, FOCC was tracking to have a balanced operating budget for calendar year 2018. 2018 may be the first year that China Camp has been operated with a balanced budget since State Parks cut off direct funding of the park in 2015.

Revenue-Building Initiatives:

a. Commercial Filming

Both Paramount Pictures and Subaru filmed in China Camp during this past year. Paramount Pictures spent two days in the park filming for the Netflix series *13 Reasons Why*. Subaru spent one day in the park filming a TV commercial. All commercial filming was permitted by David Kopler of CSP.

b. New T-Shirt Designs

FOCC worked with Frank Quan's nephew, Patrick Quan, who works in the merchandising business, to develop four new China Camp T-shirt designs. Until this year, China Camp T-shirts had been available only in China Camp Village. Now they are also available in the Visitor Center beside the Ranger Station.

c. Beer License

Given the almost 80-year history of serving beer in China Camp Village, FOCC applied for and received a beer license (License Code 40) from the California Department of Alcoholic Beverage Control. This beer license replaces the beer license that Frank Quan, who was the last surviving resident of China Camp Village, had had for many years as he and his cousin Georgette ran the café in the Village.

On the façade of the Village café, one can see painted ACME Beer and Tacoma Beer, as a testament to the long history of beer service there. FOCC has a relationship with North Coast Brewing Company, which owns the ACME label, and North Coast would occasionally donate beer for FOCC events until FOCC obtained its own license.

d. Developing Major Donors

The FOCC Executive Director and the FOCC Board of Directors have made it a priority to develop major donors to support the operation of FOCC and capital projects in the park. During this past year, major donors contributed over \$200,000 toward capital projects and over \$20,000 toward general operations.

e. Rotary Club Fundraiser

The Rotary Club of San Rafael, the Rotary Club of San Francisco #2, and Rotary China collectively underwrote a fundraiser at the Marin Yacht Club to support the preservation of China Camp Village.

f. Kayaking by the Wetlands

FOCC organized a sold-out kayak trip fundraiser for 12 people. 101 Surf Sports donated the use of their kayaks, and Sean Morley, a world-renowned kayak instructor from Point Reyes Outdoors, led the trip. Sarah Ferner, the education coordinator of the SF Bay NERR, led the educational portion of the event.

g. Full Moon Tai Chi

FOCC organized a sold-out full moon Tai Chi event at China Camp Point. This event is recurring by popular demand.

h. Complimentary Day Trail Pass

To encourage the purchase of day trail passes by park visitors, while at the same time engendering goodwill with visitors, FOCC's volunteer Trail Ambassadors are now equipped with complimentary day trail passes to distribute to those visitors possessing neither a Day Pass nor an Annual Pass. The complimentary pass is an effective and nonconfrontational way to remind park visitors to purchase trail passes.

IV. Day-to-Day Operational Functions

a. Discontinuation of Using CSP Seal in China Camp

With the discontinuation of CSP staffing of China Camp, a new China Camp seal was needed for FOCC's uniformed employees. Acting District Superintendent Vince Anibale gave FOCC the following limitations for a new seal: the new seal may not 1) contain the words *California, State, or Parks*; 2) contain the bear; and 3) use the same color scheme as the CSP logo.

FOCC tapped one of its volunteers to lay out its new seal, using a new color scheme, a Chinese junk instead of a bear, and having only the words: China Camp. Shown below is China Camp's new seal, which appears on FOCC's uniforms, vehicles, and publications:



b. Operations Handled, in Part, Through Volunteer Support

Despite the launch of FOCC's first-ever payroll on December 1, 2017 with five employees, core volunteers were still needed to handle such responsibilities as bookkeeping, Annual Pass issuance, communications, cultural and natural interpretive programs, staffing in the Village café, staffing the Visitor Center and in the Back Ranch Meadows guard kiosk.

c. Communication Systems

FOCC continues to maintain WiFi internet connection to serve campground hosts, the maintenance host, volunteers working at the Back Ranch Meadows campground and guard kiosk. This allowed for easier communications regarding camp reservations, visitor services and other operational needs.

Ongoing communication among FOCC employees, FOCC board members, and core volunteers is maintained by e-mail and a password secured administrative section of the website, which contains an updated calendar and copies of board minutes, committee notes, and key documents.

V. Maintenance, Stewardship and Capital Improvement

a. Park Informational Signage

In August 2017, a replacement display kiosk with a raptor interpretive panel was installed at a China Camp trailhead near the top of McNear Drive.

b. Trail Survey Work

No additional trail survey work was done or needed at this time. However, the trail conditions are continually monitored and reported by the FOCC Foot and Bike Ambassador team.

c. Trails Maintenance and Restoration Project

The Trails Work Group is a committee of the FOCC that is tasked with the restoration and long-term maintenance of the trail system in China Camp State Park. The Work Group is led by a board member and two core volunteers. In addition to monthly CSPF Champion events consisting of 25-30 volunteers, there are multiple small work events consisting of 4-10 VIPPs.

The goals for the Work Group are:

- The restoration of the full trail system to current CSP Multi-Use Trail Standards.
- The development of trails maintenance standards for CCSP Training VIPP volunteers capable of executing both construction and maintenance work.
- Restoration of the fire roads within CCSP. Developing “Best Practices” that make the volunteers experience both fun and productive.

Achievements for the past fiscal year:

- 29 Successful work days including CSPF Champions and FOCC VIPPs.
- Repairs done secondary to the land slides and flooding include clearing the campground of debris and mud, opening culverts, clearing trails and installing split rail fencing.
- 2,792 of VIPP and non-VIPP volunteer hours dedicated to trail maintenance and repair.
- 2,089 VIPP hours dedicated to trail maintenance and repair.
- Restocked maintenance shop with mostly donated donor-purchased tools and equipment.
- A focus on safety, both environmental and activity-based.
- Recruited and trained 12 new VIPP Volunteers, bringing our total trail VIPP to 50 as of June 2018.
- CSPF-sponsored Earth Day activities, which included trail grooming, bridge preservation, split rail fence repair, wood splitting, and firewood bundling.
- Rebuilt a 25-foot washed-out section of Shoreline Trail (see detailed description below)

The Working Group addressed the following challenges:

- Many days of cleanup and debris removal after the departure of CSP personnel and CSP property.

- Recruiting VIPP volunteers with diverse talents such as equipment operators, experienced trail builders, volunteer management and motivation and general management skills.
- Funding for materials and equipment for trails reconstruction.
- Developing a working relationship with the biking community to both meet the needs of the park and the desires of our bicyclists.

On Park Champions work days, two campsites are reserved for registered volunteers. This has significantly helped with recruitment.

d. Shoreline Trail Rebuilding Project

As a result of a 25' wash-out of Shoreline Trail in February 2017, FOCC contracted with the California Conservation Corps to rebuild the washed-out section, using a 4' x 2' wide trench to solid ground for a gabion wall and approximately 30' long across the slide face. An equal number of hours were put in by volunteers who finished the job once the CCC had finished the gabion work.

Over 150 tons of placed stone and gravel fill were used. As was done historically in the park, Dutra quarry stone was used for the project. The 8" rock was placed into the gabions by hand, the gravel fill and excavated dirt was placed by hand and excavator. The trail tread was restored to DPR standards, and all disturbed ground was brought back to original grade and covered with brush and other ground cover.

e. Addressing Vandalism

FOCC continued to partner with Marin County Bicycle Coalition to address illegal trails and prevention of bike related problems. Rehabilitation of damaged areas was periodically accomplished through the efforts of park staff, the Coalition and other volunteers. There is routine monitoring of the rehabilitation work and if it has been tampered with, volunteers quickly repair the area to discourage renewed use of those areas.

f. Bullhead Flat Bathroom Repairs

Seaside Construction repaired the Bullhead Flat bathroom that had extensive fire damage from a June 2017 fire. Seaside Construction also repaired the wood rot and repainted the doors at the bathroom buildings at Back Ranch Meadows, Weber Pt., Buckeye Pt., and the Upper Village. These repair projects were funded by an FOCC donor.

g. Village Improvements

FOCC volunteers worked to maintain and stabilize the Village's historic fishing equipment including the shrimp shaker, the shrimp cooking vat, and boat ways engine. FOCC volunteers also installed new roofing material on

one of the historic structures, and rebuilt five of the pier ladders. FOCC volunteers continued the restoration of the engine and hull of the historic fishing vessel St. Erina, intended for interpretive display and demonstration at the pier.

h. Removal of All CSP Property from China Camp

Due to the removal, in December 2017, of CSP Maintenance Worker Joe Falanga from China Camp, CSP took the action of repossessing all state-owned maintenance equipment, tools, hardware and related vehicles from the park. However, CSP did leave surplus shingles and wood that are used for China Camp Village upkeep.

i. Toyota Tacoma for Maintenance

FOCC purchased a 2006 Toyota Tacoma pickup truck to replace the state-owned pickup truck used by the CSP Maintenance Worker, who was transferred to another State Park.

j. New Picnic Tables at Bullhead Flat

A donor made a gift to FOCC for the purchase of three Belson round, concrete picnic tables for the three pads at Bullhead Flat. Per ADA regulations, one of the three tables is wheelchair accessible.

VI. Improved Web Site and Email Services

The website, [*www.friendsofchinacamp.org*](http://www.friendsofchinacamp.org), which was developed during the Save the Park Campaign, continued as a key bridge to visitors and supporters of the Park. It includes information on park amenities, fees, reservations, park programs, and in-depth natural and cultural history. Information regarding how community members may become involved as volunteers and supporters is emphasized. The website provided updates regarding current events and issues of importance to the park as well as access to FOCC annual operational reports and media coverage. Links to partners and areas of interest were provided.

FOCC currently uses Mail Chimp to notify our supporters of upcoming events. Quarterly electronic newsletters are an effective tool for keeping our supporters informed of new and ongoing activities. MailChimp is also being used on a monthly basis to remind our members to renew.

VII. Volunteer Services

Volunteers continued to be of extreme value to the park's operation, services, and maintenance.

FOCC continued to work with CSP in expanding the Volunteers in Parks Program in China Camp. VIPPs participated in the Trail Maintenance program, Natural History Docent program, in Ranger Station coverage, in expanded Foot and Bike Trail Patrol, Village Docent activities, and in invasive species removal.

During this past year, CSPF Park Champions workdays, which add much needed trail work and other projects, were held on a regular monthly basis. Bree Hardcastle and Bill Miller, both of CSP, offered us the option of expanding our invasive plant removal program. Bill Miller suggested including yellow star thistle and stinkwort. FOCC continued to host a Coastal Clean-up Day in China Camp Village and Earth Day restoration activities. Other FOCC volunteers are regularly involved in handling administrative duties, maintenance projects, in working groups and in the development and implementation of educational programs.

a. Park Champions Volunteer Workdays (CSPF Program)

Five FOCC volunteers, trained by CSPF as core leaders, continue as workday project leaders. In addition, twenty-eight volunteers participated in more than two of the monthly Park Champion workdays, sponsored and promoted by the California State Parks Foundation. These events were planned and implemented to address China Camp needs such as trail maintenance, erosion control and vegetation clearance, fence repairs, etc. Each workday brought in volunteers available to the stewardship of parklands and structures. In addition, work crews from corporations and other nonprofit organizations provided valuable trail and Village work.

The volunteer hours totaled just over 1,500 hours of actual trail work and about 200 hours of preparation, clean up and reporting. In addition to volunteers, FOCC park aides provided over 50 hours of help with the trail renovation.

b. Volunteers in Park Program (VIPP) Trail Maintenance Work

During the past year, in addition to CSPF Champion events, 36 China Camp Trail Maintenance VIPP's have led and/or participated in organized volunteer events and worked countless hours providing ad hoc trail maintenance work and invasive plant removal.

c. Board & Volunteer Development and Participation

In addition to monthly working meetings, members of the FOCC Board and/or key volunteers would occasionally participate in the annual Park Advocacy Day sponsored by the California State Parks Foundation, the annual California League of Park Associations (CALPA) conference, and in the Center for Volunteers and Nonprofit Leadership programs.

d. Back Ranch Guard Kiosk

The Back Ranch guard kiosk has been generally staffed Saturdays and Sundays from 9 AM to 5 PM with volunteer and park staff assistance. Staffing the guard kiosk was born out of an experiment conducted in early 2017, when FOCC volunteers staffed the kiosk on four successive Fridays to see whether there would be an associated transaction volume increase in the nearby pay station. In fact, there was.

e. Volunteer Promotional Video

To encourage volunteerism in China Camp, FOCC engaged a video maker to produce a video to promote volunteer opportunities in the park. The video may be viewed at: <https://www.youtube.com/watch?v=HoxUPhAxurM>

VIII. Print Media Coverage and Promotion

Primary communication with supporters and park visitors was realized through the FOCC website and through quarterly newsletters and e-blasts initiated during this FY. In addition, China Camp also appeared in the following print media:

Marin IJ

“Giving Marin” initiative

Free ad space sponsored by the Marin IJ on February 23, 2018.

Free ad space sponsored by Kaiser Permanente on July 13, 2018.

Bay Nature Magazine, Events Calendar, August 30, 2017

“Friends of China Camp Exec Director to Talk at GWC Meeting”

by Gallinas Watershed Council

Bay Nature Magazine, March 30, 2018

“The Most Visited State Park System in the Nation is Remaking Itself and Wants Your Buy-In”

by Alissa Greenberg

Bay Nature Magazine, May 24, 2018

On-line panel discussion with Martin Lowenstein of FOCC, Holly Martinez of the CSPF, and Alissa Greenberg of Bay Nature.

Bay Nature Magazine, Events Calendar, April 26, 2018
"Birding at China Camp" by Milton

San Francisco Chronicle, Travel Section, May 9, 2018
"Volunteers, nonprofits reviving some California state parks"
by Harriot Manley

Marin IJ, History Watch, June 12, 2018
"China Camp" (article & photo)

Marin IJ, Local News, February 12, 2018
"Year of the Dog"
by James Cacciatore

Inside Trail Racing, June 2, 2018
Promotion for "China Camp Trail Run" – Half Marathon, 10k, and 5k

Urban Coyote Racing, January 27, 2018
Promotion for "China Camp Challenge" – Half Marathon, 10k, and 5k

World Journal, February 12, 2018
Article in Chinese about FOCC-Rotary partnership
by Jet Liu

IX. Interpretive / Educational Programs

a. Natural History Center

The natural history display area at the Ranger Station was developed into the Natural History Center with enhanced interpretive displays and materials in 2012-2013. Staffed by a team of five volunteers, the center provides visitors with an opportunity to become acquainted with the wildlife and other natural features of the park. In addition, information regarding interpretive programs, trails, camping and other services have been provided.

b. Natural History Interpretive Programs

Docents. FOCC had four active natural history docents this past year. They have been involved in campfire programs and interpretive walks. FOCC plans to focus on volunteer recruitment and a revised docent training program in the coming year.

Village Talks. The monthly natural and cultural history lectures continued this year in the Village museum. They have been led by professional experts from around the region. The program has been very successful, with almost every lecture filling to capacity. Lectures this year included presenters from the Museum of the American Indian, NorCal Bats, the SF Bay National Estuarine Research Reserve, and the Essig Museum of Entomology. Most are family friendly but a few are targeted for adults and seniors.

Natural History Walks. Recently introduced, FOCC continued a series of weekly hikes and monthly moonlight hikes led by natural history docents this year. The moonlight hikes and natural history walks have been very popular and have an average of 25 participants.

Campfire Programs. From May through September, Natural History interpretive volunteers have provided between three and four campfire programs per month for campers at Back Ranch Meadows. The campfire programs included topics such as endangered salt marsh animals and habitat, evolution and Charles Darwin, bats, local reptiles, and specific animals (owls, coyotes, raccoons, wild turkeys) or animal interdependencies. FOCC has also offered an astronomy evening at the campground once a month, led by a local astronomer.

c. Ongoing Stewardship and Interpretive Partners

Marin Lighthouse for the Blind and Visually Impaired. FOCC partnered with MLBV to offer a tour of the China Camp Village Museum to a group with visual disabilities. A team of volunteer docents guided the group of 17 people through a tour that focused on hearing, touch, and smell.

NERR. FOCC's partnership with the National Estuarine Research Reserve continues to grow. Staff from NERR led natural history walks related to king tides, the salt marsh, sea level rise, and endangered species in China Camp.

d. Schools, Youth Organizations, and Seniors Tours

FOCC has provided an increasing number of natural and cultural history docent-guided field trips this past year for students from different grades, as well as for hiking and biking groups. This past year, docents provided tours for the following groups: local girl & boy scout groups, SF State credentialed teachers, Marin Lighthouse for the Blind and Visually Impaired, Expeditionary Learning, Naturalists at Large, Lou Sutton School, Trinity Baptist Church in Vacaville, UCSF retirees, MIT Alumni Association, Montessori School, and Marin Garden Club.

e. China Camp Village Museum

The museum, which is housed in one of the historic structures along the waterfront at China Camp Village, provided exhibits and interpretive displays about the history of the Village and the Chinese shrimping industry.

Six dedicated docents, one of whom speaks Mandarin and Cantonese, staffed the museum on weekends during the high season and gave tours by appointment for school groups, scout troops, senior citizens, and others. Several videos and CDs on China Camp and on San Francisco Bay were played for various groups according to their interests.

X. Special Events

a. Heritage Day 2017

Heritage Day, celebrated annually, primarily recognizes Chinese heritage in China Camp State Park. It was held this past year on August 26, 2017 in China Camp Village. There had been a two-year gap from the previous Heritage Day, since in 2016, FOCC celebrated the life of recently passed Frank Quan.

b. Annual FOCC Public Meeting

On October 21, 2017 at 10:30 AM in China Camp Village, FOCC held, per the Operating Agreement with CSP, its mandatory annual public meeting for the community. Several FOCC operational people presented updates on each facet of FOCC's operation – personnel, financial condition, trail policy and maintenance, interpretive programs, preservation efforts, and governance. There were approximately 15 people in attendance.

c. Coastal Cleanup Day

Coastal Cleanup Day was celebrated at CCSP. FOCC, along with local boy scouts, gathered over 120 pounds of trash. This was followed by a tour of the village.

d. Earth Day 2018

In April 2018, over 70 volunteers participated in Earth Day activities. Accomplishments included replacing 70 feet of split rail fence, installing 20 feet of new split rail, cleaning two bridges, splitting and bundling 55 firewood bundles, cleaning and clearing China Camp's corporation yard, clearing 200 invasive fennel plants, a Pyracantha and a gnarled Himalayan Blackberry. Earth Day was sponsored by the CSPF.

e. FOCC Volunteer Appreciation

FOCC hosted its 2nd annual Volunteer Appreciation Day at China Camp Village. About 40 volunteers attended. Andy's Local Market donated two lasagnas, and North Coast Brewing Company donated two cases of Acme Beer.

XI. Building Partnerships

FOCC continues to nurture and form alliances in support of park promotion, park operations and enhanced visitor experiences. These groups include cultural associations, educational institutions, conservation organizations, historical societies, community services groups, foundations, clubs, government agencies, and businesses.

Direct financial support was provided by:

- California State Parks Foundation

Services and in-kind gifts were donated to the operations of China Camp by:

- California State Parks
- The Harbormaster of the San Rafael Yacht Harbor
- QuarryHouse, a stone work business
- Marin Independent Journal
- Kaiser Permanente
- Giving Marin
- Marin Chinese Cultural Association
- SF Bay National Estuarine Research Reserve
- Paragon Machine Works
- Andy's Local Market
- Dutra Group's San Rafael Rock Quarry

Networking and Publicity for the park was provided by:

- Marin Conservation League
- Gallinas Watershed Council
- San Rafael Building Bridges
- Marin County Bicycle Coalition

North San Pedro Road through China Camp

Marin County Supervisor Damon Connolly convened a meeting of approximately 15 stakeholder agencies and organizations to begin a series of meetings, led by the SF Bay NERR, to discuss the future of the portion of North San Pedro Road through China Camp that becomes inundated with water during King Tides and storm runoff.

SF Bay NERR, an agency of NOAA, will apply for an initial grant of federal funds to research the possible future scenarios of Sea Level Rise at the marsh in China Camp and to brainstorm solutions with the larger stakeholder group.

Giving Marin – Free Ad Space in the Marin IJ

Debuting on January 1, 2018, Giving Marin is a movement fueled by a collection of the North Bay's most community-minded businesses and institutions. The businesses, one per profession, committed to underwrite marketing space for

varying nonprofits every month of 2018. In February 2018, FOCC received free ad space in an issue.

CSPF Major Donor Tour

During this past year, the California State Parks Foundation featured two parks for their major donors – Año Nuevo State Park and China Camp State Park. In April 2018, the CSPF brought approximately 40 major donors to China Camp for a cultural history tour of China Camp Village. One participant was so impressed that she directed the Thomas J. Long Foundation to make a substantial one-time gift to FOCC.

Elected Officials

FOCC continued to maintain close relationships with the elected officials who have China Camp State Park in their respective districts. FOCC provided operational updates to:

U.S. Congressman Jared Huffman
CA State Senator Mike McGuire
CA Assemblyman Marc Levine
Marin County Supervisor Damon Connolly

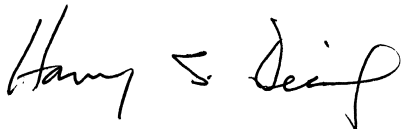
XII. Financial Status

The Friends of China Camp Income Statement for FY 2017-2018 operations of China Camp State Park are available here:



Friends+of+China
+Camp+Inc_Profit+

This Operations Report for FY 2017-2018 has been reviewed and approved by the Board of Friends of China Camp. Submitted: November 30, 2018

A handwritten signature in black ink that reads "Steve Deering".

Steve Deering, Chairman
email: hsdeering@gmail.com
phone: (415) 847-6652



Friends of China Camp Inc
Profit and Loss
 July 2017 - June 2018

	Total
Income	
Bank Adjustment (deleted)	0.00
Donations	210,745.20
Amazon Smile	52.50
Donations-Other	7,631.13
Frank Quan Fund Donation	150.00
Guided Hike Donations	20.00
Heritage Day Donations	256.00
Heritage Day Art Donation	185.00
Total Heritage Day Donations	\$ 441.00
Museum-Donations	1,542.15
Lecture Donations	145.00
Museum-Other Donations	45.00
Total Museum-Donations	\$ 1,732.15
Olmstead Bucket	15,049.93
Preservation Project	3,075.00
Total Donations	\$ 238,896.91
Heritage Day Parking	109.00
Membership Dues	605.00
Full Membership	12,881.00
Trail Membership	10,940.00
Total Membership Dues	\$ 24,426.00
Merchandise Sales	25.00
Cafe Sales	35.00
Heritage Day Sales	574.00
Merchandise Sales-Other	252.00
Museum Sales	359.00
FOCC Merchandise Sales	195.00
Total Museum Sales	\$ 554.00
Museum Sales (Cafe)	2,652.00
Wood Money	12,283.17
WOOD (BR PS)	252.00
Total Wood Money	\$ 12,535.17
Total Merchandise Sales	\$ 16,627.17
Park Revenue	0.00
Park Reservation Fees	
Commercial Film/Photo Shoot Location Fees	4,000.00
Group Campsite Reservation	350.00
Group/Event Trail Usage Fees	27,160.50
Miwok Meadows	800.00
Reserve America Reservations	

Buckeye Point	1,200.00
Group Campsite	8,355.50
Individual Campsites	27,337.00
Weber Point	675.00
Total Reserve America Reservations	\$ 37,567.50
Reserve California	
Reserve California Day Use	4,950.00
Reserve California Group Campsite	6,847.54
Reserve California Individual Campsites	118,889.96
Total Reserve California	\$ 130,687.50
Total Park Reservation Fees	\$ 200,565.50
Park Usage Fees	402.03
Annual Passes	
Annual Family Hike/Run Pass	40.00
Annual Parking Pass	776.00
Annual Trail Usage Pass	70.00
Total Annual Passes	\$ 886.00
Campground Showers	3,134.37
Iron Rangers	
Buckeye Point IR	928.42
Bullhead Flat IR	2,041.00
Campground IR	
Campground IR-Camping	14,556.00
Campground IR-Hike & Bike	985.00
Campground IR-Vehicles	5,034.11
Total Campground IR	\$ 20,575.11
Enroute Parking IR-Camping	1,410.00
Enroute Parking IR-Day Use	2,620.96
Lower Village IR-1	8,799.56
Miwok Meadows IR	2,266.55
TurtleBack Hill IR	1,410.76
Upper Village IR	4,847.10
Upper Village IR-2	2,241.26
Weber Point IR	1,247.75
Total Iron Rangers	\$ 48,388.47
Pay Stations	
Back Ranch Kiosk PS	
BR PS Annual Parking Pass	720.00
BR PS Annual Trail Usage Pass	2,870.00
BR PS Campground	14,220.00
BR PS Parking	10,417.00
BR PS Trail Usage	25,252.00
BR PS-Other	16.00
Total Back Ranch Kiosk PS	\$ 53,495.00
Lower Village PS	
LV PS Annual Parking Pass	780.00
LV PS Day Use Parking	10,447.00

LV PS Trail Usage		97.00
Total Lower Village PS	\$	11,324.00
Pay Station Test		104.00
Shoreline PS		
SL Annual Parking Pass		120.00
SL Day Use Parking		1,077.00
SL PS Annual Trail Usage Pass		825.00
SL PS Trail Usage		2,879.00
Total Shoreline PS	\$	4,901.00
Upper Village PS		
UV PS Annual Parking Pass		540.00
UV PS Annual Trail Usage Pass		175.00
UV PS Day Use Parking		25,729.00
UV PS Trail Usage		1,267.00
Total Upper Village PS	\$	27,711.00
Total Pay Stations	\$	97,535.00
Total Park Usage Fees	\$	150,345.87
Total Park Revenue	\$	350,911.37
Total Income	\$	630,970.45
Cost of Goods Sold		
Cost of Goods Sold		59.51
Cost of Goods-Sales Tax (Non-Wood Sales)		592.22
Non-Interpretive Materials		757.14
Firewood-COGS		4,931.70
Sales Tax-Firewood Sales		3,319.49
Total Non-Interpretive Materials	\$	9,008.33
Total Cost of Goods Sold	\$	9,660.06
FOCC Merchandise		
Mugs		676.00
Total FOCC Merchandise	\$	676.00
Total Cost of Goods Sold	\$	10,336.06
Gross Profit	\$	620,634.39
Expenses		
Fundraising Expenses		2,343.46
Fundraising Events		318.02
MCCA New Year Dinner		620.00
Total Fundraising Events	\$	938.02
Outreach Expense		70.98
Cafe Products		5,313.56
Cell Phone-Outreach		1,006.20
Tablet		18.99
Total Cell Phone-Outreach	\$	1,025.19
Donor Outreach		51.30
Donor Outreach Neon-Z2 Database		1,830.00
Total Donor Outreach	\$	1,881.30
Filming/Photography		1,495.00
Other- Outreach		1,059.46

Postage-Outreach		50.00
Printing-Outreach		269.00
Website Expenses-Outreach		35.15
Total Outreach Expense	\$	11,199.64
Total Fundraising Expenses	\$	14,481.12
Gifts Given		100.00
Management & General Expenses		
Administrative Expenses-Management & General		125.00
Administrative Fees-MSPA		212.50
Bank Charge-Mgmt. & General		136.21
Check Printing Charge		61.00
Total Bank Charge-Mgmt. & General	\$	197.21
Computer Supplies-Mgmt. & General		15.00
Depreciation Expense-Management & General		13,732.36
Entertainment-Management & General		155.61
Insurance-Management & General		
Directors and Officers Insurance		729.00
FOCC Vehicle Insurance		763.02
Liability Insurance		2,668.67
Total Insurance-Management & General	\$	4,160.69
Meeting Expenses-Management & General		84.79
Membership Expenses-Management & General		
PayPal Fees-Membership		673.56
Postage-Membership		98.00
Total Membership Expenses-Management & General	\$	771.56
Postage-Mgmt. & General		206.15
Professional Fees-Mgmt. & General		5,040.50
Accounting		3,885.00
Executive Director		18,000.00
Legal		750.00
Program Director		16,000.00
Total Professional Fees-Mgmt. & General	\$	43,675.50
Quick Books Online-Management & General		554.18
Square Fees-Mgmt. & General		602.38
Tax		
Attorney General Filing Fee		0.00
Franchise Tax Board Filing Fee		10.00
Sales Tax		-1,474.00
Secretary of State Filing Fee		20.00
Total Tax	-\$	1,444.00
Website Expenses-Mgmt. & General		1,128.48
MailChimp Monthly Plan		600.00
WP Maintenance/Hosting		390.33
Total Website Expenses-Mgmt. & General	\$	2,118.81
Total Management & General Expenses	\$	65,167.74
Park Operations Expenses		27.27
Annual Pass Expenses-Park Operations		41.11

Annual Pass Expenses-Other-Park Operations		3,075.40
Annual Pass Postage-Park Operations		346.00
Total Annual Pass Expenses-Park Operations	\$	3,462.51
Cafe Operations		771.00
Campground Improvements-Park Operations		256.78
Campground Internet		1,250.00
Total Campground Improvements-Park Operations	\$	1,506.78
Day Use Area Improvements-Park Operations		1,875.55
DPR Expense-Park Ops.		236,259.09
Education/Interpretive Programs-Park Operations		
Heritage Day Expenses-Park Operations		
Heritage Day Expenses		1,965.51
Heritage Day Supplies		70.40
Marin Chinese Cultural Associat		350.00
Total Heritage Day Expenses-Park Operations	\$	2,385.91
Interpretive Programs-Park Operations		55.06
Cultural History Expenses		
Museum Expenses		285.10
Total Cultural History Expenses	\$	285.10
Interpretive Programs-Other		300.00
Natural History		
Campfire Program		42.51
Natural History Speaker Series		255.00
Natural History-Other		25.82
Other Miscellaneous Service Cost		107.66
Total Natural History	\$	430.99
Total Interpretive Programs-Park Operations	\$	1,071.15
Interpretive/Educational Materials		320.00
Total Education/Interpretive Programs-Park Operations	\$	3,777.06
Fuel Tank		1,317.89
Fuel Tank Refilling		3,424.01
Total Fuel Tank	\$	4,741.90
Maintenance Service-Park Ops.		1,786.92
Housekeeping Services		30,000.00
Repair & Maintenance-Bullhead Flat		93,890.16
Total Maintenance Service-Park Ops.	\$	125,677.08
Maintenance Supplies/Equipment-Park Ops.		10,552.68
Housekeeping Supplies/Material		4,857.12
Trail Maintenance/Restoration		65,475.66
Total Maintenance Supplies/Equipment-Park Ops.	\$	80,885.46
MMWD Water		
Biscayne Meter		
Biscayne Meter Charges & Fees		848.36
Biscayne Tier 1		6,868.22
Biscayne Tier 2		3,969.99
Biscayne Tier 3		764.22
Total Biscayne Meter	\$	12,450.79

North San Pedro Rd Meter	
North San Pedro Rd Meter Charges & Fees	819.20
North San Pedro Rd Tier 1	879.90
North San Pedro Rd Tier 2	1,290.80
North San Pedro Rd Tier 3	1,219.50
Total North San Pedro Rd Meter	\$ 4,209.40
Total MMWD Water	\$ 16,660.19
Office Supplies-Park Ops.	1,699.26
Park Champions Program-Park Ops.	936.21
Park Vehicle Purchase (deleted)	0.00
Park Website-Park Ops.	115.34
Pay Station Expenses	
Annual Pass Fee	480.00
CCU Serve Hosting Fee	2,160.00
Digital Cellular Carrier Fee	2,160.00
PayPoint Equipment/Material-Park Ops.	364.38
VenDirect Transaction Fee	505.95
VenVue Credential Subscription	495.00
Total Pay Station Expenses	\$ 6,165.33
Pay Station Merchant Fees-Park Ops.	
BR PS Merchant Fee	2,841.35
LV PS Merchant Fees	734.09
Pay Station Merchant Fees-Other	43.88
SL PS Merchant Fees	582.74
UV PS Merchant Fees	1,363.32
Total Pay Station Merchant Fees-Park Ops.	\$ 5,565.38
PG&E	
PG & E Deposit	0.00
PG&E Commercial	
Back Ranch CG((5062)	5,833.24
Bullhead Restroom(5712)	1,145.71
Cafe Meter(5670)	925.48
China Camp Point(5953)	464.65
China Camp Village(5713)	615.84
Maintenance Shop(5076)	536.88
Ranger Station(5365)	1,803.69
Village #4 Meter(5337)	163.68
Total PG&E Commercial	\$ 11,489.17
PG&E Residential	
ChinaCampDorm(1925)	43.53
Village #2B Meter	139.31
Village #A3 Meter	412.35
Total PG&E Residential	\$ 595.19
Total PG&E	\$ 12,084.36
Porta-Jons-Park Ops.	4,835.75
Propane (Campground)-Park Ops.	
Propane (Campground)Fuel Refill	2,157.03

Total Propane (Campground)-Park Ops.	\$	2,157.03
Ranger Station Internet		2,875.00
Ranger Station Telephones		3,315.75
Sanitation Services		17,352.50
Security Equipment		
Wildlife Camera Fee		109.89
Total Security Equipment	\$	109.89
Security Service		250.00
Sewer Service		8,176.08
Signage-Park Ops.		538.55
Tree Service-Park Ops.		5,820.00
Vehicle Service/Parts-Park Ops.		2,134.92
Village Repair/Supplies-Park Ops.		610.83
Historic Boat Expenses-Park Ops.		897.89
Village Garden		172.44
Total Village Repair/Supplies-Park Ops.	\$	1,681.16
Wages & Salary		
Employer Taxes		9,843.81
Wages 8810		45,250.00
Wages 9410		19,260.00
Wages 9420		26,682.55
Workers Comp & BBSI Fees		4,981.53
Total Wages & Salary	\$	106,017.89
Total Park Operations Expenses	\$	657,474.29
Pay Station Tests		159.00
PayPal Fees-Park Ops.		850.15
Photocopy expenses-Park Ops.		70.38
Postage-Park Ops.		101.24
Program Services Expense		319.94
General Support Expenses		
Travel		
Auto		218.00
Fuel		513.94
Insurance		272.52
Service		403.23
Total Auto	\$	1,407.69
Total Travel	\$	1,407.69
Volunteer Supplies-Park Ops.		2,101.61
Total General Support Expenses	\$	3,509.30
Total Program Services Expense	\$	3,829.24
Total Expenses	\$	742,233.16
Net Operating Income	-\$	121,598.77
Other Income		
Interest Income		384.06
Invest Inc		196.91
Prior Year Adjustment		185.00
Total Other Income	\$	765.97

Other Expenses

Gain/Loss on Sale of Stock		527.66
Prior Year Expense		192,778.00
Reconciliation Discrepancies		-0.60
Suspense Account		0.00
Total Other Expenses	\$	193,305.06
Net Other Income	-\$	192,539.09
Net Income	-\$	314,137.86

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