



American Volkssport Association
National Executive Council XXI Meeting
June 8-10, 2018/ Fri. 7-10pm/Sat. 8am-6pm/Sun. 8am-12n
Red Lion Hotel, 205 Wolf Road
Albany, NY 12205 (518) 502-3495

AVA: America's Walking Club

Agenda

1. **Welcome & Call to Order**
2. **Introduction of NEC/Board**
3. **Introduction of Guests**
4. **Approval of Agenda**
5. **Reports of Officers**
 - a. President – David Bonewitz
 - b. Vice President – Nancy Wittenberg
 - c. Secretary – Sam Korff
 - d. Treasurer – Bob Morrison
 1. Budget Approval – (2018-2019 FY)
 2. April Financials
6. **Report of Executive Director**
 - a. Recognition of Donations
 - b. Acceptance of New and Reactivated Clubs & Declaration of Deactivated Clubs
 - c. Executive Director's Report
 1. TAW Contract Renewal
7. **Reports of Standing Committees**
 - a. Convention – Chris Mellen, Lea Darling & Teresa Kennedy
 - b. Information Technology – Chris Zegelin
 - c. Standards and Evaluation – Jerry Wilson
 - d. Audit – Bob Morrison
 - e. Publicity – Henry Rosales
 - f. Bylaws – Lucy Yother
8. **Reports of Special & Ad Hoc Committees**
 - a. National Programs – Susan Medlin
 - b. Awards and Recognition – Suzi Glass
 - c. Programs Committee – Debbie Kruep
 - d. Training Development – Tom Baltes
 - e. Membership – Holly Pelking
 - f. Fund Development – Nancy Wittenberg
 - g. Club Development and Support – John McClellan
 - h. Free Walker Study Group – Sam Korff
 - i. Strategic Plan Implementation/Coordination – Nancy Wittenberg

9. Unfinished Business

- a. IVV Olympiad 2021 – Holly Pelking
- b. IML San Antonio – Susan Medlin
- c. IVV Congress – David Bonewitz
- d. Crazy Horse 2018-Jerry Wilson and Butch Spaulding

10. New Business

- a. Approval of Committee Charters – David Bonewitz
- b. Motion to allow Deputy Director Administration of Trailmaster Certification Exam-Jerry Wilson
- c. Motion to allow AVA Associate members to electronically self-report updates to lifetime achievement record books to AVA HQ... – Bob Morrison
- d. Motion to establish a National AVA calendar – Andy Bacon

11. Next Meeting – January 11-13, 2019 – Arizona

12. Audience Comments

13. Executive Council Comments

14. Adjournment

This report covers the President's activities since the last report at the NEC/Board Meeting In Orlando on January 19 - 21, 2018, and was prepared while on the road.

1. Conducted EIMs in March and April. Was on family travel for the EIM in February and AVA travel for the meeting in May.
2. Participated in meetings in Arlington, VA, in preparation for Olympiad bid
3. Attended the Atlantic Region Conference
4. Participated in the memorial walk for Martin Britton conducted by the Upstate Pathfinders on April 9.
5. Traveled to Sweden to provide support for the bid for a second IML event in San Antonio. Will defer to Susan Medlin to report on that bid. I attended the IML General Meeting and observed that IML is experiencing the same issues that we are facing--aging population, lack of name recognition, reduced income with no reduced expenses. Had a good meeting with the IML president at the end of our stay in Sweden.
6. Participated in the IML Events
 1. in Boras, Sweden (2 days of walking 21 km which actually measured more like 25 and 28 km). Challenging route with excellent volunteer support. Control points were well supplied with food and drink. Lack of toilet facilities is a surprise. No lack of trees, however.
 2. Traveled to Blankenberg, Belgium, to participate in the IML 2-day event there. While there was no shortage of volunteer labor, was shocked that the food and drink were being sold at the control points rather than being provided. Again, the advertised 21 km routes were more like 25 km; yet, credit was only given in our IVV books for the published distances.
 3. Traveled to Chantonnay, France, for the 4 day IML event there. Exceptionally well organized. Only thing in short supply were toilets. The distances were much closer to the 21 km advertised and credit was given for the actual distances walked.
 4. In all cases, I made an effort to talk to participants and volunteers to try and determine why they did what they did. Still need to spend some time assessing the information gathered which will be shared with Susan and Dolores for possible help with their IML events.
7. With Dolores Grenier, represented AVA at the IVV Congress in Sicily. Will cover that experience later in the report on the IVV Congress.
8. Participated in the 4th Europaide which consisted of 3 days of walks. Did 21 km on Day 1 and was pleased that it actually measured close to 21 km. Of note is the fact that there was not a single toilet along the entire 21 km route other than at the Start/Finish. Unfortunately, by this time I had developed an upper respiratory problem and was unable to walk on day 2 which was the exact same route as Day 1. I felt some better on Day 3 and did a 6 km route. Of note, the route on Day 3 was exactly the same as Day 1 and Day 2. Organization was poor, and communication/information was pretty much non-existent.
9. After only 2 days at home following the European journey, traveled to Crazy Horse in support of AVA's marketing effort. I will defer to Jerry and his report on this effort.
10. Traveled from Crazy Horse to Albany for the NEC/Board meeting.

5(b)

**AMERICAN VOLKSSPORT ASSOCIATION
COMMITTEE REPORT**

FOR THE OFFICE OF VICE PRESIDENT

FOR THE June, 2018 National Executive Council Meeting

FROM (Name): Nancy Wittenberg

ACCOMPLISHMENTS:

1. Attended all NEC Electronic Information meetings using Teams and chaired the February and May EIM's.
2. I attended the Texas Trail Roundup in San Antonio in February and welcomed participants. And I attended the Atlantic Regional Conference in Northern Virginia. Both of these were decided with the President, who couldn't attend.
3. Continued to support the Financial Sustainability section of the Strategic Plan by continuing to chair the Fund Development Ad Hoc Committee and the Big Give Sub-Committee.
4. Updated the OnStrategy Application to support Strategic Plan Implementation and sent copies to implementation chairs as part of the Strategic Plan Implementation Coordination Committee.
5. I will be leading the review of the Strategic Plan at the June NEC meeting in Albany, NY.

ACTIVITIES:

Same as above.

CONCERNS:

None related to my office.

RECOMMENDATIONS:

None at this time.

5(c)

**AMERICAN VOLKSSPORT ASSOCIATION
OFFICER REPORT**

FOR THE OFFICE OF _____ Secretary
FOR THE _____ June 8 - 10, 2018 _____ EXECUTIVE COUNCIL MEETING
FROM (Name): _____ Sam Korff

ACCOMPLISHMENTS:

Minutes for the Monthly Information Meetings have been posted to the AVA website.

ACTIVITIES:

I am currently investigating the feasibility of Audience Response systems for use at Conventions for counting votes. If it is determined to be feasible, I will get 3 different bids to purchase/rent for the June 2019 convention.

CONCERNS:

I anticipate that proxy voting will be a problem. Audience Response Systems usually require either a yes or no response for issues and the same for elections. No votes are against a candidate; yes votes are for a candidate. Proxy voting would require that one carrying proxies be given a device for EACH potential vote.

RECOMMENDATIONS:

I will be prepared to make a recommendation to the NEC by the January 2019 meeting.

Please attach any additional material that is part of your report.

[Print Form](#)[Reset Form](#)[Submit AVA Officer Report to AVA Headquarters by Email](#)

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Report of the AVA Ad hoc Committee Studying

AVA Member Club Dues

June 1, 2018

Ad hoc Committee –

This committee is comprised of Bob Morrison, AVA National Treasurer, Chris Mellen, Northeast Regional Director, John McClellan, Southeast Regional Director and Henry Rosales, AVA Executive Director.

Background –

AVA Member Club dues have been set at \$50 per year since AVA was formed in 1976. With inflation through the years and the continual decline in the number of clubs, changing the dues structure and possibly increasing dues is under discussion by the governing board of directors (NEC). The treasurer and a small group have been asked to make recommendations to the NEC as to the impact on clubs of various courses of action.

Club sizes –

Presently there are 216 AVA Member Clubs and 10 state organizations for a total of 226 dues paying clubs. Of the total, 46 clubs or 21% have fewer than 10 members; 55 clubs or 25% have between 10 and 25 members; 88 clubs or 41% have between 26 and 100 members, and; 27 clubs or 13% have more than 100 members.

There are estimated to be about 10,700 total local club members in the United States. AVA does receive an annual report from clubs stating the number of local club members in each club. However, some local club members are in multiple clubs. Therefore, AVA does not know the total unduplicated count of local club members. For the sake of moving this discussion forward, we have estimated 9,000 unduplicated local club members in these computations.

Potential Courses of Action –

First, the NEC could continue its policy of leaving annual club dues as they have been. Second, the NEC could decide on a blanket annual increase for all clubs. Third, the NEC could adopt a tiered dues structure where clubs pay dues based on the size of their memberships. Fourth, the NEC could adopt a dues structure based directly on the membership of each club.

Implications of Adopting a Blanket Annual Increase for all Clubs –

Presently, club dues provide (\$50 x 226) **\$11,300** annually to AVA. The potential revenue from raising the annual club dues by 10% from \$50 to \$55 is (\$5 x 226) \$1,130 annually and would generate at total of **\$12,430** annually. By comparison, if club dues were increased to \$75 the annual increase in revenue would be **\$5,650**. Either of these increases could easily be recovered by clubs raising their annual membership dues one or two dollars for each member. Even in the smallest clubs the additional cost for

individual membership would not be prohibitive. For many years, however, 10-11 clubs have terminated their AVA membership each year. Presumably, these are smaller clubs that lack the people power and/or the financial wherewithal to continue to sustain a viable club. Therefore, increasing club dues on this already troubled portion of our membership could be counterproductive as it hastens the demise of the smaller clubs.

Implications of Adopting a Tiered Annual Club Dues Structure –

By structuring dues so that larger clubs pay more than smaller clubs, more revenue could be raised. For example, if dues for the 55 clubs with 10-25 members were raised to \$60, while dues for the 88 clubs with 26-100 members were raised to \$80, and dues for the 27 clubs with more than 100 members plus 10 state associations were raised to \$100, the potential additional income would be $((\$10 \times 55) + (\$30 \times 88) + (\$50 \times 37)) + \$5,040$ generating total revenue of **\$16,340** annually.

Implications of Adopting a Per-Club-Member Annual Club Dues Structure –

One more structural change to club dues that offers interesting possibilities is to simply begin having clubs pay a fixed amount for each member of their club. This would provide relief to smaller clubs and increase club dues for larger, presumably more successful, clubs. It would also offer an easy way for clubs to easily explain a pass-through increase in their local club membership dues to their members.

If clubs were assessed dues of \$1.25 per each local club member (9,000), for example, AVA's dues revenue would roughly equal current annual revenue. If the dues were based on \$3 per member per year the total revenue to AVA would be $(\$3 \times 9,000)$ **\$27,000**, an increase of $(\$27,000 - \$11,300)$ \$15,700 per year. At the same time, assuming the midpoint in each membership range, club dues would decline, on average, to $((25-0)/2=13)$ \$39 for clubs with fewer than 25 members and increase on average to roughly $((100-25)/2=38)$ \$114 for clubs with more than 25 members and state associations. This might be viewed as the fairest way to assess club membership because the burden of supporting AVA would fall equally on all local club members irrespective of the size of the club.

A hybrid of this concept would be for club dues to be the greater of \$50 or an amount per local club member. Based on the example above, where dues are the greater of \$50 or \$3 per local club member we would estimate that clubs reporting 16 or fewer members would pay \$50 and clubs reporting more than 16 members would pay more in dues. A best estimate is that the $(46+55)$ 101 smallest clubs with an average $(0 \text{ to } 25 \text{ members} / 2)$ of 13* members would pay \$50 each and generate revenue of $(\$50 \times 101)$ \$5,050. The remaining 115 clubs with $(9,000 - (101 \text{ clubs} \times 13 \text{ avg members}))$ a total of 7,687 would pay \$3 per member and generate revenue of \$23,061. Added with 10 state organizations paying \$100 each, the estimated total revenue generated from this hybrid method would be about **\$29,111**, about \$17,811 of additional revenue for AVA.

If coupled with a reporting mechanism that provides AVA with a membership roster of contact information for each local club member, this method could offer the added opportunity for AVA to reach out directly to participants to promote our sport more broadly. For example, direct emails could be sent to AVA participants promoting the biennial conventions and other national and regional events.

Recap of Revenue by Various Dues Methods –**(Est Total Rev)**

- Dues under present \$50 per club method	\$11,300
- 10% increase to all clubs (\$55)	\$12,430
- Tiered dues structure by size of clubs	\$16,340
- 50% increase to all clubs (\$75)	\$16,950
- Per-Club-Member dues	\$27,000
- Per-Club-Hybrid dues	\$29,111

Recommendation –

In fiscal year 2017/18, AVA has a budget in excess of \$500,000 and a planned budget deficit of \$110,000. The best projection herein for adjusting dues yields a mere (29,111 – 11,300) \$17,811 of additional revenue. Increased revenues may not be a primary objective and a change to a per member dues system may be politically impossible. But, the fact remains that club dues have remained the same for 41 years and that AVA's actual costs to support clubs is now much higher than current dues provide. Therefore, it is the consensus of the Ad hoc Committee to propose the following motion:

The AVA Member Club Dues Ad Hoc Committee moves that beginning for club membership renewals beginning July 1, 2018, the annual club dues for all clubs and state associations be set at \$75.

2018/2019 BUDGET NARRATIVE
ASSUMPTIONS/EXPLANATIONS
FOR FISCAL YEAR JULY 1, 2018 - JUNE 30, 2019

Prepared by: Erin Grosso, Financial Director

Accounting estimates are an integral part of the financial statements and budgets prepared by management are based on management's knowledge and experience about past and current events and assumptions about future events. I have utilized current, and the most relevant data available in the preparations of calculations and assumptions to prepare the budget. A budget is a measurement tool used to compare against the actual income and expenses over time helping to make the most informed decisions for the AVA financially, operationally, and for the members.

INCOME ACCOUNTS

Volkssport Associate Membership: \$37,500

Adjustments are made to this account at year end from deferred income received as part of Life Memberships. These adjustments usually realize enough income to bring actual income in line with budgeted income. The actual membership count at the time of budget preparation is used to forecast. To date there are 550 individual memberships @\$25.00= \$13,750.00 plus 350 family memberships@ \$30= \$10,900.00 plus life memberships portion that will be amortized this fiscal year of approximately \$7,000. Total \$31,650. Budgeting additional \$5850.00.

Charter Memberships: \$300

6 new clubs are budgeted. This calculation does not take into consideration projections for deactivations within this same time frame.

Annual Dues: \$16,950

This category reflects active clubs billed. This includes 216 clubs and 10 state associations for a total of 226 X \$50.00 plus a projected average of \$25 depending on results of meeting regarding any change to club dues. Annual club dues will be billed in July of each year to recognize revenue in the proper fiscal year.

Sanction Fees: \$56,390

Based on Access reports detailing the type and number of events sanctioned in the previous 12 months. 1930 YRE/Seasonal Events @ \$20, 578 Traditional Events @ \$30 and 6 Guided Walk Events @ 75 is \$56,390.

Alternate Sanction Fees (PPSF): 1,200

Based on actual income as of 04.30.18 with a 10% (approx.) increase.

Participation Fees – Traditional Events: \$86,000

Based on FYE 06.30.17 participants. 54,342 participants @ \$1.25 plus 27% increase (approx.).

Participation Fees - Year Round/Seasonal Events: 76,900

Based on FYE 06.30.17 participants. 77,803 participants @ \$1.25 plus 20% decrease (approx.).

Year Round/Seasonal Event Processing Fees: \$38,600

Based on 1930 events @ \$20.

Regional Directors – Event Fees: 1,000

Based on actual income as of 04.30.18 with a 40% increase.

Sales Retail Merchandise: \$27,000

Based on 450 Starting Point books and new merchandise items available in July.

Sales: Awards \$100

These sales are primarily orders from other countries sold at cost plus 50% and individuals who wish to replace awards lost or who want another set.

Sales: IVV Books: \$18,000

Based on actual sales as of 04.30.2018

Sales: New Walker Packets: \$5,500

Based on actual sales as of 04.30.2018

Sales Returns & Allowances: (\$50)

This is a contra account to income (subtracted from total sales income). Items tracked in this category are returned by customers because the item is damaged or defective.

Member Discounts: (\$6,500)

This is a contra account to income. Budget estimate is based on gross sales revenue.

TAW Advertising Income: \$5,000

Estimate based on current advertising from vendors/tour groups and clubs placed through April 2018.

Web Site Advertising Income: \$500

Based on actual sales as of 04.30.2018

Youth Program Income: 2,000

Based on projected sales of patches for the Girl Scouts, Navigators and other youth organizations.

National & Special Program Income: \$5,600

Based on income through 04.30.18 of National Special Program books with projection of \$2000 of increased income WI Ice Age Trail & the Appalachian Trail.

Virtual Online Program

401k – Walker Tracker: \$11,200

Based on estimate of 400 walkers @ \$28 = 11,200. Not considering whether the current sponsors (and/or others) will sponsor the program.

Grat-kind Donations: \$500

Grant and Sponsorship: \$5,000

Unrestricted Donations: \$ 90,000

Based on 2018's Big Give donations of \$74,500 and \$6,000 in additional unrestricted donations and a goal of \$10,000 in additional donations.

Restricted Donations: \$5,000

Convention 2019: \$ 118,851

Based on the 2015 Convention results. Projected revenue and expenses more comparable to Oregon than Montana. Budget not yet available for the 2019 Biennial Convention in Albany, NY.

Royalties: \$700

Based on projected results from contracts with the Red Roof Inns and Café Press.

Investment and Interest Income: \$5,100

Interest from the two checking accounts, savings, and the money market held with Edward Jones Company go into this category.

Other Income: \$7,000

This category tracks income from late report fees, fees for damaged and lost stamps or handles, special stamps, annual dues late fees, shipping/handling fees and any other miscellaneous income.

COST OF GOODS SOLD

COGS are dependent upon sales and add to general expenses to arrive at total expenditures.

COST OF GOODS SOLD: \$23,000

Based on cost of retail merchandise. This includes IVV Books, New Walker Packets, Passport Book Covers, Patches for National/Special/Youth Programs and all other retail merchandise.

EXPENSES

Convention: \$97,063

Based on the 2015 Convention results. Projected revenue and expenses more comparable to Oregon than Montana. Budget not yet available for the 2019 Biennial Convention in Albany, NY.

Bank and Credit Card Service Fees: \$3,200

Based on transaction fees for credit card and PayPal estimated at 5 % of authorized sales. We are researching different merchant service vendors to reduce fees, consolidate accounts, and streamline processes.

Contract Professional Services: \$10,000

This expense covers professional services to include publicity, fund development, grant writing, IT and professional software purchases (Charity Proud, Online Strategy).

TAW Contract: \$33,300

This covers the production of the TAW and expenses associated with the production. This includes postage/ mailing expenses. The current TAW production contract is \$28,000. The cost of mailing the TAW is (as of 04.30.2018) \$5,340 for 6 issues. Mailing costs have been reduced in the current year by mailing via USPS, to the NEC, the 10 copies (each) of the TAW that were previously delivered by FEDEX.

Equipment Rental: \$12,340

The Neopost (postage) machine and the Documation copier rental. **These amounts are set rental contracts.**

Equipment Maintenance: \$1,000

Estimate is based on projected repair and maintenance to Boss Laser equipment and other office equipment.

Financial Services: \$12,800

The expense category shows the costs of annual audit and tax preparation.

Insurance-Event Liability: \$34,900

^ VA's current renewal premium is paid in December and covers January through December.

Insurance-National HQ Liability: \$2,400

This insurance is comprised of building, content, & general liability plus Officers' errors and omissions insurance.

Legal Services: \$3,000

National Executive Council (NEC) Meetings: \$29,100

This category tracks the accommodation expense of the NEC members for regular meetings and any meeting room expense and meals paid by AVA.. **There are two physical Board meetings planned for the 18/19 fiscal year. The proposed cost estimate above is based on 15 NEC members attending 2 meetings requiring travel and 2 days lodging. Also included in this estimate is 1 meal for each member per meeting at \$50 per meal.**

NEC Reimbursable Expenses: \$10,000

This account tracks copy charges, supply purchases, etc. of the NEC. This amount includes proposed increase in RD travel and reimbursable expenses of \$1,000 per RD.

Postage - National Headquarters: \$3,500

This account tracks regular mailings to clubs such as statements and invoices and other items necessary for operations.

Promotional- Marketing and Public Relations: \$6,500

The purpose of this expense category is to attract and promote the AVA to outside entities to promote our organization. This account includes travel by the ED to club events, mail outs strictly for publicity, cost of producing materials for that purpose, inventory items sent out free of charge, and the cost for attending expos that might provide publicity potential.

Promotional-Program: \$2,000

This category is for general marketing such as brochures, quick guides to volkssporting provided in New Walker Packets, postage to mail out, and promo items.

Rent, National Headquarters: \$43,308

Building rent is \$3,409.00 per month. The lease is due to renew in January 2019. Projected a \$200 increase per month. Although, we did not have an increase in rent when the ED last negotiated the lease (January 2017).

Award Program Expense: \$6,000

This account covers award supplies, certificates, shipping supplies and postage.

Membership Program Expense: 2,300

This account covers supplies, renewal notices, membership cards and postage.

Event Program Expense: 5,000

This account covers supplies and postage.

Staff Development: \$2,000

This budget is to cover employee education and development (software, equipment, etc.).

Supplies- National Headquarters: \$2,500

This amount is based on actual expenditures from previous years as well as anticipated needs for 18/19. Staff continues to be frugal with resources and recycle what is possible.

Non-depreciable Asset Purchases: \$500

Equipment expensed here is under the \$1,000 per the unit cost limit for depreciation, meaning this equipment is expensed directly not depreciated.

Miscellaneous Operations-National HQ: \$1,650

This category covers flowers sent out, volunteer Christmas party, employment ads for new employees, water service, coffee room supplies, and all other items not covered in other expense categories.

Special Funds Development Expense: \$2,500

This category covers expenses associated with Grant and Big Give. Postcards, mailouts etc.

Youth Program Expense: \$1,000

This account covers the cost of patches for the Girl Scouts, Navigators and other Youth Programs.

Virtual Online Programs: \$9,500

This account covers Walker Tracker dues, t-shirts and postage. It does not cover employee time.

Special Program Expense: \$500

This account is designed to track expenses incurred by all AVA Special Programs. These expenses include costs for the 50 State program, A to Z program, Meritorious service awards etc.

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Strategic Planning: \$2,000

Amount designated by the ED for implementation.

Computer, Software and Website Expense: \$2,500

This account covers the cost computer supplies/repair/upgrades as well as website hosting, software purchases, QB payroll, and Office 365.

Publications and Membership Dues: \$700

This account covers various publications concerning non-profits, online publications, membership in various national and local non-profit councils & organizations.

Telephones- National Headquarters: \$3,200

Depreciation Expense-FF&E: \$5,435

Current depreciation for **furniture, fixtures, and equipment** is based on all FF&E currently being depreciated with a unit cost of over \$1,000.

IVV Dues: \$3,300

The amount paid for dues increases or decreases as the number of AVA clubs change and as the exchange rate of Euro to Dollars changes or dues are increased. This amount is based on actual dues paid for 17/18.

IVV and Other International Meetings: \$4,000

This account records the cost for the AVA President or representative to attend the annual IVV Congress meeting, and other international meetings.

Payroll Taxes: \$24,000

Payroll Benefits: \$30,000

This account tracks health insurance, dental insurance, and life insurance as well as employee paid supplemental insurance and dependent coverage. It also tracks workmen's compensation payments to the insurance fund.

Wages-HQ Staff: \$244,975

This account covers the current salaries for 6 full-time employees with a 3% cost of living increase for 18/19.

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AMERICAN VOLKSPORT ASSOCIATION, INC. (AVA)									
PROPOSED BUDGET FY 2018-2019		QBOOKS GL#		Current Budget		YTD		Estimated Revenue	
18-May-18				2017-2018	04.30.2018	thru 6.30.18	Variance	2018-2019	
REVENUE				AVA ANNUAL BUDGET				ANNUAL BUDGET	
400-40-700	VOLKSPORTS ASSOCIATE / FAMILY MEMBERS			40,450.00	23,150.53	13,000.00	-4,299.47	37,500.00	
400-50-000	CHARTER MEMBERSHIPS			300.00	100.00		-200.00	300.00	
401-50-000	CLUB ANNUAL DUES			11,700.00	16,737.93		5,037.93	16,950.00	
410-50-400	SANCTION FEE INCOME ALL EVENTS			59,640.00	66,799.18		7,159.18	56,390.00	
411-50-400	PARTICIPATION FEE INCOME-Traditional Events			65,000.00	66,656.87		1,656.87	86,000.00	
412-50-400	PARTICIPATION FEE YRE/SEASONAL INCLUDED			78,500.00	68,130.50		-10,369.50	76,900.00	
413-30-400	E.C. EVENT FEES			100.00	619.00		519.00	1,000.00	
414-50-400	YRE/SEASONAL QRTLY SANCTION FEES			37,860.00	14,650.00	9,650.00	-13,560.00	38,600.00	
415-50-100	ALTERNATE SANCTION FEE (PPSF)			500.00	1,072.00		572.00	1,200.00	
420-10-300	SALES-SPLTY			20,362.00	17,433.59		-2,928.41	27,000.00	
423-10-100	SALES-AWARDS			100.00	106.00		6.00	100.00	
424-10-200	SALES-IVV BOOKS			21,780.00	17,054.60		-4,725.40	18,000.00	
425-10-200	SALES-NEWWALKER PACKETS			9,000.00	3,304.92		-5,695.08	5,500.00	
430-10-300	SALES RETURNS AND ALLOWANCES			(50.00)	0.00		50.00	(50.00)	
435-10-300	MEMBER DISCOUNTS			(7,686.00)	(6,130.18)		1,555.82	(6,500.00)	
442-40-500	ADVERTISING INCOME "TAW"			5,000.00	2,790.00		-2,210.00	5,000.00	
442-70-550	ADVERTISING INCOME-WEB SITE			300.00	0.00		-300.00	500.00	
444-80-800	YOUTH PROGRAM INCOME			3,000.00	1,212.50		-1,787.50	2,000.00	
New Account	VIRTUAL ONLINE PROGRAM INCOME (401k)			0.00	5,617.85			11,200.00	
445-10-000	IN-KIND DONATIONS			2,000.00	500.00		-1,500.00	500.00	
446-90-700	GRANT AND SPONSORSHIP INCOME			30,000.00	0.00		-30,000.00	5,000.00	
452-50-400	INSURANCE CERTIFICATE - INCOME			1,800.00	0.00		-1,800.00	0.00	
453-20-800	CONVENTION INCOME 2019			0.00	2,500.00		2,500.00	118,851.00	
445-10-000	ROYALTIES			100.00	0.00	200.00	100.00	700.00	
455-80-800	NATIONAL & SPECIAL PROGRAM INCOME			3,600.00	3,620.50		20.50	5,600.00	
458-10-000	DONATIONS - UNRESTRICTED			60,000.00	79,365.18	200.00	19,565.18	90,000.00	
460-10-000	DONATIONS - RESTRICTED- GIFTS			2,250.00	7,935.00		5,685.00	5,000.00	
461-50-000	INCOME - OTHER & FREIGHT			6,000.00	21,564.98		15,564.98	7,000.00	
462-10-000	INCOME - INTEREST			100.00	0.00		-100.00	100.00	
463-10-000	INCOME - INVESTMENT & INTEREST INCOME			15,000.00	3,797.70		-11,202.30	5,000.00	
464-10-300	FREIGHT INCOME			0.00	0.00		0.00		
TOTAL REVENUE				466,706.00	418,588.65		-48,117.35	615,341.00	

[illegible]

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453-20-800	CONVENTION INCOME 2019		0.00	2,500.00	118,851.92
601-20-800	CONVENTION EXPENSE - 2019		0.00	1,000.00	97,063.00
	Profit from Convention				21,788.92

	Committee Requests			Recommended Funding Source	Big Give Amount
Programs	Walker Tracker and Youth	\$6,700		Included in Budget	\$813
Membership	Brochures	\$1,000		Included in Budget	\$145
Club Development	Club formation-5,000, Travel-2,500, Supplies-150, Postage-200	\$6,015		\$1,835- Included in Budget \$6,015- Investments	\$1,835
IT	8/chromebooks-2,400, laser printer-250,4/barcode scanners-800	\$13,120		Investments	\$3,907
	2/label printers-1,000, labels-200, print server-70, Webs server-400				
	WiFi network gear-800, credit card reader 200, travel-4,000, projector-1,000, misc-2,000				
Natl. Programs	Travel-4,309, IML Fees-598, Registration Fees-93	\$5,000		Investments	\$200
Publicity				Included In Budget	\$1,750
TOTAL		\$31,835			

AMERICAN VOLKSSPORT ASSOCIATION, INC. (AVA)					
PROPOSED BUDGET FY 2018-2019					
			2017-2018	2017/18 YTD	2018-2019
REVENUE			AVA ANNUAL BUDGET	ACTUAL	PROPOSED BUDGET
400-40-700	VOLKSSPORTS ASSOCIATE / FAMILY MEMBERS		40,450.00	23,150.53	30,000.00
400-50-000	CHARTER MEMBERSHIPS		300.00	100.00	300.00
401-50-000	CLUB ANNUAL DUES		11,700.00	16,737.93	16,950.00
410-50-400	SANCTION FEE INCOME ALL EVENTS		59,640.00	66,799.18	56,390.00
411-50-400	PARTICIPATION FEE INCOME-TRADITIONAL EVENTS		65,000.00	66,656.87	79,000.00
412-50-400	PARTICIPATION FEE YRE/SEASONAL INCLUDED		78,500.00	68,130.50	76,900.00
413-30-400	E.C. EVENT FEES		100.00	619.00	1,000.00
414-50-400	YRE/SEASONAL QRTLY SANCTION FEES		37,860.00	14,650.00	33,950.00
415-50-100	ALTERNATE SANCTION FEE (PPSF)		500.00	1,072.00	1,200.00
420-10-300	SALES-SPLTY		20,362.00	17,433.59	20,000.00
423-10-100	SALES-AWARDS		100.00	106.00	100.00
424-10-200	SALES-IVV BOOKS		21,780.00	17,054.60	18,000.00
425-10-200	SALES-NEWWALKER PACKETS		9,000.00	3,304.92	5,500.00
430-10-300	SALES RETURNS AND ALLOWANCES		(50.00)	0.00	(50.00)
435-10-300	MEMBER DISCOUNTS		(7,686.00)	(6,130.18)	(6,500.00)
442-40-500	ADVERTISING INCOME "TAW"		5,000.00	2,790.00	5,000.00
442-70-550	ADVERTISING INCOME-WEB SITE		300.00	0.00	500.00
444-80-800	YOUTH PROGRAM INCOME		3,000.00	1,212.50	2,000.00
New Account	VIRTUAL ONLINE PROGRAM INCOME (401k)		0.00	5,617.85	6,000.00
445-10-000	IN-KIND DONATIONS		2,000.00	500.00	500.00
446-90-700	GRANT AND SPONSORSHIP INCOME		30,000.00	0.00	5,000.00
452-50-400	INSURANCE CERTIFICATE - INCOME		1,800.00	0.00	0.00
445-10-000	ROYALTIES		100.00	0.00	700.00
455-80-800	SPECIAL PROGRAM INCOME		3,600.00	3,620.50	5,600.00
458-10-000	DONATIONS - UNRESTRICTED		60,000.00	79,365.18	80,000.00
460-10-000	DONATIONS - RESTRICTED- GIFTS		2,250.00	7,935.00	4,000.00
461-50-000	INCOME - OTHER & FREIGHT		6,000.00	21,564.98	7,000.00
462-10-000	INCOME - INTEREST		100.00	0.00	100.00
463-10-000	INCOME - INVESTMENT & INTEREST INCOME		15,000.00	3,797.70	5,000.00
464-10-300	FREIGHT INCOME		0.00	0.00	
TOTAL REVENUE			466,706.00	416,088.65	454,140.00
COST OF SALES					
500-10-000	COST OF GOODS SOLD - NHQ-GEN				
500-10-100	COST OF GOODS SOLD - AWARDS		500.00		
500-10-200	COST OF GOODS SOLD - IVV BOOKS		2,000.00		
500-10-300	COST OF GOODS SOLD - SPECIALTY		14,000.00		
501-10-100	COST OF GOODS SOLD - AWARDS ISSUED		4,500.00		
501-10-200	COST OF GOODS SOLD - NEWWALKER		2,000.00		
501-10-800	COST OF GOODS SOLD - YOUTH		0.00		
550-10-300	SHIPPING/FREIGHT		3,540.00		
TOTAL COST OF SALES			26,540.00	20,369.83	23,000.00
	Deposit from Investment Account		110,000.00		
GROSS PROFIT			550,166.00	395,718.82	431,140.00

			2017-2018	2017/18 YTD	2018-2019
EXPENSES			BUDGET	ACTUAL	BUDGET
600-50-000	BAD DEBT		25.00	0.00	-
601-10-000	BANK SERVICE CHARGES		200.00	169.96	200.00
601-10-300	CREDIT CARD SERVICE CHARGE		2,000.00	2,801.37	3,000.00
601-60-600	RATE EXCHANGE DIFFERENCE		(300.00)	0.00	-
603-10-000	CONTRACT PROFESSIONAL SERVICES/SOFTWARE		7,000.00	12,355.73	10,000.00
603-40-500	TAW CONTRACT		28,000.00	25,161.41	28,000.00
604-10-000	EQUIPMENT MAINTENANCE		1,100.00	965.00	1,000.00
605-10-000	EQUIPMENT RENTAL		8,220.00	10,352.07	8,340.00
606-10-000	FINANCIAL SERVICES		12,100.00	12,800.00	12,800.00
607-10-000	INTEREST EXPENSE		0.00	94.38	100.00
607-50-400	INSURANCE - EVENT LIABILITY		36,250.00	38,647.15	36,250.00
608-10-000	INSURANCE - NAT HQ LIABILITY		2,400.00	1,861.86	2,400.00
609-10-000	LEGAL SERVICES		3,000.00	4,200.00	3,000.00
609-30-650	EXECUTIVE COUNCIL - TRAVEL & NEC MEETINGS		36,800.00	37,518.73	29,100.00
610-10-000	OPERATIONS - MISCELLANEOUS		2,500.00	1,279.97	1,650.00
610-30-650	NEC - REIMBURSABLE EXPENSES		1,250.00	273.80	10,000.00
610-70-650	NATIONAL COMMITTEES		1,000.00	784.76	0.00
611-10-000	HQ MANAGEMENT EXPENSE		2,500.00	3,406.61	0.00
New Account	COMPUTER/SOFTWARE/WEBSITE EXPENSE		0.00	0.00	2,500.00
613-10-000	PUBLICATIONS		400.00	0.00	300.00
614-10-000	MEMBERSHIP DUES		700.00	234.00	400.00
616-10-000	NON-DEPREC ASSET PURCHASES		600.00	1,042.88	500.00
617-10-000	DEPRECIATION EXPENSE		8,813.00	5,046.74	5,435.00
620-10-000	POSTAGE NATIONAL HEADQUARTERS		2,500.00	3,601.68	3,500.00
620-40-500	POSTAGE - "TAW"		9,000.00	0.00	0.00
621-10-000	OFFICE REPAIR & IMPROVEMENT		500.00	0.00	500.00
625-50-700	PROMOTIONAL -PROGRAM		1,200.00	0.00	2,000.00
626-70-700	PROMOTIONAL - MARKETING/PUBLIC RELATIONS		3,700.00	3,782.99	6,500.00
629-90-700	PROMOTIONAL - SPONSOR RECRUIT		3,000.00	0.00	-
631-10-000	RENT - NATIONAL HEADQUARTERS		40,908.00	34,090.00	43,308.00
632-10-100	AWARD PROGRAM EXPENSE		6,000.00	9,385.04	6,000.00
632-40-700	MEMBERSHIP PROGRAM EXPENSE		4,000.00	2,092.32	2,300.00
632-50-400	EVENT PROGRAM EXPENSE		4,000.00	4,882.25	11,000.00
New Account	CLUB DEVELOPMENT/SUPPORT EXPENSE		0.00	0.00	1,835.00
634-10-000	SUPPLIES - NATIONAL HEADQUARTERS		5,000.00	5,099.82	5,000.00
635-10-000	TELEPHONE - NATIONAL HEADQUARTERS		4,584.00	2,546.12	3,200.00
636-10-000	STAFF DEVELOPMENT		2,000.00	1,357.05	2,000.00
642-70-700	STRATEGIC PLANNING		3,000.00	700.00	2,000.00
643-70-800	SPECIAL PROGRAMS EXPENSE		1,500.00	0.00	500.00
644-70-800	YOUTH PROGRAM EXPENSE		2,500.00	300.14	1,000.00
New Account	VIRTUAL ONLINE PROGRAMS (401K)		0.00	6,598.03	9,500.00
650-60-600	IVV DUES		3,610.00	0.00	3,300.00
651-60-600	IVV LIAISON		100.00	0.00	-
652-30-600	INTERNATIONAL IVV MEETINGS		3,000.00	7,896.00	3,000.00
653-50-400	IVV STAMPS		3,800.00	1,790.26	-
657-80-800	SPECIAL FUND DEVELOPMENT		3,000.00	1,391.29	2,000.00
660-10-000	PAYROLL TAX		23,000.00	17,164.48	23,000.00
661-10-000	PAYROLL BENEFITS		30,000.00	29,015.02	30,000.00
662-10-000	WAGES- NATIONAL HQ STAFF		234,825.00	190,148.37	244,975.00
TOTAL EXPENSES			549,285.00	480,837.28	561,393.00
NET INCOME			881.00	-85,118.46	(130,253.00)

EXPENSES					
600-50-000	BAD DEBT		25.00	0.00	-
601-10-000	BANK SERVICE CHARGES		200.00	169.96	200.00
601-10-300	CREDIT CARD SERVICE CHARGE		2,000.00	2,801.37	3,000.00
601-60-600	RATE EXCHANGE DIFFERENCE		(300.00)	0.00	-
603-10-000	CONTRACT PROFESSIONAL SERVICES/SOFTWARE		7,000.00	12,355.73	10,000.00
603-40-500	TAW CONTRACT		28,000.00	25,161.41	28,000.00
604-10-000	EQUIPMENT MAINTENANCE		1,100.00	965.00	1,000.00
605-10-000	EQUIPMENT RENTAL		8,220.00	10,352.07	8,340.00
606-10-000	FINANCIAL SERVICES		12,100.00	12,800.00	12,800.00
607-10-000	INTEREST EXPENSE		0.00	94.38	100.00
607-50-400	INSURANCE - EVENT LIABILITY		36,250.00	38,647.15	36,250.00
608-10-000	INSURANCE - NAT HQ LIABILITY		2,400.00	1,861.86	2,400.00
609-10-000	LEGAL SERVICES		3,000.00	4,200.00	3,000.00
609-30-650	EXECUTIVE COUNCIL - TRAVEL & NEC MEETINGS		36,800.00	37,518.73	29,100.00
610-10-000	OPERATIONS - MISCELLANEOUS		2,500.00	1,279.97	1,650.00
610-30-650	NEC - REIMBURSABLE EXPENSES		1,250.00	273.80	10,000.00
610-70-650	NATIONAL COMMITTEES		1,000.00	784.76	0.00
611-10-000	HQ MANAGEMENT EXPENSE		2,500.00	3,406.61	0.00
New Account	COMPUTER/SOFTWARE/WEBSITE EXPENSE		0.00	0.00	2,500.00
613-10-000	PUBLICATIONS		400.00	0.00	300.00
614-10-000	MEMBERSHIP DUES		700.00	234.00	400.00
616-10-000	NON-DEPREC ASSET PURCHASES		600.00	1,042.88	500.00
617-10-000	DEPRECIATION EXPENSE		8,813.00	5,046.74	5,435.00
620-10-000	POSTAGE NATIONAL HEADQUARTERS		2,500.00	3,601.68	3,500.00
620-40-500	POSTAGE - "TAW"		9,000.00	0.00	0.00
621-10-000	OFFICE REPAIR & IMPROVEMENT		500.00	0.00	500.00
625-50-700	PROMOTIONAL -PROGRAM		1,200.00	0.00	2,000.00
626-70-700	PROMOTIONAL - MARKETING/PUBLIC RELATIONS		3,700.00	3,782.99	6,500.00
629-90-700	PROMOTIONAL - SPONSOR RECRUIT		3,000.00	0.00	-
631-10-000	RENT - NATIONAL HEADQUARTERS		40,908.00	34,090.00	43,308.00
632-10-100	AWARD PROGRAM EXPENSE		6,000.00	9,385.04	6,000.00
632-40-700	MEMBERSHIP PROGRAM EXPENSE		4,000.00	2,092.32	2,300.00
632-50-400	EVENT PROGRAM EXPENSE		4,000.00	4,882.25	11,000.00
New Account	CLUB DEVELOPMENT/SUPPORT EXPENSE		0.00	0.00	1,835.00
634-10-000	SUPPLIES - NATIONAL HEADQUARTERS		5,000.00	5,099.82	5,000.00
635-10-000	TELEPHONE - NATIONAL HEADQUARTERS		4,584.00	2,546.12	3,200.00
636-10-000	STAFF DEVELOPMENT		2,000.00	1,357.05	2,000.00
642-70-700	STRATEGIC PLANNING		3,000.00	700.00	2,000.00
643-70-800	SPECIAL PROGRAMS EXPENSE		1,500.00	0.00	500.00
644-70-800	YOUTH PROGRAM EXPENSE		2,500.00	300.14	1,000.00
New Account	VIRTUAL ONLINE PROGRAMS (401K)		0.00	6,598.03	9,500.00
650-60-600	IVV DUES		3,610.00	0.00	3,300.00
651-60-600	IVV LIAISON		100.00	0.00	-
652-30-600	INTERNATIONAL IVV MEETINGS		3,000.00	7,896.00	3,000.00
653-50-400	IVV STAMPS		3,800.00	1,790.26	-
657-80-800	SPECIAL FUND DEVELOPMENT		3,000.00	1,391.29	2,000.00
660-10-000	PAYROLL TAX		23,000.00	17,164.48	23,000.00
661-10-000	PAYROLL BENEFITS		30,000.00	29,015.02	30,000.00
662-10-000	WAGES- NATIONAL HQ STAFF		234,825.00	190,148.37	244,975.00
TOTAL EXPENSES			549,285.00	480,837.28	561,393.00
NET INCOME			881.00	-85,118.46	(130,253.00)

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05/14/18

Accrual Basis

American Volkssport Association, Inc.

Balance Sheet

As of April 30, 2018

	Apr 30, 18
ASSETS	
Current Assets	
Checking/Savings	
10000 · CASH ACCOUNTS	
10010 · CASH OPERATIONS TEXSTAR BANK	24,187.42
10020 · CREDIT CARD ACCT TEXSTAR BANK	1,091.38
10030 · SAVINGS ACCOUNT TEXSTAR	19,718.83
10040 · CONVENTION ACCOUNT TEXSTAR	2,343.02
10060 · PETTY CASH FUND	100.00
10070 · CASH REGISTER FUND	200.00
10080 · CASH IVV GERMAN ACCOUNT	3,612.19
Total 10000 · CASH ACCOUNTS	51,252.84
10100 · INVESTMENTS - EDWARD JONES & CO	
10110 · MONEY MARKET EDWARD JONES & CO	62,626.65
10120 · CD PORTFOLIO EDWARD JONES	358,011.74
10130 · BOND PORTFOLIO EDWARD JONES	317,159.76
Total 10100 · INVESTMENTS - EDWARD JONES & CO	737,798.15
Total Checking/Savings	789,050.99
Accounts Receivable	
10200 · ACCOUNTS RECEIVABLE	
10210 · ACCOUNTS RECEIVABLE TRADE	26,710.74
10220 · ACCOUNTS RECEIVABLE OTHER	-92.50
10200 · ACCOUNTS RECEIVABLE - Other	-276.25
Total 10200 · ACCOUNTS RECEIVABLE	26,341.99
Total Accounts Receivable	26,341.99
Other Current Assets	
10300 · PRE PAID EXPENSES	
10310 · PRE PAID INSURANCE - EVENT	14,541.68
10320 · PRE PAID INSURANCE WORKMAN COMP	458.51
10330 · PRE PAID INSURANCE OFFICE LIAB	301.95
10340 · PREPAID POSTAGE	2,987.66
10350 · PREPAID EQUIPMENT RENTAL	460.29
Total 10300 · PRE PAID EXPENSES	18,750.09
10400 · INVENTORY	
10410 · INVENTORY - SPECIALTY MERCH	1,260.29
Total 10400 · INVENTORY	1,260.29
12000 · Undeposited Funds	-430.75
12100 · Inventory Asset	9,619.34
Total Other Current Assets	29,198.97
Total Current Assets	844,591.95
Fixed Assets	
10500 · FIXED ASSETS	
10510 · FURNITURE, FIXTURES & EQUIPMENT	74,394.96
10520 · ACCUMULATED DEPRECIATION FFE	-52,493.39
Total 10500 · FIXED ASSETS	21,901.57
Total Fixed Assets	21,901.57
TOTAL ASSETS	866,493.52

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05/14/18

Accrual Basis

American Volkssport Association, Inc.

Balance Sheet

As of April 30, 2018

	Apr 30, 18
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
20100 · ACCOUNTS PAYABLE	
20120 · ACCOUNTS PAYABLE - OTHER	1,603.67
Total 20100 · ACCOUNTS PAYABLE	1,603.67
Total Accounts Payable	1,603.67
Other Current Liabilities	
20000 · CURRENT LIABILITIES	
20130 · SUNSHINE ACCOUNT	427.21
20140 · LEASE OBLIGATION	1,413.03
Total 20000 · CURRENT LIABILITIES	1,840.24
20200 · PAYROLL LIABILITIES	
20210 · FICA WITHHOLDING PAYABLE	1,213.44
20220 · FIT WITHHOLDING PAYABLE	971.01
20230 · TEC PAYABLE	175.54
20200 · PAYROLL LIABILITIES - Other	836.43
Total 20200 · PAYROLL LIABILITIES	3,196.42
20300 · OTHER LIABILITIES	
20320 · TEC TAX PAYABLE	-183.13
20340 · ACCRUED VACATION & SICK PAY	6,369.17
20350 · DEFERRED ANNUAL CLUB DUES	4,030.50
20370 · DEFERRED MEMBERSHIP DUES (TAW)	-11,808.96
Total 20300 · OTHER LIABILITIES	-1,592.42
25000 · REFUNDS PAYABLE	4.80
25500 · SALES TAX PAYABLE	99.13
Total Other Current Liabilities	3,548.17
Total Current Liabilities	5,151.84
Long Term Liabilities	
20500 · LONG TERM LIABILITIES	
20510 · DEFERRED LIFE VAM MEMBERSHIP	39,627.00
Total 20500 · LONG TERM LIABILITIES	39,627.00
Total Long Term Liabilities	39,627.00
Total Liabilities	44,778.84
Equity	
30000 · EQUITY	
30020 · PRIOR PERIOD ADJUSTMENTS	-16,161.32
30030 · RETAINED EARNINGS-CURRENT YEAR	908,434.56
30000 · EQUITY - Other	13,059.90
Total 30000 · EQUITY	905,333.14
Net Income	-83,618.46
Total Equity	821,714.68
TOTAL LIABILITIES & EQUITY	866,493.52

American Volkssport Association, Inc.
Profit & Loss Budget vs. Actual
 July 1, 2017 - April 30, 2018

5(d)-2

	TOTAL			
	Jan - Apr 18	Budget	\$ Over Budget	% of Budget
Income				
40000 · OPERATIONS REVENUE				
40100 · PROGRAM INCOME				
40110 · PARTICIPATION FEES				
40111 · YRE/SEASONAL EVENTS	68,130.50	78,500.00	-10,369.50	86.79%
40112 · TRADITIONAL EVENTS	66,656.87	65,000.00	1,656.87	102.55%
40113 · RD EVENTS	619.00	100.00	519.00	619.0%
40114 · PPSF EVENTS	1,072.00	500.00	572.00	214.4%
40115 · YOUTH EVENTS	1,212.50	3,000.00	-1,787.50	40.42%
40110 · PARTICIPATION FEES - Other	0.00			
Total 40110 · PARTICIPATION FEES	137,690.87	147,100.00	-9,409.13	93.6%
40210 · SANCTION FEES				
40211 · IVV YRE/SEASONAL EVENTS	70,089.18	37,860.00	32,229.18	185.13%
40212 · IVV TRADITIONAL EVENTS	11,360.00	20,520.00	-9,160.00	55.36%
40213 · AVA GUIDED EVENTS	0.00	39,120.00	-39,120.00	0.0%
40214 · AVA YOUTH EVENTS	0.00	0.00	0.00	0.0%
Total 40210 · SANCTION FEES	81,449.18	97,500.00	-16,050.82	83.54%
40250 · NATIONAL PROGRAM INCOME	5,617.85			
40260 · SPECIAL PROGRAM INCOME	3,620.50	3,600.00	20.50	100.57%
Total 40100 · PROGRAM INCOME	228,378.40	248,200.00	-19,821.60	92.01%
40300 · MEMBERSHIP INCOME				
40320 · ASSOCIATE MEMBERSHIP	11,555.00			
40330 · ASSOCIATE FAMILY MEMBERSHIP	11,595.53			
40300 · MEMBERSHIP INCOME - Other	0.00	40,450.00	-40,450.00	0.0%
Total 40300 · MEMBERSHIP INCOME	23,150.53	40,450.00	-17,299.47	57.23%
40340 · CLUB CHARTER INCOME	100.00	300.00	-200.00	33.33%
40345 · ANNUAL CLUB DUES	16,737.93	11,700.00	5,037.93	143.06%
40350 · MERCHANDISE INCOME	37,899.11	51,242.00	-13,342.89	73.96%
40360 · ADVERTISING INCOME	2,790.00	5,300.00	-2,510.00	52.64%
40500 · FUND DEVELOPMENT REVENUE				
40510 · DONATIONS - UNRESTRICTED	79,165.18	60,000.00	19,165.18	131.94%
40520 · DONATIONS - RESTRICTED	7,935.00	2,250.00	5,685.00	352.67%
40530 · IN-KIND DONATIONS	500.00	2,000.00	-1,500.00	25.0%
40540 · BIG GIVE - DONATIONS	200.00	0.00	200.00	100.0%
40550 · GRANTS	0.00	30,000.00	-30,000.00	0.0%
Total 40500 · FUND DEVELOPMENT REVENUE	87,800.18	94,250.00	-6,449.82	93.16%
Total 40000 · OPERATIONS REVENUE	396,856.15	451,442.00	-54,585.85	87.91%
40600 · SALES RETURNS & ALLOWANCES	0.00	-50.00	50.00	0.0%
40700 · CLUB / MEMBER DISCOUNTS	-6,130.18	-7,686.00	1,555.82	79.76%
40750 · CONVENTION 2017 INCOME	0.00			
40760 · CONVENTION 2019 INCOME	2,500.00			
40800 · INCOME-OTHER	21,564.98	7,900.00	13,664.98	272.97%
40900 · INCOME-INTEREST	3,797.70	15,100.00	-11,302.30	25.15%
Total Income	418,588.65	466,706.00	-48,117.35	89.69%
Cost of Goods Sold				
50000 · COST OF GOODS SOLD	20,369.83	26,540.00	-6,170.17	76.75%
Total COGS	20,369.83	26,540.00	-6,170.17	76.75%
Gross Profit	398,218.82	440,166.00	-41,947.18	90.47%
Expense				

	TOTAL			
	Jan - Apr 18	Budget	\$ Over Budget	% of Budget
60000 · EXPENSES				
60500 · BANK/CREDIT CARD SERVICE CHGS	2,971.33	1,925.00	1,046.33	154.36%
60750 · CONVENTION 2017 EXPENSE	0.00			
60760 · CONVENTION 2019 EXPENSE	1,000.00			
61000 · COMPUTER-SOFTWARE-WEBSITE EXP	6,698.01			
61500 · DEPRECIATION EXPENSE	5,046.74	8,813.00	-3,766.26	57.27%
62000 · EQUIPMENT				
62010 · EQUIPMENT MAINTENANCE	965.00	1,100.00	-135.00	87.73%
62020 · EQUIPMENT RENTAL	10,352.07	8,220.00	2,132.07	125.94%
Total 62000 · EQUIPMENT	11,317.07	9,320.00	1,997.07	121.43%
62500 · FUND DEVELOPMENT EXPENSE				
62550 · GRANT EXPENSE	1,000.00	3,000.00	-2,000.00	33.33%
62570 · BIG GIVE EXPENSE	391.29			
Total 62500 · FUND DEVELOPMENT EXPENSE	1,391.29	3,000.00	-1,608.71	46.38%
63200 · INSURANCE				
63210 · INSURANCE - EVENT LIABILITY	29,922.15	36,250.00	-6,327.85	82.54%
63220 · INSURANCE - NAT'L OFFICE LIAB.	1,861.86	2,400.00	-538.14	77.58%
Total 63200 · INSURANCE	31,784.01	38,650.00	-6,865.99	82.24%
63400 · INTEREST EXPENSE	94.38			
63500 · INTERNATIONAL TRAVEL EXPENSE	7,896.00			
63600 · IVV EXPENSE	1,790.26	10,510.00	-8,719.74	17.03%
64000 · MARKETING & PUBLIC RELATIONS	3,782.99	7,900.00	-4,117.01	47.89%
64500 · MEMBERSHIP / PUBLICATIONS DUES	234.00	1,100.00	-866.00	21.27%
64800 · MISC. OPERATIONS EXPENSE	1,279.97	2,500.00	-1,220.03	51.2%
65000 · NEC TRAVEL & EXPENSES	37,518.73	36,800.00	718.73	101.95%
65200 · NATIONAL OFFICE TRAVEL/ MGT EXP	3,406.61	2,500.00	906.61	136.26%
65300 · NON-DEPREC ASSET PURCHASES	1,042.88	600.00	442.88	173.81%
65600 · OFFICE REPAIRS & MAINTENANCE	0.00	500.00	-500.00	0.0%
66000 · PAYROLL BENEFITS & WAGES				
66010 · PAYROLL BENEFITS	29,015.02	30,000.00	-984.98	96.72%
66020 · WAGES - NATIONAL HQ STAFF	190,020.37	234,825.00	-44,804.63	80.92%
66030 · PAYROLL TAX	17,164.48	23,000.00	-5,835.52	74.63%
Total 66000 · PAYROLL BENEFITS & WAGES	236,199.87	287,825.00	-51,625.13	82.06%
66100 · POSTAGE				
66110 · POSTAGE - NATIONAL OFFICE	3,601.68	2,500.00	1,101.68	144.07%
66120 · POSTAGE - EXECUTIVE COUNCIL	273.80	1,250.00	-976.20	21.9%
Total 66100 · POSTAGE	3,875.48	3,750.00	125.48	103.35%
66200 · PROFESSIONAL FEES				
66210 · IT SERVICE FEES	5,657.72	7,000.00	-1,342.28	80.83%
66220 · LEGAL SERVICES	4,200.00	3,000.00	1,200.00	140.0%
66230 · FINANCIAL SERVICES	12,800.00	12,100.00	700.00	105.79%
66240 · STRATEGIC PLANNING SERVICES	700.00	3,000.00	-2,300.00	23.33%
Total 66200 · PROFESSIONAL FEES	23,357.72	25,100.00	-1,742.28	93.06%
66300 · PROGRAM EXPENSE				
66310 · AWARD PROGRAM EXPENSE	9,385.04	6,000.00	3,385.04	156.42%
66320 · MEMBERSHIP PROGRAM EXPENSE	2,092.32	4,000.00	-1,907.68	52.31%
66330 · EVENT PROGRAM EXPENSE	4,882.25	4,000.00	882.25	122.06%
66335 · VIRTUAL ONLINE PROGRAMS				
66340 · WALKER TRACKER (401K) PROGRAM	6,598.03	0.00	6,598.03	100.0%
Total 66335 · VIRTUAL ONLINE PROGRAMS	6,598.03	0.00	6,598.03	100.0%
66350 · YOUTH PROGRAM EXPENSE	300.14	2,500.00	-2,199.86	12.01%
66360 · NATIONAL COMMITTEES EXPENSE	784.76	1,000.00	-215.24	78.48%

66390 · SPECIAL PROGRAM EXPENSE
 Total 66300 · PROGRAM EXPENSE
 66700 · RENT
 67000 · STAFF TRAINING
 67100 · SUPPLIES - NATIONAL OFFICE
 67200 · SUSPENSE ACCOUNT
 68100 · TAW EXPENSES
 68200 · TELEPHONE & UTILITY
 Total 60000 · EXPENSES
 66600 · Payroll Expenses
 Total Expense
 Net Income

TOTAL			
Jan - Apr 18	Budget	\$ Over Budget	% of Budget
0.00	1,500.00	-1,500.00	0.0%
24,042.54	19,000.00	5,042.54	126.54%
34,090.00	40,908.00	-6,818.00	83.33%
1,357.05	2,000.00	-642.95	67.85%
5,099.82	5,000.00	99.82	102.0%
0.00			
25,161.41	37,000.00	-11,838.59	68.0%
2,546.12	4,584.00	-2,037.88	55.54%
472,984.28	549,285.00	-76,300.72	86.11%
128.00			
473,112.28	549,285.00	-76,172.72	86.13%
-74,893.46	-109,119.00	34,225.54	68.64%



Fun, Fitness, Friendship

AMERICAN VOLKSSPORT ASSOCIATION EXECUTIVE DIRECTOR'S REPORT

June 8-10, 2018
Red Lion Hotel, Albany, NY

6(c)

I. ADMINISTRATION/OPERATIONS

Information and Technology

The IT committee has been very helpful with the stamp process, system upgrades, modifications and website support. Communication between the IT committee and national office has been very constructive and proactive in addressing IT issues. The national office is currently working with the IT and convention committees on the registration process for the 2019 convention. In addition to support from the IT committee, the services of a local IT consultant have been utilized to support the office with server, computer and day to day issues. Many of the system outage problems have been resolved as a result of the upgraded server installed by our IT consultant.

Sanctioning Approval of IVV Events in Other Countries

At the January 2017 NEC meeting the NEC approved the motion that "any AVA club may submit a request through the Regional Director to the AVA HQ for **approval** of an event in a non-IVV country." The assumption is the **approval granted** is for the **sanctioning** of an IVV event (for IVV credit) in a non-IVV country, where no IVV association member exists.

The ruling from the IVV is: **IVV clubs are allowed to organize IVV walks in countries where no IVV member association exists, these IVV events are approved by the IVV.**

In other words, if an AVA club wants to organize an event for IVV credit in another country where no IVV association member exists the AVA must first get approval from the IVV.

I recommend the NEC revisit this policy and make changes accordingly.

Liability Release Forms for Minor Participants

A release of liability form is required for minors who participate in our Master and Walk-Together programs. This form must be signed by a parent or guardian before they can participate in either of these programs. No release of liability form is required for minors who participate in any other AVA programs. AVA's legal counsel and insurance company have both confirmed a release of liability form for minor participation is not a requirement but recommend as an added protection in the case of a lawsuit. Furthermore, I have been advised if it cannot be proven that a release of liability form for a minor was indeed signed by a *legal parent or guardian* the form will most likely not hold up in court.

Publicity Committee Update

The Publicity Committee is working on a Request for Quotes (RFQ) proposal for support with the planning and implementation of a national publicity campaign. The RFQ is tentatively scheduled for release this August. The timeline and process are as follows:

June 18th, 2018 – First draft of RFQ completed

June 29th, 2018 – Second draft of RFQ completed and approved by the Publicity Committee

July 12, 2018 – RFQ forwarded to the NEC for input

July 17, 2018 – RFQ discussed and contract amount approved (Teams NEC meeting)
August-September 2018 – RFQ released to the public
October 2018 – Publicity committee reviews RFQ's
November 2018 – Publicity committee interviews finalists and recommends to the NEC/EC
December 2018 – contract negotiations/work begins
June 2019 – Kickoff of national publicity campaign in Albany during the AVA convention

The Publicity committee respectfully requests time on the July NEC EIM meeting agenda to present and discuss the National Publicity Campaign RFQ.

2019 AVA Convention, Albany, NY

The convention hotel contract with the Red Lion hotel, formerly the Radisson hotel, was executed March 30, 2018. A room rate of \$109.00+ was secured. This includes complimentary breakfast per guest in each room per day. The MOU with the Empire State Capital Volkssporters has also been signed. A local AVA convention bank account has been opened in Albany.

Contract Renewals

The American Wanderer (TAW) contract with Typesetting A La Macque, a Sole Proprietorship owned by Donna Seline, expires November 30, 2018. The current contract stipulates the price of the TAW will not exceed \$4,722.00 per issue. In FY 2017-2018, the total cost of the TAW for six issues was \$25,261.17. This did not include postage for mailing of the TAW which was approximately \$6,96. The TAW is published six times per year and the page limit is forty per issue.

For a report from the publisher of the TAW, Donna Seline, refer to attachment 6(c)-1.

I am requesting approval from the NEC to negotiate a one-year contract extension of the TAW with Typesetting A La Macque, Donna Seline, not to exceed the current contractual amount.

II. FINANCE (Unaudited Report)

2018-2019 Proposed Budget - The 2018-2019 proposed budget is **\$655,471**. Expense projections are **\$106,186** more than the previous year primarily because this is a convention year. Revenues projections are also **\$148,635** more than the previous year for the same reason and projected increases in donations and traditional events participation fees. The proposed budget reflects a deficit/gap of **\$63,130** to be covered by funds from the investment account if needed.

For more on the 2018-2019 budget refer to attachment 5(d)-1.

Account Balances as of 05.16.2018:

Savings Account	\$19,719.00
Specialties Account	\$ 1,590.00 (credit card account)
Operational Account	\$21,530.00
Convention Account	\$ 843.00

AVA Investments Account Value as of April 27, 2018 = \$736,099.39

The accounting department has completed the conversion from MAS 90 to QuickBooks. April financial statements included in the NEC meeting packet are QuickBooks reports. In addition, the AVA accounting team attended a refresher course in QuickBooks which was very beneficial and timely.

Streamlining of Services

In effort to reduce costs and increase efficiency the AVA national office has undertaken the following:

- initiated e-mailing of invoices and statements;
- reduced the quantity of inventory items and supplies ordered;
- restructured the mailing system cutting down on supply cost and employee time;
- reduced the cost of TAW postage;
- renegotiated contracts with vendors and the office landlord;
- transitioned from MAS 90 to QuickBooks;
- placed college interns to work in the national office.

In keeping with these efforts, the AVA accounting department recommends the following changes:

- 1) **The billing of club dues be changed from June 1 to July 1 to align with our fiscal year requirements. Late fees will be assessed after 60 days on September 1. Our auditor approves of this change.**
- 2) **The event participation filing deadline be changed from 30 days after the end of a quarter to 15 days. This change will increase cash flow and allow for actual participation number reporting in the quarterly financial statements.**

Review of Per Participant Sanction Fee (PPSF)

The Per Participant Sanction Fee program was approved by the NEC as a two-year pilot program, from the date of inception, in January of 2015. The PPSF was implemented in July of 2015. The purpose of the PPSF is to support events which regularly have insufficient paying participants to support the current sanction fee for such events. It was never specified if Regional Directors could approve Traditional events as a PPSF. The PPSF was to be reviewed after two years for reapproval.

Figures are From July 1, 2017-March 30, 2018

Number of PPSF YRE Events = 349

Number of PPSF YRE Participants = 870

Number of PPSF Other (bike, swim, guided walk) Events = 5

Number of PPSF Other Participants = 60

Total Number of PPSF Events = 359

Total Number of PPSF Participants = 930

Total PPSF Revenues = \$1,072

Revenue Loss/Sanction Fees Only = \$14,090

I recommend the NEC review the PPSF program and determine if it will continue. Furthermore, if the program is reapproved, I recommend the NEC specify if Traditional events qualify as a PPSF.

III. FUND DEVELOPMENT

The solicitation of grant funding continues to be a challenge primarily because the AVA does not have a history of receiving funding from outside sources or data that demonstrates the impact our clubs have on local communities. The following grants were submitted this year.

- 1 America Walks - \$1,500 – To increase event participation (Declined)
- 2 Robert Woods Johnson Foundation (RWJF) - \$432,538 – To address social isolation (Declined)
- 3 WellMed Foundation - \$18,600 – To increase the number of senior participants (Declined)
- 4 KEEN Effect (Footwear) - \$10,000 – To increase the number of youth participants (Pending)

The Big Give was another big success thanks to the support of the Big Give Committee and all our donors. Committee members included Nancy Wittenberg, Committee Chair, Susan Medlin, Phyllis Olson, Charlotte Phillips, Hector Hernandez, Samanta Sanchez. and Henry Rosales.

The goal for this year was to raise a match of \$20,000 and \$50,000 from individual and club donors for a grand total of **\$70,000**. The Big Give surpassed our goal for the 3rd straight year raising a grand total of **\$74,536!** The Peer to Peer category raised \$2,615. Match donations were increased by \$2,925. Individual donors were down by 82 individuals however club donors were up by 24 clubs!

The fee structure for this year's Big Give was as follows:

- 2% GiveGab service charge for building and maintaining a highly secure hosting site. This covers the building and maintenance of the website, live event customer service, donation processing, and other resources.
- 2.2% credit card charges on all transactions made with Visa, Mastercard, and American Express. These are standard charges from each credit card company for donations made online.
- 1% service charge to the Nonprofit Council to cover the management costs, year-round event planning, free nonprofit trainings, and nonprofit support services.
- 1% service charge to the San Antonio Area Foundation for year-round event support services and financial services.

This year donors were invited to earmark their contributions for the work of a specific committee. The results of these contributions are as follows:

IT - \$3,907

Programs - \$813

National Programs - \$200

General Operations/Unrestricted- \$65,886

Publicity - \$1,750

Membership - \$145

Club Development – 1,835

Special thanks to Nancy Wittenberg and Susan Medlin for their generous match contributions. For more information on the Big Give refer to attachment 6 (c)-2. (Additional Big Give results will be shared during the meeting.)

RESPECTFULLY SUBMITTED:

Henry J. Rosales

AVA Executive Director

May 18, 2018



Club Anniversaries

Yr	CLUB#	ClubName	ClubContact	REGION	ClubState	ClubAddr	ClubPhone	ClubStatus	ClubCity	ClubZip	C_email
Atlantic											
40	AVA-0013	Gator Volksmarsch Club	Don Bradford	AT	VA	P.O. Box 16953	7575760966	A	Chesapeake	23328-6953	gycwalker64@hotmail.com
35	AVA-0151	Northern Virginia Volksmarchers	Helen Garamone	AT	VA	P.O. Box 7096	7038605692	A	Fairfax Station	22039-7096	hkgaramone@hotmail.com
35	AVA-0190	Freestone Happy Wanderers	Robert Wolfe	AT	MD	2311 HIDDEN Valley Lane	3018796988	A	Silver Spring	20904	rwolfe61@comcast.net
30	AAA-PA	Keystone State Volkssport Assn.	Marcy Lucas	AT	PA	870 Bucks Valley Road	7178793980	A	Newport	17074	lucas_mj@hotmail.com
25	AVA-0776	Princeton Area Walkers	Maureen Penta	AT	NJ	470 D Ocean Blvd	9083098398	A	Long Branch	07740	maurpenta@gmail.com
Mid-America											
40	AVA-0002	Ohio Wander Freunde	Dawn Gruber	MA	OH	268 Shade Dr	9378790500	A	Fairborn	45324	dgruber333@aol.com
30	AVA-0522	Heart of Ohio Hikers	Barbara Jurjans	MA	OH	1541 Buck Trail Lane	6145301557	A	Worthington	43085	bjurjans@gmail.com
30	AVA-0524	Olenangy Ows	Sandi Latimer	MA	OH	143 Darden Ave	6148794214	A	Columbus	43228	sandcl17@juno.com
30	AVA-0526	Xenia Walking Club	Linda Blanton	MA	OH	1323 White Oak Circle	9373721302	A	Xenia	45385	blanton194@roadrunner.c
30	AVA-0532	Maumee Valley Volkssporters	Craig Gauger	MA	OH	233 W. Dudley St.	4193504345	A	Maumee	43537	gcgauger@hotmail.com
30	AVA-0544	Gemutlich Wanderers	Diana Pethiel	MA	OH	1024 Main Street	7032172086	A	Wellsville	43668	gemutlichwanderers@yahoo
North Central											
35	AVA-0160	Prairie Wanderers Volkssport Club	Dan Peters	NC	SD	46527 280th St	6056700861	A	Lemnox	57039	pdanniel1@yahoo.com
30	AVA-0564	Panhandle Walkers	Bev Sonntag	NC	NE	627 Toledo St.	3082547000	A	Sidney	69162	admnassists@cccslidney.cc
Northeast											
35	AVA-0193	Southern Maine Volkssport Assn.	Denise Macaronas	NE	ME	PO Box 722	2077743415	A	Westbrook	04098-0722	SMVA193@yahoo.com
30	AVA-0505	Volkssport Club at West Point	Nancy Patrick	NE	NY	P. O Box 30	8454464709	A	West Point	10966-0030	wn97744@aol.com
30	AVA-0573	Two Town Walking Club	Joseph Piffat	NE	MA	56 Ledgewood Drive	9787774619	A	Danvers	01923	jpiffat@aol.com
25	AVA-0784	Connecticut Valley Volkssport Club	Bob McDougall	NE	CT	PO Box 251	8603423062	A	Glastonbury	06033-0251	cwcv@snet.net
25	AVA-0790	Finger Lakes Volkssports Club, The	Sue Connelly	NE	NY	1041 Church Street	6078356595	A	Cortland	13045	sjconnelly@aol.com
Northwest											
35	AVA-0148	Capitol Volkssport Club	Elizabeth Morrison	NW	WA	6634 Milano Court SE	3607483886	A	Olympia	98513	morsunt1@outlook.com
30	AVA-0530	Border Crossers	Sam Koff	NW	OR	74890 Palm Creek Rd	5037280400	A	Clatskanie	97016	koff.sam@wildblue.net
30	AVA-0534	Four-Plus Footrady Folks	Bill Campbell	NW	WA	P. O. Box 424	2537098444	A	Renton	98057	kayzele@gmail.com
30	AVA-0549	Cedar Millers	Dan Webster	NW	OR	1195 SW Jay Ct	5035915993	A	Aloha	97003	2008cedarmillers@gmail.c
30	AVA-0551	All Weather Walkers	Janel Traweek	NW	WA	P. O. Box 241	360-853-2429	A	Vancouver	98686-0241	jltaweek@yahoo.com
30	AVA-0552	East County Windwalkers	Louise Dix	NW	OR	PO Box 854	5419510667	A	Gresham	97030-0192	louisedix@yahoo.com
30	AVA-0557	Vancouver USA Volkssporters	Tom Bailes	NW	WA	P. O. Box 2121	5052981256	A	Vancouver	98686-2121	TLBailes@aol.com
30	AVA-0565	Key Peninsula Volkssport	Neal Van Der Voorn	NW	WA	PO Box 164	2538573655	A	Wauana	98395-0164	nealvandervoorn@yahoo.co
25	AVA-0779	Third Planet Volkstours	Dorman Balson	NW	WA	35806 1st Ave. S	2533179834	A	Federal Way	98003	dbatsonfedwy@comcast.ne
Pacific											
35	AAA-CA	California Volkssport Association Inc.	Phillip Jones	PA	CA	P. O. Box 1253	2095880597	A	Twain Harte	95383	president@cv4u.org
35	AVA-0157	Low Desert Roadrunners	Sue Obradovitz	PA	CA	PO Box 77143	9517350457	A	Corona	92877-0104	Osuep02@aol.com
20	AVA-0556	Davis Dynamos	Jo Ann Peiz	PA	CA	646 A Street	5307562315	A	Davis	95616	djpeiz@gmail.com
15	AVA-0913	Saguaro Sun Striders	Lorelie Cruz	PA	AZ	17220 W Spencer House Lane	2065039444	A	Surprise	85387	loralie_c@yahoo.com
10	AVA-0941	Sierra Gold Striders	Phillip Jones	PA	CA	P.O. Box 1253	2095860597	A	Twain Harte	95383	sierragoldstriders@aill.net
Rocky Mountain											
30	AVA-0519	Madison County Volkssport Club	Jayne Welton	RM	MT	PO Box 72	4065995231	A	Virginia City	59755-0072	mjwelton@snvrs.net
15	AVA-0915	Woodland Wanderers	Frank Sayers	RM	CO	1020 Parkway Lane	7198406744	A	Woodland Park	80863-9468	Woodland.Wanderers@woc
10	AVA-0942	Buffalo Pathfinders	Lois A. Petersen	RM	WY	1197 N. Burnitt Ave.	3076949160	A	Buffalo	82834	lois.petersen@gmail.com
South Central											
30	AVA-0561	Global Adventurers	Lawrence Lehman	SC	MO	3000 Green Mountain Dr #107-112	4252713053	A	Branson	65616	larryl271@hotmail.com
10	AVA-0938	Ozark Hill Hikers	Bobbie Bohm	SC	AR	PO Box 5131	4177993243	A	Bella Vista	72714	rbohm@sbcglobal.net
Southeast											
35	AVA-0178	Georgia Walkers	Connie Clark	SE	GA	1496 Elizabeth Lane	4697134712	A	East Point	30344-1743	GeorgiaWalkers178@gmail
25	AAA-NC	Tarheel State Walkers Volkssport Assn.	Dennis Michele	SE	NC	27 Cane Creek Circle	8286294343	A	Fairview	28730	seird1942@aol.com
25	AVA-0786	Triangle Trailblazers	Keung Hui	SE	NC	903-13 Shellbrook Court	9196101710	A	Raleigh	27609	khui@rushpost.com
10	AVA-0946	Ready Set Walki Club	David Jones	SE	NC	105 7th Street	9194340976	A	Snow Hill	28580	readysetwalk10@gmail.com
5	AVA-0964	Perdido Key Volksmarch Club	Rod Powell	SE	FL	5468 North Shore Rd.	8506371876	A	W. Pensacola	32507	roderick.2002@yahoo.com
Southwest											
40	AVA-0006	Texas Wanderers	Gerald Kamicka, Jr.	SW	TX	102 Wildridge Trail	2106582160	A	Universal City	78148	Geraiidk726@aol.com
10	AVA-0944	LoneStar Walkers	Heinz Johnson	SW	TX	27727 Ramblerwood	8309805723	A	San Antonio	78261-2013	lonestarwalkers@svic.com
5	AVA-0966	Rockport City Trailways	Brittany Elkins	SW	TX	622 E Market St.	3614638632	A	Rockport	78382	parkes3@cityofrockport.com



Typesetter
612.529.0552

Donna
Seline

May 18, 2018

To: Henry Rosales, David Bonewitz

CC: AVA National Executive Council/BoD – Nancy Wittenberg, Sam Korff, Bob Morrison, Mike Green, Andy Bacon, Jerry Wilson, Chris Mellen, Tom Baltes, Suzi Glass, Sherry Sayers, Lucy Yother, John McClellan, Susan Medlin

Re: *The American Wanderer* Contract

Introduction

I had planned to submit a new proposal for renewing my *TAW* contract to be considered at the June NEC meeting. However, I have recently discovered that the *TAW* is going to be discussed by the Membership Committee, and possibly the Publicity/Marketing Committee. I have also learned that there have been informal discussions about changing the *TAW* format or even possibly eliminating it entirely, and that any contract may go out for competitive bids.

So, in light of that, I am not sending my usual proposal, which I will submit once a Request for Proposals is issued. I will remind the Board that my contract ends November 30, 2018 and that re-negotiation of the contract shall begin early enough to ensure that a new contract is signed at least 60 days prior to the termination of this contract, which would be September 30, 2018.

Please excuse the length of this document but since I will not be attending the June NEC meeting, I felt I needed to address as many issues as possible.

Past *TAW* discussions

The *TAW* has been discussed many times by many NECs over the years. The fact is that it is the only material benefit a member gets from joining AVA. The other fact is that it is, and has always been meant to be an in-house publication for members, not an outreach tool. It always has been written by Volkssporters around the country, most of who don't have professional writing skills. It's a digest of stories from clubs/walkers about their events in their local areas and a place for clubs to get some free publicity for upcoming events.

Is the newspaper format dead?

Possibly, though our membership demographics might argue otherwise, considering the bulk of AVA's membership are seniors who still like to hold a paper to read. Does that mean other avenues shouldn't be explored? Absolutely not. Readers have already expressed their satisfaction with the electronic PDF version emailed to them. I would love to see a "slick magazine" format for *TAW*. It would be a great new challenge, both in layout and content. Could it be used as an outreach tool? Maybe, but it's still not written by professional journalists and it still features in-house stories.

3951 Russell Avenue North • Minneapolis, MN 55412

Should TAW be eliminated completely in lieu of an electronic version?

Eagle Printing in San Antonio (a Big Give donor) has this to say about eliminating a print publication:

Paper, Electronic or Both?

Inviting people by electronic means appears to be the trend these days. Long gone are the days of writing personal notes or invitations. Reasons given for going electronic are that it is quick, easy and cheap. That approach is Ok if you are reaching out to your close friends. Unfortunately you don't get good response results when inviting strangers to your special events. Most people are flooded with emails and are too busy to read them.

In my opinion, many companies and non-profit organizations are realizing that keeping print materials in their budgets yield much better response results. My suggestion is to use both methods of inviting or informing people in your inner and outer circles.

You can continue with email blasts only but run the risk of getting poor responses. Or you can double up on your special events with proper printed material and increase your chances of having a successful get together. If your concern is that we will run out of trees, then let me put your mind at ease. Paper mills are committed to planting three trees for every tree they harvest. The answer is that there will be more trees around for future generations to enjoy than today.

Yes, email blasts are inexpensive versus print and postage costs. But keep in mind, you get what you pay for and it may not be pretty. The last thing you want is to be the only one at your party!

The Wisconsin Historical Society published a guide on effective use of web and print communications. Here are their comments about print:

Even in the Digital Age, printed materials have a role to play in organizational communications. Here are three reasons why your organization should not abandon print communications altogether:

- **Not everyone is comfortable with computers.** Although digital media and devices are widespread, many people still prefer to read the printed page rather than their computer (or telephone) screen. This preference is not a factor of age — senior computer use has doubled in the past decade, according to the Pew Internet & American Life Project. If you assume that all of your supporters and potential supporters regularly check their email and use their computers to archive old materials, you will likely leave some of those people in the dark.
- **Print media is easier for some people to archive.** Some business offices have tried to become paperless with their electronic files organized into electronic folders. Electronic files are typically backed up on a server or master hard drive to ensure that digital information is not lost during a power surge. However, some people simply do not feel comfortable trusting machines to save critical documents. And many people choose to print out copies of their digital communications for reading and archiving anyway.
- **Printed media feel special.** When you distribute your content in print form, you maintain control over the final look and feel of the materials. A good-looking newsletter can be a keepsake. Emailed communication can easily be overlooked, deleted, or inadvertently held up in junk mail limbo.



Fun, Fitness, Friendship

$$b(c) = 3$$

Cost comparisons

Print is expensive, especially if you move into higher quality paper stock. If you move into a slick magazine, the costs will go up, possibly as much as three times, especially if you want to use lots of color graphics/photos. That doesn't mean we shouldn't shop around to see what we can find that might be reasonable. But if you do some searches online you'll find that most printers and publicity folks recommend using both print and digital.

Email is basically "free." Websites are great communication tools ... but they must be current and updated constantly to be effective. In looking at the AVA website blogs, one hasn't been updated since 2014, the other 2016. When viewers see that, they don't go back to those pages because they assume they haven't been changed. So if we want to keep potential members/walkers interested electronically, AVA needs a mechanism to spew out information in a timely fashion. Fortunately its Facebook page is much more current.

Summary

There are a lot of things we can experiment with to improve *TAW*, or any printed publication from AVA. But it takes people to do that ... interested people ... committed people ... knowledgeable people. The Membership Committee is welcome to reach out to me for input on other options, at any time. I have been in the publishing business for decades so can speak from long experience about the changes from "then until now." See the last page for a comparison of how far we've come since Type-setting a la Macque took over publishing the *TAW*.

Alternative direction

I would like to suggest that the NEC consider an alternative idea. Keep *TAW* as a membership benefit without worrying about its marketability to the outside world. We can look at format changes and paper quality changes. Look for economical ways to improve what we already have. Then develop a "slick magazine" outreach tool that is more generic ... maybe updated quarterly with new stories and pictures, but basically telling the outside world more about what AVA is all about. Print a limited number of them to be used for promotional purposes for funding, outreach, etc. Contents could include historical information, spotlights on events like Crazy Horse, Freedom Walk, etc. Focus on new programs like 401K, Appalachian Trail and online event registration. Some of the included information could be "static" or the same each issue, with new stories to highlight upcoming events to keep it current.

So what am I willing to offer AVA above and beyond current services?

- Continued production of the current version of *TAW*.
- Research new standards of quality for the *TAW*.
- Get reprint permissions to use walking articles from other sources for inclusion in *TAW*.
- Work on developing new content for continued interest of readers.
- Work with membership and publicity committees and AVA HQ to put together quality outreach tools to sell AVA.
- Research the production needs and costs to publish a "slick magazine" publication and possibly do a mock up on what it could look like.
- Help initiate more social media outlets to do shout outs about AVA.
- Help in any transitions in publications for a seamless changeover.
- Offer a convention workshop on how to submit material to *TAW* and how to use some of that for other outside publicity.
- Continue to provide quality Volkssport event photos for article illustrations.

Final comments

It's been said that someone on the NEC objected to contracting with an IT person because he wasn't a Volksmarcher. Well, if that's one of the qualifications for getting a contract, I should be at the top of the list with 46 years of Volksmarching and still going strong. I've provided a quality publication for AVA for over 15 years and have always been immediately involved in working out production and delivery issues. I understand the program, know the players and understand how to work with volunteers. This is not something AVA will get from a "printer" relationship. Several years ago we changed some things in our production that saved the AVA \$8000/year in TAW production costs.

I would like another contract to continue producing the TAW. It's not often that one gets a chance to "work" on something that they have a passion for, so I consider my years with TAW as special in that sense. I am advocating for a four-year contract with a review at two years to fine-tune any changes to format, printing, etc. This will allow for a smooth transition to whatever medium the AVA might decide to use in the future. It will also allow adequate time to survey AVA's membership to see what they would like to see in future communication tools from AVA. Since TAW is a membership benefit, it seems only right that we give the members some say in what is offered by AVA.

Contact me at your earliest convenience whether you are interested in renewing my contract to publish the TAW for AVA. I will be happy at that time to provide budget numbers for production of the TAW.

If you have some specific questions before the NEC meeting, feel free to ask. I'm more than willing to provide additional feedback.

TAW production comparisons



TAW – December 2001



TAW – April/May 2018

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"The smallest act of kindness is worth more than the grandest intention."

-Oscar Wilde

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Atlantic	AVA-0901	U.S. Freedom Walk Festival Club	AT	PO Box 17208	VA	22216-2533	usfwf@yahoo.com	\$	100.00
	AVA-0419	Seneca Valley Sugarloafers	AT	PO Box 3716	MD	20885-3716	Lainga@gmail.com	\$	100.00
	AVA-0481	Great Greenbelt Volksmarchers, Inc.	AT	2126 Gatewood Place	MD	20903	greenbeltmva@gmail.com	\$	50.00
	AVA-0595	Annapolis Amblers	AT	824 Buckingham Dr.	MD	21146	marktim@erols.com	\$	100.00
	AVA-0418	Baltimore Walking Club	AT	624 Camelot Drive	MD	21015	farleyfam@comcast.net	\$	100.00
	AVA-0978	Chester County Red Rovers	AT	230 Second Ave	PA	19460	clancygirl1@verizon.net	\$	100.00
	AVA-0065	First State Webfooters	AT	PO Box 9348	DE	19809	kbs331@aol.com	\$	50.00
	AAA-PA	Keystone State Volkssport Assn.	AT	870 Bucks Valley Road	PA	17074	lucas_mj@hotmail.com	\$	100.00
	AVA-0027	Lee Lepus Volksverband	AT	PO Box 2031	VA	23803	dschrnm4@comcast.net	\$	100.00
	AVA-0238	Liberty Bell Wanderers	AT	533 Winthrop Road	PA	19426	ocombreeze@aol.com	\$	250.00
	AAA-MD	Maryland Volkssport Assn.	AT	824 Buckingham Dr	MD	21146	marktim@erols.com	\$	250.00
	AVA-0142	Peninsula Pathfinders of Virginia	AT	302 Queens Crescent	VA	23185	szcroushore@verizon.net	\$	500.00
Mid America	AVA-0776	Princeton Area Walkers	AT	470 D Ocean Blvd	NJ	07740	maurpentia@gmail.com	\$	25.00
	AVA-0328	Susquehanna Rovers Volksmarch C	AT	380 Old Quaker Road	PA	17319	millersd@pjd.net	\$	50.00
	AVA-0365	Virginia Vagabonds	AT	3 Delmont Court	VA	23666	ahollett3@gmail.com	\$	500.00
	AAA-VA	Virginia Volkssport Assn.	AT	12311 Ridgelfield Parkway	VA	23233	ce_kelly@comcast.net	\$	1,000.00
	AVA-0306	Wood and Dale Wanderers	AT	P. O. Box 2422	VA	22195-2422	thminer@aol.com	\$	200.00
	AVA-0236	York White Rose Wanderers	AT	6541 Old Carisle Road	PA	17315	indigo1704@aol.com	\$	50.00
Region Total									\$ 3,625.00
North Central	AVA-0974	Gateway Millers NFP	MA	220 Clearwater Dr.	IL	62220	gatewaymillers@gmail.com	\$	150.00
	AVA-0047	Illinois Trekkers Volkssport Club	MA	P.O. Box 603	IL	62269	diaprost@sina.com	\$	100.00
	AVA-0089	Indy 'G' Walkers	MA	PO Box 269001	IN	46226-9001	clifferry@sbcglobal.net	\$	500.00
	AVA-0532	Maumee Valley Volkssporters	MA	233 W. Dudley St.	OH	43537	gogauger@hotmail.com	\$	25.00
	AVA-0245	Tecumseh Trailblazers	MA	2325 Rebecca Drive	OH	45503-2247	beacon811@yahoo.com	\$	25.00
	AVA-0049	Valley Vagabonds, Inc.	MA	13317 Tradewinds Dr	OH	44136	Deval17@aol.com	\$	25.00
	AVA-0930	Washtenaw Wanderers Volkssportir	MA	126 S Reese Street	MI	48178	gone2run@gmail.com	\$	50.00
	AVA-0722	Windy City Walkers	MA	9725 S Karlov Avenue #610	IL	60453-3341	tglatz30@yahoo.com	\$	100.00
Region Total									\$ 975.00
South Central	AVA-0016	Nebraska Wanderfreunde Trailblaze	NC	PO Box 8147	NE	68108	nwt2018president@yahoo.com	\$	100.00
	AVA-0697	Central Minnesota Volkssports	NC	PO Box 2162	MN	56302	lmthead@stcloudstate.edu	\$	100.00
	AVA-0956	Lake Country Wanderers	NC	25 - 66th Way NE	MN	55432	bonjohn@comcast.net	\$	50.00
	AVA-0835	Madison Area Volkssport Assn.	NC	4306 Fox Bluff Court	WI	53562	suloff@ids.net	\$	100.00
	AVA-0160	Prairie Wanderers Volkssport Club	NC	48527 280th St	SD	57039	pdarnie41@yahoo.com	\$	50.00

AVA-0032	Red River Volkssport Assn.	Eaves	NC	211 3RD ST NE	MN	56514	apostolm@earthlink.net	\$	100.00
AVA-0114	Twin Cities Volkssport	Lee Moisant	NC	5817 Columbus Ave	MN	55417	l.moisant@comcast.net	\$	100.00
Region Total									\$ 600.00
Northeast									
AVA-0505	Volkssport Club at West Point	Nancy Patrick	NE	P. O. Box 30	NY	10996-0030	wn97744@aol.com	\$	25.00
AVA-0589	Niagara Frontier Volkssport Club	Barbara Stafford	NE	5270 Goodrich Rd.	NY	14031	barsiffd@aol.com	\$	50.00
AVA-0410	Empire State Capital Volkssporters	Teresa Kennedy	NE	P. O. Box 5464	NY	12065-5464	Forty6er3k@aol.com	\$	250.00
AVA-0341	Twin State Volkssport Assn.	Carolyn Adams &Cindy G	NE	P O Box 151	VT	05069	carri57@gmail.com	\$	100.00
AVA-0269	Walk 'N Mass Volkssport Club	Mary Frink	NE	38 Carter Street, Unit 205	MA	02149	mfwalks2010@verizon.net	\$	50.00
Region Total									\$ 475.00
Northwest									
AVA-0557	Vancouver USA Volkssporters	Tom Bailes	NW	P. O. Box 2121	WA	98668-2121	TLBailes@aol.com	\$	220.00
AVA-0384	Interlaken Trailblazers Volkssport Cl	Katie Sell	NW	16408 NE 29th St	WA	98008	acdayar@gmail.com	\$	1,000.00
AVA-0530	Border Crossers	Sam Korff	NW	74890 Palm Creek Rd	OR	97016	korff.sam@wildblue.net	\$	25.00
AVA-0148	Capitol Volkssport Club	Elizabeth Morrison	NW	6634 Milano Court SE	WA	98513	moisun1@outlook.com	\$	1,000.00
AVA-0549	Cedar Millers	Dan Webster	NW	1195 SW Jay Ct	OR	97003	2008cedarmillers@gmail.com	\$	100.00
AVA-0360	Central Washington Sun Striders	Joe Blazek	NW	PO Box 10523	WA	98809-1523	Joelblazek1@gmail.com	\$	100.00
AVA-0499	Corvallis Cruisers	Rozy Weatherby	NW	517 NW 10th St	OR	97330	wrozy@yahoo.com	\$	30.00
AVA-0336	Daftodli Valley Volkssport Associatic	John Wartol	NW	8718 159th St. E.	WA	98375-8947	warthol66@comcast.net	\$	200.00
AVA-0318	Emerald City Wanderers	Tony Holt	NW	PO Box 16221	WA	98116	anthony.holt@bee.org	\$	100.00
AVA-0455	Eugene Springfield Mossback Volks	Sally Ross	NW	c/o WAAC 215 W C St	OR	97477	mossbackclub@gmail.com	\$	200.00
AAA-WA	Evergreen State Volkssport Assn.	Sharon Moats	NW	2815 Lincoln Pl. NE	WA	98056	sharon.l.moats@gmail.com	\$	500.00
AVA-0115	Evergreen Wanderers	Charles Repik	NW	PO Box 111943	WA	98411-1943	crepik@aol.com	\$	200.00
AVA-0534	Four-Plus Foolhardy Folks	Bill Campbell	NW	P. O. Box 424	WA	98057	kayzeta@gmail.com	\$	100.00
AVA-0249	FS Family Wanderers	Michelle Roberts	NW	6311 20th Ave NE	WA	98115	michellero1956@gmail.com	\$	100.00
AVA-0482	NW Tulip Trekkers	Tim Fisher	NW	PO Box 1603	WA	98273	goldisc7@gmail.com	\$	100.00
AVA-0517	Olympic Peninsula Explorers	George Christensen	NW	P.O. Box 1706	WA	98382	28edward@centurylink.net	\$	100.00
AAA-OR	Oregon Trail State Volkssport Assn.	Dar Parrow	NW	1350 NE Greenway Drive	OR	97030	dar.parrow@gmail.com	\$	500.00
AVA-0754	Over-The-Hill-Gang Volkssport Club	Diane Wagner	NW	32506 Meridian Ea	WA	98338-9755	dlanewiswagne@comcast.net	\$	200.00
AVA-0925	Sound Steppers Volkssport Club	Sandi Severtsen	NW	PO Box 3405	WA	98046-3405	sandisevertsen@gmail.com	\$	50.00
AVA-0766	Treasure Valley Volkssports	Julian Fritchman	NW	5524 S. Onaga Place	ID	83716	avabool@aol.com	\$	100.00
AVA-0679	Turnaround Trekkers	Martha Korff	NW	74890 Palm Creek Rd	OR	97016	korff.sam@wildblue.net	\$	25.00
AVA-0362	Willamette Wanderers	Jim Westcott	NW	PO Box 13982	OR	97309-1982	barreve@aol.com	\$	25.00
AVA-0886	Anchorage Volkssport Club	Mike Meddo	NW	PO Box 240893	AK	99524	AKVMCB@gmail.com	\$	100.00
Region Total									\$ 5,075.00
Pacific									
AVA-0932	Shasta Sundial Strollers	Cynthia Turbin	PA	215 Lake Blvd #524	CA	96003	ShastaSundialStrollers@yahoo.com	\$	50.00
AVA-0489	Tahoe Trail Trekkers	Betsy McDewitt	PA	371 Cuckoo Ct.	CA	95703	betsywalks@gmail.com	\$	50.00
AAA-CA	California Volkssport Association Inc	Betsy McDewitt	PA	371 Cuckoo Ct	CA	95703	president@cva4u.org	\$	250.00
AVA-0285	Green Valley Gaiters, Inc.	Robert Gebu	PA	P. O. Box 406	CA	92320	Robertgebu@aol.com	\$	50.00

AV/A-0296	Las Vegas High Rollers & Strollers	Henry A. Korejiwo	PA	P. O. Box 60745	NV	89006	lwrs1985@yahoo.com	\$	250.00
AV/A-0456	Menehune Marchers	Carol Romig	PA	95-211 Kemu Place	HI	96789	dcromig@hotmail.com	\$	100.00
AV/A-0686	Placer Pacers	Don Ratliff	PA	PO Box 142	CA	95604	dratliff@calwsp.com	\$	250.00
AV/A-0265	Sacramento Walking Sticks	Barbara Nuss	PA	PO Box 277303	CA	95827-7303	nussb@surewest.net	\$	100.00
AV/A-0338	South Bay Striders	Chris Zegelin	PA	15680 Alum Rock Ave.	CA	95127	chris@zegelin.com	\$	250.00
AV/A-0746	Thunder Mountain Trekkers	Nancy Breen	PA	3288 S Sky Hawk Dr	AZ	85650	artintheapark@cox.net	\$	100.00
AV/A-0374	Tucson Volkssport Klub	Fred Barton	PA	270 S Candlestick Dr	AZ	85748	fbarton2@cox.net	\$	100.00
AV/A-0376	Vaca Valley Volks	Stephen Dmytriw	PA	100 Quietwood Dr	CA	95688	sdytriw@excite.com	\$	50.00
AV/A-0416	Delta Tule Trekkers	Dianne Driever	PA	20862 E. Walnut Ave.	CA	95236	president@delatuletrekkers.org	\$	250.00
Region Total									\$ 1,850.00
Rocky Mountain									
AV/A-0904	Colorado Springs Walking Club	Lynette Reagan	RM	6530 Delmonico Drive #301	CO	80919	lynwalks@hotmail.com	\$	25.00
AV/A-0072	Falcon Wanderers	Connie Dueker	RM	PO Box 17162	CO	80935-7162	insulatorlady@gmail.com	\$	50.00
Region Total									\$ 75.00
South Central									
AV/A-0739	Clay-Platte Trackers of Kansas City	Tom Alyea	SC	1530 NE 51st St.	MO	64118	tealyea@yahoo.com	\$	150.00
AV/A-0765	Dogwood Trailblazers	Carolyn Wolfe	SC	PO Box 8012	MO	64802-8012	caroljwolfe@joplin.com	\$	100.00
AV/A-0037	Kansas JayWalkers	Lucy Yoher	SC	PO Box 153	KS	66048-153	yoherL@yahoo.com	\$	100.00
AV/A-0355	St Louis-Stuttgart Volksmarch Club	Donna Dasho	SC	1980 Avon Drive	MO	63033-1323	ORG63033@CS.COM	\$	500.00
AV/A-0291	Tulsa Walking Club	Rhonda Shockey	SC	P. O. Box 701856	OK	74170-1856	rjm0123@aol.com	\$	100.00
AV/A-0026	Wandergruppe Walking Club	Joe Fountain	SC	P. O. Box 950181	OK	73195	jfountain6139@gmail.com	\$	50.00
Region Total									\$ 1,000.00
Southeast									
AV/A-0717	Happy Wanderers	John McCellan	SE	PO Box 290153	FL	32129-0153	johnmc82@cfl.rr.com	\$	50.00
AV/A-0868	First Coast Trail Forgers Walking Club	Diana J. Sherrill	SE	9123 Sugar Meadow Trail	FL	32256-9622	diana.sherrill3@gmail.com	\$	200.00
AV/A-0219	Suncoast Sandpipers Volkssport Club	Alice Lawrence	SE	PO Box 2514	FL	33779-2514	pipers@lampabay.rr.com	\$	1,000.00
AV/A-0046	Asheville Amblers	Robert Cooper	SE	129 Bleachery Blvd PMB 176	NC	28805	revrcooper@aol.com	\$	250.00
AV/A-0261	Capital City Wanderers	Bill and Beverly Gray	SE	P O Box 210911	AL	36121	billgray2@yahoo.com	\$	100.00
AV/A-0948	East Tennessee Wanderers	Linda Nelson	SE	3837 Channel Harbor Rd	TN	37777	president@easttennesseewanderers.org	\$	100.00
AV/A-0110	Emerald Coast Volkssport Club	DJ Moore	SE	390 S. Tyndall Parkway, #121	FL	32404	dj.lyc1949@gmail.com	\$	30.00
AV/A-0178	Georgia Walkers	Connie Clark	SE	1496 Elizabeth Lane	GA	30344-1743	GeorgiaWalkers178@gmail.com	\$	200.00
AV/A-0629	Mid-Florida Milers Walking Club	Rosemary Barua	SE	P. O. Box 4575	FL	32793-4575	rbarua1949@gmail.com	\$	100.00
AV/A-0962	The Upstate Pathfinders	Robert McDaniel	SE	525 Crane Avenue	SC	29617	mcDaniel99@yahoo.com	\$	100.00
AV/A-0786	Triangle Trailblazers	Keung Hui	SE	903-13 Shellbrook Court	NC	27609	hkui@rushpost.com	\$	100.00
AV/A-0020	Tuck-A-See Wanderers	Deborah Fleming	SE	1029 Caldwell Lane	TN	37204	tuckaseeva020@aol.com	\$	50.00
Region Total									\$ 2,280.00
Southwest									
AV/A-0001	Volkssportverein Friedrichsburg	David Roberts	SW	320 Morning Glory Drive	TX	78624	dloberts34@hotmail.com	\$	100.00
AV/A-0077	Colorado River Walkers	Carol Olanmu	SW	P.O. Box 13051	TX	78711-3051	colanmu@utexas.edu	\$	100.00

Clubs That Did Not Donate to the Big Give 2018							
Club Number	Club Name	Club Contact	Regic	Club Sta	Club Address	Club Zip	Club Email
Atlantic Region							
AVA-0976	Antietam Pathfinders Volksmarch Club, Inc.	Ann Shilling-Gwin	AT	MD	11424 Crystal Falls Dr	21783	annshilling08@gmail.com
AVA-0725	Bad Pennies, The	Matthew Perrick	AT	VA	PO Box 2393	22116-2393	matt@thebadpennies.org
AVA-0975	Canterbury Trails	Nancy Stiles	AT	VA	270 Hickory Hill Lane	24555	nstiles@mindspring.com
AVA-0958	Cavalier Volkssporting Club	Erica Goode	AT	VA	450 Whitehead Rd.	22904	cavaliervolkssporting@virginia.edu
AVA-0264	Columbia Volksmarch Club	John Dye	AT	MD	6887 Garland Lane	21045-4616	johnndye@comcast.net
AVA-0171	Cumberland Valley Lead Foot Club	Lorraine Jackson	AT	PA	1287 Shippensburg Rd	17307	lcweaverus@yahoo.com
AVA-0190	Freestate Happy Wanderers	Robert Wolfe	AT	MD	2311 Hidden Valley Lane	20904	rwolf61@comcast.net
AVA-0069	Fi Belvoir - DFMWR	Romel Voelkm	AT	VA	5820 - 21st Street Suite 202	22060-5928	romel.e.voelkm.naf@mail.mil
AVA-0333	Garden State Wanderers	Vasily Serpikov	AT	NJ	19 Misty Pine Lane	08690	vserpikov@arotrac.com
AVA-0013	Gator Volksmarch Club	Don Bradford	AT	VA	P.O. Box 16953	23328-6953	gvcwalker64@hotmail.com
AVA-0610	Germannia Volksport Association	Sharon Vines	AT	VA	PO Box 7674	22404	vines.sharon@gmail.com
AVA-0892	Loudoun Walking & Volkssport Club	Bob Wright	AT	VA	43224 Cardston Place	20176-6459	rwright2@jhu.edu
AVA-0981	Mon Valley Trailblazers	Lori Lamberski	AT	PA	533 Delaware St	15062	monvalleytrailblazers@gmail.com
AVA-0151	Northern Virginia Volksmarchers	Helen Garamone	AT	VA	P.O. Box 7096	22039-7096	hkgaramone@hotmail.com
AVA-0579	Penn-Dutch Pacers Volksmarch Club	Jane Holmes	AT	PA	PO Box 7445	17604-7445	jensenholmespa@gmail.com
AVA-0021	Washington DC Area Volksmarch Club, Inc.	Sandi Cahill	AT	VA	6911 Kenyon Dr.	22307	sancahill@gmail.com
Mid-America							
AVA-0453	Bedford Hiking Club	Alison Piper	MA	IN	PO Box 1555	47421	aligpiper@aol.com
AVA-0067	Bloomington Flying Fish Volkssports	Linda Woods	MA	IN	4330 E Kinser Drive	47408	lawoods4330@gmail.com
AVA-0694	Derby City Walkers	Pat O'Connor	MA	KY	129 N. Ewing Ave. #17	40206	kentlucky@aol.com
AVA-0544	Gemutlich Wanderers	Diana Peihel	MA	OH	1024 Main Street	43968	gemutlichwanderers@yahoo.com
AVA-0923	Germannia Volksmarch Gruppe	Patricia Galvin	MA	OH	3529 West Kemper Rd	45251	volksmarch@germaniasociety.com
AVA-0724	Goodtime Trailblazers	Tom Martin	MA	IN	5958 Cross Creek Blvd.	46217-3700	fritzmartin@mw.net
AVA-0522	Heart of Ohio Hikers	Joanie Fry	MA	OH	80 sanctuary village dr.	43235	whatsayew@yahoo.com
AVA-0723	Hoosier Hikers	Robert Buzulich	MA	IN	PO Box 11101	46634	sonofbuzz@prodigy.net
AAA-IN	Indiana Volkssport Assn.	Cheryl Elser	MA	IN	2909 Rolling Meadows Lane	46774	elserfam@frontier.com
AVA-0973	Kishwaukee Valley Wanderers	Carolyn Tobinson	MA	IL	403 Holly Ct.	60135	kwanderers@gmail.com
AVA-0397	Lebanon Cedar Cruisers	William E. Malina	MA	IL	604 Marcia Blvd.	62265	wmalina@charter.net
AVA-0025	Michigan Pathfinders	Tom Crabill	MA	IN	10435 Oak Trail Rd	46845-6115	ticrabill@comcast.net
AAA-OH	Ohio Volkssport Assn.	Shane Conley	MA	OH	143 Redder Ave	45405	OVA.walking@yahoo.com
AVA-0002	Ohio Wander Freunde	Dawn Gruber	MA	OH	268 Shade Dr	45324	dgruber333@aol.com
AVA-0524	Oientangy Owls	Sandi Latimer	MA	OH	143 Darien Ave	43228	sandlot17@juno.com
AVA-0609	Ridgewalkers Walking Club	Kimberly Bradley	MA	IL	3109 Valerie Dr.	61822-1830	KimiBradley@comcast.net
AVA-0458	River City Ramblers	Stanley P. Neu	MA	IN	2003 N Heidelberg Ave	47711	stan-linda.n@juno.com
AVA-0062	Three Rivers Strollers	Liz Winsley	MA	IN	1310 Pearl Street	46706	lizardw13@gmail.com
AVA-0676	Wandering Wheels Volkssports Club	Jim Medzivega	MA	OH	1942 Evangeline Drive	45342	jmedz@aol.com
AVA-0963	Whitewater Valley Walkers	Dennis Fritz	MA	IN	P.O. Box 126	47012	ddfritz@aol.com
AVA-0526	Xenia Walking Club	Linda Blanton	MA	OH	1323 White Oak Circle	45385	blanton1940@roadrunner.com

Rocky Mountain									
AVA-0942	Buffalo Pathfinders	Lois A. Petersen	RM	WY	1197 N. Burnitt Ave.	82834	lois.petersen@gmail.com		
AVA-0671	Colorado High Country Hikers	Clifford Wrigfield	RM	CO	2615 Ingalls St. #302	80214	chco0671@gmail.com		
AVA-0922	Columbine Country Cruisers	Dale Boone	RM	CO	2306 De Soto Road	81003	dibisblest@aol.com		
AVA-0731	Gadabout	Myra Tams	RM	UT	3887 North 1050 West	84414	myratams@gmail.com		
AVA-0436	Golden Spike Striders	Daniel F. Norgail	RM	UT	1904 West 2400 South	84075-9269	dannorgail@hotmail.com		
AVA-0519	Madison County Volkssport Club	Jayne Welton	RM	MT	PO Box 72	59755-0072	mjwelton@3rivers.net		
AVA-0926	Miles City Volksmarch	Karen Stevenson	RM	MT	P.O. Box 1176	59301	karen.stevenson71@gmail.com		
AVA-0859	Northern Front Range Wanderers	Richard Perry	RM	CO	2211 W Mulberry Street #238	80521	rferry44@gmail.com		
AVA-0024	Rocky Mountain Wanderers	Katherine Svoboda	RM	CO	4766 S. Helena Way	80015	ksvoboda11@comcast.net		
AVA-0915	Woodland Wanderers	Frank Sayers	RM	CO	1020 Parkway Lane	80863-9468	Woodland.Wanderers@woodlandwanderers.org		
South Central									
AVA-0561	Global Adventurers	Lawrence Lehman	SC	MO	3000 Green Mountain Dr #107-112	65616	larry1271@hotmail.com		
AVA-0316	Lawton Walkers	Suzi Bentley	SC	OK	1104 SE Alta Ln	73501	sebentley51@aol.com		
AVA-0938	Ozark Hill Hikers	Bobbie Bohm	SC	AR	PO Box 5131	72714	rbbohm@sbcglobal.net		
AVA-0977	Ozark Plateau Walkers	Edwin A. Singh	SC	MO	PO Box 14271	65814-0271	edwin.singh@hotmail.com		
AVA-0644	Pace Setters Volkssport Club	Barb Ramsay	SC	MO	16711 Branson Dr	64012	pacesetters644@gmail.com		
AVA-0968	Rolla Roadrunners Volkssport Club	Joyce Jarvis	SC	MO	600 Penney Lane	65401	rollaroadrunners@gmail.com		
AVA-0234	Sunflower Sod Stompers	Terri Tyler	SC	KS	PO Box 2576	66601-2576	ttilyer50@gmail.com		
AVA-0854	World Wide Walkers	Kenneth G. Miles	SC	OK	3613 East 55th Street	74135	mileskg@sbcglobal.net		
Southeast									
AVA-0755	Meandering Manatees	Beverley MacNeill	SE	FL	324 Elmwood Avenue	33936	bevmneill@aol.com		
AVA-0831	Metrolina Walkers	Joan Melville	SE	NC	10524 Worsley Lane	28269	melville@bellsouth.net		
AVA-0982	Paws & Effect	Nicole Shumate	SE	NC	P.O. Box 861	28711	nicoleshumate@paws-effect.org		
AVA-0240	Pensacola Volksmarch Club	Annette Baisden	SE	FL	PO Box 30024	32503-1024	annette.baisden@hotmail.com		
AVA-0964	Perdido Key Volksmarch Club	Rod Powell	SE	FL	5468 North Shore Rd.	32507	roderick.2002@yahoo.com		
AVA-0946	Ready Set Walk! Club	David Jones	SE	NC	105 7th Street	28580	readysetwalk10@gmail.com		
AVA-0217	Rowan Roamers	Larry Brown	SE	NC	3050 NC 152 W	28023-6765	larry_brown@hotmail.com		
AAA-NC	Tarheel State Walkers Volkssport Assn.	Dennis Michele	SE	NC	27 Cane Creek Circle	28730	serd1942@aol.com		
AVA-0284	Winston Wanderers	Lloyd Tolbert	SE	NC	P. O. Box 725	27012-0725	treb03@gmail.com		
Southwest									
AVA-0350	City of McAllen Parks and Rec. Dept.	Kori Waters	SW	TX	1000 S. Ware Rd	78501	kwaters@mcallen.net		
AVA-0138	Double Eagle Hike & Bike Club	Sarah C. Hoover	SW	NM	126 Bandler Ave	87547	paulhoover@mindspring.com		
AVA-0023	Hill Country Volkssportverein	John Bohnert	SW	TX	PO Box 822	78013-0822	tinabohnert@gmail.com		
AVA-0015	Houston Happy Hikers	Catherine H. Keln	SW	TX	PO Box 101	77464	hhhpresident@houstonhappyhikers.com		
AVA-0106	Kerrville Trailblazers	Vorsha Sheffield	SW	TX	PO Box 291136	78029-1136	kvtrailblazerpres@gmail.com		
AVA-0893	Kiwanis Club of Falcon	Robert L. Mantz	SW	NM	PO Box 634	87740-0634	mantzcpa@bacavalley.com		
AVA-0124	Plano Walking Club	Maggie Cole	SW	TX	4221 Whistler Dr	75093	maggieco1@verizon.net		
AVA-0966	Rockport City Trailways	Brittany Elkins	SW	TX	622 E Market St.	78382	parks3@cityofrockport.com		
AVA-0933	San Angelo Volkswalkers	Charles Winkelspe	SW	TX	3319 Lindenwood Dr	76904	cfwsnmw@suddenlink.net		
AVA-0681	Star Trekkers of Irving	Gary Silkworth	SW	TX	805 Glenn Drive	76039	gsilkworth@msn.com		
AVA-0108	Sun Country Striders	Hennett C. Vargas	SW	NM	P.O. Box 14136	88013	queeta_69@hotmail.com		

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Big Give Comparison 2015, 2016, 2017, 2018

As of March 7, 2018

	2015	\$ Amount Raised	2016	\$ Amount Raised	2017	\$ Amount Raised	2018	\$ Amount Raised
Online Individual Donors	129	\$10,496	223	\$14,572	218	\$16,820	170	\$16,430.66
Online Club Donors	12	\$3,275	13	\$2,100	9	\$1,459	15	\$2,095
Peer 2 Peer Donors *							38	\$2,615
Mailed Individual Donations by Check/Cash	93	\$8,240	262	\$12,236.25	160	\$13,457	126	\$12,390.34
Mailed Club Donations by Check/Cash	27	\$6,630	68	\$9,927.75	73	\$13,862	91	\$13,930
Prize Money		\$0		\$3,500		\$500 *	1	\$1,500 **
Employee Contribution								
Total Donors	261	\$28,641	566	\$42,336	464	\$1,268.25*	3	\$2,650**
Match Breakdown							444	\$51,611
Individual Match		\$30,000		0	1	\$10,000	1	\$10,000
NEC Current			14	\$11,000	10	\$5,000	19	\$6,890
NEC Former					6	\$950	10	\$2,535
Business Match					4	\$4,650*	6	\$3,500**
Total Donors			580		485		480	
Grand Total		\$58,641		\$53,336		\$67,966.25		\$74,536

*Peer 2 Peer – Clubs, businesses, and NEC who contributed through P2P are not included in P2P donor count or amount.

Prize Money:

*2017- 3rd Place Seniors

**2018- 2nd Place Health & Wellness

Employee Contribution:

* 2017 Donors - American Family Insurance, Bank of America Charitable Foundation, Boeing Company, Schwab Charitable

** 2018 Donors – American Family Insurance Dreams Foundation, Boeing Company, The Robert & Diana Adelman Charitable Foundation

Business Match:

*2017 Donors - Documentation, Tater Tours, Eagle Print, Walking Adventures International

**2018 Donors - Eagle Print, Tater Tours, Terra Investments, Walking Adventures International, Bobbi Bilnoski, Concinnity Network (Bobbi Bilnoski), Frazier Insurance Agency Inc.

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Big Give Comparison 2015, 2016, 2017, 2018

	2015	\$ Amount Raised	2016	\$ Amount Raised	2017	\$ Amount Raised	2018	\$ Amount Raised
Online Individual Donors	129	\$10,496	223	\$14,572	218	\$16,820	169	\$15,430.66
Online Club Donors	12	\$3,275	13	\$2,100	9	\$1,459	14	\$3,095
Peer 2 Peer Donors *							40	\$2,615
Mailed Individual Donations by Check/Cash	93	\$8,240	262	\$12,236.25	160	\$13,457	126	\$12,390.34
Mailed Club Donations by Check/Cash	27	\$6,630	68	\$9,927.75	73	\$13,862	93	\$14,280
Prize Money		\$0		\$3,500		\$500 *	1	\$1,500 **
Employee Contribution								
					4	\$1,268.25*	3	\$2,650**
Total Donors	261	\$28,641	566	\$42,336	464	\$47,366.25	446	\$51,961
Match Breakdown								
Individual Match		\$30,000		0	1	\$10,000	1	\$10,000
NEC Current			14	\$11,000	10	\$5,000	19	\$6,890
NEC Former					6	\$950	10	\$2,535
Business Match								
					4	\$4,650*	6	\$3,500**
Total Donors	261		580		485		482	
Grand Total		\$58,641		\$53,336		\$67,966.25		\$74,886
4-Year Impact Total:								
\$254,829.25								

*Peer 2 Peer – Clubs, businesses, and NEC who contributed through P2P are not included in P2P donor count or amount.

Prize Money:

*2017- 3rd Place Seniors

**2018- 2nd Place Health & Wellness

Employee Contribution:

* 2017 Donors - American Family Insurance, Bank of America Charitable Foundation, Boeing Company, Schwab Charitable

** 2018 Donors – American Family Insurance Dreams Foundation, Boeing Company, The Robert & Diana Adelman Charitable Foundation

Business Match:

*2017 Donors - Documentation, Tater Tours, Eagle Print, Walking Adventures International

**2018 Donors - Eagle Print, Tater Tours (Mary Placek), Terra Investments, Walking Adventures International, Concinnity Network (Bobbi Bilnoski), Frazier Insurance Agency Inc.



Ending May 14, 2018

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