



1991 ANNUAL REPORT

American Volkssport Association

The American Volkssport Association

1991 Annual Report

Mission

The American Volkssport Association is a nonprofit, voluntary membership corporation, organized exclusively for charitable and educational purposes under Section 501(c)(3) of the Internal Revenue Code of 1954, as amended, to promote the public health, physical fitness and well being of the people of the United States, by organizing, promoting, and conducting scheduled programs of non-competitive, family oriented, participatory lifetime sports including, but not limited to, walking, bicycling, swimming, cross-country skiing, and such other events as may be sanctioned by the International Federation of Popular Sports (IVV).

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State of the Association

Over the years we have seen many changes take place in the American Volkssport Association and 1991 will take its place as one of the most turbulent and yet satisfying years in our short history.

New Executive Director Hired

We began 1991 by hiring a new Executive Director. David Stewart came to us with an excellent background in public relations and the type of personality which enables him to work with the staff, the membership and the Executive Council. His selection out of many applicants for the position has proven to be an excellent decision.

Lawsuit Initiated Against AVA

As happens with many organizations today, the AVA and selected officers found themselves being sued in 1991 by a former employee. This was the first and only lawsuit against the AVA or its officers in their official capacity. The American States Insurance Companies are covering the costs of our defense in this action. No court date has been set for the trial. Our attorneys are confident of a favorable outcome.

AVA Biennial Convention

The AVA 7th Biennial Convention was held in Baltimore, Maryland in June. This was our largest convention with 1,431 registrants from 46 states, the District of Columbia, and three other nations. The Convention Committee presented the AVA with a check for \$40 thousand from the proceeds as well as returning the \$10 thousand advance.

Probably the most appreciated part of the last convention was the introduction of the videotape "Volkssporting in America." To date 140 copies have been sold and a number of others are in the hands of volkssporters for publicity purposes.

Communications

A new Executive Council took office on July 1. Committee assignments and a Two-Year Plan were immediately given the members by the new president so the Council had a running start on managing the AVA.

A new positive tone started to be noticed by the membership in its communications, particularly in The American Wanderer, our national newspaper. Moreover, the staff became more responsive in its dealings with the membership. Billings became dependable with an improvement in our cash flow and records.

Communications have improved in another direction with the release of the Annual Report. The Annual Report for 1991 includes the President's State of the Association message, detailed information by region on events, participation, clubs, and TAW subscriptions. It also includes the Independent Auditor's Report with seven pages of

financial data. Never before has the membership been given so much information about the condition of its organization.

We updated and reorganized the AVA Articles of Incorporation, Constitution, Bylaws, and Policies before delivering new copies to each member club. The membership now has the latest rules under which we operate, clearly organized for ready reference.

Promotional Activities

An Advisory Committee was formed for the first time in our history. The committee is composed of nine nationally prominent individuals, the AVA President and Executive Director. Each has connections in the fitness community of the United States and provides an excellent source for promoting the AVA.

We released a new Publicity Handbook, including a Press Kit, to all clubs. In addition, we released the names and addresses of daily and weekly newsprint sources, divided by zip code, to all clubs and AVA officials. Publicity coordinators were selected by each Regional Director so that someone can concentrate on local promotional activities other than the Regional Director.

New AVA electronic bulletin boards were formed on Prodigy and CompuServe. The membership now can access the national office or members around the country regarding events or issues without playing telephone tag.

Recognition for Past Performance

The History of Volkssporting in the U.S.A. 1976-1989 was published, protecting our heritage from being lost. This was the first concerted effort to record our history while the founding fathers are still with us. It was a major success at the Biennial Convention as its author signed copies being sold.

A new performance award was designed so that we do not have to wait for the Biennial Convention to recognize outstanding performance by our clubs and volunteers. We called it the AVA President's Award. The first President's Award was presented to the Dallas Trekkers in 1991.

Volkssport Events

The number of events continued to grow in 1991. There was an increase of 80 events for a total of 2,218 events in 1991. Of the 2,218 events we held in 1991, 9 percent or 208 were Year-Round Events. The Air Force Global events now represents less than 5 percent of total AVA activities.

Over 78 percent of the 2,218 events were considered regular walks and another 9 percent were guided walks. The other 13 percent were swimming, bicycling, cross-country skiing and other events.

The Northwest Region held the largest number of events (338) and the Mid-America Region was second with 285 events. The Northeast Region with 85 events and the Rocky Mountain Region with 91 events held the fewest number of events. Six regions held more events in 1991 than were held in 1990. Three regions carried the bulk of the increase in events: the Southeast Region (+30 percent); the Pacific Region (+21 percent); and the Atlantic Region (+20 percent).

Participation at Events

Participation fell from 534,379 in 1990 to 522,428 in 1991, a drop of two percent. While the net loss to the AVA was only 11,951 participants, we actually saw a combined loss of 20,757 in three regions: South Central (-7,294), Mid-America (-6,821), and Southwest (-6,642).

The Northwest and Atlantic regions were close in terms of average participants per event, 475 and 426 respectively. No other region had an average of two hundred participants. The effect of mid-week club walks, as well as bikes and swims, is evident in some of these average figures.

The Southeast Region had the lowest average participation at 118 per event. Nevertheless, it was one of only four regions which saw an increase in total participants over the previous year: the Atlantic Region (+13,437), Southeast Region (+2,523), Northwest Region (+603), and the Pacific Region (+387).

There are significant differences in total participation per region. The Northwest Region had almost twice as many participants as the Atlantic Region which was in second place - 160,697 to 87,743 participants. While geography and population play a part in the numbers obtained, all regions have the capacity to increase participation substantially. Since July, the officers of the AVA and the membership have made public relations one of their highest priorities.

Award/Credit Preference

Thirty-two percent of participants selected an award in 1991. This was five percentage points less than in 1990. All of the drop in the awards category crossed over to credit only. Those selecting credit only increased from forty percent in 1990 to 45 percent in 1991. This could have been caused by higher costs during the current recession or by the quality of awards. While this transfer from awards to credit only was taking place, free participants remained the same in 1991 as in 1990 - 23 percent.

Because awards are such a major part of what makes volkssporting different from other fitness activities, the limitation on award charges was eliminated in 1992 to allow member clubs to use their creativity in designing awards to entice more participants to select one at the event.

Member Clubs

Since the inception of the American Volkssport Association, we have chartered 740 clubs of which 501 were active and in good standing at the end of 1991. This was a net increase of 30 active clubs over the prior year. This was the largest net increase since 1988 when we first strengthened financial accountability requirements by inactivating clubs with long-standing debts to the AVA.

By far, the largest number of active clubs are found in the Northwest Region (102), with the Mid-America Region (85) and the Atlantic Region (56) second and third. The smallest region with 17 active clubs is the Rocky Mountain Region.

While we have 239 inactive clubs, 31 percent are concentrated in three states: Texas (39); California (19); and Washington (15). Age and size do not appear to be the decisive factor in the number of inactive clubs. Texas has 45 active clubs and 39 inactive, while Ohio, another founding state, has 42 active clubs and only 6 inactive clubs. Thirty-one states had three or fewer inactive clubs. The question we have to ask ourselves is whether there is any state or national policy we can adopt to minimize these numbers without impeding the growth in charters.

Out of 501 active clubs at the end of 1991, 458 held events during the year. Six clubs held only a Year-Round Event. It is safe to say that those clubs holding week-end events are probably enrolling most of the new volkssporters.

TAW Subscriptions

The American Wanderer had 6,856 subscribers at the end of 1991 of which 1,959 requested first class mail and the remainder bulk rate. This was an increase of 630 subscribers over 1990. The TAW subscription campaign during November through February brought us 222 new subscribers to the TAW.

The two largest regions in terms of total subscribers were the Atlantic region with 1,201 subscribers and the Southwest Region with 1,196. The average number of subscribers in the 10 regions was 681.

Financial Condition

We converted our accounting reports systems from a cash-based system to an accrual-based system in 1991. Several aberrations are anticipated in the cross-over but management should be able to better direct the AVA in the future.

The independent auditor's report for the fiscal year ending June 30, 1991 was submitted to the AVA on February 12, 1992. The Balance Sheet reflected gross assets of \$596,086 which included cash assets of \$397,427. Current liabilities amounted to \$236,305.

The Statement of Activity for fiscal year 1991 showed total revenues of \$552,974 and expenses of \$500,249 for a net increase in the operating fund of \$52,725. The bulk of the net increase is related to a net gain of \$41,675 from the 1991 Biennial Convention.

Prognosis for 1992

If 1991 was a successful year in terms of management accomplishments, then 1992 is expected to be an excellent year in all regards. We received 1,713 sanction requests in the first three months for 1992 events which does not include the anticipated 100 Global events. Participation rates for the last quarter of 1991 were significantly higher than anticipated and we believe this means that we have moved into a new upturn in attendance at our events.

We are developing relationships with national fitness leaders and through them with many national organizations. In 1992 we expect to coordinate specific promotional events with the American Hiking Society, Water Fitness Association, Women In Military Service For America, Rails-To-Trails Conservancy and others.

Working agreements are being developed between Walking Magazine, Backpacker Magazine, The American Hiker, and Prevention magazine. We plan to get the word out and are seeking the support necessary to accomplish it.

We are changing our logo to give ourselves a new identity and a new ability to sell ourselves. We will emphasize walking as our activity without giving up our volkssporting fellowship. A number of smaller initiatives, such as the Volkssports Photography Contest, will help let the less active know who we are and how they can get involved.

We believe that our vision of positive thinking, spread throughout the membership, will enable us to reach our goals. We will make volkssporting available to every man, woman and child in the United States. All will enjoy the camaraderie and exercise necessary for a healthy mind in a healthy body.

In closing, I want to thank all our volunteers, without whom there would be no walks, bikes, swims, cross-country skis and without whom there would be no need for a National Headquarters, Executive Council or President of the AVA.

Julian P. Bauer

President
March 27, 1992

INDEPENDENT AUDITOR'S REPORT

February 12, 1992

The National Executive Council
American Volkssport Association, Inc.

I have audited the balance sheet of American Volkssport Association, Inc., (a non-profit organization), as of June 30, 1991, and the related statements of activity and of cash flow for the year that ended. These financial statements are the responsibility of the Association's management. My responsibility is to express an opinion on these financial statements based on my audit.

Except as discussed in the following paragraph, I conducted my audit in accordance with generally accepted auditing standards. Those standards require that I plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. I believe that my audit provides a reasonable basis for my opinion.

Because the Association did not decide to change from the cash basis to the accrual basis of accounting (as described in Note E) until after June 30, 1990, I was not present to observe the physical inventory taken at that date and I have not satisfied myself by means of other procedures concerning inventory quantities.

In my opinion, except for the effects of such adjustments, if any, as might have been determined to be necessary had the prior year physical inventory referred to in the preceding paragraph been susceptible to satisfactory audit tests, the financial statements referred to in the first paragraph present fairly, in all material respects, the financial position of American Volkssport Association, Inc. as of June 30, 1991, and the results of its operations and its cash flows for the year then ended in conformity with generally accepted accounting principles.

As discussed in Note F to the financial statements the Association is the defendant in a lawsuit of which the possible outcome is uncertain at this time. Accordingly, no provision for any liability has been made in the financial statements regarding this lawsuit.

James R. Oliver, Jr.
A Professional Corporation
& Certified Public Accountant

AMERICAN VOLKSSPORT ASSOCIATION, INC.

BALANCE SHEET
JUNE 30, 1991

ASSETS

Current assets:	
Cash	\$ 397,427
Accounts receivable	18,661
Inventory	113,136
Prepaid expenses	<u>18,621</u>
	<u>547,845</u>
Property and equipment:	
Leasehold improvements	8,338
Furniture and equipment	<u>46,012</u>
	54,350
Less accumulated depreciation & amortization	<u>(19,452)</u>
Net property and equipment	<u>34,898</u>
Other assets	<u>13,343</u>
	<u>\$ 596,086</u>

LIABILITIES AND FUND BALANCES

Current liabilities:	
Accounts payable	\$ 139,110
Accrued expenses	3,376
Deferred revenues	<u>93,819</u>
Total current liabilities	236,305
Fund balances:	
Unrestricted operating fund	352,828
Restricted building fund	<u>6,953</u>
Total fund balances	<u>359,781</u>
	<u>\$ 596,086</u>

See accompanying accountant's report and notes to the financial statements which are an integral part of these statements.

AMERICAN VOLKSSPORT ASSOCIATION, INC.

STATEMENT OF ACTIVITY

FOR THE YEAR ENDED JUNE 30, 1991

Unrestricted Operating Fund

Revenues:

Membership	\$ 28,750	5.2%
Events	144,733	26.2
Specialties	94,122	17.0
Awards	147,666	26.7
Publications	57,816	10.5
Convention, net	41,675	7.5
Donations	35	----
Interest income	15,154	2.7
Other	<u>23,023</u>	<u>4.2</u>
 Total revenues	 <u>552,974</u>	 <u>100.0</u>

Expenses:

National office operations-		
Salaries	130,784	23.7
Operations	90,709	16.4
Executive Council-		
Operations	14,882	2.7
Meetings	30,381	5.5
 Insurance	 49,157	 8.9
Specialties-		
Merchandise	75,742	13.7
Operations	6,788	1.2
 Awards	 29,088	 5.3
Publications	30,093	5.4
Professional services	20,717	3.7
Other	<u>21,908</u>	<u>4.0</u>
 Total expenses	 <u>500,249</u>	 <u>90.5</u>

Net increase in operating fund	52,725	9.5%
 Fund balance, beginning of year	 <u>300,103</u>	
 Fund balance, end of year	 \$ 352,828	

Restricted Building Fund

Donations	\$ 3,593
 Fund balance, beginning of year	 <u>3,360</u>
 Fund balance, end of year	 \$ 6,953

See accompanying accountant's report and notes to the financial statements which are an integral part of these statements.

AMERICAN VOLKSSPORT ASSOCIATION, INC.

STATEMENT OF CASH FLOWS

FOR THE YEAR ENDED JUNE 30, 1991

CASH FLOWS FROM OPERATING ACTIVITIES

Net increase in fund balances-	
Operating fund	\$ 52,725
Building fund	<u>3,593</u>
	56,318
Adjustments to reconcile net increase in fund balance to net cash provided by operating activities:	
Depreciation and amortization	9,103
Changes in operating assets and liabilities-	
Decrease in accounts receivable	2,420
Increase in inventory	(26,896)
Decrease in prepaid expenses	13,177
Increase in accounts payable & accrued expenses	135,069
Decrease in deferred revenues	<u>(2,730)</u>
Net cash provided by operating activities	186,461

CASH FLOWS FROM INVESTING ACTIVITIES

Acquisition of furniture and equipment	(5,786)
Acquisition of other assets	(13,569)
Disposition of furniture and equipment	<u>—</u>
Net cash used in investing activities	<u>(19,355)</u>
Net increase in cash	167,106
Cash, beginning of year	<u>230,321</u>
Cash, end of year	\$ 397,427 =====

See accompanying accountant's report and notes to the financial statements which are an integral part of these statements.

AMERICAN VOLKSSPORT ASSOCIATION, INC.

NOTES TO FINANCIAL STATEMENTS

JUNE 30, 1992

NOTE A - ORGANIZATION

American Volkssport Association, Inc. (the Association) is a non-profit, voluntary membership corporation, organized under the laws of the State of Texas, and organized exclusively for charitable and educational purposes under Section 501(c)(3) of the Internal Revenue Code. The Association has been classified as a publicly supported charitable organization under Section 509(a)(1) of the Internal Revenue Code and qualifies for the maximum charitable contribution deduction by donors.

The Association is committed to the promotion of public health, physical fitness, and the well-being of the people of the United States by organizing, promoting and conducting scheduled programs of non-competitive, family oriented, participatory lifetime sports, including, but not limited to, walking, bicycling, swimming, cross-country skiing, and such other events as may be sanctioned by the International Federation of Popular Sports (IVV).

NOTE B - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The significant accounting policies followed by the Association are described below.

Basis of Accounting

The Association's policy is to prepare its financial statements under generally accepted accounting principles and to include the financial activities of all Association committees which report directly to the Executive Council. Member clubs are not included in financial reporting.

Fund Accounting

The financial statements are presented in accordance with principles of fund accounting, whereby revenues and expenses are classified into funds according to specified purposes of restriction. Current funds are "Unrestricted Operating" (available and used for current programs or designated by the Executive Council for long-term investment, equipment replacement, or other specific purposes) and "Restricted Building" (donated for acquisition, construction or renovation of a headquarters building.)

All public support and revenue are considered to be available for unrestricted use unless specifically restricted by the donor. At its discretion, the Executive Council may designate funds for specific purposes. Such Board-designated funds are segregated within the current unrestricted fund balance.

Revenue Recognition and Deferred Revenue

Membership dues are recognized as revenue in the applicable membership year. Sanction fees are recognized as revenues at the time the sanctioned events are held. Subscriptions to the Association's bimonthly "The American Wanderer" are recognized as revenues on a prorata basis over the related subscription period. Participation fees are accrued when the related event is held. Revenues related to the biennial national convention are recognized at time of convention, as are the related expenses.

Membership dues, sanction fees, and subscriptions collected in advance have been included in deferred revenue in the accompanying balance sheet. Such deferred revenue is substantially recognizable within one year.

AMERICAN VOLKSSPORT ASSOCIATION, INC.
NOTES TO FINANCIAL STATEMENTS, CONTINUED

Inventory

Inventory consists primarily of items sold to member clubs for use in conducting and promoting volkssporting events. Inventory is stated at the lower of cost (determined by the first-in, first-out method) or market.

Property and Equipment

Depreciation of furniture and equipment is provided over the estimated useful lives of the respective assets on a straight-line basis. Leasehold improvements are amortized over the remaining life of the applicable lease on a straight-line basis.

Other Assets

Other assets consist of the costs capitalized in the production of a promotional videotape to be shown on television and at conventions and meetings. The cost of the videotape production is being amortized over its estimated useful life of five years on a straight-line basis.

Federal Income Taxes

The Association is exempt from federal income taxes under the Internal Revenue Code Section 501(c)(3). Management believes that the Association has no unrelated business income subject to taxation. Accordingly, no provision for federal income taxes has been made.

NOTE C - LEASE COMMITMENTS

The Association leased its office in Universal City, Texas for \$1,350 per month which expired August 31, 1991. A new lease of the same office requires monthly payments of \$1,462 through August 31, 1992.

On August 21, 1991, the Association leased a computerized mailing and shipping system with quarterly lease payments of \$1,281 through its 51 month lease period. After one year, the Association will make additional \$462 quarterly payments for maintenance agreement.

NOTE D - CONTRIBUTED SERVICES

A substantial number of unpaid volunteers have made significant contributions of their time to promote the Association's purpose and to conduct the sanctioned events of its member clubs. The value of this contributed time is not reflected in these statements since it is not susceptible to objective measurement or valuation.

NOTE E - ACCOUNTING CHANGE

During the current year the Association changed from reporting on a cash basis to an accrual basis. The beginning fund balances have been adjusted to reflect the accrual basis amounts as of June 30, 1990.

AMERICAN VOLKSSPORT ASSOCIATION, INC.

NOTES TO FINANCIAL STATEMENTS, CONTINUED

NOTE F - CONTINGENCIES

The Association is a defendant in a suit in which the plaintiff, a former employee, is seeking actual damages over \$10,000 and exemplary damages of \$50,000 from the Association. Additionally, four current and former Executive Council members are also defendants in the suit with plaintiff's claims of \$20,000 in actual damages and \$30,000 in exemplary damages. The plaintiff seeks the damages and attorney fees for breach of contract, intentional infliction of emotional distress, interference with a contractual relationship and libel.

Discovery in the case is ongoing and no depositions have been taken, therefore legal council is not in a position to determine whether a reasonable possibility of an unfavorable outcome exists.

Accordingly, the Association has made no provision for any liability for this suit in these financial statements. Any payment by reason of an adverse determination in this matter will be charged to earnings in the period of determination.

AVA GROWTH ANALYSIS

<u>Year</u>	<u>Events</u>	<u>Participants</u>	<u>Clubs Chartered</u>	<u>Inactive Clubs</u>	<u>Active Clubs</u>	<u>Avg. TAW Subscription</u>	<u>Awards Processed</u>
1976	1	230	1	0	1	0	0
1977	2	1,680	1	0	1	0	0
1978	11	3,053	6	0	6	0	0
1979	45	9,156	42	0	42	0	0
1980	99	54,721	83	0	83	0	0
1981	163	85,145	104	8	96	0	497
1982	343	158,958	143	16	127	0	2,125
1983	493	188,708	202	16	186	0	2,853
1984	608	205,944	262	19	243	2,024	3,918
1985	801	249,241	328	33	295	2,624	5,343
1986	908	293,612	402	39	363	3,340	6,896
1987	1,129	364,505	500	76	424	3,772	9,220
1988	1,285	458,322	573	105	468	4,550	10,975
1989	1,741	511,883	641	152	489	5,460	15,710
1990	2,138	534,379	687	216	471	6,003	16,480
1991	2,218	522,428	740	239	501	6,633	16,202

REGIONAL PARTICIPATION SUMMARY - 1991

<u>REGION</u>	<u>WALKS</u>	<u>GUIDED WALKS</u>	<u>BIKES</u>	<u>XSKI</u>	<u>SWIM</u>	<u>OTHER</u>	<u>TOTAL PARTICIPANTS</u>
Atlantic	83,825	1,590	566	0	1,762	0	87,743
Mid-America	52,329	2,808	857	82	753	0	56,829
North Central	31,800	127	227	197	200	0	32,551
Northeast	14,528	1,314	57	17	32	0	15,948
Northwest	158,050	64	1,908	360	285	30	160,697
Pacific	28,827	2,047	557	33	317	0	31,781
Rocky Mountain	16,611	96	258	0	126	0	17,091
South Central	40,807	813	1,211	0	972	0	43,803
Southeast	16,962	747	376	0	373	0	18,458
Southwest	44,908	1,034	1,200	0	1,682	38	48,862
Executive Council	1,556	87	0	0	0	0	1,643
Globals	6,500	0	340	0	182	0	7,022
TOTAL	496,703	10,727	7,557	689	6,684	68	522,428

REGIONAL EVENTS SUMMARY - 1991

<u>REGION</u>	<u>WALKS</u>	<u>GUIDED WALKS</u>	<u>BIKES</u>	<u>XSKI</u>	<u>SWIM</u>	<u>OTHER</u>	<u>TOTAL EVENTS</u>
Atlantic	160	34	7	0	5	0	206
Mid-America	208	47	16	2	12	0	285
North Central	186	3	3	6	3	0	201
Northeast	63	17	3	1	1	0	85
Northwest	298	4	24	5	5	2	338
Pacific	165	37	18	1	14	0	235
Rocky Mountain	83	2	4	0	2	0	91
South Central	185	15	27	0	19	0	246
Southeast	117	15	15	0	10	0	157
Southwest	192	21	25	0	19	1	258
Executive Council	4	12	0	0	0	0	16
Globals	79	0	15	0	6	0	100
TOTAL	1,740	207	157	15	96	3	2,218

AVERAGE PARTICIPATION REPORT - 1991

<u>REGION</u>	<u>TOTAL EVENTS</u>		<u>TOTAL PARTICIPANTS</u>		<u>AVERAGE PARTICIPANTS</u>	
	<u>1990</u>	<u>1991</u>	<u>1990</u>	<u>1991</u>	<u>1990</u>	<u>1991</u>
Atlantic	172	206	74,306	87,743	432	426
Mid-America	276	285	63,650	56,829	231	199
North Central	217	201	37,882	32,551	175	162
Northeast	110	85	16,415	15,948	149	188
Northwest	346	338	160,094	160,697	463	475
Pacific	194	235	31,394	31,781	162	135
Rocky Mountain	89	91	18,637	17,091	209	188
South Central	226	246	51,097	43,803	226	178
Southeast	121	157	15,935	18,458	132	118
Southwest	260	258	55,504	48,862	213	189
Other	127	116	9,465	8,665	75	75
TOTAL	2,138	2,218	534,379	522,428	250	236

AWARD/CREDIT PREFERENCE SUMMARY - 1991

<u>REGION</u>	<u>AWARDS</u>	<u>CREDIT</u>	<u>FREE</u>	<u>PARTICIPANTS</u>	<u>TOTAL</u>
Atlantic	28,900 (33)	42,866 (49)	15,977 (18)	87,743	
Mid-America	19,001 (33)	24,944 (44)	12,884 (23)	56,829	
North Central	15,450 (48)	8,860 (27)	8,241 (25)	32,551	
Northeast	7,111 (45)	5,874 (37)	2,963 (18)	15,948	
Northwest	30,726 (19)	80,865 (50)	49,106 (31)	160,697	
Pacific	13,626 (43)	13,444 (42)	4,711 (15)	31,781	
Rocky Mountain	8,279 (48)	5,502 (33)	3,310 (19)	17,091	
South Central	14,168 (33)	18,102 (41)	11,533 (26)	43,803	
Southeast	8,533 (46)	6,443 (35)	3,482 (19)	18,458	
Southwest	14,697 (30)	26,992 (55)	7,173 (15)	48,862	
Other	4,159 (48)	2,569 (30)	1,937 (22)	8,665	
TOTAL	164,650 (32)	236,461 (45)	121,317 (23)	522,428	

AVA CLUBS CHARTERED - DECEMBER 31, 1991

<u>REGION</u>	<u>STATE ORGANIZATION</u>	<u>ACTIVE CLUBS</u>	<u>INACTIVE CLUBS</u>	<u>TOTAL CHARTERED</u>
Atlantic	3	56	20	79
Mid-America	3	85	23	111
North Central	1	45	20	66
Northeast	3	22	17	42
Northwest	2	102	30	134
Pacific	1	41	24	66
Rocky Mountain	0	17	11	28
South Central	2	44	28	74
Southeast	1	38	19	58
Southwest	1	50	42	93
National Headquarters	0	1	5	6
TOTAL	17	501	239	757

TAW END-OF-YEAR SUBSCRIPTIONS REPORT - 1991

<u>REGION</u>	<u>BULK RATE</u>	<u>FIRST CLASS</u>	<u>TOTAL</u>
Atlantic	782	419	1201
Mid-America	569	203	772
North Central	347	149	496
Northeast	236	187	423
Northwest	560	202	762
Pacific	402	182	584
Rocky Mountain	206	69	275
South Central	454	158	612
Southeast	346	145	491
Southwest	995	201	1196
Foreign	0	44	44
TOTAL	4897	1959	6856