



Dear Families,

**An Open Letter from Kevin Kung**

As many of you know, our tuition has been steadily increasing summer after summer as a direct result of the increase in minimum wage. This summer, we will be facing the biggest increase in labor cost we have seen in the past 6 years. This year's increase represents an 18% increase in our labor expense.

Kuei Luck Summer Camp has never believed in differentiating our camp based off on price. We believe that providing campers a safe and quality program is the only way. As with every summer, we try to add something new to the program. This year is not different. We do not want to reduce service or put-off projects and activities planned for our campers. This summer you will see an increase in the tuition for camp.

We did not increase tuition proportionally to the increase in labor cost. What we did do, after a result of looking at our expenses, is cut print advertising. We will no longer advertise in the newspaper anymore. This was one of our largest expense and we decided that we rather pass this savings on to our families directly. As such, this year, we have drastically increase our referral fee. If you refer a new student to camp, we will offer you a \$50 discount. Also, we will no longer offer group discounts. The administrative task of maintaining groups was burdensome and required unnecessary work. As such, by no longer offer group discount, we will save on the need for additional administrative support.

We are also offering a loyalty discount. For each year your child has been at camp, you will receive a \$10 dollar discount.

We hope that families understand our reasons for increasing our tuition and continue to trust us as their child's camp. We will continue to provide high quality programming without compromising our quality.

Kevin Kung

Kuei Luck Enrichment Center



亲爱的各家庭：

### 来自 Kevin Kung 的公开信

正如您所知，因最低工资标准的提高，快乐夏令营每年的学费都在逐步提高。而今年，我们将面临六年来人工成本的最高增幅，人工支出将增加 18%。

快乐夏令营致力于为孩子们提供安全高质的课程和活动，而不是通过低价竞争吸引家长。过去的每一个夏天，我们都为夏令营增添新的趣味。今年也不例外。我们不会因为人工成本的升高而降低服务质量和活动项目。

今年学费的增幅会低于人工成本的增长。为了做到这一点，我们认真研究了各项成本预算并作出相应调整。首先，我们消减了广告方面的支出。今年我们不再在报纸上刊登广告，而是将这部分预算回馈给快乐的新老顾客。今年，我们提高了推荐新生的奖金。每推荐一名新生，您将获得\$50的折扣。同时，快乐夏令营的旧生，就以前参加夏令营的每一年份可获得\$10的折扣。其次，考虑到团体折扣需要更多人手和增加不必要的工作，今年不再提供团体折扣。因此节省下来的人工费用将用于夏令营必需的行政辅助工作。

在此，希望您能理解提高学费的原因，并相信快乐夏令营在努力控制成本，同时会保证课程和活动的一贯质量，给孩子们的一个充满趣味和快乐的夏天。

Kevin Kung