

Minutes

CBA Board Meeting
January 15, 2013
Teleconference

Board members

1. Lowell Chaput *
2. Dennis Dusek *
3. Lisa Guthrie*
4. Herb Upham *
5. Alan Drew *
6. Lance Jensen*
7. Robert Jensen *
8. Mario Baggiolini *
9. John McLellan
10. Monica Coyne
11. Tom Owens *
12. Georg O' Gorman

*Indicates present

Board members not attending:

John McLellan
Monica Coyne
Georg O'Gorman

All three lost to technical difficulties in establishing meeting ...
apologies ... Herb Upham

AGENDA

1. Attendance – Herb Upham
 - a. Roll: Board Members (9) Guests (1)
2. Approval of Agenda – Herb Upham
3. Approval of Minutes – Herb Upham
 - a. By e-mail 10/24/2012 ... posted on web site
4. Treasurer's Report – Tom Owens
 1. To summarize, the cash flow for the third fiscal quarter of the 2012-2013 year we received \$14,984.87 in income from dues and event income and \$25,738.13 in total expenses. This amounted to a loss of \$10,753.26. This loss figure is the typical slow fiscal period loss. We had some good income from Oktoberfest but had two magazine printings this quarter. Last year during this quarter we were at a fiscal deficit of -\$17,268.43 and this year we are sitting at -\$1,197.37. If we look at the overall picture we are looking real good as we are over \$106,000 in

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Herb Upham

income and we still have the major part of Dues and Spring Conference fees to look forward to. We could hit the \$150K in income this year.

2. The equipment inventory is still is complete and education might have some further discussion on that.

ACTION Tom to send Herb the desired process ...

3. I am preparing letters to be mailed out this month for the donations that were given during Spring Conference and Oktoberfest. As much as we try to keep things in order during the auction and the IIH some names get left off of the receipt. I don't have all of the purchasers and some of the donators were not written in well. If we work a little harder to have people fill out a form (or tag) then we can give them the full qualified charity amount for tax purposes. But, I know the auction and IIH are a whirlwind event.
4. Lowell, I still need to get the CD changed. I just have been too busy but it is in a safe place and drawing a little interest.

ACTION: Add ytd actual compared to ytd actual in the prior year presented- in addition to the ytd vs annual that is presented

Thomas J. Owens

Treasurer

5. Vice President's report

See Education report ...

Mostly dedicated to SC and Education ... created budget drafts for upcoming events ...

Committee Reports:

1. Spring Conference – Dennis

Site, food, daily lunches, contests, demonstrators budget, web page, new poster, power hammers, are already set ... reg form (in process) and Arts Council, vendors, gallery staff are still in process ... Operating teams are being defined this coming weekend.

First Aid, Ed tent and white boards are needed from Fritz's

2. Membership - Lance Jensen

883 members as of 1/15/13

Committee member: Lance Jensen

An email was sent to all members, with email addresses on the current roster, concerning the Grill class.

Nothing else to report.

Lance Jensen Membership committee Chairperson

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3. Publication – No report, no committee

4. Promotions – Bob Jensen

Lit is proposed to be print on demand ... **ACTION Bob to report to Lowell this week**

5. Magazine - Mike Mumford

1. . **General:** My general comments are mostly same a last time:
going pretty well; I feel like we've had a good year for the magazine
received lots of photos but articles are hard to get
trying to keep schedule on track to get to average member on 1st
team working well

2. **Operations:**

I appreciate everyone's cooperation. Things are mostly going well, BUT: we still need more home-grown articles.

I've had poor response from our members who received their instructor's certificates. Again, I will ask Education leaders to remind instructor certificate candidates that we want to get the info from their instructor demonstration in order to create magazine articles from those demos.

The new mailing service seems to be working well, and is slightly less expensive.

3. **Statistics**

Average number printed in May 2012 thru Jan 2013: 840
Max number printed (Jan-Feb 2013): 912

4. **Web**

Sent Lisa the electronic copies for posting, up thru mid-2012.

5. **Article reprints**

We had 11 articles reprinted during 2012. So far in 2013, we have had an additional 2 articles reprinted.

6. **Editor exchange**

This is how I find candidate articles from other newsletters. I am continuing to slowly convert to pdfs, sent electronically

7. **Magazine Content**

7a. **Instructor articles**

Almost ZERO response to an email to all of the newly-awarded instructors (given out at Spring Conference) requesting help creating an article based on their instructor demo

these are a rich source of articles: please keep me informed of upcoming instructor qualification demos
zero response to about a dozen telephone calls on the same subject

7b. **My challenge to the board continues: help me find articles!**

this doesn't mean you have to write: help me find writers/articles
please respond with a tip for "I thought everybody already knew this"
do you know of a special demo, event, etc: let me know so that we can make arrangements to cover

7c. we **need articles/photos/etc**

while I've usually had plenty of material to work with, I'm running much closer to empty than is comfortable; help me find articles!

8. **Article Submissions**

We had one example recently of an article that was submitted, in which the author refused to allow editing. Our explicitly-stated policy is that any submission authorizes the editor to edit as necessary. Consequently, this article was rejected.

9. **Current Status**

I'm compiling info now for the March-April edition. I sent out a "call" last week, hope to hear shortly from Education, Spring Conference, and any others. Otherwise, it looks like the edition is fairly full.

Respectfully Submitted,

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Herb Upham

Mike Mumford
Editor, California Blacksmith Magazine

6. Website – Lisa Guthrie Webmaster Report

Submitted by Lisa Guthrie

January 12, 2013

Events & Classes are up to date through June 2013

Oktoberfest Images were uploaded to the home page slide show

Membership Prices were updated as of January 1, 2013

2013 Spring Conference Event was added and the conference website was added as well. The next step is to add Online Registration

2013 Wayne's World was posted under Events and News including notice of Online Registration.

The Roster has been updated

Board Meeting Minutes are updated

Magazine Archive password was changes and Archives for 2012 were added to site

Several Members have added their website links and images to the gallery.

7. Library – Alan Drew

Library report;

I am now listed as the Librarian on the website and the Webmaster has directed the email account to be forwarded to me.

I intend to have moved the library to my shop in Marina by the time of this meeting.

Two small items for the board to consider:

I plan on purchasing enough snap top plastic file boxes to transport the library safely since the books and videos do get moved from time to time.

I also thought I would purchase an inexpensive "closed front" bookcase to house the library.

These items will accompany the library on future moves.

I'd like to be reimbursed for the cost of these items from the library budget.

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Herb Upham

Approved \$500 budget

I think it is important to protect this wonderful and valuable collection of media.

The boxes and shelving will make the library a complete unit and help facilitate moving the collection.

After getting things settled, I will do a physical inventory of the library, compare it to the book/video list on the website and report to the board on the results and have the website updated.

I'm not sure at this time if there is already one in existence, but I thought that I'd make an Excel spreadsheet to track the books and videos.

In a spreadsheet format, library information can be passed along with the inventory.

I think this would be helpful in orienting each new librarian.

8. Grants - Daniel Dole Kirk McNeill

No reports

9. Education - (Peter/Dennis)

Vice-President Report: Part 1 Dennis Dusek

Education meeting- Bill Stuarts house:

It was such a great feeling setting down at Bill Stuarts dining table seeing all the committee members and invited guests so fired up about education.

Items that were covered:

Job descriptions

Insurance and non-profit status

CBA instructor training and educational workshops

Certificates, curriculum

Budgets, reimbursements

CBA You Tube, e-mail accounts

Membership, event calendar

So eventually we are going to compile all of the information pieces that surround education into an Educational Guidelines document. This is going to take some time. This way education can have a consistent direction from Chair to Chair.

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During three post education meetings with Herb Upham many good questions and ideas were brought to light. The conclusion was to do a review on the job description of the education chair, create a real job description for the education committee team while defining what the ideal model for our volunteer instructors need to be and also defining what it really means to educate.

The goal is to have these foundations agreed on and ready by Spring Conference. We are going to take this slow and steady. I would like to see Peter Clark and Monica Coyne stand in for me and work with Herb Upham to head up the first part of this project. After the foundations have been completed we can set the next series of goals to compete the guidelines.

Some other items that come out of the Education meeting were:

- 1) To have a yearly Education meeting or more if needed.
- 2) To be a level 1 instructor, student must complete a level 2 skill set.
- 3) Level 3 is a project that we will call forging to dimension. Student must use the ABANA grille drawing showing their teacher they can forge to scale.
- 4) Herb had an idea of adding to the level 3 (a forging to the environment project). I understand the reason he brought it up but I would like to get what we have on our plate started and then come back to this idea as a level 4 project. I think we have our hands full just getting people excited about even doing a level 2.
- 5) As we move from a sit and watch demo style to a get involved give it a try workshop style, CBA is under tooled to meet the needs of the membership. CBA is relying on a handful of guys that are constantly and kindly letting us use their personal tooling. Some of the tooling is worn-out and crappy but that what we can get. What the education team is asking the board to give some guidance on how they see the best way to proceed. Here are a few options that were floated around.

A) Have the membership bring their own tooling. Somehow everyone that attends Weaverville Hammer-In brings their own kit. Do to travel costs people tend to drive a car instead of a truck. Also finding out that many members only get to use a forge and anvil at Oktoberfest and Conference. So we are back to the same handful of guys.

B)CBA buy tooling/trailer. I see many problems with this one. I have had lengthy conversations with Tom Ferry (Vice-President of NWBA) about theirs. When the Also owns something no one really take ownership of it or maintains it. NWBA has had a hard time finding someone to maintaining all the anvils and forges plus keeping up all the metal and tooling inventory.

Let's say we had a good education person maintaining this investment. What happens when he is gone? Who is going to store it?

I did a quick price check if we bought all the tooling new that I would expect on a trailer it would come to \$20,000 plus without the trailer.

C) CBA could rent a trailer that was personally owned that had 4 forges, 8 – 100lb anvils, 4 post vices, swaged block, tongs from ¼ - on up, hand hammers, sledges hammers, buckets, bending forks, ect, ect . The fee charged would have to be enough to were the trailer owner was profiting for the investment of time and money that went in to equipment. One area I see could be a problem is if the owner of the trailer had a tiff with CBA and

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refuses the use of the tooling. Maybe that's were a lease would secure use of the tooling. Herb's suggestion was to give a grant as seed money for the building of the project.

I am sure there are more ideas out there and would be nice to here them. This is a touchy subject and I am just trying to be very responsible were we spend our money but yet keep up with the progress that education has made on involving our membership.

It just would be nice to use equipment that that was all consistent with clean anvils and a required amount of tooling that came with each station.

ACTION ... discuss proposal at SC2013 meeting

A big thank you to Michael Horgan, Bill Stuart, Randy Augsburger, Brett Moten, Peter Clark, Mark Aspery, Herb Upham, Josh Buhlert and Tom Owens for attending and being part of this meeting.- Dennis Dusek

10. Election Committee – Dennis Dusek
Slate for election

Bob Jensen	57
Anton "Toni" Standteiner	62
Brad Young	56
Michael Wood	58

Write ins:
Jerry Schroder, Eric Chan, Brian LoBlue, Stephen Lyman

11. Finance Committee - Alan Drew

Finance committee report;

We had only one item for our review:

Dennis Dusek sent me a copy of his budget for the 2013 Placerville conference.

My only recommendation was to decrease the amount for late conference registration.

12. Safety Committee - Georg O'Gorman
Nothing new to report

13. Policies and Procedures - John McLellan
No report

14. Conference Coordinator- Mario Baggiolini
No report ...

Old Business:

a. Action Items from Oct meeting

i. **ACTION** submit revised SC13 budget to Tom Owens **Done** see

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- addendum
- ii. **ACTION** Agenda item review reduced rate membership in Jan meeting **moved to SC meeting**
- iii. **ACTION** further discussion at Jan meeting regarding promotion and growth goal **moved to SC meeting**
- iv. **ACTION** Identify new librarian, board members send names to Herb **Done**
- b. Oktoberfest final accounting see addendum
- c.
 - i.

New Business:

Available Positions in April SC meeting– Lowell
 Contact Lowell if interested in:
 VP, Education Chair

Correspondence:

Bereavement card for Norm Larson

Comments and questions:

Action Reb or Kirk for SC 2015 ... Lowell to call
 2014 Vista
 Adjourned: 9:00 pm

	<u>Oktoberfest 2012</u>	<u>TOTAL</u>
Ordinary Income/Expense		
Income		
4200 · Event income		
4201 · Evt registration	10,650.89	10,650.89
4202 · Evt sales	880.00	880.00
4204 · Evt Iron in hat	1,217.00	1,217.00
4207 · Evt Auction	2,597.50	2,597.50
4200 · Event income - Other	100.00	100.00
Total 4200 · Event income	<u>15,445.39</u>	<u>15,445.39</u>
 Total Income	 15,445.39	 15,445.39

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Expense		
5200 · Event expense		
5201 · Evt site/setup	1,524.60	1,524.60
5202 · Evt demos	1,624.86	1,624.86
5206 · Evt food	7,361.32	7,361.32
5207 · Evt supplies	2,197.00	2,197.00
Total 5200 · Event expense	<u>12,707.78</u>	<u>12,707.78</u>
5300 · Ed/Training		
5306 · Ed. Event Demonstrator	292.50	292.50
5302 · Basic class support	192.50	192.50
5304 · Workshop materials	298.21	298.21
Total 5300 · Ed/Training	<u>783.21</u>	<u>783.21</u>
Total Expense	<u>13,490.99</u>	<u>13,490.99</u>
Net Ordinary Income	<u>1,954.40</u>	<u>1,954.40</u>
Net Income	<u><u>1,954.40</u></u>	<u><u>1,954.40</u></u>

SC2013 Placerville Estimated Budget 1/13/2013

Expense:

Site rental	\$6,000.00
Electrical equ	\$0.00
Audio equ	\$1,000.00
Equipment Rental (fork lift, propane heaters)	\$1,000.00
Security guards (Do we need them)	\$500.00
Discretionary funds (cash/credit card)	\$2,000.00
Demonstrator gifts	\$400.00
Travel for equipment	\$1,000.00
Total Expenses	\$11,900.00

Materials/supplies:

Coal/coke \$25x 50 bags	\$1,250.00
Steel (hope to get some steel donated. Alum, brass and specialty steels we have to	\$1,500.00
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buy)	
Propane	\$600.00
Oxy/ace	\$300.00
Safety glasses	\$200.00
Gallery, photo, wood for stands	\$600.00
Total Materials/supplies	\$4,450.00

Administration:

Office supplies (posters, cards, fliers, printing conference folders)	\$1,000.00
Postage & shipping	\$100.00
Registration	\$200.00
Badges \$2.50 x 350 people	\$875.00
Total Administrations	\$2,175.00

Merchandise:

T shirts (\$11.00 x 125 shirts)	\$1,375.00
T shirts for comps and volunteers (\$11.00 x 60)	\$715.00
Logo design/graphics (Daniel Hopper)	\$300.00
Total Merchandise	\$2,390.00

Food:

Sat night banquet meal \$25 x 350 people	\$8,750.00
Comps demonstrators and spouse \$25 x 20 people	\$500.00
Dinner for demonstrators only	\$375.00
Lunch for demonstrators 3 days	\$300.00
Coffee, water, apples	\$125.00
Total Food	\$10,050.00

Before food	\$20,915.00
Food	\$10,450.00
Demonstrators	\$9,000.00
Travel	\$1,188.00
Lodging for Demonstrators (Hope to get free)	\$2,200.00
Estimated expenses	\$43,753.00

Income (350 attendees)

Early 255 x \$ 145	\$36,975.00
Dinner 275 x \$ 25	\$6,875.00
Single day 35 x \$65	\$2,275.00
Late conference 20 x \$200	\$4,000.00
Late single 10 x \$75	\$750.00

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Extra dinners 75 x \$ 25	\$1,875.00
Iron in the hat	\$1,000.00
Live and silent auction	\$7,000.00
Income total	\$60,750.00
Expense total	\$43,753.00
Net income	\$16,997.00

Balance Sheet to date

	<u>Dec 31, 12</u>
ASSETS	
Current Assets	
Checking/Savings	
1000 · Checking	
1005 · Main Checking 2865	3,370.27
1035 · Merchant Acct 8622	636.60
1050 · Sect. Acct 6404	<u>1,379.03</u>
Total 1000 · Checking	5,385.90
1100 · Savings	
1106 · Toomey Memorial	4,542.77
1115 · Bedayn Thomson	540.39
1105 · Savings 0334	36,000.50
1150 · CD savings	<u>15,965.34</u>
Total 1100 · Savings	<u>57,049.00</u>
Total Checking/Savings	<u>62,434.90</u>
Total Current Assets	<u>62,434.90</u>
TOTAL ASSETS	<u><u>62,434.90</u></u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
20000 · Accounts Payable	<u>-20.80</u>
Total Accounts Payable	-20.80

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Credit Cards	
2060 · WF Visa -7362	69.56
Total Credit Cards	<u>69.56</u>
 Total Current Liabilities	 <u>48.76</u>
 Total Liabilities	 48.76
 Equity	
3000 · Opening Bal Equity	-5,512.77
3100 · Funds	
3120 · Grant Fund	41,736.80
3160 · Memorial, Toomey	4,500.00
3180 · Bedayn Thomson Grant Fund	500.00
3200 · Operating Budget	<u>71,250.00</u>
Total 3100 · Funds	117,986.80
	-
3300 · Allocated Funds	112,986.80
3900 · Funds Balance	64,096.28
Net Income	<u>-1,197.37</u>
Total Equity	<u>62,386.14</u>
 TOTAL LIABILITIES & EQUITY	 <u><u>62,434.90</u></u>

FY to date P&L

	Apr - Dec
	<u>12</u>
 Ordinary Income/Expense	
Income	
49900 · Uncategorized Income	649.00
4000 · Dues	25,663.00
4100 · Conf income	
4101 · Registration	34,639.50
4102 · Meals	2,500.00
4103 · Iron in hat	3,780.00
4104 · Auction	19,884.00

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4105 · Refund	-1,935.00
4106 · Merchandise Sales	<u>2,000.89</u>
Total 4100 · Conf income	60,869.39
4200 · Event income	
4201 · Evt registration	13,273.85
4202 · Evt sales	880.00
4204 · Evt Iron in hat	1,217.00
4207 · Evt Auction	2,597.50
4200 · Event income - Other	<u>100.00</u>
Total 4200 · Event income	18,068.35
4299 · Bank interest	113.76
4300 · Miscellaneous income	
4302 · Grants	-400.00
4305 · Merch/Memorabilia Sales	<u>-487.10</u>
Total 4300 · Miscellaneous income	<u>-887.10</u>
Total Income	104,476.40
Expense	
66900 · Reconciliation Discrepancies	1,719.00
5000 · Magazine	
5001 · Magazine office	12,360.00
5003 · Magazine postage	839.26
5004 · Printing	8,246.97
5005 · Magazine Editor	<u>2,700.00</u>
Total 5000 · Magazine	24,146.23
5050 · Web Expenses	3,265.22
5100 · Conf expense	
5101 · Site/setup	4,919.77
5102 · Demos	11,888.64
5103 · Lodging	2,866.90
5104 · Sales exp	3,032.98
5106 · Food exp	5,992.16
5107 · Supplies	1,964.60
5108 · Misc conf exp	<u>11,353.79</u>
Total 5100 · Conf expense	42,018.84

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5200 · Event expense	
5201 · Evt site/setup	1,524.60
5202 · Evt demos	1,624.86
5206 · Evt food	7,361.32
5207 · Evt supplies	<u>2,197.00</u>
Total 5200 · Event expense	12,707.78

5300 · Ed/Training	
5306 · Ed. Event Demonstrator	492.50
5305 · Misc. Ed. Expense	326.50
5301 · Basic class development	376.00
5302 · Basic class support	192.50
5303 · Instructor training	807.00
5304 · Workshop materials	<u>670.08</u>
Total 5300 · Ed/Training	2,864.58

5400 · Scholarships	
5410 · Other schools	<u>400.00</u>
Total 5400 · Scholarships	400.00

5500 · Library	42.14
6000 · Admin	
6070 · Processing Fees	20.00
6015 · Secretary's Expense	64.68
6010 · Bookkeeping Expense	560.25
6011 · Tax Preparation	480.00
6012 · Board meetings/travel	1,836.21
6014 · Office expense	135.38
6016 · Postage	93.47
6018 · Officer Stipend	5,400.00
6020 · Taxes & fees	60.00
6030 · Bank charges	409.05
6040 · CC Discount Fees	2,154.74
6050 · Lease, CC Machine	565.77
6060 · Membership	733.93
6065 · Contributions/Donations	<u>500.00</u>
Total 6000 · Admin	13,013.48

6100 · Ins

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6110 · Accident insurance	4,246.50
6112 · D & O insurance	<u>1,250.00</u>
Total 6100 · Ins	<u>5,496.50</u>
 Total Expense	 <u>105,673.77</u>
 Net Ordinary Income	 <u>-1,197.37</u>
 Net Income	 <u><u>-1,197.37</u></u>

Previous year comparison

	Apr '12 - Mar 13	Apr '11 - Mar 12	\$ Change	% Change
Ordinary Income/Expense				
Income				
49900 · Uncategorized Income	649.00	130.00	519.00	399.23%
4000 · Dues	27,438.00	52,756.00	- 25,318.00	-47.99%
4100 · Conf income				
4101 · Registration	34,639.50	32,422.71	2,216.79	6.84%
4102 · Meals	2,500.00	775.00	1,725.00	222.58%
4103 · Iron in hat	3,780.00	1,263.00	2,517.00	199.29%
4104 · Auction	19,884.00	2,260.00	17,624.00	779.82%
4105 · Refund	-1,935.00	0.00	-1,935.00	-100.0%
4106 · Merchandise Sales	2,000.89	2,423.00	-422.11	-17.42%
Total 4100 · Conf income	60,869.39	39,143.71	21,725.68	55.5%
4200 · Event income				

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4201 · Evt registration	13,273.85	17,409.00	-4,135.15	-23.75%
4202 · Evt sales	880.00	3,643.58	-2,763.58	-75.85%
4204 · Evt Iron in hat	1,217.00	1,227.00	-10.00	-0.82%
4205 · Misc evt revenue	0.00	216.00	-216.00	-100.0%
4207 · Evt Auction	2,597.50	2,185.00	412.50	18.88%
4200 · Event income - Other	100.00	0.00	100.00	100.0%
Total 4200 · Event income	18,068.35	24,680.58	-6,612.23	-26.79%
4299 · Bank interest	113.76	194.40	-80.64	-41.48%
4300 · Miscellaneous income				
4302 · Grants	-400.00	0.00	-400.00	-100.0%
4305 · Merch/Memorabilia Sales	-487.10	-5,237.85	4,750.75	90.7%
Total 4300 · Miscellaneous income	-887.10	-5,237.85	4,350.75	83.06%
Total Income	106,251.40	111,666.84	-5,415.44	-4.85%
Expense				
66900 · Reconciliation Discrepancies	1,719.00	-562.71	2,281.71	405.49%
69800 · Uncategorized Expenses	0.00	471.92	-471.92	-100.0%
6200 · Special Projects	0.00	363.22	-363.22	-100.0%
5000 · Magazine				
5001 · Magazine office	12,360.00	10,600.00	1,760.00	16.6%
5003 · Magazine postage	839.26	2,252.58	-1,413.32	-62.74%
5004 · Printing	8,246.97	5,258.26	2,988.71	56.84%
5005 · Magazine Editor	2,700.00	5,760.00	-3,060.00	-53.13%
Total 5000 · Magazine	24,146.23	23,870.84	275.39	1.15%
5050 · Web Expenses	3,266.24	681.55	2,584.69	379.24%

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5100 · Conf expense				
5101 · Site/setup	4,919.77	7,279.00	-2,359.23	-32.41%
5102 · Demos	11,888.64	5,204.00	6,684.64	128.45%
5103 · Lodging	2,866.90	776.20	2,090.70	269.35%
5104 · Sales exp	3,032.98	2,423.00	609.98	25.18%
5106 · Food exp	5,992.16	16,390.00	-	-63.44%
			10,397.84	
5107 · Supplies	2,064.60	5,823.71	-3,759.11	-64.55%
5108 · Misc conf exp	11,418.67	609.36	10,809.31	1,773.88%
Total 5100 · Conf expense	42,183.72	38,505.27	3,678.45	9.55%
5200 · Event expense				
5201 · Evt site/setup	1,524.60	1,770.75	-246.15	-13.9%
5202 · Evt demos	1,624.86	400.00	1,224.86	306.22%
5203 · Evt lodging	0.00	135.15	-135.15	-100.0%
5204 · Evt sales exp	0.00	316.00	-316.00	-100.0%
5205 · Evt credit card	0.00	416.58	-416.58	-100.0%
5206 · Evt food	7,361.32	8,362.51	-1,001.19	-11.97%
5207 · Evt supplies	2,197.00	1,728.00	469.00	27.14%
Total 5200 · Event expense	12,707.78	13,128.99	-421.21	-3.21%
5300 · Ed/Training				
5306 · Ed. Event Demonstrator	492.50	3,421.45	-2,928.95	-85.61%
5305 · Misc. Ed. Expense	326.50	4,903.60	-4,577.10	-93.34%
5301 · Basic class development	376.00	0.00	376.00	100.0%
5302 · Basic class support	192.50	0.00	192.50	100.0%
5303 · Instructor training	807.00	3,217.74	-2,410.74	-74.92%

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5304 · Workshop materials	670.08	1,425.29	-755.21	-52.99%
Total 5300 · Ed/Training	2,864.58	12,968.08	-10,103.50	-77.91%
5400 · Scholarships				
5402 · Campbell School	0.00	800.00	-800.00	-100.0%
5410 · Other schools	400.00	1,200.00	-800.00	-66.67%
Total 5400 · Scholarships	400.00	2,000.00	-1,600.00	-80.0%
5500 · Library	42.14	0.00	42.14	100.0%
6000 · Admin				
6070 · Processing Fees	20.00	315.00	-295.00	-93.65%
6015 · Secretary's Expense	64.68	26.77	37.91	141.61%
6013 · Registration	0.00	300.20	-300.20	-100.0%
6010 · Bookkeeping Expense	560.25	0.00	560.25	100.0%
6011 · Tax Preparation	480.00	450.00	30.00	6.67%
6012 · Board meetings/travel	1,836.21	3,612.28	-1,776.07	-49.17%
6014 · Office expense	135.38	522.06	-386.68	-74.07%
6016 · Postage	93.47	457.73	-364.26	-79.58%
6018 · Officer Stipend	6,300.00	17,400.00	-11,100.00	-63.79%
6020 · Taxes & fees	60.00	206.59	-146.59	-70.96%
6030 · Bank charges	424.00	1,715.82	-1,291.82	-75.29%
6040 · CC Discount Fees	2,224.74	1,094.32	1,130.42	103.3%
6050 · Lease, CC Machine	642.46	679.06	-36.60	-5.39%
6060 · Membership	733.93	395.00	338.93	85.81%
6065 · Contributions/Donations	500.00	500.00	0.00	0.0%

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Total 6000 · Admin	14,075.12	27,674.83	- 13,599.71	-49.14%
6100 · Ins				
6110 · Accident insurance	4,246.50	1,201.50	3,045.00	253.43%
6112 · D & O insurance	1,250.00	1,250.00	0.00	0.0%
6114 · Liability insurance	0.00	3,045.00	-3,045.00	-100.0%
Total 6100 · Ins	5,496.50	5,496.50	0.00	0.0%
Total Expense	106,901.31	124,598.49	- 17,697.18	-14.2%
Net Ordinary Income	-649.91	-12,931.65	12,281.74	94.97%
Net Income	-649.91	-12,931.65	12,281.74	94.97%

Budget vs Actual

		Apr - Dec 12	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense					
Income					
	49900 · Uncategorized Income	649.00	130.00	519.00	499.23%
	4000 · Dues	25,663.00	32,719.05	-7,056.05	78.43%
4100 · Conf income					
	4101 · Registration	34,639.50	27,127.71	7,511.79	127.69%
	4102 · Meals	2,500.00			
	4103 · Iron in hat	3,780.00	1,243.00	2,537.00	304.1%
	4104 · Auction	19,884.00	2,260.00	17,624.00	879.82%
	4105 · Refund	-1,935.00			

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		4106 · Merchandise Sales	2,000.89	2,423.00	-422.11	82.58%
		Total 4100 · Conf income	60,869.39	33,053.71	27,815.68	184.15%
		4200 · Event income				
		4201 · Evt registration	13,273.85	16,544.00	-3,270.15	80.23%
		4202 · Evt sales	880.00	578.00	302.00	152.25%
		4204 · Evt Iron in hat	1,217.00	1,227.00	-10.00	99.19%
		4205 · Misc evt revenue	0.00	216.00	-216.00	0.0%
		4207 · Evt Auction	2,597.50	2,185.00	412.50	118.88%
		4200 · Event income - Other	100.00			
		Total 4200 · Event income	18,068.35	20,750.00	-2,681.65	87.08%
		4299 · Bank interest	113.76	157.32	-43.56	72.31%
		4300 · Miscellaneous income				
		4301 · Contributions/gifts	0.00	500.00	-500.00	0.0%
		4302 · Grants	-400.00			
		4305 · Merch/Memorabilia Sales	-487.10	-5,242.85	4,755.75	9.29%
		Total 4300 · Miscellaneous income	-887.10	-4,742.85	3,855.75	18.7%
		Total Income	104,476.40	82,067.23	22,409.17	127.31%
		Expense				
		66900 · Reconciliation Discrepancies	1,719.00	-71.91	1,790.91	-2,390.49%
		69800 · Uncategorized Expenses	0.00	471.92	-471.92	0.0%
		6200 · Special Projects	0.00	363.22	-363.22	0.0%
		5000 · Magazine				
		5001 · Magazine office	12,360.00	8,000.00	4,360.00	154.5%

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			5003 · Magazine postage	839.26	1,749.08	-909.82	47.98%
			5004 · Printing	8,246.97	6,425.05	1,821.92	128.36%
			5005 · Magazine Editor	2,700.00	5,760.00	-3,060.00	46.88%
			Total 5000 · Magazine	24,146.23	21,934.13	2,212.10	110.09%
			5050 · Web Expenses	3,265.22	460.38	2,804.84	709.25%
			5100 · Conf expense				
			5101 · Site/setup	4,919.77	4,704.50	215.27	104.58%
			5102 · Demos	11,888.64	5,204.00	6,684.64	228.45%
			5103 · Lodging	2,866.90	776.20	2,090.70	369.35%
			5104 · Sales exp	3,032.98	2,423.00	609.98	125.18%
			5106 · Food exp	5,992.16	11,665.00	-5,672.84	51.37%
			5107 · Supplies	1,964.60	5,762.64	-3,798.04	34.09%
			5108 · Misc conf exp	11,353.79	470.00	10,883.79	2,415.7%
			Total 5100 · Conf expense	42,018.84	31,005.34	11,013.50	135.52%
			5200 · Event expense				
			5201 · Evt site/setup	1,524.60	1,476.80	47.80	103.24%
			5202 · Evt demos	1,624.86			
			5204 · Evt sales exp	0.00	316.00	-316.00	0.0%
			5205 · Evt credit card	0.00	416.58	-416.58	0.0%
			5206 · Evt food	7,361.32	7,306.51	54.81	100.75%
			5207 · Evt supplies	2,197.00			
			Total 5200 · Event expense	12,707.78	9,515.89	3,191.89	133.54%
			5300 · Ed/Training				
			5306 · Ed. Event Demonstrator	492.50	2,921.45	-2,428.95	16.86%

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			5305 · Misc. Ed. Expense	326.50	3,989.89	-3,663.39	8.18%
			5301 · Basic class development	376.00			
			5302 · Basic class support	192.50			
			5303 · Instructor training	807.00			
			5304 · Workshop materials	670.08	903.18	-233.10	74.19%
			Total 5300 · Ed/Training	2,864.58	7,814.52	-4,949.94	36.66%
			5400 · Scholarships				
			5410 · Other schools	400.00	200.00	200.00	200.0%
			Total 5400 · Scholarships	400.00	200.00	200.00	200.0%
			5500 · Library	42.14			
			6000 · Admin				
			6070 · Processing Fees	20.00	315.00	-295.00	6.35%
			6015 · Secretary's Expense	64.68	15.95	48.73	405.52%
			6013 · Registration	0.00	300.20	-300.20	0.0%
			6010 · Bookkeeping Expense	560.25			
			6011 · Tax Preparation	480.00	450.00	30.00	106.67%
			6012 · Board meetings/travel	1,836.21	3,495.28	-1,659.07	52.53%
			6014 · Office expense	135.38	462.71	-327.33	29.26%
			6016 · Postage	93.47	412.73	-319.26	22.65%
			6018 · Officer Stipend	5,400.00	14,700.00	-9,300.00	36.74%
			6020 · Taxes & fees	60.00	206.59	-146.59	29.04%
			6030 · Bank charges	409.05	424.72	-15.67	96.31%
			6040 · CC Discount Fees	2,154.74	1,024.32	1,130.42	210.36%
			6050 · Lease, CC Machine	565.77	260.40	305.37	217.27%

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			6060 · Membership	733.93	275.00	458.93	266.88%
			6065 · Contributions/Donations	500.00	500.00	0.00	100.0%
			Total 6000 · Admin	13,013.48	22,842.90	-9,829.42	56.97%
			6100 · Ins				
			6110 · Accident insurance	4,246.50	1,201.50	3,045.00	353.43%
			6112 · D & O insurance	1,250.00	1,250.00	0.00	100.0%
			6114 · Liability insurance	0.00	3,045.00	-3,045.00	0.0%
			Total 6100 · Ins	5,496.50	5,496.50	0.00	100.0%
			Total Expense	105,673.77	100,032.89	5,640.88	105.64%
			Net Ordinary Income	-1,197.37	-17,965.66	16,768.29	6.67%
			Net Income	-1,197.37	-17,965.66	16,768.29	6.67%

Quarterly P&L

	<u>Oct - Dec</u> <u>12</u>
Ordinary Income/Expense	
Income	
4000 · Dues	2,119.00
4100 · Conf income	
4106 · Merchandise Sales	<u>85.00</u>
Total 4100 · Conf income	85.00
4200 · Event income	
4201 · Evt registration	8,454.19
4202 · Evt sales	880.00
4204 · Evt Iron in hat	1,217.00

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4207 · Evt Auction	<u>2,597.50</u>
Total 4200 · Event income	13,148.69
4299 · Bank interest	32.18
4300 · Miscellaneous income	
4302 · Grants	<u>-400.00</u>
Total 4300 · Miscellaneous income	<u>-400.00</u>
Total Income	14,984.87

Expense

5000 · Magazine	
5001 · Magazine office	4,960.00
5003 · Magazine postage	22.03
5004 · Printing	2,294.40
5005 · Magazine Editor	<u>900.00</u>
Total 5000 · Magazine	8,176.43

5050 · Web Expenses	1,069.61
5100 · Conf expense	
5108 · Misc conf exp	<u>71.65</u>
Total 5100 · Conf expense	71.65

5200 · Event expense	
5201 · Evt site/setup	1,524.60
5202 · Evt demos	1,624.86
5206 · Evt food	4,186.32
5207 · Evt supplies	<u>2,197.00</u>
Total 5200 · Event expense	9,532.78

5300 · Ed/Training	
5306 · Ed. Event Demonstrator	492.50
5305 · Misc. Ed. Expense	233.00
5301 · Basic class development	376.00
5302 · Basic class support	192.50
5303 · Instructor training	807.00
5304 · Workshop materials	<u>480.21</u>
Total 5300 · Ed/Training	2,581.21

6000 · Admin

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6011 · Tax Preparation	480.00
6012 · Board meetings/travel	645.56
6014 · Office expense	7.83
6016 · Postage	4.30
6018 · Officer Stipend	1,800.00
6020 · Taxes & fees	60.00
6030 · Bank charges	196.35
6040 · CC Discount Fees	354.39
6050 · Lease, CC Machine	153.02
6060 · Membership	105.00
6065 · Contributions/Donations	<u>500.00</u>
Total 6000 · Admin	<u>4,306.45</u>
 Total Expense	 <u>25,738.13</u>
 Net Ordinary Income	 <u>-10,753.26</u>
 Net Income	 <u><u>-10,753.26</u></u>

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