

## REPORT ON CAMP LETTS

INTRODUCTION The 1982 Getaway was held at a new site -- YMCA Camp Letts in Edgewater, Maryland. Unlike previous Getaways, all meals (except Friday's pot luck dinner) were provided by the Camp. During and after the Getaway, attendees voiced a definite preference for preparing our own meals.

At the October 1982 FSGW Board meeting, the Board delegated to the previous Getaway Committee authority to investigate the options available concerning food, charge per participant, etc. Dolores Nichols, as previous Getaway Co-Chair, then designated an ad hoc committee to carry out this task. The committee consisted of Rick Balzhiser, Ann Balzhiser, and Gail McHenry.

This report summarizes the findings of the committee, presents various options concerning the charge per participant, provides recommendations for Board action, and highlights other information pertaining to food preparation.

FOOD PREPARATION On January 15, 1983 the committee met with Pat Butcher, YMCA Camp Director. Pat indicated that he had not talked directly with the Camp Manager but did check out the food preparation issue with the Camp's insurance carrier.

Pat offered to allow FSGW to be responsible for all food-related functions (menu development, food ordering, meal preparation, serving, and cleanup). The only stipulation is that there must be one member of the Camp staff in the kitchen during the weekend. We do not believe that this will present any problems since we probably would need a staff person around for help in a kitchen that is new to us. (In fact, since we have always had the assistance of two cooks at Prince William Forest Park, we may want to have two staff people assisting.) Since the kitchen staff (three people) will all be on the payroll during the weekend, it may be possible to use these folks in different areas.

COST The Camp has raised the cost to \$32/person (last year it was \$28/person). This cost includes six meals and two overnights (Friday and Saturday). If we decide to assume responsibility for the meals, we will have a price break of between 20 - 25% off. Pat indicated that if we agree to feed his staff that weekend (20-25 folks) that we could have 25% off the rates. The computations are provided below.



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Camp cost per person	\$32.00
Less 25% discount	<u>- 8.00</u>
Camp cost per person (adjusted)	\$24.00
Food estimate (adjusted for 2 year's inflation)	+13.70*
Miscellaneous expenses (crafts, signs, etc.)	<u>+ .62*</u>
<b>ESTIMATED <u>COST</u> PER PERSON</b>	<b>\$38.32</b>

*from '80 to '81 reports + 7% increase  
no cost for cooks - use  
their people*

\* Costs based on Getaway Report for 1980 data and Treasurer for 1981 data.

NOTE: The arrangement with Camp Letts is for two overnights. The Camp allowed the few people who stayed over Sunday last year to do so without extra cost because they were the cleanup crew. However, the Camp normally charges \$6 per person to stay the extra night. If there are a number of non-cleanup folks staying over, they could be charged.

OTHER COST ALTERNATIVES In setting the rates for future Getaways, the following alternatives should be considered.

Margin of Profit. The Getaway usually clears about \$1,500 and is a major money-making event of FSGW. The \$38.32 estimated cost per person for the next Getaway does not allow for any profit. Should we raise the rates higher to provide for profit? If so, how much?

Cost for Children. Using the figure above (\$38.32), there is an even greater disparity between the cost per person and the rates charged for children last year (\$18.00). Should we subsidize children again this year? If so, how much? Should the age range for children be redefined, for example 2 to 12 years, rather than 2 to 14 years? (This would not contribute a great amount of extra money.)

Increase Rates for Non-Members. Since we have a bigger Camp, we can accommodate up to 300 folks; consideration should be given to charging a higher rate for folks who are not members of FSGW.



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Charge (or Increase) Fees for Other Than Weekenders. Thought should be given to increasing the charge to Day Registrants, campers, and charging a fee to folks who moor their boats at the Camp (not many folks last year).

Additional Services to Offer Weekenders. If we do decide to raise the rates considerably, it would be beneficial to develop additional services and to play up the facilities at the Camp -- water, free canoes, horses and sailboat rentals, playing fields, swimming pool, etc. If we can reach an agreement with the Camp concerning the use of their kitchen staff, we may be able to provide some "child tending" sessions where the children can play outdoors, sit in workshops, etc. under the watchful eye of a Camp staffer. (In fact, Pat was intrigued with the suggestion that we use some of the Camp staff for children's sports-related activities.) The committee believes the Camp will be amenable to our using some of the staff for about 4 hours/day in 2-hour increments. However, this prospect needs to be further developed and formalized with the Camp. This and other services should be considered to counteract possible negative reaction to the rate increase.

RECOMMENDED ACTION The committee recommends we accept the Camp's offer to allow us to be responsible for the food during the Getaway. The FSGW Board should decide the following issues for the next Getaway:

a. Should we accept the Camp's offer to allow FSGW to be responsible for all meals? Whatever the Board decides, a letter should be sent to Pat confirming the arrangements; this is especially important since he will not be the Camp Director when we have our next Getaway.

b. What should the new rates be for adults and children?

The committee feels at this point we may want to continue subsidizing children for next year and gradually close the gap in the future. We calculated the minimum rate to charge for adults and children, assuming no profits (see below). The base figure used is \$38.32 per person, as computed on page 2 of this report. These figures include income only from Weekenders; they do not include estimates for income from Day Registrants and campers.



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Children	\$28.00	(\$18.00 last year)
Adults	\$41.00*	(\$33.00 last year)

\* The cost for adults was rounded.

The FSGW Board should decide what the charges should be for the next Getaway. The committee would be willing to develop a specific cost proposal if the Board could provide guidance on the issues raised in this report.

### OTHER INFORMATION

Pat Butcher probably will not be the Camp Director when we have our next Getaway; he plans to go back to school in the fall.

The Camp would allow us to order food through the Camp and would take delivery of food, if so desired.

The Camp would be amenable to sharing cooking responsibility with us.

The Camp is in the process of renovating the kitchen. They do not know now how much renovation they will be able to accomplish. But we can use one stand-up refrigerator and one chest freezer (or part of a walk-in freezer, if they get one).

CLOSING The Committee felt that Pat Butcher was very cordial in our negotiations with him. Pat and the Camp staff are very favorably impressed with FSGW. (They said the Camp was in great shape after the Getaway.)