

REVENUE DEVELOPMENT AND MANAGEMENT \$CHOOL

March 11-16, 2012

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
- Contract Services Management
- Pricing for Cost Recovery
- Creative Revenue Development
- Sponsorships/Partnerships
- Quality Management Services
- Professional Ethics

Year Two Topics Include:

- Business Plans for Successful Projects
- Techniques for Financial Stability
- Economic Development Strategies
- Strategic Planning
- Media & Public Relations
- Creating Value through Innovation
- Public/Private Partnership

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 and Management School provides the opportunity for professionals in the field to enhance their skills and share current (real life) issues with each other in an effort to improve parks & recreation operations throughout the country. ”

Carolyn Angiollillo
Manatee County Parks & Recreation Dept
Bradenton, FL

Board of Regents & Staff Regents

Michael Kalvort, CPRE – Chair
Director, Virginia Beach Parks & Recreation
Virginia Beach, VA

Paul Gilbert - Chair-elect
Executive Director, Northern Virginia Regional
Park Authority, Fairfax Station, Virginia

Mary Henderson, Past Chair
Former Director, Cary Parks & Recreation,
Cary, NC

Mary Beth Thaman, CPRP
Director of Parks & Recreation & Cultural
Arts, City of Kettering, Kettering, OH

Cindy Curtis, CPRP
City Manager
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

Tom O'Rourke, CPRP
Executive Director, Charleston County
Park and Recreation Commission
Charleston, South Carolina

NRPA Staff

Jessica Lytle, NRPA Liaison
Ashburn, Virginia

Externs

Amanda Smith, Recreation Programs
Manager, Roanoke, VA

Martasha Brown, Operations Manager,
Aquatics, Rockford Park District,
Rockford, IL

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

NC STATE UNIVERSITY



National Recreation
and Park Association

Oglebay

Resort & Conference Center

www.oglebay-resort.com/schools • ntc@oglebay-resort.com

REVENUE DEVELOPMENT AND MANAGEMENT SCHOOL

March 11-16, 2012

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
email: ntc@oglebay-resort.com

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.)

* In order to request a double room you must provide the name of your roommate. Roommates are not randomly assigned.

Package Prices

Through 11/15/11		After 11/15/11	
Tuition	\$ 624.00	Tuition	\$ 674.00
Room & Board (Single Premium)	\$ 1,003.10	Room & Board (Single Premium)	\$ 1,003.10
(Single Standard)	\$ 818.30	(Single Standard)	\$ 818.30
(Double)	\$ 650.30	(Double)	\$ 650.30
TOTALS		TOTALS	
<input type="checkbox"/> (Single Premium)	\$ 1,627.10	<input type="checkbox"/> (Single Premium)	\$ 1,677.10
<input type="checkbox"/> (Single Standard)	\$ 1,442.30	<input type="checkbox"/> (Single Standard)	\$ 1,492.30
<input type="checkbox"/> (Double)	\$ 1,274.30	<input type="checkbox"/> (Double)	\$ 1,324.30

Early arrival on Saturday available.

Additional costs: Standard: \$126.56, Premium: \$160.16. Price includes sales tax but does not include meals.

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!

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*:

(Please select one)

Check (Please make checks payable to "Wheeling Park Commission")

Purchase Order

Credit Card

*Please make payment in US\$

Name on Credit Card: _____

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.