

REVENUE DEVELOPMENT AND MANAGEMENT \$CHOOL

March 13-18, 2011

The oldest and most
respected professional
development school for parks
and recreation professionals

Hosted by The National Training Center for Facility Managers at Oglebay Resort & Conference Center

Year One Topics Include:

- Budgeting for the Bottom Line
- Contract Services Management
- Pricing for Cost Recovery
- Creative Revenue Development
- Sponsorships
- Partnerships
- Financial Operations & Ethics

Year Two Topics Include:

- Business Plans for Successful Projects
- Managing for Efficiencies
- Data Management & Technology
- Economic Development Strategies
- Strategic Planning
- Media & Public Relations
- Creating Value through Innovation

Visit www.revenueschool.org
for a complete list of year
one and year two topics

What past graduates are saying...

“ Revenue Development and Management school provided a comprehensive overview of all aspects in the parks and recreation business which affect revenue. It provided great networking opportunities with other municipalities, and many valuable tools to take back to your own municipality and apply. ”

Jillian Fleming

City of Waterloo
Waterloo, Ontario, Canada

“ The Revenue Development & Management School was definitely the best school I have been to in my professional career... an incredible opportunity to learn and grow professionally as well as to meet and network with professionals at a national level. ”

Laura Marquardt, CPRP

Community Center Manager
Wheaton Park District, Wheaton, Illinois

Board of Regents & Staff

Regents

Mary Henderson, Chair, CPRP

Director of Cary Park & Recreation, Cary, NC

Mary Beth Thaman, CPRP – Past Chair

Director of Parks & Recreation & Cultural Arts, City of Kettering, Kettering, OH

Michael Kalvort, CPRP – Chair-elect

Deputy Director/Operations Manager, Cape Coral Parks & Recreation, Cape Coral, FL

Cindy Curtis, CPRP

Director of Parks & Recreation of Virginia Beach, Virginia Beach, VA

Dr. Phil Rea, CPRP

Parks, Recreation & Tourism Management, NC State University, Raleigh, NC

Jan Buchs, Executive Director, Wheeling

Park District, Wheeling, Illinois

William Clevenger, Executive Director,

Decatur Park District, Decatur, Illinois

Paul Gilbert, Executive Director, Northern

Virginia Regional Park Authority, Fairfax Station, Virginia

Tom O'Rourke, CPRP

Executive Director, Charleston County Park and Recreation Commission, Charleston, South Carolina

Melanie Scoggins, NRPA Liaison

Ashburn, Virginia

Externs

Keith Jenkins

Athletic Facility Supervisor, Cary Park & Recreation, Cary, NC

Oglebay National Training Center Staff

Rico Coville, Liaison, Oglebay Resort & Conference Center, Wheeling, WV

Michelle Rice, Manager, Oglebay National Training Center, Wheeling, WV

For more information call 304-243-4126 or visit us on the web at www.revenueschool.org

Title Sponsor:



NC STATE UNIVERSITY



Resort & Conference Center
www.oglebay-resort.com/schools
ntc@oglebay-resort.com

REVENUE DEVELOPMENT AND MANAGEMENT SCHOOL Registration Form

Mail or fax completed form to: The National Training Center for Public Facility Managers at Oglebay
465 Lodge Drive, Route 88 North
Wheeling, WV 26003

Phone: 800-624-6988, Ext. 4126 From Canada: 800-633-9975, Ext. 4126 Fax: 304-243-4106

Visit us on the web at www.revenueschool.org or view our Facebook page!

Please type or print name exactly as you wish it to appear on certificate Date of Application _____

Name _____ Title _____

Name (as you wish it to appear on your name badge) _____

Company/Agency _____

Mailing Address _____

City _____ State _____ Zip/Postal Code _____

Phone _____ Fax _____

Email _____

Will you be attending as: 1st year 2nd year

What is your arrival date? _____ Departure Date? _____

What type of room will you need? Single Occupancy Standard Double Occupancy Single Occupancy Premium

What is your gender? Male Female

Would you like a roommate? No Yes If yes, name of roommate _____

Do you require special accommodations? Yes No

Do you require a special diet? Yes No (You will be contacted regarding your special requests.)

Population of the area you serve? 9,999 10,000-24,999 25,000-49,000 50,000-99,999 100,000-249,000 250,000+

Package Prices

Through 1/15/11

After 1/15/11

Tuition	\$ 599.00	Tuition	\$ 649.00
Room & Board (Single Premium)	\$ 903.30	Room & Board (Single Premium)	\$ 903.30
(Single Standard)	\$ 735.30	(Single Standard)	\$ 735.30
(Double)	\$ 578.50	(Double)	\$ 578.50
TOTALS		TOTALS	
<input type="checkbox"/> (Single Premium)	\$1,502.80	<input type="checkbox"/> (Single Premium)	\$1,552.30
<input type="checkbox"/> (Single Standard)	\$1,334.30	<input type="checkbox"/> (Single Standard)	\$1,384.30
<input type="checkbox"/> (Double)	\$1,177.50	<input type="checkbox"/> (Double)	\$1,227.50

Package Includes:

5 nights lodging
Breakfast and lunch
Monday through Thursday
Sunday evening reception/dinner
Thursday evening graduation
banquet dinner
5 beverage tickets
Friday continental breakfast

Also included is the cost of all classes, monographs, study materials and coffee breaks.

Room & Board package includes WV taxes.

Many amenities included!

Early arrival on Saturday available.

Additional costs: Standard: \$126.57, Premium: \$160.16. Price does not include meals.

Group Rates: Plan on sending a team! Register three or more individuals from the same agency or organization and save \$25 per person. Contact the National Training Center at Oglebay for more information.

Continuing Education Units: Attendance is required for all scheduled class sessions and activities to receive continuing education units. Students may receive 2 CEUs pending final schedule. Forms will be provided and cost is included in tuition.

Method of Payment*:

(check one)

- Check
 Purchase Order
 Credit Card

*Please make payment in US\$

Credit Card or Purchase Order #: _____

Exp Date: _____ CVN: _____

* A check, purchase order or credit card for the full package must accompany this form in order to complete enrollment. If using credit card or PO, the number is required with the registration form. When paying with credit card, the full package amount will be charged to your card upon receipt of the registration. Upon receiving this form, you will receive confirmation from Oglebay regarding your rooming arrangement.