

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-Provance 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.





## AMERICAN VOLKSSPORT ASSOCIATION OFFICER REPORT

FOR THE OFF	ICE OF	VICE PRESIDENT
FOR THE	January 22, 2017	EXECUTIVE COUNCIL MEETING
FROM (Name):		HOLLY PELKING
ACCOMPLISH Online Start Box ( events.		cessfully completed its first full year of hosting
AVA Stamps: afte stamp and handle	r obtaining financial infor s for the motion being br	mation from HQ, we developed totally new ought 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.

#### **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

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# AMERICAN VOLKSSPORT ASSOCIATION COMMITTEE REPORT

FOR THE	AVA Sec	retary COMMITTEE
FOR THE	January 20-21, 2017	EXECUTIVE COUNCIL MEETING
FROM (Name	):	Sam Korff
ACCOMPLISE	HMENTS:	
Minutes from the (Appointment Minutes from the Website	of Glen Conyers as Chair	e meeting posted to the AVA Website of the Nominating Committee) 2016 online meeting posted to the AVA

**ACTIVITIES:** 

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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

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#### 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.

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For The 5 Pe	For The 5 Pt., ods Ended 11/30/2016	And the second s		SANCOLAI TANCA SERVANA AND AND AND AND AND AND AND AND AND	envennen ause marchianiser i de andreach ar exterente entre		
And the same of th	OLKSSPORT ASSO	NATION, INC - MI	CIATION, INC - Midyear Budget Modification 2016-2017	lification 2016-,	2017		en der
		Year to Date	16/17 Annual Budget	Varlance	Variance %	Proposed Budget Modification	
REVENUE					0.58		Соттепь
400-40-700	VOLKSSPORTS ASSOCIATE MEMBERS CHARTER MEMBERSHIPS	2,615.00	14,934.00 300.00	(12,319.60)	(82.48) (66.66)		3,500 projected for December
401-50-000	ANNUAL DUES SANCTION FEE INCOME	4,875.00 11,090.00	11,700.00	(6,825.00) (49,740.00)	(58.33) (81.76)		11,640 last Novemer 14255 under- 2nd quarter missing Review- new ppp fee impact?
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	PARTICIPATION FEE YRE/SEAS INC	27,080.00 36.00	88,643.00 100.00	(61,563.00)	(69.45) (64.00)		27,055 last November -2nd quarter missing
414-50-400	YRE/SEASONAL ORTLY SANCTION FEES	8,930.00	32,320.00	(23,390.00)	(72.37)		8,795 Last November 4537 under 2nd quarter
415-50-400	ALTERNATE SANC FEE	188.00	294.00	(106.00)	(36.05)		Fire the second
420-10-300	SALES - SPLTY	11,888.89	25,362.00	(13,473.11)	(53.12)		Up 1,321/Projected SP Book 11,500
423-10-100	SALES - AWARDS SALES - IVV BOOKS	23.93 9.564.00	100.00 24.180.00	(76.07) (14.616.00)	(76.U7) (60.44)		
425-10-200	SALES - NEWWALKER PACKETS	3,542.00	9,610.00	(6,068.00)	(63.14)		
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 TAW SUBS-NON-MEMBERS	(4,284.75)	(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"	2,095.00	5,000.00	(2,905.00)	(58.10)		
442-70-550	ADVERTISING INCOME-WEB SITE	(0.00)	1,000.00	(1,000.00)	(100.00)	-700.00	-700.00 300 projected
444-80-800	YOUTH PROGRAM INCOME IN KIND DONATIONS	1,531.00	2,000.60	(469.00)	(23.45)		Up by 698, success story
445-30-650	DONATED EXPENSES/SERVICES	(0.00)	(0.00)	0.00	0.00		
446-80-700	GRANT& SPONSORSHIP INCOME	(0.00)	53,000.00	(53,000,00)	(100.00)	-4,000.00	-4,008.00 See comments on Report;
450-10-000	ROYALTIES	(0.00)	100.00	(100.00)	(100.00)		
452-20-800	CONVENTION INCOME-2015 INSTIDANCE CEDITECATE INCOME	(0.00)	180000	0.00	(59.16)		
453-20-800	CONVENTION INCOME-2017	(0.00)	121.711.00	(121,711.00)	(100.00)		No Budget from Convention Committee
455-80-800	SPECIAL PROGRAMS INCOME	3,286.76	2,600.00	686.76	26.41	1,000.00	1,000 00 up 688 Exactly which programs?
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		
450-10-000	DONATIONS - BESTRICTED GIFTS	2.550.00	5.300.00	(87,013,13)	(51.88)		סיעים ואנו מכנים ויסו אבו
461-50-000	INCOME - OTHER	2,391.92	4,000.00	(1,608.08)	(40.20)		7
462-10-000	INCOME - INTEREST	32.63	100.00	(67.37)	(67.37)		
463-10-000	INCOME - INVESTMENT INTEREST	1,484.77	15,000.00	(13,515.23)	(90.10)		
00c-01-40t		27.702.75	20.000,0	(0):100(0)	(00:00)		

Comment.	-3,700,00 Net Decrease Revenues														No Budget From Convetion Committee	-2,000.00 Decrease by 2,0000										National Installing South Money and Line and Money			-5,105,83 Capitalized DalabaselMoved to Balance Sheet					2,000.00 Due to capitalizing the database of 12k			0.00		•	CO TOS		
	(78.32) -3,700	(5,571.95)	(94.88)	23.91	(41.90)	0.00	78.75	3.62	(81.36)	05.41	70 68	54.07	0.00	(100.00)		_	54.23	58.33 66.25	100 00	47.94	59.15	58.33	100.00	96.20	46.48	100.00	83.60 2.000.00			100.00	100.00	0.00	_	•	0.00		76,97 -1,000.00	80.50		0.00	33.80 21.35	
	(501,082.76)	(5,571.95)	(1,032.30)	3,396.52	(737.13)	0.00	2,788.07	905.55	(500,177.21)	7, 73	104.62	793.81	0.00	(280.00)	99,870.94	7,000.00	14,843.98	357.00 4 455 51	12 100 00	219.57	21,442.10	1,204.55	3,000.00	11,544.80	1,348.14	1,000.00	3 761 52	1,968.03	(5,105.83)	400.00	700.00	00'0	910.00	3,392.35	0.00	0.00	3,078.99	201.25	4,325.65	(270.98)	3,747.39	}
	639,72	100.00	1,088.00	14,203.00	1,759.00	0.00	3,540.00	25,011.00	614,710.00	00 08	148 00	1.468.00	0.00	(280.00)	99,923.00	7,000.00	27,368.00	972.00	12 100 00	458.00	36,250.00	2,065.00	3,000.00	12,000.00	2,900.00	1,000.00	4 500 00	2.000.00	0.00	400.00	700.00	0.00	910.00	6,813.00	0.00	0.00	4,000.00	250.00	8,541.00	0.00	2,000.00	
	138,638.24	5,671.95	2,120.30	10,806.48 2.258.66	2,496.13	0.00	751.93	24,105.45	114,532.79	ر 17 د	2.72	674.19	0.00	0.00	52.06	0.00	12,524.02	405.00	64.503.53 0.00	238.43	14,807.90	860.45	0.00	455.20	1,551.86	0.00	738 48	31.97	5,105.83	0.00	0.00	0.00	0.00	3,420.65	0.00	0.00	921.01	48.75	4,215,35	270.98	1525.41	111111111111111111111111111111111111111
	" REVENUE:		COST OF GOODS SOLD-IVV BOOKS	COST OF GOODS SOLD-SPECIALTY	COST OF GOODS SOLD-AWARDS ISSU	COST OF GOODS SOLD-YOUTH	SHIPPING/FREIGHT/ROUNDING	Total COST OF SALES:	GROSS PROFIT:	H 600 C C C C C C C C C C C C C C C C C C	BAD DEBI	DREDIT CARD SERVICE CHARGE	CONVENTION EXPENSE-2015	RATE EXCHANGE DIFFERENCE	CONVENTION EXPENSE-2017	CONTRACT PROFESSIONAL FEES	TAW CONTRACT	EQUIPMENT MAINTENANCE	EQUIPMENT NEW OF	INTEREST EXPENSE	INSURANCE - EVENT LIABILITY	INSURANCE - NAT HO LIABILITY	LEGAL SERVICES	MEETINGS - EXECUTIVE COUNCIL	OPERATIONS - MISCELLANEOUS	MISCELLANEOUS - EXECUTIVE COUN	NATIONAL COMMITTEES	COMPLITER SUPPORT	WEB SITE SUPPORT	PUBLICATIONS	MEMBERSHIP DUES	DONATIONS TO OTHERS	NON-DEPREC ASSET PURCHASES	DEPRECIATION EXPENSE	DEPRECIATION EXP:STAMP HANDLES	DEPRECIATION EXP-MRKT VIDEO	POSTAGE - NATIONAL HEADQUARTER	POSTAGE - EXECUTIVE COUNCIL	POSTAGE-"TAW"	OFFICE REPAIRS&IMPROVEMENT	PROMOTIONAL-CLUB/EVENTS	
	ŧ.	COST OF SALES 500-10-100	500-10-200	500-10-300	501-10-100	501-10-800	550-10-300	ļ	Ō	EXPENSES	601-30-000	601-10-300	601-20-800	601-60-600	602-20-800	603-10-000	603-40-500	604-10-000	505-10-000	607-10-000	607-50-400	608-10-000	609-10-000	609-30-650	610-10-000	610-30-650	610-70-650	812-10-000	612-70-550	613-10-000	614-10-000	615-10-000	616-10-000	617-10-000	618-50-400	619-10-700	620-10-000	620-30-650	620-40-500	621-10-000	625-50-700	00/-0/-070

	Membership Seed Money	THE WILL SECRETARY OF THE TAXON OF THE SECRETARIAN SEC				-1,000.00	200.00							-1,000.00 On strategy software 1,200	Some of expenses will be reclassified/wrong category	•					-2,000.00 IML meeting in May		Big Give Mailout	704.00		6,400.00 Hire of Samenta+ temp at 20 hours/wk x 8hr				-4,001.83 Net Decrease Expenses				
	98.50	69.77	92.56	56.29	52.24	74.03	29.91	0.00	48.37	56.07	0.00	97.60	102.29	100.00	(597.53)	44.53	100.00	100.00	100.00	100.00	100.00	9.19	98.88	62.31	48.02	57.36	0.00	0.00	0.00	67.64	(3,336.09)		(3,336.09)	(3,336.09)
	1,970.00	2,093,11	1,573.67	21,955.00	2,630.35	2,591.29	670.89	0.00	2,322.12	1,365.92	0.00	2,488.82	12,275.44	3,000.00	(2,091.36)	445.38	000	0.00	3,510.00	20.00	5,300.00	386.60	1,977.60	13,048.16	13,167.50	124,900.53	0.00	0.00	225.00	414,039,36	(86,137.85)	•	(86,137.85)	(86,137.85)
	2,00	3,0%	1,700.00	39,000.00	5,035.00	3,500.00	2,243.00	0.00	4,800.00	2,436.00	0.00	2,550.00	12,000.00	3,000.00	350.00	1,000.00	0.00	0.00	3,610.00	20.00	5,300.00	4,200.00	2,000.00	20,940.00	27,418.00	217,725.00	0.00	0.00	0.00	612,128.00	2,582.00		2,582.00	2,582.00
	30.00	906.83	126.33	17,045.00	2,404.65	908.71	1,572.11	0.00	2,477.88	1,070.08	0.00	61.18	0.00	0.00	2,441.36	554.62	0.00	0.00	0.00	0.00	0.00	3,813.40	22.40	7,891.84	14,250.50	92,824.47	0.00	00.00	(225.00)	198,088.64	(83.555.85)		(83,555.85)	(83,555.85)
	PROMOTIONAL - VOLKSSPORT ASSOC	ROMOTIONAL-SPONSOR RECRUIT	PROMOTIONAL PUBLIC RELATIONS	RENT - NATIONAL HEADQUARTERS	AWARD PROGRAM EXP	MEMBERSHIP PROG EXPENSE	EVENT PROG EXPENSE	supplies:CLUB-MRKT	SUPPLIES - NATIONAL HEADQUARTE	TELEPHONE - NATIONAL HEADQUART	PHONES CONF CALLING - EXECUTIVE COUNCIL	STAFF TRAINING	TRAVEL - EXECUTIVE COUNCIL	STRATEGIC PLANNING	SPECIAL PROGRAMS EXPENSE	YOUTH PROGRAM EXPENSE	GRANT EXPENSE	CORPORATE SPONSORSHIP EXPENSE	IVV DUES	IVV LIAISON	INTERNATIONAL/IVV MEETINGS	IVV STAMPS	SPECIAL FUND DEVELOPMENT	PAYROLL TAX	PAYROLL BENEFITS	WAGES - NATIONAL HQ STAFF	LOSS ON DISPOSITION OF EQUIP	LOSS ON OBSOLETE MERCHANDISE	SUSPENSE ACCOUNT	Total EXPENSES:	NET INCOME FROM OPERATIONS:		EARNINGS BEFORE INCOME TAXES:	Net Income (Loss):
- Control of the Cont	627-40-700	629-90-700	630-70-700	631-10-000	632-10-100	632-40-700	632-50-400	632-50-700	634-10-000	635-10-000	635-30-650	636-10-000	640-30-650	642-70-700	643-70-800	644-70-800	646-90-700	647-90-700	650-60-600	651-60-600	652-30-600	653-50-400	657-80-800	660-10-000	661-10-000	662-10-000	697-10-000	697-10-300	699-10-000	T	Ÿ		臣	Ne

LEGEND Yellow = Proposed Decrease Green = Proposed Increase

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Run 12/27/2016 G/L 12/27/2016

		Year to Date	16/17 Annual Budget	Variance	Variance %
REVENUE		real to pate	Almos bauget	valiance	variance 76
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 50.00	0.00
430-10-300 435-10-300	SALES RETURNS AND ALLOWANCES MEMBER DISCOUNTS	(4,840,45)	(50.00) (8,888.00)	4,047.55	100.00 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)
455-80-800 456-70-700	SPECIAL PROGRAMS INCOME SPEC MARKETING INCOME	4,480.76 142.15	2,600.00 740.00	1,880.76 (597.85)	72.34 (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 25,011.00	1,787.68 5,891.34	50.50 23.55
	Total COST OF SALES:		614,710.00	(471,953.06)	(76.78)
EXPENSES	GROSS PROFIT:	142,756.94	014,710.00	(471,555.00)	(/0./0)
	BAD DEBT	2.75	60.00	57.25	95.42
600-50-000 601-10-000	BAD DEBT 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

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		Year to Date	16/17 Annual Budget	Variance	Variance %
CDE 40 DOO	M				
605-10-000 606-10-000	EQUIPMENT RENTAL FINANCIAŁ SERVICES	2,693.17	6,725.00	4,031.83	59.95
607-10-000	INTEREST EXPENSE	0.00 317.75	12,100.00 458.00	12,100.00 140.25	100.00 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. MEKT VIDEO	0.00	0.00	0.00	0.00
619-10-700	DEPRECIATION EXP-MRKT VIDEO	0.00	0.00	0.00	0.00
620-10-000 620-30-650	POSTAGE - NATIONAL HEADQUARTER POSTAGE - EXECUTIVE COUNCIL	967.29 65.19	4,000.00 250.00	3,032.71 184,81	75.82
620-40-500	POSTAGE - "TAW"	4,548.84	8,541.00	3,992.16	73.92 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
642-70-700 643-70-800	STRATEGIC PLANNING SPECIAL PROGRAMS EXPENSE	1,200.00 521.04	3,000.00	1,800.00	60.00
644-70-800	YOUTH PROGRAM EXPENSE	521.04 564.17	350.00 1,000.00	(171.04) 435.83	(48.87) 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)

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		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
140-10-200	INVENTORY-SPLTY	3,981.74	32,695.63
141-10-200	NEW WALKER PACKETS	860.38	1.55
141-10-200	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)
	PROMOTIONAL VIDEOS	0.00	0.00
154-10-000 155-10-000	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

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CURRENT LIABILITIES			Period to Date	Year to Date
200-10-000	LIABILITIES			
205-10-000	CURRENT LIABILITIES			
206-10-000	200-10-000	ACCOUNTS PAYABLE - TRADE	2,530.19	12,965.45
209-10-000	205-10-000	ACCTS PAYABLE-OTHER	(691.20)	(691.20)
210-10-000	206-10-000	SUNSHINE FUND	0.00	427.21
211-10-000	209-10-000	EARNED INCOME WITHHOLDING	0.00	0.00
10.99	210-10-000	FICA WITHHOLDING PAYABLE	(12.60)	(8.54)
TEC TAX PAYABLE	211-10-000	FIT WITHHOLDING PAYABLE	0.00	0.00
215-10-000   GEN. LIAB. INSURANCE PAYABLE   0.00	212-10-300	SALES TAX PAYABLE		
ACCRUED WAGES PAYABLE   0.00   0.00	213-10-000		0.00	
ACCRUED VACATIONS/SICK PAY   0.00	215-10-000	GEN. LIAB. INSURANCE PAYABLE	0.00	0.00
219-10-000	216-10-000	ACCRUED WAGES PAYABLE		
220-10-000	217-10-000			
221-10-300   REFUNDS PAYABLE   (0.90)   4.80   222-10-300   GIFT CERTIFICATES   0.00   0.00   0.00   0.00   0.231-50-000   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	219-10-000	LEASE OBLIGATION	(840.68)	5,297.73
222-10-300   GIFT CERTIFICATES   0.00   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	220-10-000	CUST DEPOSIT CLEARING (NET)		
231-50-000   DEFERRED ANNUAL DUES   (975.00)   5,650.00	221-10-300			
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 CONVENTION 2015   3,400.00   7,616.63   234-20-800   DEFERRED CONVENTION 2017   0.00   0.00   235-50-400   DEFERRED CONVENTION 2017   0.00   0.00   235-50-400   DEFERRED SUBVARACE CERTIFICATE   195.00   255.00   236-90-700   DEFERRED SPONSORSHIP INCOME   0.00   0.	222-10-300			
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   265-90-700   DEFERRED SPONSORSHIP INCOME   0.00   0.00   238-10-000   DEFERRED 403b ADMIN FEE INCOME   0.00   80.00   258-10-000   DEFERRED 403b ADMIN FEE INCOME   0.00   30.00   255.00   255.40-200   DEFERRED LIFE VAM MEMBERSHIP   525.00   19,320.00   235-40-500   DEFERRED VAMLIFE SUBSCRIPTION   525.00   19,320.00   235-40-500   DEFERRED VAMLIFE SUBSCRIPTION   525.00   19,320.00   205-40-500   MINISTRESTRICTED NON-TECH   0.00	231-50-000	DEFERRED ANNUAL DUES		
233-40-500   DEFERRED "TAW" SUBSCRIPTIONS   3,400.00   7,516.63	232-50-400			
A	233-20-800			
236-50-400   DEFERRED INSURANCE CERTIFICATE   195.00   255.00   236-90-700   DEFERRED SPONSORSHIP INCOME   0.00   0.00   80.00   238-10-000   DEFERRED 403b ADMIN FEE INCOME   0.00   80.00   80.00   7 total CURRENT LIABILITIES:   4,275.80   78,328.76   CONGITERM LIABILITIES   235-40-000   DEFERRED LIFE VAM MEMBERSHIP   525.00   19,320.00   235-40-500   DEFERRED VAMLIFE SUBSCRIPTION   525.00   19,320.00   235-40-500   DEFERRED VAMLIFE SUBSCRIPTION   525.00   19,320.00   235-40-500   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   305-10-900   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   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				•
DEFERRED SPONSORSHIP INCOME   0.00	234-20-800			
DEFERRED 403b ADMIN FEE INCOME   0.00   80.00	236-50-400	DEFERRED INSURANCE CERTIFICATE		
Total CURRENT LIABILITIES:	236-90-700	DEFERRED SPONSORSHIP INCOME		
LONG TERM LIABILITIES   235-40-000   DEFERRED LIFE VAM MEMBERSHIP   255.00   19,320.00   235-40-500   DEFERRED VAMLIFE SUBSCRIPTION   525.00   19,320.00   19,320.00   19,320.00   19,320.00   19,320.00   19,320.00   19,320.00   19,320.00   19,320.00   19,320.00   19,320.00   19,320.00   19,320.00   19,320.00   19,320.00   38,640.00   10,000   38,640.00   10,00	238-10-000	DEFERRED 403b ADMIN FEE INCOME	0.00	80.00
235-40-000   DEFERRED LIFE VAM MEMBERSHIP   525.00   19,320.00   19,320.00   19,320.00   19,320.00   19,320.00   19,320.00   19,320.00   19,320.00   19,320.00   19,320.00   19,320.00   19,320.00   19,320.00   19,320.00   19,320.00   10,000   38,640.00   10,000		Total CURRENT LIABILITIES:	4,275.80	78,328.76
Total LONG TERM LIABILITIES: 1,050.00 38,640.00		ES .		
Total LONG TERM LIABILITIES: 1,050.00 38,640.00		DEFERRED LIFE VAM MEMBERSHIP		
Total LIABILITIES: 5,325.80   116,968.76	235-40-500	DEFERRED VAMLIFE SUBSCRIPTION	525.00	19,320.00
## 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 LONG TERM LIABILITIES:	1,050.00	38,640.00
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 LIABILITIES:	5,325.80	116,968.76
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	EQUITY			
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           310-10-900         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	300-10-000	WISH LIST RESTRICTED NON-TECH	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	301-10-900	Heritage Walk	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           310-10-900         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	302-10-900	MW Youth Program		
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	303-10-900	Marketing Fund	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	306-10-900	Special Funds Developement-Tech	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	307-10-900	Unrestricted Donations		
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	308-10-900	Restricted Donations	0.00	0.00
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	309-10-900	Staff Bonus Fund	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	310-10-000	FUND BALANCE - UNRESTRICTED		
321-10-900 RETAINED EARNINGS - PRIOR 0.00 677,120.74  Total EQUITY: (6,567.39) 928,795.18	320-10 <b>-</b> 900			
Total EQUITY: (6,567.39) 928,795.18	321-10 <b>-</b> 900	Retained Earnings-Current Year	(6,567.39)	(90,123.24)
	321-10-900	RETAINED EARNINGS - PRIOR	0.00	677,120.74
Total LIABILITIES & EQUITY: (1,241.59) 1,045,763.94		Total EQUITY:	(6,567.39)	928,795.18
		Total LIABILITIES & EQUITY:	(1,241.59)	1,045,763.94

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	·		16/17		
		Year to Date	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)
413-30-400 414-50-400	E.C. EVENT FEES YRE/SEASONAL ORTLY SANCTION FEES	36.00 11,192.50	100.00 32,320.00	(64.00) (21,127.50)	(64.00) (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 YOUTH PROGRAM INCOME	0.00 1,573.50	1,000.00 2,000.00	(1,000.00) (426.50)	(100.00)
444-80-800 445-10-000	IN-KIND DONATIONS	0.00	1,000.00	(1,000.00)	(21.33) (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 2,395.92	5,300.00	(2,325.00) (1,604.08)	(43.87) (40.10)
461-50-000	INCOME - OTHER INCOME - INTEREST	38.64	4,000.00 100.00	(61.36)	(61.36)
462-10-000 463-10-000	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)
707 10 000					
	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	14,843.98 405.00	54.24 41.67
604-10-000	EQUIPMENT MAINTENANCE	567.00	972.00	403.00	41.07

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No.   Peter				16/17	•	
609-10-000   INTEREST EXPENSE   317.5   485.00   142.000.00   10		_	Year to Date	Annual Budget	Variance	Variance %
	605-10-000	EQUIPMENT RENTAL	2,693.17	6,725.00	4,031.83	59.95
B0759-040   INSURANCE - RAT HOLDRILTY	606-10-000	FINANCIAL SERVICES	0.00	12,100.00	•	
509-10-000   INSURANCE - NAT HOLIABILITY					140.25	30.62
			•		•	50.98
609-30-650   MEETINGS - EXECUTIVE COUNCIL   455.20   12,000.00   11,544.80   562.81   610-10-000   OPERATIONS - MISCELLANEOUS   1076.67   2,609.00   1,800.00   100.00   611-10-000   HISCELLANEOUS - EXECUTIVE COUN   0.00   1,000.00   1,000.00   100.00   611-10-000   HO MANAGEMENT EXPENSE   898.52   4,500.00   3,601.48   80.03   612-10-000   COMPUTER SUPPORT   188.77   2,000.00   1,800.00   0.00   611-10-000   COMPUTER SUPPORT   6,000.00   0.00   (6,000.00)   0.00   613-10-000   PUBLICATIONS   0.00   0.00   0.00   0.00   613-10-000   PUBLICATIONS   0.00   0.00   0.00   0.00   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   0.00   615-10-000   DONATIONS TO OTHERS   0.00   0.00   0.00   0.00   0.00   615-10-000   DORATIONS TO OTHERS   0.00			•	•	•	
610-10-000 OPERATIONS- MISCELLANEOUS 1.076.07 2.500.00 1323.38 52.28 161-30-850 MISCELANEOUS EXECUTIVE COUN 0.00 1,000.00 1,000.00 100.00 1610-70-550 MISCELANEOUS EXECUTIVE COUN 0.00 1,000.00 1,000.00 100.00 1611-100.00 HATIONAL COMMITTEES 8.00 1,000.00 1,000.00 1,000.00 160.00 1611-100.00 COMPUTER SUPPORT 168.77 2,000.00 1,830.23 91.51 1612-70-550 WEB SITE SUPPORT 6,000.00 0.00 0.00 0.00 1613-100.00 PUBLICATIONS 0.00 0.00 0.00 0.00 0.00 1613-100.00 PUBLICATIONS 0.00 0.00 0.00 0.00 0.00 1613-100.00 MEMBERSHIP DUES 0.00 700.00 700.00 700.00 700.00 100.00 1614-100.00 MEMBERSHIP DUES 0.00 700.00 0.00 0.00 0.00 0.00 0.00 0					•	
610-70-850   MISCELLANEQUS - EXECUTIVE COUN   0.00   1.000.00				•		
610-70-650  NATIONAL COMMITTEES  0.00  1000.00  1000.00  1000.00  1010.00			•			
611-10-0000				•		
6127-0500 COMPUTER SUPPORT				·		
613-10-000 PUBLICATIONS 0.00 400.00 (50.000.00) 100.00 614-10-000 MEMBERSHIP DUES 0.00 700.00 700.00 700.00 100.00 614-10-000 MEMBERSHIP DUES 0.00 700.00 700.00 100.00 6161-10-000 DONATIONS TO OTHERS 0.00 0.00 0.00 0.00 6161-10-000 DONATIONS TO OTHERS 0.00 0.00 0.00 0.00 6161-10-000 DONATIONS TO OTHERS 0.00 0.00 0.00 0.00 0.00 6161-10-000 DEPRECIATION EXPENSE 4.104.78 6.813.00 2.708.22 39.75 618-50-400 DEPRECIATION EXPENSE 4.104.78 6.813.00 2.708.22 39.75 618-50-400 DEPRECIATION EXPENSE 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.				·		
613-10-000 PUBLICATIONS 0.00 400.00 700.00 100.00 615-10-000 MEMBERSHIP DUES 0.00 700.00 700.00 100.00 615-10-000 DONATIONS TO OTHERS 0.00 700.00 0.00 0.00 0.00 0.00 0.00 0				·		
614-10-000 MEMBERSHIP DUES 0.00 700.00 700.00 100.00 1615-10-000 DONATIONS TO OTHERS 0.00 0.00 0.00 0.00 1616-10-000 DONATIONS TO OTHERS 0.00 0.00 0.00 0.00 1617-10-000 DEPRECIATION EXPENSE 4.104.78 6.813.00 2.708.22 39.75 1618-50-400 DEPRECIATION EXPENSES 4.104.78 6.813.00 2.708.22 39.75 1618-50-400 DEPRECIATION EXPENSE 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.	613-10-000	PUBLICATIONS	•			
616-10-000   NON-DEPRECA ASSET PURCHASES   187.38   910.00   722.62   734.11   617-10-000   DEPRECIATION EXPENSE   4,104.78   5,813.00   2,708.22   39.75   618-50-400   DEPRECIATION EXPENSE   0.00   0.00   0.00   0.00   620-10-000   DEPRECIATION EXPENSE   0.00   0.00   0.00   0.00   620-10-000   POSTAGE - NATIONAL HEADOUARTER   987.29   4,000.00   3,032.71   75.82   620-30-850   POSTAGE - EXECUTIVE COUNCIL   65.19   25.000   181.81   73.92   620-40-500   POSTAGE - EXECUTIVE COUNCIL   65.19   25.000   184.81   73.92   620-40-500   POSTAGE - TAW   4.588.84   8,541.00   3,992.16   67.4   621-10-000   OFFICE REPAIRSIMPROVEMENT   270.98   0.00   (270.88)   0.00   625-50-700   PROMOTIONAL CLUBIEVENTS   397.41   4.000.00   3,602.99   90.08   626-70-700   PROMOTIONAL CLUBIEVENTS   397.41   4.000.00   3,602.99   90.08   626-70-700   PROMOTIONAL CURSISPORT ASSOC   30.00   2.000.00   1,204.70   61.74   627-40-700   PROMOTIONAL SPONSOR RECRUIT   908.89   3.000.00   1,204.70   61.74   628-90-700   PROMOTIONAL SPONSOR RECRUIT   908.89   3.000.00   1,204.71   630-70-700   PROMOTIONAL PUBLIC RELATIONS   126.33   1,700.00   15,756.70   632-90-700   PROMOTIONAL PUBLIC RELATIONS   126.33   1,700.00   15,756.00   47.55   631-10-000   RENT - NATIONAL HEADOUARTER   2,055.92   3,500.00   1,759.82   34.95   632-40-700   MEMBERSHIP PROG EXPENSE   1,289.97   3,500.00   2,240.03   64.00   634-10-000   SUPPLIES - NATIONAL HEADOUARTE   2,967.92   4,203   634-70-700   SUPPLIES - NATIONAL HEADOUARTE   2,967.92   4,203   634-70-700   STATEGE   PLANINING   1,000.00   1,000.00   1,000.00   636-10-000   STAFE TRAINING   1,300.00   1,300.00   1,300.00   647-90-600   TELEPHONE - NATIONAL HEADOUARTE   2,967.92   4,203   642-70-700   STATEGE   PLANINING   1,000.00   3,000.00   1,100.00   636-10-000   STAFE TRAINING   1,000.00   3,000.00   1,100.00   636-10-000   STAFE TRAINING   1,000.00   3,000.00   1,100.00   636-10-000   STAFE TRAINING   1,000.00   3,000.00   1,100.00   636-10-000   NORTHER STATE STATE STATE STATE STATE STATE STATE STATE STATE	614-10-000	MEMBERSHIP DUES	0.00			
617-10-000 DEPRECIATION EXPENSE 4,104.78 6,813.00 2,708.22 33.75 618-50-400 DEPRECIATION EXPENSAMP HANDLES 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.		DONATIONS TO OTHERS	0.00	0.00	0.00	0.00
618-50-400 DEPRECIATION EXP-SITAMP HANDLES 0.00 0.00 0.00 0.00 0.00 630-10-000 DEPRECIATION EXP-MIRKT VIDEO 0.00 0.00 0.00 0.00 0.00 630-10-000 POSTAGE - NATIONAL HEADQUARTER 967.29 4.000.00 3.032.71 75.82 620-30-850 POSTAGE - EXECUTIVE COUNCIL 85.19 250.00 184.81 73.92 620-40-500 POSTAGE - TAW 4.548.84 8,541.00 3,922.16 46.74 627-10-000 OFFICE REPAIRS@IMPROVEMENT 270.98 0.00 (270.98) 0.00 626-70-700 PROMOTIONAL-CLUBIEVENTS 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 1,294.70 61.74 627-40-700 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 47.55 631-10-000 RENT -NATIONAL HEADQUARTERS 20,454.00 39,000.00 18,546.00 47.55 632-40-700 MWADPROGRAM EXP 3.275.18 5,035.00 1,759.82 34.95 632-40-700 MEMBERSHIP PROG EXPENSE 1,255.97 3,500.00 2,240.03 64.00 632.50-400 EWETY PROG EXPENSE 1,255.97 3,500.00 1,324.8 38.18 635-10-000 SUPPLIES - NATIONAL HEADQUARTE 2,967.52 4,800.00 1,332.48 38.18 635-10-000 SUPPLIES - NATIONAL HEADQUARTE 2,967.52 4,800.00 1,324.8 38.18 635-10-000 TELEPHONE - NATIONAL HEADQUARTE 2,967.52 4,800.00 1,324.8 38.18 635-10-000 SUPPLIES - NATIONAL HEADQUARTE 2,967.52 4,800.00 1,324.8 38.18 635-10-000 SUPPLIES - NATIONAL HEADQUARTE 2,967.52 4,800.00 1,324.8 38.18 635-10-000 STAFT TRAINING 1200.00 0.00 0.00 0.00 0.00 0.00 0.00 0	616-10-000	NON-DEPREC ASSET PURCHASES	187.38	910.00	722.62	79.41
691-10-700 DEPRECIATION EXP-MIRKT VIDEO 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.			•	6,813.00	2,708.22	39.75
\$20-10-000   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         OPSTAGE - TAW"         4,548.84         8,541.00         3,992.16         46.74           621-10-000         OFFICE REPAIRSAIMPROVEMENT         270.98         0.00         (270.98)         0.00           625-50-700         PROMOTIONAL - WOLKSPORT ASSOC         39.00         2,000.00         1,234.70         61.74           627-40-700         PROMOTIONAL - VOLKSPORT 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           530-70-700         PROMOTIONAL-SPONSOR RECRUIT         906.89         3,000.00         1,573.67         92.57           631-10-000         RENT - NATIONAL HEADOUARTERS         20.454.00         3,900.00         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         1,289.97         3,275.18         5,035.00         1,759.82         34.95           632-50-400         EVENT TROG EXPENSE         1,289.97         2,243.00						
620-40-500 POSTAGE -TAW" 4,548,84 8,541.00 3,992.16 46,74 621-10-000 OFFICE REPAIRSIMPROVEMENT 270,98 0.00 (270,98) 0.00 625-50-700 PROMOTIONAL-CLUBIEVENTS 397.41 4,000.00 3,602.59 90.08 626-70-700 PROMOTIONAL-WARKETING 765.30 2,000.00 1,234.70 51.74 627-40-700 PROMOTIONAL-WARKETING 765.30 2,000.00 1,234.70 51.74 627-40-700 PROMOTIONAL-WOLKSSPORT ASSOC 30.00 2,000.00 1,970.00 99.50 629-90-700 PROMOTIONAL-POINSOR RECRUIT 906.89 3,000.00 2,993.11 69.77 630-70-700 PROMOTIONAL-SPONSOR RECRUIT 906.89 3,000.00 1,573.67 92.57 631-10-000 RENT - NATIONAL HEADOUARTERS 20.454.00 39,000.00 18,546.00 47.55 631-10-000 AWARD PROGRAM EXP 3,275.18 5,035.00 11,579.82 34.95 632-10-100 AWARD PROGRAM EXP 3,275.18 5,035.00 17,59.82 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-MRIXT 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.						
621-10-000 OFFICE REPAIRS&IMPROVEMENT 270,98 0.00 (270,98) 0.00 (255-5070) PROMOTIONAL-CLUBIEVENTS 397.41 4,000.00 3,602.59 90.06 626-70-700 PROMOTIONAL-CUBEVENTS 397.41 4,000.00 3,602.59 90.06 626-70-700 PROMOTIONAL-WOLKSSPORT ASSOC 30.00 2,000.00 1,294.70 51.74 627-40-700 PROMOTIONAL-VOLKSSPORT ASSOC 30.00 2,000.00 1,970.00 98.50 629-90-700 PROMOTIONAL-SPONSOR RECRUIT 906.89 3,000.00 2,009.11 69.77 530-70-700 PROMOTIONAL-SPONSOR RECRUIT 906.89 1,700.00 1,573.67 92.57 637-10-000 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 34.95 632-10-100 AWARD PROGRAM EXP 3,275.18 5,035.00 1,759.82 34.95 632-60-700 MEMBERSHIP PROG EXPENSE 1259.97 3,500.00 2,240.03 64.00 632-50-400 EVENT PROG EXPENSE 1,259.97 3,500.00 1,413.79 18.45 632-50-400 EVENT PROG EXPENSE 1,259.97 3,000.00 1,1852.48 38.18 635-10-000 SUPPLIES - NATIONAL HEADQUARTE 2,967.52 4,800.00 1,852.48 38.18 635-10-000 TELEPHONE - NATIONAL HEADQUARTE 2,967.52 4,800.00 1,852.49 34.23 54.00 565 PHONE& CONF. CALLING - EXECUTIVE COUN 0.00 0.00 0.00 0.00 0.00 636-10-000 STAFT TRAINING 139.42 2,550.00 2,410.58 94.53 640-30-650 TRAVEL - EXECUTIVE COUNCIL (275.44) 12,000.00 1,275.44 102.30 642-70-700 STRATEGIC PLANNING 1,200.00 3,000.00 1,200.00 0.00 634-70-800 SPECIAL PROGRAMS EXPENSE 521.04 350.00 (171.04) (48,87) 644-70-800 YOUTH PROGRAM EXPENSE 504.17 1,000.00 435.83 43.58 646-90-700 GRANT EXPENSE 504.07 0,000 3,000.00 1,300.00 0.00 0.00 0.00 0.00 0.00 0.00 0.						
625-50-700         PROMOTIONAL-CLUBIEVENTS         397.41         4,000.00         3,602.59         0.006           626-70-700         PROMOTIONAL - MARKETING         765.30         2,000.00         1,970.00         98.50           627-40-700         PROMOTIONAL - VOLKSSPORT ASSOC         30.00         2,000.00         1,970.00         98.50           629-90-700         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           632-40-700         MEMBERSHIP PROG EXPENSE         1,259.97         3,500.00         2,240.03         64.00           632-50-400         EVENT PROG EXPENSE         1,259.97         3,500.00         2,240.03         64.00           632-50-700         SUPPILIES - NATIONAL HEADQUARTE         2,967.52         4,800.00         1,832.48         38.18           635-10-000         SUPPILIES - NATIONAL HEADQUARTE         2,967.52         4,800.00         1,832.48         38.18           635-10-000         STEREPHONE - NATIONAL HEADQUARTE         2,967.52         4,800.00         1,832.48         38.18           635-10-000         STEREPHONE - NATIONAL HEADQUARTE         2,967.52 <t< td=""><td></td><td></td><td></td><td>•</td><td>•</td><td></td></t<>				•	•	
625-70-700 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 15,53.67 92.57 632-10-100 RENT - NATIONAL HEADQUARTERS 20,454.00 39,000.00 18,566.00 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 1,759.82 34.95 632-40-700 MEMBERSHIP PROG EXPENSE 1,259.97 3,500.00 1,359.82 34.95 632-50-700 SUPPLIES - NATIONAL HEADQUARTE 2,967.52 4,800.00 1,832.48 38.18 635-10-000 SUPPLIES - NATIONAL HEADQUARTE 2,967.52 4,800.00 1,832.48 38.18 635-10-000 TELEPHONE - NATIONAL HEADQUARTE 1,383.01 2,435.00 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) 10,000.00 1,275.44 102.30 642-70-700 STRATEGIC PLANNING 1,200.00 3,000.00 1,275.44 102.30 642-70-700 STRATEGIC PLANNING 1,200.00 3,000.00 1,200.00 0.00 643-70-800 SPECIAL PROGRAM EXPENSE 521.04 350.00 (171.04) (48.87) 644-70-800 YOUTH PROGRAM EXPENSE 564.17 1,000.00 453.63 43.53 649-9-700 GRANT EXPENSE 564.17 1,000.00 3,000.00 1,000 0.00 655-60-600 IVV LIAISON 44.44 50.00 5,000 0.00 0.00 0.00 655-60-600 IVV DIES 0.00 5,000 0.00 0.00 0.00 0.00 655-60-600 IVV LIAISON 44.44 50.00 5,000 0.00 0.00 655-60-600 IVV LIAISON 44.44 50.00 5,000 0.00 0.00 655-60-600 IVV LIAISON 545-61 11.12 565-61 11.12 5					• •	
627-40-700 PROMOTIONAL -VOLKSSPORT ASSOC 30.00 2,000.00 1,970.00 98.50 (29-90-700 PROMOTIONAL-SPONSOR RECRUIT 906.89 3,000.00 2,093.11 69.77 639-70-700 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 PROGENMENY 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 64.00 622-50-400 EVENT PROG EXPENSE 1,259.97 3,500.00 2,240.03 64.00 622-50-400 EVENT PROG EXPENSE 1,259.97 3,500.00 413.79 18.45 632-50-700 SUPPLIES - NATIONAL HEADQUARTE 2,867.52 4,800.00 1,000 0.00 0.00 634-10-000 SUPPLIES - NATIONAL HEADQUARTE 2,867.52 4,800.00 1,832.48 38.18 353-10-000 TELEPHONE - NATIONAL HEADQUART 1,383.01 2,436.00 1,052.99 43.23 635-30-850 PHONE& CONF CALLING - EXECUTIVE COUN 0.00 0.00 0.00 0.00 0.00 0.00 364-00 0 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 STRATEGE CPLANINING 1200.00 3,000.00 1,800.00 642-70-700 STRATEGE CPLANINING 1200.00 3,000.00 1,800.00 643-70-800 SPECIAL PROGRAMS EXPENSE 564.17 1,000.00 1,800.00 60.00 643-70-800 SPECIAL PROGRAMS EXPENSE 564.17 1,000.00 455.83 43.58 646-90-700 GRANT EXPENSE 500.00 0.00 0.00 0.00 650-60-600 IVV LIAISON 44.44 50.00 5.55 11.12 650-600 IVV LIAISON 500-600 IVV STAMPS 3,813.40 4,200.00 3,610.00 10.00 650-60-600 IVV STAMPS 3,813.40 4,200.00 3,610.00 10.00 650-60-600 IVV STAMPS 3,813.40 4,200.00 3,610.00 10.00 653-60-400 INTERNATIONALIVY MEETINGS 0.00 5,300.00 1,977.60 98.88 660-10-000 PAYROLL TAX 9,363.17 20,440.00 15,56.63 11.12 650-600 INTERNATIONALIVY MEETINGS 0.00 0.00 0.00 0.00 0.00 0.00 653-60-400 IVV STAMPS 3,813.40 4,200.00 3,610.00 10,00 0.00 653-60-400 IVV STAMPS 3,813.40 4,200.00 3,610.00 10,00 0.00 653-60-400 IVV STAMPS 3,833.60 0.00 0.00 0.00 0.00 0.00 0.00 0.00					•	
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 18,566.00 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 18.45 632-50-400 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 0,00 0,00 343-70 18.45 632-50-700 SUPPLIES - NATIONAL HEADQUARTE 2,867.52 4,800.00 1,832.48 38.18 835-10-000 TELEPHONE - NATIONAL HEADQUARTE 1,383.01 2,436.00 1,052.99 43.23 835-30-850 PHONES CONF CALLING - EXECUTIVE COUN 0,00 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 43.58 666-90-700 GRANT EXPENSE 564.17 1,000.00 435.83 43.58 666-90-700 GRANT EXPENSE 564.17 1,000.00 0,00 0,00 659-60-600 IVV DUES 0,000 1,000 0,00 0,00 0,00 0,00 0,00 0				•	•	
S30-70-700   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   5,005.00   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   1,289.97   3,500.00   2,240.03   64.00   632-50-400   EVENT PROG EXPENSE   1,289.21   2,243.00   413.79   18,45   632-50-700   Supplies: CLUB-MRKT   0.00   0.0		•				
BAT-10-000   RENT - NATIONAL HEADOUARTERS   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 - NATIONAL HEADOUARTE   2,967.52   4,800.00   1,832.48   38.18   635-10-000   SUPPLIES - NATIONAL HEADOUARTE   2,967.52   4,800.00   1,832.48   38.18   635-10-000   TELEPHONE - NATIONAL HEADOUARTE   1,383.01   2,436.00   1,052.99   43.23   635-30-650   PHONER CONF CALLING - EXECUTIVE COUN   0,00   0,00   0,00   0,00   0,00   636-10-000   STAFF TRAINING   139.42   2,550.00   2,410.58   94.53   649.30-650   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   643-70-800   SPECIAL PROGRAMS EXPENSE   521.04   350.00   (171.04)   (48.87)   644-70-800   SPECIAL PROGRAMS EXPENSE   564.17   1,000.00   3,000.00   1,800.00   640-90-700   GRANT EXPENSE   564.17   1,000.00   3,000.00   0,00   0,00   647-90-700   GRANT EXPENSE   564.17   1,000.00   3,610.00   0,00   650-60-600   IVV DIES   0,00   3,810.00   3,610.00   1,000.00   650-60-600   IVV DIES   0,00   3,810.00   3,610.00   1,000.00   650-60-600   IVV DIES   0,00   3,810.00   3,610.00   1,000.00   650-60-600   IVV DIES   0,00   3,813.40   4,200.00   3,860.00   9,20   653-50-400   INV STAMPS   3,813.40   4,200.00   3,860.00   9,20   653-50-400   INV STAMPS   3,813.40   4,200.00   3,860.00   9,20   653-60-400   INV STAMPS   3,813.40   4,200.00   3,953.83   36.30   662-10-000   PAYROLL BENEFITS   17,644.17   27,418.00   9,953.83   36.30   662-10-000   PAYROLL BENEFITS   17,644.17   27,418.00   9,953.83   36.30   662-10-000   MAGES - NATIONAL HQ STAFF   112,1						
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 1,289.21 2,243.00 413.79 18.45 632-50-700 supplies:CLUB-MPKT 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.				•	·	
632-50-400 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-MRIKT 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.	632-10-100	AWARD PROGRAM EXP	·			
S32-50-700   Supplies:CLUB-MRIKT   0.00	632-40-700	MEMBERSHIP PROG EXPENSE	1,259.97		•	
S34-10-000   SUPPLIES - NATIONAL HEADQUARTE   2,967.52   4,800.00   1,832.48   38.18   635-10-000   TELEPHONE - NATIONAL HEADQUART   1,333.01   2,436.00   1,052.99   43,23   635-30-650   PHONE& CONF CALLING - EXECUTIVE COUN   0.00   0.00   0.00   0.00   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   0.00   647-90-700   CORPORATE SPONSORSHIP EXPENSE   0.00   3,610.00   3,610.00   0.00   650-60-600   IVV DUES   0.00   3,610.00   3,610.00   3,610.00   100.00   651-60-600   IVV LIJSON   44.44   50.00   5.56   11.12   652-30-600   INTERNATIONALIVV MEETINGS   0.00   5,300.00   5,300.00   100.00   653-80-400   IVV STAMPS   3,813.40   4,200.00   386.60   9,20   557-80-880   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   697-10-300   LOSS ON DISPOSITION OF EQUIP   0.00   0.00   0.00   0.00   0.00   699-10-300   LOSS ON DISPOSITION OF EQUIP   0.00   0.00   0.00   0.00   0.00   699-10-300   LOSS ON DISPOSITION OF EQUIP   0.00   0.00   0.00   0.00   0.00   699-10-300   LOSS ON DESOLETE MERCHANDISE   0.00	632-50-400	EVENT PROG EXPENSE	1,829.21	2,243.00	413.79	18.45
635-10-000 TELEPHONE - NATIONAL HEADQUART 1,383.01 2,436.00 1,052.99 43.23 635-30-550 PHONE& CONF CALLING - EXECUTIVE COUN 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.		, ,				0.00
S35-30-655   PHONE& CONF CALLING - EXECUTIVE COUN   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   GRANT EXPENSE   0.00   0.00   0.00   0.00   650-60-600   IVV DUES   0.00   3,510.00   3,610.00   100.00   651-60-600   IVV LIAISON   44.44   50.00   5.565   11.12   652-30-600   INTERNATIONAL/IVV MEETINGS   0.00   5,300.00   5,300.00   100.00   653-80-400   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   35.29   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   699-10-000   SUSPENSE ACCOUNT   (225.00)   0.00   0.00   0.00   699-10-000   SUSPENSE ACCOUNT   (225.00)   0.00   0.00   225.00   0.00   699-10-000   SUSPENSE ACCOUNT   (225.00)   0.00   379,247.82   61.96   NET INCOME FROM OPERATIONS:   (90,123.24)   2,582.00   (92,705.24)   (3,590.44)				· ·	· ·	
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 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 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 5,300.00 100.00 653-60-400 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 11,576.83 552.29 661-10-000 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 DISPOSITION OF EQUIP 0.00 0.00 0.00 0.00 699-10-000 SUSPENSE ACCOUNT (225.00) 0.00 225.00 0.00 100.00 699-10-000 SUSPENSE ACCOUNT (225.00) 0.00 225.00 0.00 0.00 699-10-000 SUSPENSE ACCOUNT (225.00) 0.00 225.00 0.00 (92,705.24) (3,590.44) EARNINGS BEFORE INCOME TAXES: (90,123.24) 2,582.00 (92,705.24) (3,590.44)						
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 521.04 350.00 (171.04) (48.87) 644-70-800 YOUTH PROGRAM EXPENSE 50.00 0.00 0.00 0.00 0.00 647-90-700 GRANT EXPENSE 0.00 0.00 0.00 0.00 0.00 0.00 650-60-600 IVV DUES 0.00 3,610.00 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 98.88 661-10-000 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 0.00 699-10-000 SUSPENSE ACCOUNT (225.00) 0.00 0.00 0.00 0.00 699-10-000 SUSPENSE ACCOUNT (225.00) 0.00 0.00 0.00 0.00 699-10-000 SUSPENSE ACCOUNT (225.00) 0.00 0.00 0.00 0.00 0.00 0.00 0.00					•	
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 0.00 647-90-700 CORPORATE SPONSORSHIP EXPENSE 0.00 0.00 0.00 0.00 0.00 0.00 650-60-600 IVV DUES 0.00 3,610.00 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 DISPOSITION OF EQUIP 0.00 0.00 0.00 0.00 699-10-000 SUSPENSE ACCOUNT (225.00) 0.00 0.00 0.00 0.00 699-10-000 SUSPENSE ACCOUNT (225.00) 0.00 225.00 0.00 0.00 699-10-000 EARNINGS BEFORE INCOME TAXES: (90,123.24) 2,582.00 (92,705.24) (3,590.44)			, ,	•		
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 0.00 0.00 647-90-700 CORPORATE SPONSORSHIP EXPENSE 0.00 0.00 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 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 DISPOSITION OF EQUIP 0.00 0.00 0.00 0.00 699-10-000 SUSPENSE ACCOUNT (225.00) 0.00 225.00 0.00 599-10-000 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)			•			
646-90-700 GRANT EXPENSE 0.00 0.00 0.00 0.00 0.00 0.00 647-90-700 CORPORATE SPONSORSHIP EXPENSE 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.						
647-90-700 CORPORATE SPONSORSHIP EXPENSE 0.00 0.00 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 0.00 697-10-300 LOSS ON OBSOLETE MERCHANDISE 0.00 0.00 0.00 0.00 0.00 699-10-000 SUSPENSE ACCOUNT (225.00) 0.00 225.00 0.00 599-10-000 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)						
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         379,247.82         61.96           NET INCOME FROM OPERATIONS:		CORPORATE SPONSORSHIP EXPENSE				
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   699-10-000   SUSPENSE ACCOUNT   (225.00)   0.00   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)	650-60-600	IVV DUES	0.00	3,610.00		
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)	651-60-600	IVV LIAISON	44.44	50.00	5.56	11.12
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)		INTERNATIONAL/IVV MEETINGS			5,300.00	100.00
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 0.00 699-10-000 SUSPENSE ACCOUNT (225.00) 0.00 225.00 0.00 0.00 0.00 0.00 0.00 0.						
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 0.00 699-10-000 SUSPENSE ACCOUNT (225.00) 0.00 225.00 0.00 0.00 0.00 0.00 0.00 0.						
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 7 0.					•	
697-10-000 LOSS ON DISPOSITION OF EQUIP 0.00 0.00 0.00 0.00 0.00 697-10-300 LOSS ON OBSOLETE MERCHANDISE 0.00 0.00 0.00 0.00 0.00 699-10-000 SUSPENSE ACCOUNT (225.00) 0.00 225.00 0.00 0.00 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)						
697-10-300 699-10-000         LOSS ON OBSOLETE MERCHANDISE SUSPENSE ACCOUNT         0.00 (225.00)         0.00 0.00         0.00 225.00         0.00 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)						
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)						
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)						
EARNINGS BEFORE INCOME TAXES: (90,123.24) 2,582.00 (92,705.24) (3,590.44)		•••				
		NET INCOME FROM OPERATIONS:	(90,123.24)	2,582.00		(3,590.44)
Net Income (Loss): (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)

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		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
130-20-000	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
140-10-200	INVENTORY-SPLTY	3,981.74	32,695.63
141-10-200	NEW WALKER PACKETS	860.38	1.55
141-10-200	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

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		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
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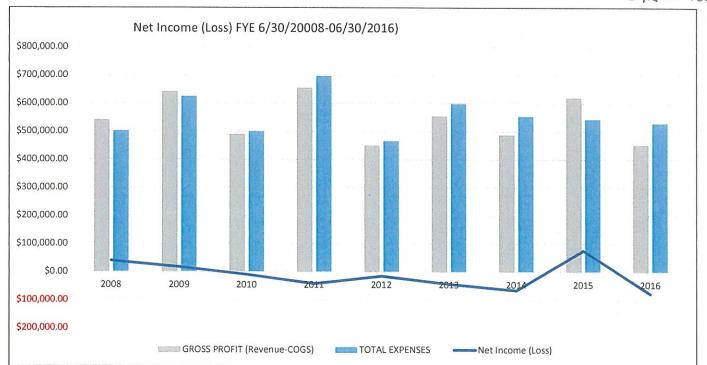
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## NET INCOME (LOSS) - FISCAL YEAR END 06/30/2008-06/302016

	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 Investmen



### 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.





## AMERICAN VOLKSSPORT ASSOCIATION EXECUTIVE DIRECTOR'S REPORT

January 20, 21, 22, 2017
Fairfield Inn and Suites, Bentonville/Rogers, Arkansas

#### 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.

#### 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 31<sup>st</sup>, 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

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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 2<sup>nd</sup> 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.
  - O 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.
  - O 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

(C)-1

		_					 		 					 				_			 		 	 		V	/ « 	
Injured Member	Patricia King	Barbara Knox	Luanne Johnson	Bonnie Christensen	George Schauer		George Haynes		John Anderson	Joy Peach	Eveline Evans	Carolyn Houde		Brooke Hudson	Lori Lussier	George Schauer			Dana Beales	Jean Morrissey								
Type of injury	Loss of consciousness	Bruised R knee		Facial cuts; possible fractured L wrist	Gash to forehead & neck		Cut of forehead		Scratches of left knee; sore L shoulder	Scrapes, bruises & broken nose	Broken hip			ger	Broken pelvis	Cut under eye			puncture wound	bruised hand & bump on forehead		Annual Market Control of the Control	Annual Control of the					
Date reported to FIA	01/05/16			03/25/16	03/22/16		05/05/16					09/28/16		10/18/16	10/24/16	10/17/16				12/16/16								
	01/01/16	03/03/16	03/13/16	03/19/16	03/19/16		 04/17/16	The state of the s	07/23/16	08/27/16	09/02/16	09/16/16		10/07/16	10/15/16	10/15/16	A STATE OF THE STA		11/06/16	12/03/16						The state of the s		
AVA Club	Emerald City Wanderers	Liberty Bell Wanderers	Gemutlich Wanderers	Greater Des Moines Volkssport Club	Ohio Volkssport Association	1st Quarter # of claims: 5	NW Tulip Trekkers	2nd Quarter # of claims: 1	Wandering Wheels	Walk'n Mass	Texas County Walkers	Treasure Valley Volkssports	3rd Quarter # of claims: 4	West Texas Trail Walkers	San Francisco Bay Bandits	Ohio Wander Freunde		4th Quarter # of claims: - え	Canterbury Trails	Walk'n Mass				A SA A MANAGEMENT AND				



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

Standard Monerofit Einseiel Ratios	Audited 12/31/2009	Audited	Audited 12/31/2011	Audited	Audited 12/31/2613	Audited 12/31/2014
Standard Nonprofit Finacial Ratios ORGANIZ	12/31/2009 ATHONAL @/A		12/2/2011	12/3/12012	123112313	123/12014
Liquidity Measures	21.104.24.181.25.22	U 1835-MU V				
1. Quick Ratio						The second of the second
Standard: 1:1 or better	67,361	110,070	125,590	68,488	72,567	57,268
Cash & cash equivalents 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	41	1	4	1	- 1
2. Cash on Hand			<del> </del>	ļ		
Standard: 60-90 days or more Cash and equivalents	1,131,631	1,064,769	1,165,552	1,036,287	1,003,437	959,767
Annual cash expenses *1	624,618	499,975	697,039	465,378	597,806	553,797
Days of Cash on Hand	(35%)	7/67/	602	610/2	(60)4	624
Leverage Measures						granica o communica
3. Debt/Equity Ratio Standard: 30% or less	<del> </del>			<b> </b>	<del> </del>	
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	41%	5%	15%	89%	9%	10%
Profitability and Effectiveness Measures			·,····································	T	<del></del>	·
4. Primary Revenue Growth Standard: near rate of initiation (0.0% through the 12 months ended February 2015 as		ļ	<b>_</b>	-	<del> </del>	ļ
SIANGARG: near rate of inflation (0.0% through the 12 months ended February 2015 as published by the US government), greater than expense growth					<u> </u>	
Prior Year Revenue *2	584,626	677,701	531,193	688,494	482,246	589,307
Current Year Revenue *2	577,701	531,193	68B,494	462,246	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			· • • • • • • • • • • • • • • • • • • •	<del></del>	<del> </del>	<u> </u>
growth *1				ALLES VIII		
Prior year program expenses *1	545,945	624,618	499,975	697,039	465,378	597,806
Current year program expenses *1	624,618	499,975	697,039	465,378	597,606	553,797
(*1) Change in Expenses 6. Net Assets/Cash Flow Change (Profitability)	14%	-20%	39%	-33%	28%	-7%
Standard: no deficit trend		1	-	<b> </b>	<del>                                     </del>	
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%	-11%	-3%	-11%	-8%	-5%
AND				+	<del> </del>	+
ORGANIZA	ATIONALEE	FIGIENCY		4		
Financial Effectiveness Measures						
7. Program Expenses				I	<u> </u>	Ţ
Standard: 75% or better Standard: 75% or greater				<del> </del>		<del> </del>
[program expenses/lotal expenses]	<del> </del>			<b></b>	1	
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	597,808	553,797
(less noncash) Program Expense Ratio	17%	23%	18%	22%	16%	33%
8. Support Costs	. <b>Ļ</b>		4	· <b> </b> · · · · · · · · · · · · · · · · · · ·	-	<del></del>
Standard: 25% or less (admin + mbshp + salary / total expense)	1					
Administrative or G & A	54,846	50,657	35,342	48,446	43,893	39,551
Salaries, wages, benefits	205,698	214,200	233,934		228,230	
Total Expenses less non-cash	624,618	499,975	697,039 39%	465,378 5676	597,806 46%	553,797 49%;
(less non-cash) Support Cost Ratio Adminastrative Expense Ratio	8,78%	12.13%	5,07%	10.41%	7.34%	7.14%
Salaries, Wages, Benefils Expense Ratio	32.93%	42.84%	33.56%	42,91%	38.16%	42.21%
9. Fundraising Efficiency						
Standard: 35% or less						1
Fundraising expenses Total Contributions (less non-cash) *3	677,701	531,193	688,494	0 482,246	569,307	515,273
Fundraising Efficiency	* * Programme and the second s	0%	0%	0%	0%	0%



#### **AVA DONATIONS**

Beginning June 1, 2016 Ending December 31,2016



Date	Donor	State	Туре
6/6/16	VanDenTop, Jeraldine	AK	
12	Balz, Winifred	NY	
15	Jones, Rita	sc	
37	Jarrett, Joan	FL	
đ	Schwindt, Lawrence	IN	
61	Fox, Larry	PA	Big Give
Ð	Weltner, Sandi	TX	0.19 0.10
H	Johnson, Karen Dix-	NE	
12	LaMear, Arline	OR	
tf	Lai, Carolyn	<del>Ŭ``</del>	
Ş1	Groves, Marilyn	TIN TIN	
	Garwacke, Rebecca	GA	
tı	Zeitler, Mary Frances	TX	
ti		OR	
6/17/16	Parker, Peggy	TX	
	Le Van, Leon		
6/23/16	Manchester, Carol	OR	
7/1/16	Holter, Ruth	PA	
tr	Koerschner, Robyn	VA	
19	Meyer, Bruce	IN	
	O'Conner, Patricia	KY	B - S - T - J E
7/5/16	Jackson, Thomas	PA	Donating Travel Expenses
" "	Michele, Dennis	SC	Donating Travel Expenses
"	Wittenberg, Nancy	OR	Donating Travel Expenses
11	Wilson, Jerry	WI	Donating Travel Expenses
7/11/16	Ratliff, Donald	CA	In Memory of Patrice Lucero
10	Money, Gunhilt	TX	
A	Smeds, Russell	NM	
11	Pruehsner, Robert	NC	
7/21/16	Windy City Walkers	IL	In memory of Lillian Landon
n	Nuss, Barbara	CA	
н	Waggoner, Tracy	WA	
8/2/16	Wilson, Jerry	WI	Donating Travel Expenses
.,,	Kitsap Volkssporters Club	WA	
11	Yegerlehner, Carol	ОН	
11	Gherna, Dolores	MD	
*1	Cox, III, Emery	MO	
\$2	Bourque, Leo	MA	
33	Douglas, Edie	TX	
8/10/16	McMahon, Susan	TIL.	
8/12/16	Gebo, Robert	CA	
11	Wilson, Kenneth	MD	
0140146		KS	<u> </u>
8/18/16 8/19/16	Dodson, Ricky	NY	
8/24/16	Offerdahl, Gerald	IA BA	
0/0/40	Reedy, Gloria	PA	
9/6/16	Capt. Mosely, Tommy	MD	
9/7/16	Jarmulnek, Fern	VA N	
11	McFarland, Diane	AL	
н	Winer, Fredric	OH	
	Clark, Jane	WA	
9/14/16	Geyer, Julianne	PA	
rt	Sargent, Frank	NC	
9/19/16	Railsplitter Wanderers	IL	In Memory of Lillian Landon
17	McEachern, TerryAnne	WA	
11	Raymer, Janet	WA	
n	Logan, Sherilyn	TX	
10/5/16	Ervin, Marlene	WA	
11	Daskam, Danielle	WA	
10/7/16	Johnson, Christine	AZ	
11	Bowers, Pamela	VA	
		IN	
10/18/16	IAIN, Denise		
10/18/16			
10/18/16	Gill, Karen Zook, Robert	MD FL	

AMACHMEN #16

н	Harker, Janet	IN	
11/16/16	Stucky, Cindy	MO	
tı	Morton, Bruce	CA	
11/17/16	Kugel, Peggy	AK	
ti	Viola, Marilyn	WA	
if	Andersson, Eva	NY	
11/24/16	Garamone, Helen	VA	In Memory of Sam Tollett
11/25/16	Germanna Volkssport Assn.	VA	In Memory of Sam Tollett
n	Rawson, Perry	NC	In Memory of Sam Tollett
"	Sullivan, Teresa	VA	In Memory of Sam Tollett
11/26/16	Nittany Nomads	PA	In Memory of Sam Tollett
1)	Smith, Jeanne	VA	In Memory of Sam Tollett
rş	Keystone State Volkssport Assn	PA	In Memory of Sam Tollett
	Geith, Nancy	VA	In Memory of Sam Tollett
11/30/16	Johnson, Bonita	MN	Iп Memory of Sam Tollett
11/30/16	Holly and Terry Reiling	NC	
12/1/16	Peninsula Pathfinders of VA	VA	In Memory of Sam Tollett
n	Gowin, Monica	VA	In Memory of Sam Tollett
0	Doris and Glen Conyers	MO	In Memory of Sam Tollett
12/4/16	Susquehenna Rovers	PA	In Memory of Sam Tollett
12/8/16	Cecilia and Timothy Miner	VA	In Memory of Sam Tollett
8	Lindberg, Shirley	WA	In Memory of Sam Tollett
12/14/16	Capital City Wanderers	AL.	In Memory of Sam Tollett
11	Dennis Michele	NC	In Memory of Sam Tollett
l)	Connelly, Susan	NY	
	Maryland Volkssport Assn.	MD	
12/15/16	Hedwall, Helene	WA	
и и	Baker, Marvin	OR	
n	Kresnicka, Mary Beth	AZ	
10110110	Degnan, Adele	MD	
12/16/16	Malleck, Paula	CO	
10/00/40	Bowers, Pamela	VA	In Memory of Sam Tollett
12/20/16	Andrews, Betty	TX	
	Pryzma, Richard	MO	
**	Helm, Michael	MD	E0/-#B
<u>"</u>	Hassel, William	MD	For Staff Party
11	Varner, Marjorie	WA	
11	Mullen, Paul	IN AZ	
U	Garrett, John	PA	
12/22/16	Ridge, William Bacon, Arthur	IL	
12122110	Dacon, Armur	11	
	*		
		<u> </u>	
			Unrestricted Total: \$5,953.49
			In-Kind Total: \$1,639.20



6(6)

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

#### January 2017

#### <u>New</u>

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

#### Reactivated

None

#### **Deactivated**

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

ATTACHMENT ATT

7(a)

# AMERICAN VOLKSSPORT ASSOCIATION COMMITTEE REPORT

FOR THE	2017 Cor	COMMITTEE		
FOR THE	January 2017	EXECUTIVE (	COUNCIL MEETING	
FROM (Name): _	Sherry Sayers	s, Chair; Frank Sayers	s, NEC Liaison	
ACCOMPLISHME				
Finalized event infor				
Finalized convention	hotel room assignme	nts.		
Decided to have awa	ards be 3-inch sand ca	ast medals with full co	lors. 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)

ATTACHNENT #8

A.	
	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





