



Fun, Fitness, Friendship

5(a)
American Volkssport Association
1001 Pat Booker Road, Suite 101
Universal City, Texas 78148

PRESIDENT'S REPORT

The IVV Congress of Delegates was held November 25/26, 2016 in Rio De Janerio, Brazil. Here is a summary of their actions

1. The minimum distance for all biking events will now be 10KM vice 25KM.
2. The old President, Guiseppe Colantonio, was relected
3. The old Vice President, Graham Fawcett, was relected
4. The next IVV Congress will be in Sicily in May 2018
5. The next IVV Olympiad will be in Aix-en-Provence 15-18 Oct 2018
6. Romania and Australia joined the IVV

I am proposing the establishment of a special award in honor of Jackie Wilson. She was a stalwart of the AVA for many years and is most worthy of having an award in her name. The award would go to the club which most typified the purpose and meaning of the AVA. I would have the award committee come up with the criteria for the award and present their recommendation at the June NEC meeting. The first award would be at the 2019 Convention.

ATTACHMENT
#1

5(b)

**AMERICAN VOLKSSPORT ASSOCIATION
OFFICER REPORT**

FOR THE OFFICE OF _____ **VICE PRESIDENT**

FOR THE _____ **January 22, 2017** **EXECUTIVE COUNCIL MEETING**

FROM (Name): _____ **HOLLY PELKING**

ACCOMPLISHMENTS:

Online Start Box (OLSB) program has successfully completed its first full year of hosting events.

AVA Stamps: after obtaining financial information from HQ, we developed totally new stamp and handles for the motion being brought forward at this meeting.

ACTIVITIES:

OLSB: The challenge over the last 6 months was to expand the OLSB code to work with clubs throughout the nation. Everything had to be touched and tested. We went from 4 events to over 40. Minor issues became a big problem with the increased numbers and had to be solved as they appeared.

Q3 Mike Green joined us and helped immensely with testing and troubleshooting.

It was a lot of effort, but the system appears to be working on all levels. There are still several reports and management features that have to be implemented for the clubs. These will be completed before they are needed.

Stamps: actual stamps and handles have been created for testing, HQ is included on researching the possibility of being able to create these in house, although they can also be contracted out locally, if needed.

ATTACHMENT
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CONCERNS:

OLSB: The only concern is that we have not heard anything about the new sanctioning system and database. It is critical that the interface for the OLSB be established prior to deployment. The only option will be that the online start box be turned off until the interface is stable.

RECOMMENDATIONS:

As the IT Committee continues its progress we ask that they keep us in the loop with anything that could affect the sanctioning system and database.

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

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

5(c)

**AMERICAN VOLKSSPORT ASSOCIATION
COMMITTEE REPORT**

FOR THE _____ **AVA Secretary** _____ **COMMITTEE**

FOR THE _____ **January 20-21, 2017** _____ **EXECUTIVE COUNCIL MEETING**

FROM (Name): _____ **Sam Korff** _____

ACCOMPLISHMENTS:

Minutes from the June 10, 2016 posted to the AVA Website

Minutes from the August 11-15, 2016 online meeting posted to the AVA Website

(Appointment of Glen Conyers as Chair of the Nominating Committee)

Minutes from the August 31-September 1, 2016 online meeting posted to the AVA Website

(Appointment of the complete Nominating Committee)

ACTIVITIES:

ATTACHMENT
#3

CONCERNS:

None

RECOMMENDATIONS:

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

Print Form

Reset Form

Submit AVA Committee Report to AVA Headquarters by Email

5(d)

AMERICAN VOLKSSPORT ASSOCIATION OFFICER REPORT
FOR THE OFFICE OF AVA Treasurer
FOR THE 23 January 2017, EXECUTIVE COUNCIL MEETING
FROM: Lawrence Lehman

ACCOMPLISHMENTS:

Monitored Financials

ACTIVITIES:

None

CONCERNS:

Anticipated Revenue sources are not producing as anticipated with the over aggressive budget.

At the current level of income, we may end up with a \$100,000 deficit against budget.

No visible activity on Grant Income

New Computer Equipment, to be purchased from Reserve Funds, approved for \$10,000, during the June Meeting has not been ordered yet.

New Quick Books Enterprise Pro software to consolidate the Financials and Payroll has not been procured.

Understand that another avenue for Non-Profit Companies, has been investigated but no report on progress.

Current Accounting staff person showed on her resume a background in Quick Books and not MAS. That is why we approved the expense to use this system.

Payroll concerns regarding adding Samantha to the staff. No approval of her status or amount of yearly payroll/benefits. How is Cynthia being reimbursed for her time? Are we going to replace Maria?

RECOMMENDATIONS:

Yearly budget be revised to come in line with current staffing levels, revise projected income from revenue sources to be in line with current trends, eliminate Grant projection, reduce line item for Donations to \$60,000. Same as last year's Big Give.

Expenses appear to be line with yearly goals.

Add a true Budget for Convention Revenue and Expenses.

Recommend that the bidders for the next AVA Convention, submit a budget prior to selection so that it can be incorporated into the yearly budget, presented to the members.

ATTACHMENT
4

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Actual to Actual Budget						
For The 5 Periods Ended 11/30/2016						
AMERICAN VOLKSSPORT ASSOCIATION, INC - Midyear Budget Modification 2016-2017						
	Year to Date	16/17 Annual Budget	Variance	Variance %	Proposed Budget Modification	
REVENUE				0.58		Comments
400-40-700						
VOLKSPORTS ASSOCIATE MEMBERS	2,615.00	14,934.00	(12,319.00)	(82.48)		3,500 projected for December
400-50-000	100.00	300.00	(200.00)	(66.66)		
CHARTER MEMBERSHIPS						
401-50-000	4,875.00	11,700.00	(6,825.00)	(58.33)		11,640 last November 14255 under- 2nd quarter missing Review- new ppp fee impact?
ANNUAL DUES						
410-50-400	11,090.00	60,830.00	(49,740.00)	(81.76)		
SANCTION FEE INCOME						
411-50-400						
PARTICIPATION FEE INCOME-Traditional Events	27,561.50	58,395.00	(30,833.50)	(52.80)		Up by 3,230
412-50-400	27,080.00	88,643.00	(61,563.00)	(69.45)		27,055 last November -2nd quarter missing
PARTICIPATION FEE YR/SEAS INC						
413-38-400	36.00	100.00	(64.00)	(64.00)		
E.C. EVENT FEES						
414-50-400	8,930.00	32,320.00	(23,390.00)	(72.37)		8,795 Last November 4537 under/ 2nd quarter fees missing
YR/SEASONAL QRTLY SANCTION FEES						
415-50-400	188.00	294.00	(106.00)	(36.05)		Up 1,321/Projected SF Book 11,500
ALTERNATE SANC FEE						
420-10-300	11,888.89	25,362.00	(13,473.11)	(53.12)		
SALES - SPLTY						
423-10-100	23.93	100.00	(76.07)	(76.07)		
SALES - AWARDS						
424-10-200	9,564.00	24,180.00	(14,616.00)	(60.44)		
SALES - IVV BOOKS						
425-10-200	3,542.00	9,610.00	(6,068.00)	(63.14)		
SALES - NEWWALKER PACKETS						
426-10-800	(0.00)	(0.00)	0.00	0.00		
SALES-OTHER						
430-10-300	(0.00)	(50.00)	50.00	100.00		
SALES RETURNS AND ALLOWANCES						
435-10-300	(4,284.75)	(8,888.00)	4,603.25	51.79		
MEMBER DISCOUNTS						
440-40-500	(0.00)	(0.00)	0.00	0.00		
TAW SUBS-NON-MEMBERS						
441-40-500	13,790.37	30,540.00	(16,749.63)	(54.84)		
SUBSCRIPTION INCOME-"TAW"						
442-40-500	2,095.00	5,000.00	(2,905.00)	(58.10)		
ADVERTISING INCOME " TAW "						
442-70-550	(0.00)	1,000.00	(1,000.00)	(100.00)		
ADVERTISING INCOME-WEB SITE						
444-80-800	1,531.00	2,000.00	(469.00)	(23.45)		-700.00 300 projected
YOUTH PROGRAM INCOME						Up by 699, success story
445-10-000	(0.00)	1,000.00	(1,000.00)	(100.00)		
IN-KIND DONATIONS						
445-30-650	(0.00)	(0.00)	0.00	0.00		
DONATED EXPENSES/SERVICES						
446-80-700	(0.00)	53,000.00	(53,000.00)	(100.00)		-4,000.00 See comments on Report;
GRANT & SPONSORSHIP INCOME						
450-10-000	(0.00)	100.00	(100.00)	(100.00)		
ROYALTIES						
452-20-800	(0.00)	(0.00)	0.00	0.00		
CONVENTION INCOME-2015						
452-50-400	735.00	1,800.00	(1,065.00)	(59.16)		
INSURANCE CERTIFICATE - INCOME						
453-20-800	(0.00)	121,711.00	(121,711.00)	(100.00)		No Budget from Convention Committee
CONVENTION INCOME-2017						
455-80-800	3,286.76	2,600.00	686.76	26.41		1,000.00 up 686 Exactly which programs?
SPECIAL PROGRAMS INCOME						
456-70-700	142.15	740.00	(597.85)	(80.79)		
SPEC MARKETING INCOME						
457-80-800	(0.00)	(0.00)	0.00	0.00		
SPECIAL FUND DEVELOPMEN INCOME						
458-00-000	(0.00)	(0.00)	0.00	0.00		
DO NOT USE-NOT AN ACCT						
458-10-000	4,986.85	72,000.00	(67,013.15)	(93.07)		Big Give Not accounted for yet
DONATIONS - UNRESTRICTED						
460-10-000	2,550.00	5,300.00	(2,750.00)	(51.88)		
DONATIONS - RESTRICTED GIFTS						
461-50-000	2,391.92	4,000.00	(1,608.08)	(40.20)		
INCOME - OTHER						
462-10-000	32.63	100.00	(67.37)	(67.37)		
INCOME - INTEREST						
463-10-000	1,484.77	15,000.00	(13,515.23)	(90.10)		
INCOME - INVESTMENT INTEREST						
464-10-300	2,402.22	6,000.00	(3,597.78)	(59.96)		
INCOME - FREIGHT CHARGES						

Actual to Annual Budget
For The 6 Periods Ended 12/31/2016

AMERICAN VOLKSSPORT ASSOCIATION, INC (AVA)

		Year to Date	16/17 Annual Budget	Variance	Variance %
REVENUE					
400-40-700	VOLKSSPORTS ASSOCIATE MEMBERS	3,790.00	14,934.00	(11,144.00)	(74.62)
400-50-000	CHARTER MEMBERSHIPS	100.00	300.00	(200.00)	(66.67)
401-50-000	ANNUAL DUES	5,850.00	11,700.00	(5,850.00)	(50.00)
410-50-400	SANCTION FEE INCOME	12,530.00	60,830.00	(48,300.00)	(79.40)
411-50-400	PARTICIPATION FEE INCOME	31,399.00	58,395.00	(26,996.00)	(46.23)
412-50-400	PARTICIPATION FEE YRE/SEAS INC	33,358.75	88,643.00	(55,284.25)	(62.37)
413-30-400	E.C. EVENT FEES	36.00	100.00	(64.00)	(64.00)
414-50-400	YRE/SEASONAL QRTLY SANCTION FEES	11,192.50	32,320.00	(21,127.50)	(65.37)
415-50-400	ALTERNATE SANC FEE	256.00	294.00	(38.00)	(12.93)
420-10-300	SALES - SPLTY	13,537.89	25,362.00	(11,824.11)	(46.62)
423-10-100	SALES - AWARDS	50.93	100.00	(49.07)	(49.07)
424-10-200	SALES - IVV BOOKS	10,980.00	24,180.00	(13,200.00)	(54.59)
425-10-200	SALES - NEWWALKER PACKETS	3,702.00	9,610.00	(5,908.00)	(61.48)
426-10-800	SALES-OTHER	0.00	0.00	0.00	0.00
430-10-300	SALES RETURNS AND ALLOWANCES	0.00	(50.00)	50.00	100.00
435-10-300	MEMBER DISCOUNTS	(4,840.45)	(8,888.00)	4,047.55	45.54
440-40-500	TAW SUBS-NON-MEMBERS	0.00	0.00	0.00	0.00
441-40-500	SUBSCRIPTION INCOME-"TAW"	13,790.37	30,540.00	(16,749.63)	(54.84)
442-40-500	ADVERTISING INCOME "TAW"	2,160.00	5,000.00	(2,840.00)	(56.80)
442-70-550	ADVERTISING INCOME-WEB SITE	0.00	1,000.00	(1,000.00)	(100.00)
444-80-800	YOUTH PROGRAM INCOME	1,573.50	2,000.00	(426.50)	(21.33)
445-10-000	IN-KIND DONATIONS	0.00	1,000.00	(1,000.00)	(100.00)
445-30-650	DONATED EXPENSES/SERVICES	0.00	0.00	0.00	0.00
446-90-700	GRANT & SPONSORSHIP INCOME	0.00	53,000.00	(53,000.00)	(100.00)
450-10-000	ROYALTIES	0.00	100.00	(100.00)	(100.00)
452-20-800	CONVENTION INCOME-2015	0.00	0.00	0.00	0.00
452-50-400	INSURANCE CERTIFICATE - INCOME	905.00	1,800.00	(895.00)	(49.72)
453-20-800	CONVENTION INCOME-2017	0.00	121,711.00	(121,711.00)	(100.00)
455-80-800	SPECIAL PROGRAMS INCOME	4,480.76	2,600.00	1,880.76	72.34
456-70-700	SPEC MARKETING INCOME	142.15	740.00	(597.85)	(80.79)
457-80-800	SPECIAL FUND DEVELOPMEN INCOME	0.00	0.00	0.00	0.00
458-00-000	DO NOT USE-NOT AN ACCT	0.00	0.00	0.00	0.00
458-10-000	DONATIONS - UNRESTRICTED	7,358.10	72,000.00	(64,641.90)	(89.78)
460-10-000	DONATIONS - RESTRICTED GIFTS	2,975.00	5,300.00	(2,325.00)	(43.87)
461-50-000	INCOME - OTHER	2,395.92	4,000.00	(1,604.08)	(40.10)
462-10-000	INCOME - INTEREST	38.64	100.00	(61.36)	(61.36)
463-10-000	INCOME - INVESTMENT INTEREST	1,396.85	15,000.00	(13,603.15)	(90.69)
464-10-300	INCOME - FREIGHT CHARGES	2,717.69	6,000.00	(3,282.31)	(54.71)
Total REVENUE:		161,876.60	639,721.00	(477,844.40)	(74.70)
COST OF SALES					
500-10-100	COST OF GOODS SOLD - AWARDS	2,268.80	100.00	(2,168.80)	(2,168.80)
500-10-200	COST OF GOODS SOLD-IVV BOOKS	813.22	1,088.00	274.78	25.26
500-10-300	COST OF GOODS SOLD-SPECIALTY	9,758.14	14,203.00	4,444.86	31.30
501-10-100	COST OF GOODS SOLD-AWARDS ISSU	2,549.55	4,321.00	1,771.45	41.00
501-10-200	COST OF GOODS SOLD-NEW WALKER	1,977.63	1,759.00	(218.63)	(12.43)
501-10-800	COST OF GOODS SOLD-YOUTH	0.00	0.00	0.00	0.00
550-10-300	SHIPPING/FREIGHT/ROUNDING	1,752.32	3,540.00	1,787.68	50.50
Total COST OF SALES:		19,119.66	25,011.00	5,891.34	23.55
GROSS PROFIT:		142,756.94	614,710.00	(471,953.06)	(76.78)
EXPENSES					
600-50-000	BAD DEBT	2.75	60.00	57.25	95.42
601-10-000	BANK SERVICE CHARGES	51.88	148.00	96.12	64.95
601-10-300	CREDIT CARD SERVICE CHARGE	991.37	1,468.00	476.63	32.47
601-20-800	CONVENTION EXPENSE-2015	0.00	0.00	0.00	0.00
601-60-600	RATE EXCHANGE DIFFERENCE	0.00	(280.00)	(280.00)	(100.00)
602-20-800	CONVENTION EXPENSE-2017	52.06	99,923.00	99,870.94	99.95
603-10-000	CONTRACT PROFESSIONAL FEES	0.00	7,000.00	7,000.00	100.00
603-40-500	TAW CONTRACT	12,524.02	27,368.00	14,843.98	54.24
604-10-000	EQUIPMENT MAINTENANCE	567.00	972.00	405.00	41.67

Actual to Annual Budget
For The 6 Periods Ended 12/31/2016

AMERICAN VOLKSSPORT ASSOCIATION, INC (AVA)

		16/17			
		Year to Date	Annual Budget	Variance	Variance %
605-10-000	EQUIPMENT RENTAL	2,693.17	6,725.00	4,031.83	59.95
606-10-000	FINANCIAL SERVICES	0.00	12,100.00	12,100.00	100.00
607-10-000	INTEREST EXPENSE	317.75	458.00	140.25	30.62
607-50-400	INSURANCE - EVENT LIABILITY	17,769.48	36,250.00	18,480.52	50.98
608-10-000	INSURANCE - NAT HQ LIABILITY	1,032.54	2,065.00	1,032.46	50.00
609-10-000	LEGAL SERVICES	0.00	3,000.00	3,000.00	100.00
609-30-650	MEETINGS - EXECUTIVE COUNCIL	455.20	12,000.00	11,544.80	96.21
610-10-000	OPERATIONS - MISCELLANEOUS	1,076.07	2,900.00	1,823.93	62.89
610-30-650	MISCELLANEOUS - EXECUTIVE COUN	0.00	1,000.00	1,000.00	100.00
610-70-650	NATIONAL COMMITTEES	0.00	1,000.00	1,000.00	100.00
611-10-000	HQ MANAGEMENT EXPENSE	898.52	4,500.00	3,601.48	80.03
612-10-000	COMPUTER SUPPORT	169.77	2,000.00	1,830.23	91.51
612-70-550	WEB SITE SUPPORT	6,000.00	0.00	(6,000.00)	0.00
613-10-000	PUBLICATIONS	0.00	400.00	400.00	100.00
614-10-000	MEMBERSHIP DUES	0.00	700.00	700.00	100.00
615-10-000	DONATIONS TO OTHERS	0.00	0.00	0.00	0.00
616-10-000	NON-DEPREC ASSET PURCHASES	187.38	910.00	722.62	79.41
617-10-000	DEPRECIATION EXPENSE	4,104.78	6,813.00	2,708.22	39.75
618-50-400	DEPRECIATION EXP:STAMP HANDLES	0.00	0.00	0.00	0.00
619-10-700	DEPRECIATION EXP-MRKT VIDEO	0.00	0.00	0.00	0.00
620-10-000	POSTAGE - NATIONAL HEADQUARTER	967.29	4,000.00	3,032.71	75.82
620-30-650	POSTAGE - EXECUTIVE COUNCIL	65.19	250.00	184.81	73.92
620-40-500	POSTAGE - "TAW"	4,548.84	8,541.00	3,992.16	46.74
621-10-000	OFFICE REPAIRS&IMPROVEMENT	270.98	0.00	(270.98)	0.00
625-50-700	PROMOTIONAL-CLUB/EVENTS	397.41	4,000.00	3,602.59	90.06
626-70-700	PROMOTIONAL - MARKETING	765.30	2,000.00	1,234.70	61.74
627-40-700	PROMOTIONAL - VOLKSSPORT ASSOC	30.00	2,000.00	1,970.00	98.50
629-90-700	PROMOTIONAL-SPONSOR RECRUIT	906.89	3,000.00	2,093.11	69.77
630-70-700	PROMOTIONAL PUBLIC RELATIONS	126.33	1,700.00	1,573.67	92.57
631-10-000	RENT - NATIONAL HEADQUARTERS	20,454.00	39,000.00	18,546.00	47.55
632-10-100	AWARD PROGRAM EXP	3,275.18	5,035.00	1,759.82	34.95
632-40-700	MEMBERSHIP PROG EXPENSE	1,259.97	3,500.00	2,240.03	64.00
632-50-400	EVENT PROG EXPENSE	1,829.21	2,243.00	413.79	18.45
632-50-700	supplies:CLUB-MRKT	0.00	0.00	0.00	0.00
634-10-000	SUPPLIES - NATIONAL HEADQUARTE	2,967.52	4,800.00	1,832.48	38.18
635-10-000	TELEPHONE - NATIONAL HEADQUART	1,383.01	2,436.00	1,052.99	43.23
635-30-650	PHONE& CONF CALLING - EXECUTIVE COUN	0.00	0.00	0.00	0.00
636-10-000	STAFF TRAINING	139.42	2,550.00	2,410.58	94.53
640-30-650	TRAVEL - EXECUTIVE COUNCIL	(275.44)	12,000.00	12,275.44	102.30
642-70-700	STRATEGIC PLANNING	1,200.00	3,000.00	1,800.00	60.00
643-70-800	SPECIAL PROGRAMS EXPENSE	521.04	350.00	(171.04)	(48.87)
644-70-800	YOUTH PROGRAM EXPENSE	564.17	1,000.00	435.83	43.58
646-90-700	GRANT EXPENSE	0.00	0.00	0.00	0.00
647-90-700	CORPORATE SPONSORSHIP EXPENSE	0.00	0.00	0.00	0.00
650-60-600	IVV DUES	0.00	3,610.00	3,610.00	100.00
651-60-600	IVV LIAISON	44.44	50.00	5.56	11.12
652-30-600	INTERNATIONAL/IVV MEETINGS	0.00	5,300.00	5,300.00	100.00
653-50-400	IVV STAMPS	3,813.40	4,200.00	386.60	9.20
657-80-800	SPECIAL FUND DEVELOPMENT	22.40	2,000.00	1,977.60	98.88
660-10-000	PAYROLL TAX	9,363.17	20,940.00	11,576.83	55.29
661-10-000	PAYROLL BENEFITS	17,464.17	27,418.00	9,953.83	36.30
662-10-000	WAGES - NATIONAL HQ STAFF	112,107.55	217,725.00	105,617.45	48.51
697-10-000	LOSS ON DISPOSITION OF EQUIP	0.00	0.00	0.00	0.00
697-10-300	LOSS ON OBSOLETE MERCHANDISE	0.00	0.00	0.00	0.00
699-10-000	SUSPENSE ACCOUNT	(225.00)	0.00	225.00	0.00
Total EXPENSES:		232,880.18	612,128.00	379,247.82	61.96
NET INCOME FROM OPERATIONS:		(90,123.24)	2,582.00	(92,705.24)	(3,590.44)
EARNINGS BEFORE INCOME TAXES:		(90,123.24)	2,582.00	(92,705.24)	(3,590.44)
Net Income (Loss):		(90,123.24)	2,582.00	(92,705.24)	(3,590.44)

		Period to Date	Year to Date
ASSETS			
CURRENT ASSETS			
100-00-000	CASH OPERATIONS/TEXSTAR BANK	(28,205.23)	21,339.28
101-00-000	SPECIALTY ACCT/TEXSTAR BANK	(7,845.59)	5,021.00
102-00-000	CASH/BANK OF AMERICA	0.00	0.00
102-10-000	PETTY CASH FUND	0.00	100.00
103-10-000	CASH REGISTER FUND	0.00	112.55
104-00-000	SAVINGS ACCOUNT/TEXSTAR	10,003.82	47,188.83
104-20-800	CASH-BIENNIAL CONV 2017	0.00	1,500.00
104-60-600	CASH-IVV/GERMANY BANK ACCT	(52.94)	3,696.69
105-10-000	MONEY MARKET - ED JONES & CO.	(26,534.11)	46,294.94
105-20-800	CASH-BIENNIAL CONVENTION 2015	0.00	0.00
106-10-000	CD-PORTFOLIO	(71,780.16)	358,179.14
107-10-000	BOND PORTFOLIO	88,227.10	420,355.24
108-10-000	RETURNED CHECKS	0.00	0.00
110-10-000	ACCOUNTS RECEIVABLE - TRADE	(12,676.87)	34,204.70
112-10-000	ACCOUNTS RECEIVABLE - OTHER	(4,946.15)	(4,946.15)
113-10-000	INTEREST RECEIVABLE	0.00	0.00
114-10-000	ACCRUED PARTICIPATION	9,113.25	9,113.25
116-10-000	SECURITY DEPOSIT	0.00	0.00
120-50-400	PRE-PAID INSURANCE-EVENT	32,246.42	35,208.00
121-10-000	PRE-PAID INSURANCE-WRK/COMP	(58.33)	58.33
122-10-000	PRE-PAID INSURANCE-OFFICE LIAB	(172.09)	484.09
123-40-500	PRE-PAID POSTAGE	0.00	1,936.52
125-10-000	PRE-PAID OTHER EXPENSES	0.00	0.00
126-10-000	PRE-PAID EQUIPMENT RENTAL	(272.99)	545.98
127-10-000	PRE-PAID MAINT- SFTWARE & IT	0.00	0.00
128-10-100	AWARD PURCHASES CLEARING	0.00	4,695.73
128-10-300	SPLTY PURCHASES/INVEN CLEARING	34.20	(5,698.99)
129-20-800	PRE-PAID CONVENTION EXP 2015	0.00	0.00
130-20-800	PRE-PAID CONVENTION EXP 2017	0.00	226.14
130-30-000	PRE-PAID EXECUTIVE COUNCIL EXP	0.00	0.00
140-10-100	INVENTORY-AWARDS	3,112.26	10,000.59
140-10-200	INVENTORY-IVV BOOKS	1,307.08	1,681.51
140-10-300	INVENTORY-SPLTY	3,981.74	32,695.63
141-10-200	NEW WALKER PACKETS	860.38	1.55
141-10-800	INVENTORY-YOUTH PROGRAM	(9.55)	180.75
145-10-800	INVENTORY-CONV CLOSE OUTS	0.00	0.00
Total CURRENT ASSETS:		(3,667.76)	1,024,175.30
FIXED ASSETS			
150-10-000	FIXED ASSET-FURN/FIXT&EQUIP	3,110.30	148,328.69
151-10-000	ACCUMULATED DEPRECIATION F/E	(684.13)	(126,740.05)
152-10-000	FIXED ASSET- IVV STAMPS	0.00	34,655.19
153-10-000	ACCUMULATED DEPRECIATION-STAMP	0.00	(34,655.19)
154-10-000	PROMOTIONAL VIDEOS	0.00	0.00
155-10-000	ACCUMULATED DEPRECIATION VIDEO	0.00	0.00
Total FIXED ASSETS:		2,426.17	21,588.64
Total ASSETS:		(1,241.59)	1,045,763.94

		Period to Date	Year to Date
LIABILITIES			
CURRENT LIABILITIES			
200-10-000	ACCOUNTS PAYABLE - TRADE	2,530.19	12,965.45
205-10-000	ACCTS PAYABLE-OTHER	(691.20)	(691.20)
206-10-000	SUNSHINE FUND	0.00	427.21
209-10-000	EARNED INCOME WITHHOLDING	0.00	0.00
210-10-000	FICA WITHHOLDING PAYABLE	(12.60)	(8.54)
211-10-000	FIT WITHHOLDING PAYABLE	0.00	0.00
212-10-300	SALES TAX PAYABLE	10.99	85.63
213-10-000	TEC TAX PAYABLE	0.00	120.91
215-10-000	GEN. LIAB. INSURANCE PAYABLE	0.00	0.00
216-10-000	ACCRUED WAGES PAYABLE	0.00	0.00
217-10-000	ACCRUED VACATIONS/SICK PAY	0.00	8,168.46
219-10-000	LEASE OBLIGATION	(840.68)	5,297.73
220-10-000	CUST DEPOSIT CLEARING (NET)	0.00	0.00
221-10-300	REFUNDS PAYABLE	(0.90)	4.80
222-10-300	GIFT CERTIFICATES	0.00	0.00
231-50-000	DEFERRED ANNUAL DUES	(975.00)	5,650.00
232-50-400	DEFERRED SANCTION FEES	660.00	38,356.68
233-20-800	DEFERRED CONVENTION 2015	0.00	0.00
233-40-500	DEFERRED "TAW" SUBSCRIPTIONS	3,400.00	7,616.63
234-20-800	DEFERRED CONVENTION 2017	0.00	0.00
236-50-400	DEFERRED INSURANCE CERTIFICATE	195.00	255.00
236-90-700	DEFERRED SPONSORSHIP INCOME	0.00	0.00
238-10-000	DEFERRED 403b ADMIN FEE INCOME	0.00	80.00
	Total CURRENT LIABILITIES:	4,275.80	78,328.76
LONG TERM LIABILITIES			
235-40-000	DEFERRED LIFE VAM MEMBERSHIP	525.00	19,320.00
235-40-500	DEFERRED VAMLIFE SUBSCRIPTION	525.00	19,320.00
	Total LONG TERM LIABILITIES:	1,050.00	38,640.00
	Total LIABILITIES:	5,325.80	116,968.76
EQUITY			
300-10-000	WISH LIST RESTRICTED NON-TECH	0.00	0.00
301-10-900	Heritage Walk	0.00	0.00
302-10-900	MW Youth Program	0.00	0.00
303-10-900	Marketing Fund	0.00	0.00
306-10-900	Special Funds Developement-Tech	0.00	0.00
307-10-900	Unrestricted Donations	0.00	0.00
308-10-900	Restricted Donations	0.00	0.00
309-10-900	Staff Bonus Fund	0.00	0.00
310-10-000	FUND BALANCE - UNRESTRICTED	0.00	341,797.68
320-10-900	PRIOR PERIOD ADJUSTMENTS	0.00	0.00
321-10-900	Retained Earnings-Current Year	(6,567.39)	(90,123.24)
321-10-900	RETAINED EARNINGS - PRIOR	0.00	677,120.74
	Total EQUITY:	(6,567.39)	928,795.18
	Total LIABILITIES & EQUITY:	(1,241.59)	1,045,763.94

Actual to Annual Budget
For The 6 Periods Ended 12/31/2016

AMERICAN VOLKSSPORT ASSOCIATION, INC (AVA)

		Year to Date	16/17 Annual Budget	Variance	Variance %
REVENUE					
400-40-700	VOLKSSPORTS ASSOCIATE MEMBERS	3,790.00	14,934.00	(11,144.00)	(74.62)
400-50-000	CHARTER MEMBERSHIPS	100.00	300.00	(200.00)	(66.67)
401-50-000	ANNUAL DUES	5,850.00	11,700.00	(5,850.00)	(50.00)
410-50-400	SANCTION FEE INCOME	12,530.00	60,830.00	(48,300.00)	(79.40)
411-50-400	PARTICIPATION FEE INCOME	31,399.00	58,395.00	(26,996.00)	(46.23)
412-50-400	PARTICIPATION FEE YRE/SEAS INC	33,358.75	88,643.00	(55,284.25)	(62.37)
413-30-400	E.C. EVENT FEES	36.00	100.00	(64.00)	(64.00)
414-50-400	YRE/SEASONAL QRTLY SANCTION FEES	11,192.50	32,320.00	(21,127.50)	(65.37)
415-50-400	ALTERNATE SANC FEE	256.00	294.00	(38.00)	(12.93)
420-10-300	SALES - SPLTY	13,537.89	25,362.00	(11,824.11)	(46.62)
423-10-100	SALES - AWARDS	50.93	100.00	(49.07)	(49.07)
424-10-200	SALES - IVV BOOKS	10,980.00	24,180.00	(13,200.00)	(54.59)
425-10-200	SALES - NEWWALKER PACKETS	3,702.00	9,610.00	(5,908.00)	(61.48)
426-10-800	SALES-OTHER	0.00	0.00	0.00	0.00
430-10-300	SALES RETURNS AND ALLOWANCES	0.00	(50.00)	50.00	100.00
435-10-300	MEMBER DISCOUNTS	(4,840.45)	(8,888.00)	4,047.55	45.54
440-40-500	TAW SUBS-NON-MEMBERS	0.00	0.00	0.00	0.00
441-40-500	SUBSCRIPTION INCOME-"TAW"	13,790.37	30,540.00	(16,749.63)	(54.84)
442-40-500	ADVERTISING INCOME " TAW "	2,160.00	5,000.00	(2,840.00)	(56.80)
442-70-550	ADVERTISING INCOME-WEB SITE	0.00	1,000.00	(1,000.00)	(100.00)
444-80-800	YOUTH PROGRAM INCOME	1,573.50	2,000.00	(426.50)	(21.33)
445-10-000	IN-KIND DONATIONS	0.00	1,000.00	(1,000.00)	(100.00)
445-30-650	DONATED EXPENSES/SERVICES	0.00	0.00	0.00	0.00
446-90-700	GRANT& SPONSORSHIP INCOME	0.00	53,000.00	(53,000.00)	(100.00)
450-10-000	ROYALTIES	0.00	100.00	(100.00)	(100.00)
452-20-800	CONVENTION INCOME-2015	0.00	0.00	0.00	0.00
452-50-400	INSURANCE CERTIFICATE - INCOME	905.00	1,800.00	(895.00)	(49.72)
453-20-800	CONVENTION INCOME-2017	0.00	121,711.00	(121,711.00)	(100.00)
455-80-800	SPECIAL PROGRAMS INCOME	4,480.76	2,600.00	1,880.76	72.34
456-70-700	SPEC MARKETING INCOME	142.15	740.00	(597.85)	(80.79)
457-80-800	SPECIAL FUND DEVELOPMEN INCOME	0.00	0.00	0.00	0.00
458-00-000	DO NOT USE-NOT AN ACCT	0.00	0.00	0.00	0.00
458-10-000	DONATIONS - UNRESTRICTED	7,358.10	72,000.00	(64,641.90)	(89.78)
460-10-000	DONATIONS - RESTRICTED GIFTS	2,975.00	5,300.00	(2,325.00)	(43.87)
461-50-000	INCOME - OTHER	2,395.92	4,000.00	(1,604.08)	(40.10)
462-10-000	INCOME - INTEREST	38.64	100.00	(61.36)	(61.36)
463-10-000	INCOME - INVESTMENT INTEREST	1,396.85	15,000.00	(13,603.15)	(90.69)
464-10-300	INCOME - FREIGHT CHARGES	2,717.69	6,000.00	(3,282.31)	(54.71)
Total REVENUE:		161,876.60	639,721.00	(477,844.40)	(74.70)
COST OF SALES					
500-10-100	COST OF GOODS SOLD - AWARDS	2,268.80	100.00	(2,168.80)	(2,168.80)
500-10-200	COST OF GOODS SOLD-IVV BOOKS	813.22	1,088.00	274.78	25.26
500-10-300	COST OF GOODS SOLD-SPECIALTY	9,758.14	14,203.00	4,444.86	31.30
501-10-100	COST OF GOODS SOLD-AWARDS ISSU	2,549.55	4,321.00	1,771.45	41.00
501-10-200	COST OF GOODS SOLD-NEW WALKER	1,977.63	1,759.00	(218.63)	(12.43)
501-10-800	COST OF GOODS SOLD-YOUTH	0.00	0.00	0.00	0.00
550-10-300	SHIPPING/FREIGHT/ROUNDING	1,752.32	3,540.00	1,787.68	50.50
Total COST OF SALES:		19,119.66	25,011.00	5,891.34	23.55
GROSS PROFIT:		142,756.94	614,710.00	(471,953.06)	(76.78)
EXPENSES					
600-50-000	BAD DEBT	2.75	60.00	57.25	95.42
601-10-000	BANK SERVICE CHARGES	51.88	148.00	96.12	64.95
601-10-300	CREDIT CARD SERVICE CHARGE	991.37	1,468.00	476.63	32.47
601-20-800	CONVENTION EXPENSE-2015	0.00	0.00	0.00	0.00
601-60-600	RATE EXCHANGE DIFFERENCE	0.00	(280.00)	(280.00)	(100.00)
602-20-800	CONVENTION EXPENSE-2017	52.06	99,923.00	99,870.94	99.95
603-10-000	CONTRACT PROFESSIONAL FEES	0.00	7,000.00	7,000.00	100.00
603-40-500	TAW CONTRACT	12,524.02	27,368.00	14,843.98	54.24
604-10-000	EQUIPMENT MAINTENANCE	567.00	972.00	405.00	41.67

Actual to Annual Budget
For The 6 Periods Ended 12/31/2016

AMERICAN VOLKSSPORT ASSOCIATION, INC (AVA)

		16/17			
		Year to Date	Annual Budget	Variance	Variance %
605-10-000	EQUIPMENT RENTAL	2,693.17	6,725.00	4,031.83	59.95
606-10-000	FINANCIAL SERVICES	0.00	12,100.00	12,100.00	100.00
607-10-000	INTEREST EXPENSE	317.75	458.00	140.25	30.62
607-50-400	INSURANCE - EVENT LIABILITY	17,769.48	36,250.00	18,480.52	50.98
608-10-000	INSURANCE - NAT HQ LIABILITY	1,032.54	2,065.00	1,032.46	50.00
609-10-000	LEGAL SERVICES	0.00	3,000.00	3,000.00	100.00
609-30-650	MEETINGS - EXECUTIVE COUNCIL	455.20	12,000.00	11,544.80	96.21
610-10-000	OPERATIONS - MISCELLANEOUS	1,076.07	2,900.00	1,823.93	62.89
610-30-650	MISCELLANEOUS - EXECUTIVE COUN	0.00	1,000.00	1,000.00	100.00
610-70-650	NATIONAL COMMITTEES	0.00	1,000.00	1,000.00	100.00
611-10-000	HQ MANAGEMENT EXPENSE	898.52	4,500.00	3,601.48	80.03
612-10-000	COMPUTER SUPPORT	169.77	2,000.00	1,830.23	91.51
612-70-550	WEB SITE SUPPORT	6,000.00	0.00	(6,000.00)	0.00
613-10-000	PUBLICATIONS	0.00	400.00	400.00	100.00
614-10-000	MEMBERSHIP DUES	0.00	700.00	700.00	100.00
615-10-000	DONATIONS TO OTHERS	0.00	0.00	0.00	0.00
616-10-000	NON-DEPREC ASSET PURCHASES	187.38	910.00	722.62	79.41
617-10-000	DEPRECIATION EXPENSE	4,104.78	6,813.00	2,708.22	39.75
618-50-400	DEPRECIATION EXP:STAMP HANDLES	0.00	0.00	0.00	0.00
619-10-700	DEPRECIATION EXP-MRKT VIDEO	0.00	0.00	0.00	0.00
620-10-000	POSTAGE - NATIONAL HEADQUARTER	967.29	4,000.00	3,032.71	75.82
620-30-650	POSTAGE - EXECUTIVE COUNCIL	65.19	250.00	184.81	73.92
620-40-500	POSTAGE - "TAW"	4,548.84	8,541.00	3,992.16	46.74
621-10-000	OFFICE REPAIRS&IMPROVEMENT	270.98	0.00	(270.98)	0.00
625-50-700	PROMOTIONAL-CLUB/EVENTS	397.41	4,000.00	3,602.59	90.06
626-70-700	PROMOTIONAL - MARKETING	765.30	2,000.00	1,234.70	61.74
627-40-700	PROMOTIONAL - VOLKSSPORT ASSOC	30.00	2,000.00	1,970.00	98.50
629-90-700	PROMOTIONAL-SPONSOR RECRUIT	906.89	3,000.00	2,093.11	69.77
630-70-700	PROMOTIONAL PUBLIC RELATIONS	126.33	1,700.00	1,573.67	92.57
631-10-000	RENT - NATIONAL HEADQUARTERS	20,454.00	39,000.00	18,546.00	47.55
632-10-100	AWARD PROGRAM EXP	3,275.18	5,035.00	1,759.82	34.95
632-40-700	MEMBERSHIP PROG EXPENSE	1,259.97	3,500.00	2,240.03	64.00
632-50-400	EVENT PROG EXPENSE	1,829.21	2,243.00	413.79	18.45
632-50-700	supplies:CLUB-MRKT	0.00	0.00	0.00	0.00
634-10-000	SUPPLIES - NATIONAL HEADQUARTE	2,967.52	4,800.00	1,832.48	38.18
635-10-000	TELEPHONE - NATIONAL HEADQUART	1,383.01	2,436.00	1,052.99	43.23
635-30-650	PHONE& CONF CALLING - EXECUTIVE COUN	0.00	0.00	0.00	0.00
636-10-000	STAFF TRAINING	139.42	2,550.00	2,410.58	94.53
640-30-650	TRAVEL - EXECUTIVE COUNCIL	(275.44)	12,000.00	12,275.44	102.30
642-70-700	STRATEGIC PLANNING	1,200.00	3,000.00	1,800.00	60.00
643-70-800	SPECIAL PROGRAMS EXPENSE	521.04	350.00	(171.04)	(48.87)
644-70-800	YOUTH PROGRAM EXPENSE	564.17	1,000.00	435.83	43.58
646-90-700	GRANT EXPENSE	0.00	0.00	0.00	0.00
647-90-700	CORPORATE SPONSORSHIP EXPENSE	0.00	0.00	0.00	0.00
650-60-600	IVV DUES	0.00	3,610.00	3,610.00	100.00
651-60-600	IVV LIAISON	44.44	50.00	5.56	11.12
652-30-600	INTERNATIONAL/IVV MEETINGS	0.00	5,300.00	5,300.00	100.00
653-50-400	IVV STAMPS	3,813.40	4,200.00	386.60	9.20
657-80-800	SPECIAL FUND DEVELOPMENT	22.40	2,000.00	1,977.60	98.88
660-10-000	PAYROLL TAX	9,363.17	20,940.00	11,576.83	55.29
661-10-000	PAYROLL BENEFITS	17,464.17	27,418.00	9,953.83	36.30
662-10-000	WAGES - NATIONAL HQ STAFF	112,107.55	217,725.00	105,617.45	48.51
697-10-000	LOSS ON DISPOSITION OF EQUIP	0.00	0.00	0.00	0.00
697-10-300	LOSS ON OBSOLETE MERCHANDISE	0.00	0.00	0.00	0.00
699-10-000	SUSPENSE ACCOUNT	(225.00)	0.00	225.00	0.00
Total EXPENSES:		232,880.18	612,128.00	379,247.82	61.96
NET INCOME FROM OPERATIONS:		(90,123.24)	2,582.00	(92,705.24)	(3,590.44)
EARNINGS BEFORE INCOME TAXES:		(90,123.24)	2,582.00	(92,705.24)	(3,590.44)
Net Income (Loss):		(90,123.24)	2,582.00	(92,705.24)	(3,590.44)

		Period to Date	Year to Date
ASSETS			
CURRENT ASSETS			
100-00-000	CASH OPERATIONS/TEXSTAR BANK	(28,205.23)	21,339.28
101-00-000	SPECIALTY ACCT/TEXSTAR BANK	(7,845.59)	5,021.00
102-00-000	CASH/BANK OF AMERICA	0.00	0.00
102-10-000	PETTY CASH FUND	0.00	100.00
103-10-000	CASH REGISTER FUND	0.00	112.55
104-00-000	SAVINGS ACCOUNT/TEXSTAR	10,003.82	47,188.83
104-20-800	CASH-BIENNIAL CONV 2017	0.00	1,500.00
104-60-600	CASH-IVV/GERMANY BANK ACCT	(52.94)	3,696.69
105-10-000	MONEY MARKET - ED JONES & CO.	(26,534.11)	46,294.94
105-20-800	CASH-BIENNIAL CONVENTION 2015	0.00	0.00
106-10-000	CD-PORTFOLIO	(71,780.16)	358,179.14
107-10-000	BOND PORTFOLIO	88,227.10	420,355.24
108-10-000	RETURNED CHECKS	0.00	0.00
110-10-000	ACCOUNTS RECEIVABLE - TRADE	(12,676.87)	34,204.70
112-10-000	ACCOUNTS RECEIVABLE - OTHER	(4,946.15)	(4,946.15)
113-10-000	INTEREST RECEIVABLE	0.00	0.00
114-10-000	ACCRUED PARTICIPATION	9,113.25	9,113.25
116-10-000	SECURITY DEPOSIT	0.00	0.00
120-50-400	PRE-PAID INSURANCE-EVENT	32,246.42	35,208.00
121-10-000	PRE-PAID INSURANCE-WRK/COMP	(58.33)	58.33
122-10-000	PRE-PAID INSURANCE-OFFICE LIAB	(172.09)	484.09
123-40-500	PRE-PAID POSTAGE	0.00	1,936.52
125-10-000	PRE-PAID OTHER EXPENSES	0.00	0.00
126-10-000	PRE-PAID EQUIPMENT RENTAL	(272.99)	545.98
127-10-000	PRE-PAID MAINT- SFTWARE & IT	0.00	0.00
128-10-100	AWARD PURCHASES CLEARING	0.00	4,695.73
128-10-300	SPLTY PURCHASES/INVEN CLEARING	34.20	(5,698.99)
129-20-800	PRE-PAID CONVENTION EXP 2015	0.00	0.00
130-20-800	PRE-PAID CONVENTION EXP 2017	0.00	226.14
130-30-000	PRE-PAID EXECUTIVE COUNCIL EXP	0.00	0.00
140-10-100	INVENTORY-AWARDS	3,112.26	10,000.59
140-10-200	INVENTORY-IVV BOOKS	1,307.08	1,681.51
140-10-300	INVENTORY-SPLTY	3,981.74	32,695.63
141-10-200	NEW WALKER PACKETS	860.38	1.55
141-10-800	INVENTORY-YOUTH PROGRAM	(9.55)	180.75
145-10-800	INVENTORY-CONV CLOSE OUTS	0.00	0.00
Total CURRENT ASSETS:		(3,667.76)	1,024,175.30
FIXED ASSETS			
150-10-000	FIXED ASSET-FURN/FIXT&EQUIP	3,110.30	148,328.69
151-10-000	ACCUMULATED DEPRECIATION F/E	(684.13)	(126,740.05)
152-10-000	FIXED ASSET- IVV STAMPS	0.00	34,655.19
153-10-000	ACCUMULATED DEPRECIATION-STAMP	0.00	(34,655.19)
154-10-000	PROMOTIONAL VIDEOS	0.00	0.00
155-10-000	ACCUMULATED DEPRECIATION VIDEO	0.00	0.00
Total FIXED ASSETS:		2,426.17	21,588.64
Total ASSETS:		(1,241.59)	1,045,763.94

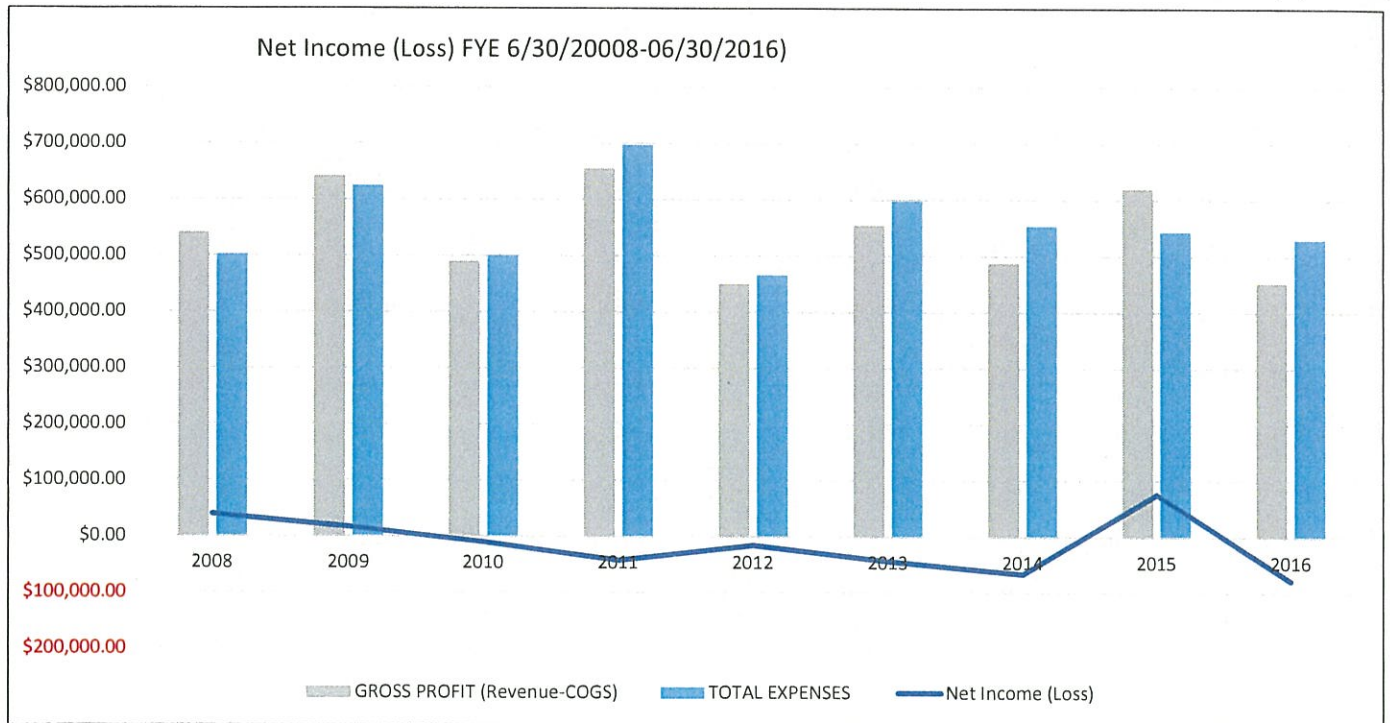
		Period to Date	Year to Date
LIABILITIES			
CURRENT LIABILITIES			
200-10-000	ACCOUNTS PAYABLE - TRADE	2,530.19	12,965.45
205-10-000	ACCTS PAYABLE-OTHER	(691.20)	(691.20)
206-10-000	SUNSHINE FUND	0.00	427.21
209-10-000	EARNED INCOME WITHHOLDING	0.00	0.00
210-10-000	FICA WITHHOLDING PAYABLE	(12.60)	(8.54)
211-10-000	FIT WITHHOLDING PAYABLE	0.00	0.00
212-10-300	SALES TAX PAYABLE	10.99	85.63
213-10-000	TEC TAX PAYABLE	0.00	120.91
215-10-000	GEN. LIAB. INSURANCE PAYABLE	0.00	0.00
216-10-000	ACCRUED WAGES PAYABLE	0.00	0.00
217-10-000	ACCRUED VACATIONS/SICK PAY	0.00	8,168.46
219-10-000	LEASE OBLIGATION	(840.68)	5,297.73
220-10-000	CUST DEPOSIT CLEARING (NET)	0.00	0.00
221-10-300	REFUNDS PAYABLE	(0.90)	4.80
222-10-300	GIFT CERTIFICATES	0.00	0.00
231-50-000	DEFERRED ANNUAL DUES	(975.00)	5,650.00
232-50-400	DEFERRED SANCTION FEES	660.00	38,356.68
233-20-800	DEFERRED CONVENTION 2015	0.00	0.00
233-40-500	DEFERRED "TAW" SUBSCRIPTIONS	3,400.00	7,616.63
234-20-800	DEFERRED CONVENTION 2017	0.00	0.00
236-50-400	DEFERRED INSURANCE CERTIFICATE	195.00	255.00
236-90-700	DEFERRED SPONSORSHIP INCOME	0.00	0.00
238-10-000	DEFERRED 403b ADMIN FEE INCOME	0.00	80.00
Total CURRENT LIABILITIES:		4,275.80	78,328.76
LONG TERM LIABILITIES			
235-40-000	DEFERRED LIFE VAM MEMBERSHIP	525.00	19,320.00
235-40-500	DEFERRED VAMLIFE SUBSCRIPTION	525.00	19,320.00
Total LONG TERM LIABILITIES:		1,050.00	38,640.00
Total LIABILITIES:		5,325.80	116,968.76
EQUITY			
300-10-000	WISH LIST RESTRICTED NON-TECH	0.00	0.00
301-10-900	Heritage Walk	0.00	0.00
302-10-900	MW Youth Program	0.00	0.00
303-10-900	Marketing Fund	0.00	0.00
306-10-900	Special Funds Developement-Tech	0.00	0.00
307-10-900	Unrestricted Donations	0.00	0.00
308-10-900	Restricted Donations	0.00	0.00
309-10-900	Staff Bonus Fund	0.00	0.00
310-10-000	FUND BALANCE - UNRESTRICTED	0.00	341,797.68
320-10-900	PRIOR PERIOD ADJUSTMENTS	0.00	0.00
321-10-900	Retained Earnings-Current Year	(6,567.39)	(90,123.24)
321-10-900	RETAINED EARNINGS - PRIOR	0.00	677,120.74
Total EQUITY:		(6,567.39)	928,795.18
Total LIABILITIES & EQUITY:		(1,241.59)	1,045,763.94

NET INCOME (LOSS) - FISCAL YEAR END 06/30/2008-06/30/2016

	2008	2009	2010	2011	2012	2013	2014	2015	2016
GROSS PROFIT (Revenue-COGS)	\$540,652.48	\$641,143.19	\$489,662.89	\$655,049.58	\$449,787.85	\$554,340.02	\$487,351.48	\$619,780.78	\$452,042.7
TOTAL EXPENSES	\$501,403.75	\$624,618.03	\$499,975.52	\$697,039.68	\$465,378.30	\$597,806.40	\$553,797.57	\$543,750.27	\$529,786.4
Net Income (Loss)	\$39,248.73	\$16,525.16	\$10,312.63	\$41,990.10	\$15,590.45	\$43,466.38	\$66,446.09	\$76,030.51	\$77,743.6

36K SP

5yr Investment



June 30, 2012 Financial Statement Comments

- Deposits for June totaled \$39,741.01 and expenses paid out totaled \$46,069.74; decreasing our operating cash balances by \$6,328.73.
- Combined operating bank balances as of 06-30-12 are \$113,519.74. The savings account at 06-30-12 is \$86,993.80. Interest is earned quarterly in savings. Our investment interest income and market changes as of 6-30-2012 total \$3,494.06 over the budget. The total portfolio changes from month to month depending on market fluctuations and as investments are bought and mature. Year to date investment interest income is \$14,236.06; investment income supplements our other income.
- Accounts receivable as of June 30th has decreased from May by \$5,416.34 for a total of \$37,928.49. Participation revenue from the second quarter 2012 has been recognized as of this year end in the balance of account 114-10-000 accrued participation income and in accounts 412-50-400 YRE/seasonal participation revenue and account 414-50-400 YRE/seasonal processing fees.
- The unaudited yearend financial statements as of June 30, 2012 are attached. In summary, actual gross profit compared to budget is under budget by 1.78% overall, actual expenses were less than budgeted by 2%, and the actual net loss of \$15,590.55 is \$1,371.45 less than the budgeted net loss of \$16,962.00.
- Income from major sources of revenue such as sanction fees, YRE participation, processing fees, and memberships were all below budget with membership at 32% below budget. Traditional event participation took a surprising turn with an almost 11% increase over budget. The largest variance was in web site advertising as we did not bill for web hosting this year. Special programs, unrestricted donations, investment interest, and freight income all did better than expected.
- Expenses while overall were under budget, ending balances shows that as expected, our major over budget items were computer and web site expenses. Wages were under budget due to no increases in this fiscal year and wages for both AED and FD being one and the same. Payroll taxes were over budget due to the increased unemployment rate charged to cover chargebacks from previous fiscal year. Club promotional expense this year was under budget by 65% mainly because only two board members used their club travel money.



Fun, Fitness, Friendship

AMERICAN VOLKSSPORT ASSOCIATION EXECUTIVE DIRECTOR'S REPORT

January 20, 21, 22, 2017

Fairfield Inn and Suites, Bentonville/Rogers, Arkansas

6(c)

I. ADMINISTRATION/OPERATIONS

Human Resources

The employee personnel policy manual is in the process of being updated and should be completed by February 2017. The Auditors concern regarding limits on vacation payout will be addressed in the revised manual. All job descriptions will be updated to better reflect the current needs of the organization as well as pay grades associated with job responsibilities.

Personnel

Sometimes the unexpected departure of key personnel can bring an organization to a grinding halt if there has been no cross training and/or succession planning. The recent departure of two senior AVA employees has conveyed the lack of and importance of cross training. It also casts light on new opportunities for a reorganization of roles and responsibilities that are better aligned with our strategic goals and the strengths of employees.

Effective December 5, 2017, our intern, Samanta Sanchez, was extended a fulltime position with the AVA. Her main responsibilities will be in the areas of communications, marketing, and fund development. However due to the recent departure of our events coordinator, Samanta will also support clubs with events sanctioning during the interim. She also serves on the fund development and publicity committees. The scope of work of the events coordinator will be reorganized accordingly within the respective existing departments of the AVA and if warranted a new FTE will be created to continue this work when appropriate. Until then the plan is to fill any employment gaps with either an intern or a temporary employee. The funding for a temporary employee has been put into the midyear budget modification.

Our goal at the national office is to create a work culture built on professionalism, trust, respect, integrity, accountability, and a desire to fulfill the mission of the AVA. We can do this by investing in our employees, building on their strengths, allowing them more flexibility and trusting them to make decisions and manage their respective areas of operation.

New AVA Privacy Policy

Last June the NEC approved the creation of a Privacy Policy so that certain personal data collected by AVA can be used for dissemination of information related to AVA services and activities and shared with other club presidents, state associations and Regional Directors. This policy has been completed and approved by our legal counsel. Once it has been approved by the NEC it will be sent to all AVA members via mail. A copy of this policy will also be posted on the AVA website. The information we will be sharing will be name, address, telephone number and/or email address. It is important to note that at any time anyone can opt out of the sharing of their information or select whom they do not want their information shared with. For a copy of this policy refer to 9(b).

Facilities/Rent -The existing office space lease with Terra Investments has been extended for two more years at the rate of \$3,409 per month. This represents no increase from the past year. The effective dates are January 1, 2017 – December 31, 2018.

ATTACHMENT #5

General Liability Insurance Renewal

A new contract for General Liability and Excess Accident Medical Insurance has been approved by the Executive Council and executed by the Executive Director with United States Fire Insurance Company in the amount of \$35,208. The effective dates are January 1, 2017 – January 1, 2018. This is the insurance that covers our clubs. Our premium for 2017 decreased by \$331.00. The Excess Accident Medical Insurance is required by the carrier.

The number of club reported incidents for January 1, 2016 - December 1, 2016 was fifteen. This is two more incidents than we have on file for calendar year ending 2015. The insurance broker asked for additional information on two of these claims due to the significance of injuries sustained, a broken hip and broken pelvis. As the age of our members increases so will the number of incidents. Emphasis should be put on making AVA events more accessible and easier to walk for our aging members. For more information see Attachment 6 (c)-1.

IVV Changes/New Resolutions for January 1, 2018

The IVV passed two new resolutions with regards to IVV awards for events and kilometers. These resolutions are to be implemented by January 1, 2018. A memorandum was sent to the NEC on October 6, 2016 with recommendations from the National office on these resolutions. For more information refer to Attachment 9 (a).

Communications

National Publicity Campaign - The Publicity committee is in the process of creating a blueprint for a national publicity/marketing campaign. A request for services from a marketing firm will be released early Spring. The goal is to kick-off a national publicity/marketing campaign in 2019 that will include all AVA programs and services and promote all clubs. The committee is also exploring the possibility of having a national spokesperson for the AVA.

New 2019 Convention Application – A new AVA convention application has been created and will be released early February 2017. The convention application will emphasize partnerships with the local organizations, thorough planning and creativity. Any AVA state association, club or group of clubs may apply to host the 2019 convention. Applications will be due March 31st 2017. Finalists must be willing to travel to the 2017 convention in Billings, Montana to present to the membership. A copy of the application will be presented to NEC members during the January 2017 meeting.

Information and Technology

The QuickBooks Premier software package and seven Dell OptiPlex 3040 desktop computers have been purchased and will be installed by January 14, 2017. Installation and training will be provided by the Texas Network Group. The cost of the software is \$599.00 and the cost of the computers with installation is \$5,099.50. The target date to switch over to QuickBooks Premier is July 1, 2017. ***As noted by the auditors our accounting database utilizes a perpetual system which prevents us from making time-based reports for membership and club counts.***

A project management software called OnStrategy was also purchased at the cost of \$1,200 per year. This software will be used to track implementation progress on the strategic plan. A webinar was held by the National office on the use this software. All those who play a key role in the implementation of the plan were invited to attend webinar. A backup tape for the servers was also installed by Hector with the support of an IT consultant.

Much improvement in communication is needed between with the National office, the IT Chair and the consultant building the AVA database, Michael Young as evident by the concern of the IT Chair regarding payment of invoices to the consultant. This fiscal year upon receipt of invoices from the consultant payment was made in 28 days, 30 days, 1 day, 15 days, and five days. I have also been advised by our consultant and the volunteer who is working with us that they were told to work directly with the IT Chair. I advised them I would like to get briefed regularly on the progress of the work and

that either myself or Hector, who is our IT specialist be included in key planning meeting however this has yet to happen. I also have not been advised on the status of the new website and convention registration database. Our website is the external face of this organization. It is the first place everyone goes to learn more about us, including donors. It needs to be overhauled and completed as soon as possible (one month).

A concern that did arise from my last meeting with the IT consultant was the need for the NEC to address policy issues that are slowing down progress. One such example is the creation of a new category in the database called "surrogate clubs". A surrogate club is not a "real" club and more of a placeholder for events that are not sponsored by clubs. This could be a place where Regional Director sponsored events would go. Another policy issue that should be addressed by the NEC is the level of access that will be granted to Regional Directors, State Association and Club Presidents, and club POC's.

The AVA national office appreciates the volunteer work of the IT Chair and consultant Bill Hamilton. It is critical to the success of the project that we all work in the spirit of collaboration and keep the lines of communication open.

II. FINANCE (Unaudited Report)

2016-2017 Proposed Budget Modification - The 2016-2017 proposed budget modification is included in the NEC packet. Figures were calculated based on year to date numbers through November 2016. Revenues expected for the 2nd quarter which ends December 31, 2016 were not factored into the modification. The modified budget will be presented during the NEC meeting in January. To view the modified budget refer to attachment 5 (d)-1.

Our challenge continues to be a decrease in revenues, primarily sanction fees. The convention, grants and Big Give revenues attribute to the current revenue gap however this income should come in by the end of the year. On the expense side, as of November 30, 2016 we are under budget by \$56,965. Expenses for the building of the database (Michael Young) have been moved to the balance sheet.

AVA Account Balances:

Savings account = \$47,000

Specialties Account = \$3,331

Operational Account = \$26,211

AVA Investments Account Value as of November, 2016 = \$834,916.49

As stated previously, with revenues streams continuing to drop it is critical to the future of the AVA that we figure out different ways to bring *new money* into the organization so that we can effectively manage the operation and promote club growth. I recommend we continue to diversify our revenue streams from sources other than the volkssporting community to include grants, special events, and individual donor campaigns.

Annual Audit and Tax Returns

Armstrong, Vaughan and Associates, PC is currently finalizing our tax returns for 2015-2016. They should be submitted by the end of January 2017. An extension was filed until February 15, 2017. The financial statements for 2015-2016 have been completed and are under review by the AVA Audit committee. A hard copy of the audited financial statements will be distributed during the January 2017 NEC meeting.

The total cost for preparation of the taxes is \$2,800. Total cost for audit is \$9,530.

III. FUND DEVELOPMENT

The following proposals have been submitted and/or are in progress since July 2016.

- 1 USAA - \$10,0000 – Corporate Responsibility (Declined)

- 2 Well Med Foundation - \$10,000 – Seniors & Caregivers (Declined)
- 3 Northwest Vista College- \$5,000 In-kind – Promotional Video (Declined)
- 4 America Walks - \$1,500 – Walkable Communities (Declined)
- 5 Coca-Cola Foundation - \$5,000 – General Operations (In progress)
- 6 Kronkosky Foundation – \$5,000 – Seniors and Physically Challenged (In progress)
- 7 Moody Foundation - \$5,000 – Health and Wellness (In progress)
- 8 W.K. Kellogg Foundation – \$10,000 - Healthy Children (In progress)
- 9 San Antonio Area Foundation – 10,000 – Board and Staff Development (In progress)

Some of the challenges that limit the success of receiving grant funds include:

- no history of receiving grant funds;
- limited data to validate the benefits of participating in noncompetitive sports activities;
- participatory fees being charged to walk;
- lack of any significant efforts to build relationships with the funding community;
- AVA financial ratios reflect poor organizational efficiency- the AVA has not met one of these ratios in the past 6 years.
 - Under *program expenses* the nonprofit standard is that 75% of income goes towards programs and 25% goes towards overhead. The AVA ratio reflects as low as 16% and high as 33% going towards programs. This is most likely due from a misunderstanding in the way staff salaries were accounted for by the previous accountant.
 - Under *fundraising efficiency*, the nonprofit standard is .35 spent per dollar raised. The AVA ratio is zero for the past 6 years! Donors want to see that an organization is investing funds to raise money. This organization has been growing the organization on the backs of the members rather than seeking program grants and individual contributions. For more information see Attachment 6 (c)-2.

Our ability to raise revenues from private foundations, corporations, and the government sector is heavily dependent on these critical success factors for achieving financial performance and the relationships we build with the funding community.

The Big Give committee has been formed and will begin planning in January. Committee members include Nancy Wittenberg, Phyllis Olson, Charlotte Phillips, Hector Hernandez, Samanta Sanchez, and Henry Rosales. This year the Big Give is May 4, 2017. The sponsors of the event have secured a new vendor for the online giving system.

The Fund Development committee has brought to my attention that the AVA is not in compliance with all state regulations regarding charitable solicitations. Because we solicit donations from individuals in many different states we must comply with the laws of each state. I did speak with our auditor regarding this concern and she stated that because we currently do not raise large amounts of revenue from other states it was not on their radar. However, it is important and I will seek out a vendor who can help us with this so we do not run into any problems down the road.

IV. STRATEGIC PLANNING

Now that we have purchased project management software I will be tracking implementation progress on our strategic plan. Individuals who have a lead role in the implementation will be given access to the software and asked to update their progress monthly. A progress report will be sent out to the NEC quarterly starting January 2017.

RESPECTFULLY SUBMITTED:
Henry J. Rosales

6(c)-1

22

6(C)-2

American Volkssport Association, Inc.
a 501c3 organization
Six-Year Financial Ratio and Trend Analysis

	Audited 12/31/2009	Audited 12/31/2010	Audited 12/31/2011	Audited 12/31/2012	Audited 12/31/2013	Audited 12/31/2014
Standard Nonprofit Financial Ratios						
ORGANIZATIONAL CAPACITY						
Liquidity Measures						
1. Quick Ratio						
Standard: 1:1 or better						
Cash & cash equivalents	67,361	110,070	125,590	68,488	72,567	57,268
Accounts and dues receivable	34,875	44,615	38,427	48,584	39,786	32,311
Current liabilities	73,371	35,896	140,751	32,316	78,324	83,393
Quick Ratio	1	4	1	4	1	1
2. Cash on Hand						
Standard: 60-90 days or more						
Cash and equivalents	1,131,631	1,064,769	1,165,552	1,036,287	1,003,437	859,767
Annual cash expenses *1	624,618	499,975	697,039	465,378	597,806	553,797
Days of Cash on Hand	652	767	602	802	604	624
Leverage Measures						
3. Debt/Equity Ratio						
Standard: 30% or less						
Total Liabilities (include LTD)	142,337	66,251	209,404	99,222	102,784	111,163
Net Assets	1,340,825	1,290,287	1,355,589	1,229,817	1,189,862	1,131,794
Debt/Equity Ratio	11%	5%	15%	8%	9%	10%
Profitability and Effectiveness Measures						
4. Primary Revenue Growth						
Standard: near rate of inflation (0.0% through the 12 months ended February 2015 as published by the US government), greater than expense growth						
Prior Year Revenue *2	584,626	677,701	531,193	688,494	482,246	589,307
Current Year Revenue *2	677,701	531,193	688,494	482,246	589,307	515,273
Primary Revenue Growth	16%	-22%	30%	-30%	22%	-13%
5. Program Expense Growth						
Standard: near rate of inflation (1.78 12/2012), less than revenue growth *1						
Prior year program expenses *1	645,845	624,618	499,975	697,039	465,378	597,806
Current year program expenses *1	624,618	499,975	697,039	465,378	597,806	553,797
(*1) Change in Expenses	14%	-20%	39%	-33%	28%	-7%
6. Net Assets/Cash Flow Change (Profitability)						
Standard: no deficit trend						
Prior year net assets	1,184,520	1,247,041	1,228,726	1,192,243	1,178,586	1,084,379
Current year net assets	1,247,041	1,228,726	1,192,243	1,178,586	1,084,379	1,029,921
% Change in Net Assets	5%	-1%	-3%	-1%	-8%	-5%
ORGANIZATIONAL EFFICIENCY						
Financial Effectiveness Measures						
7. Program Expenses						
Standard: 75% or better						
Standard: 75% or greater						
(program expenses/total expenses)						
Program Expenses *1	108,506	114,317	122,582	103,311	97,709	182,503
Total Expenses less non-cash *1	624,618	499,975	697,039	465,378	597,806	553,797
(less noncash) Program Expense Ratio	17%	23%	18%	22%	16%	33%
8. Support Costs						
Standard: 25% or less (admin + mbsbp + salary / total expense)						
Administrative or G & A	54,846	60,657	35,342	48,446	43,893	39,561
Salaries, wages, benefits	205,698	214,200	233,934	199,678	228,230	233,751
Total Expenses less non-cash	624,618	499,975	697,039	465,378	597,806	553,797
(less non-cash) Support Cost Ratio	42%	55%	39%	53%	46%	49%
Administrative Expense Ratio	8.78%	12.13%	5.07%	10.41%	7.34%	7.14%
Salaries, Wages, Benefits Expense Ratio	32.93%	42.84%	33.56%	42.91%	38.18%	42.21%
9. Fundraising Efficiency						
Standard: 35% or less						
Fundraising expenses	0	0	0	0	0	0
Total Contributions (less non-cash) *3	677,701	531,193	688,494	482,246	589,307	515,273
Fundraising Efficiency	0%	0%	0%	0%	0%	0%
NOTE: *1 Excludes in-kind expenses *2 Excludes in-kind contributions						

AVA DONATIONS
Beginning June 1, 2016
Ending December 31, 2016

6(a)

Date	Donor	State	Type
6/6/16	VanDenTop, Jeraldine	AK	
"	Balz, Winifred	NY	
"	Jones, Rita	SC	
"	Jarrett, Joan	FL	
"	Schwindt, Lawrence	IN	
"	Fox, Larry	PA	Big Give
"	Weltner, Sandi	TX	
"	Johnson, Karen Dix-	NE	
"	LaMear, Arline	OR	
"	Lai, Carolyn	UT	
"	Groves, Marilyn	IN	
"	Garwacke, Rebecca	GA	
"	Zeitler, Mary Frances	TX	
"	Parker, Peggy	OR	
6/17/16	Le Van, Leon	TX	
6/23/16	Manchester, Carol	OR	
7/1/16	Holter, Ruth	PA	
"	Koerschner, Robyn	VA	
"	Meyer, Bruce	IN	
"	O'Conner, Patricia	KY	
7/5/16	Jackson, Thomas	PA	Donating Travel Expenses
"	Michele, Dennis	SC	Donating Travel Expenses
"	Wittenberg, Nancy	OR	Donating Travel Expenses
"	Wilson, Jerry	WI	Donating Travel Expenses
7/11/16	Ratliff, Donald	CA	In Memory of Patrice Lucero
"	Money, Gunhilt	TX	
"	Smeds, Russell	NM	
"	Pruehsner, Robert	NC	
7/21/16	Windy City Walkers	IL	In memory of Lillian Landon
"	Nuss, Barbara	CA	
"	Waggoner, Tracy	WA	
8/2/16	Wilson, Jerry	WI	Donating Travel Expenses
"	Kitsap Volkssporters Club	WA	
"	Yegerlehner, Carol	OH	
"	Ghera, Dolores	MD	
"	Cox, III, Emery	MO	
"	Bourque, Leo	MA	
"	Douglas, Edie	TX	
8/10/16	McMahon, Susan	IL	
8/12/16	Gebo, Robert	CA	
"	Wilson, Kenneth	MD	
8/18/16	Dodson, Ricky	KS	
8/19/16	Volkssport Club at West Point	NY	
8/24/16	Offerdahl, Gerald	IA	
"	Reedy, Gloria	PA	
9/6/16	Capt. Mosely, Tommy	MD	
9/7/16	Jarmulnek, Fern	VA	
"	McFarland, Diane	AL	
"	Winer, Fredric	OH	
"	Clark, Jane	WA	
9/14/16	Geyer, Julianne	PA	
"	Sargent, Frank	NC	
9/19/16	Railsplitter Wanderers	IL	In Memory of Lillian Landon
"	McEachern, TerryAnne	WA	
"	Raymer, Janet	WA	
"	Logan, Sherilyn	TX	
10/5/16	Ervin, Marlene	WA	
"	Daskam, Danielle	WA	
10/7/16	Johnson, Christine	AZ	
"	Bowers, Pamela	VA	
10/18/16	Arn, Denise	IN	
"	Gill, Karen	MD	
"	Zook, Robert	FL	
"	Kates, Mary	TX	

ATTACHMENT
#6



Fun, Fitness, Friendship

6(b)

**American Volkssport Association
Acceptance of New, Reactivated, and Deactivated Clubs**

January 2017

New

09-AVA-0977	Ozark Plateau Walkers	08/22/16
02-AVA-0978	Chester County Red Rovers	10/18/16

Reactivated

None

Deactivated

03-AVA-0222	Purple Penguins, Inc.	06/30/16
03-AVA-0146	Railsplitter Wanderers	06/30/16
04-AVA-0920	Manitowoc City	08/15/16
06-AVA-0359	Kitsap Volkssporters Club	06/30/16
07-AVA-0392	San Diego County Rockhoppers	06/30/16

ATTACHMENT
#7

7(a)

AMERICAN VOLKSSPORT ASSOCIATION
COMMITTEE REPORT

FOR THE 2017 Convention COMMITTEE

FOR THE January 2017 EXECUTIVE COUNCIL MEETING

FROM (Name): Sherry Sayers, Chair; Frank Sayers, NEC Liaison

ACCOMPLISHMENTS:

Finalized event information.

Finalized convention hotel room assignments.

Decided to have awards be 3-inch sand cast medals with full colors. See attachment.

ACTIVITIES:

Traveled to Buffalo, Sheridan, Billings. Met with event coordinators, hotels, confirmed viability of our proposed events.

Traveled to San Antonio and presented status report.

Web site updated to reflect latest information (<http://2017AVAConvention.org>)

ATTACHMENT
#8

CONCERNS:

Hope to get more volunteers for working at the hotel.

RECOMMENDATIONS:

None at this time.

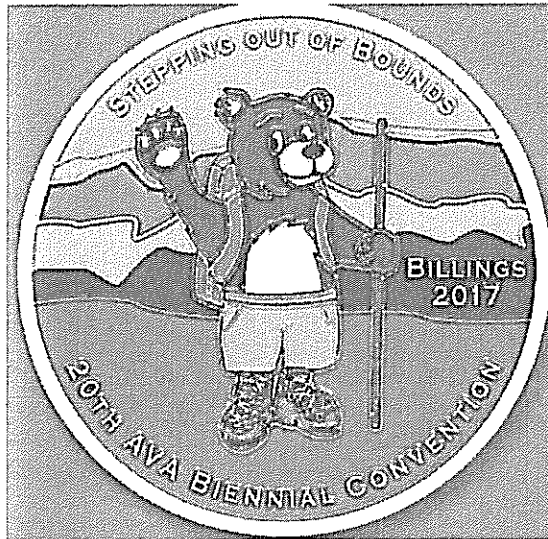
Please attach any additional material that is part of your report.

Print Form

Reset Form

Submit AVA Committee Report to AVA Headquarters by Email

Convention Logo

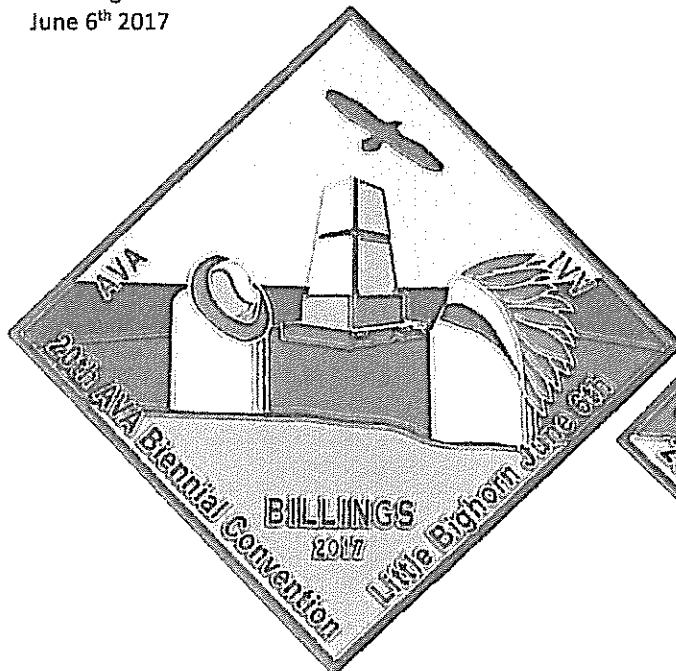


Buffalo, Wyoming walk event, June 5th 2017

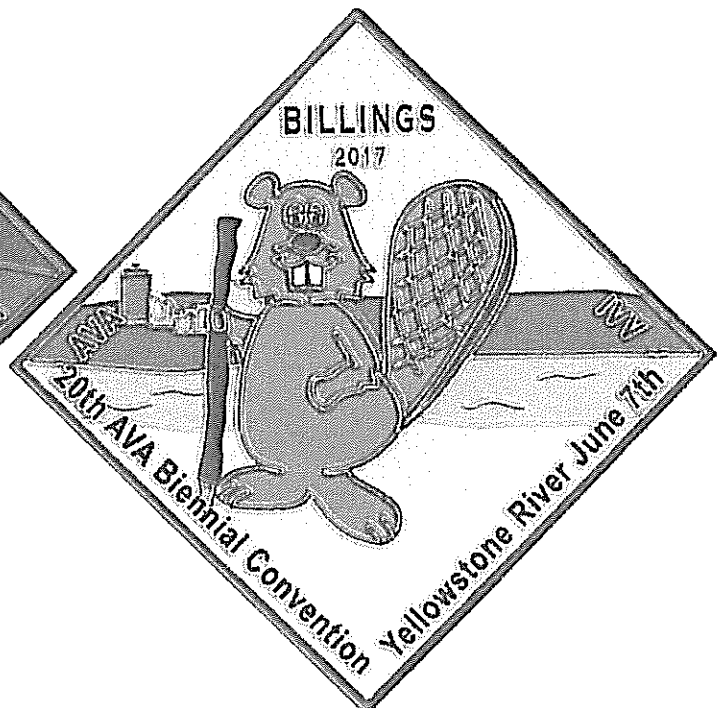
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Little Bighorn Battlefield National Monument Event
June 6th 2017



Yellowstone River Event, Billings
June 7th 2017

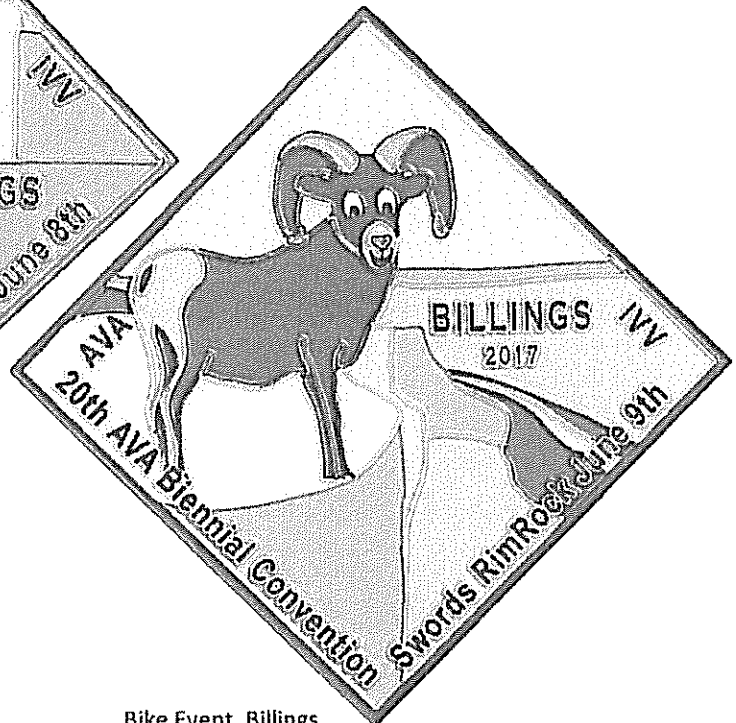


President's Walk, Billings
June 8th 2017

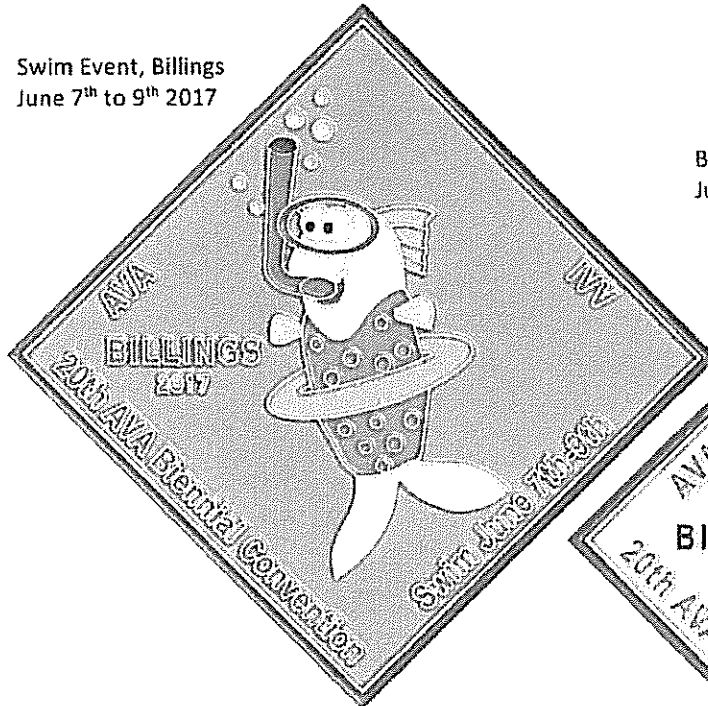


Swords Rimrock Park Event, Billings
June 9th 2017

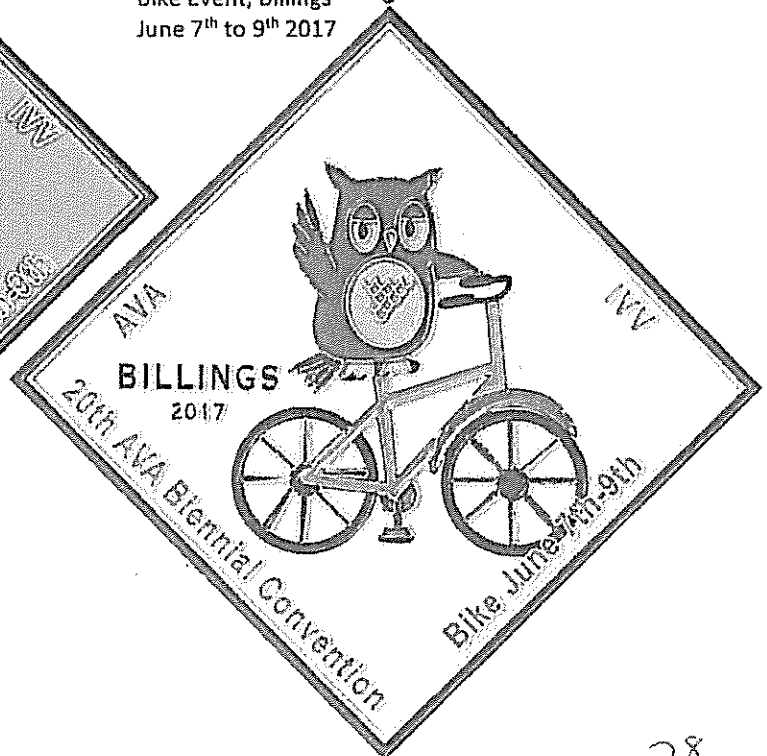
7(a)-21



Swim Event, Billings
June 7th to 9th 2017

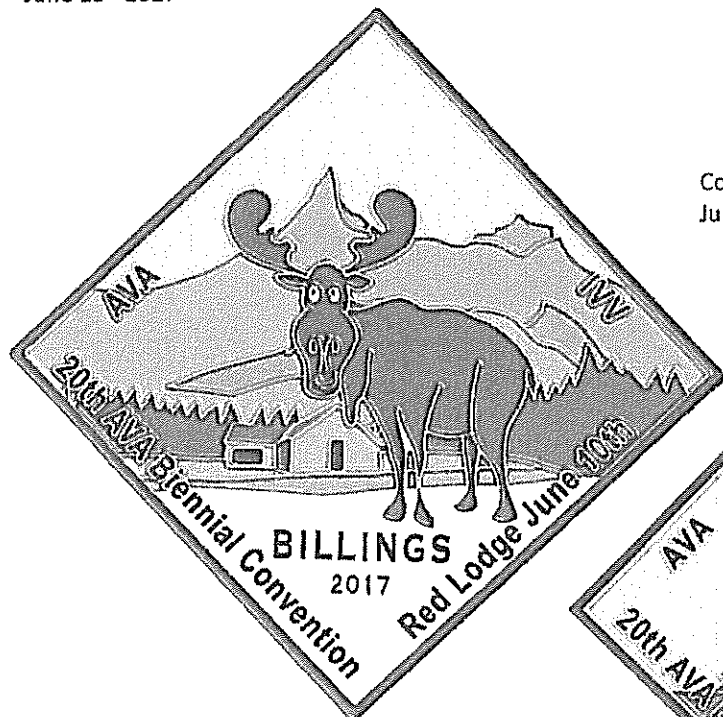


Bike Event, Billings
June 7th to 9th 2017



Red Lodge Event, Montana
June 10th 2017

7(a)-1c



Cody, Wyoming
June 11th 2017

