

## **Minutes**

CBA Board Meeting  
April 27, 2012  
Spring Conference, Petaluma Fairgrounds

### Board members

1. Lowell Chaput \*
  2. Dennis Dusek \*
  3. Herb Upham \*
  4. Alan Drew \*
  5. Lance Jensen \*
  6. Robert Jensen \*
  7. Mario Baggiolini \*
  8. John McLellan \*
  
  9. Ruel Darling (Monica Coyne \*)
  10. Tom Owens \*
  11. Georg O' Gorman \*
- Indicates present

### Board members not attending:

1. Lisa Guthrie
2. Ruel Darling

## **AGENDA**

1. Attendance – Herb Upham
  - a. Roll: Board Members (10)                      Guests (7)
2. Approval of Agenda – Herb Upham
  
3. Approval of Minutes – Herb Upham
  - a. By e-mail 1/27/2012 ... posted on web site
4. Treasurer's Report – Tom Owens

### Treasurer's Report 3-31-12

1. To summarize the cash flow for the last fiscal quarter we received \$35,189.43 in income from dues and event income and \$26,492.67 in total expenses. Our total receipts for the year was \$117,256.66 against expenses of \$126,525.56. This gives us a net loss for the year of \$9,268.90. In large a part, the loss was a result of purchasing merchandise for sale (ie. T-shirts, sweatshirts, caps) and payments of stipends rolling over from last year.

Minutes include 2012-2013 Budget approved by e-mail vote 5/3/2012

Revision 5/3/2012 Herb Upham, Secretary

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2. The equipment inventory is underway and will probably not be completed until the end of next year. We have equipment at Fritz's that needs tallying and that will be done at Oktoberfest.
3. I received some budgets and completed the overall operating budget from historical records. I'm open for comments.
4. The adjustment to the education budget allocations has not been done this budget cycle.
5. I will record any donations to Iron in the Hat Auction or the Raffle during this conference and will provide letters of evidence for reporting purposes.
6. After analyzing the method we had discussed for early membership fees paid I have come to this conclusion: If we were just starting and wanted to determine the differential effect of the payment dates it could have been done then. At this point it would seem to be a relative function of renewal. Each year we have about the same membership renewal pattern. Therefore the cycle has already been established and a net effect on each subsequent year doesn't change for budgeting purposes.

Thomas J. Owens Treasurer

#### 5. Vice President's report

1) Many of us feel that the Southern half of the CBA membership lacks an annual event. As the spring conference moves around only to places where people have the energy and passion to tackle this large scale event, and is a first come first serve, it may stay in one region for some years. As the Northern membership has Oktoberfest it would be fitting to have a sister two-day event for our Southern membership.

I would like to propose that the board goes on a fact finding mission to find a Southern conference team that will organize a yearly CBA Oktoberfest style Hammer-inn. A team would work in tandem with the CBA board within the boundaries of the conference guide lines. I would like to ask if Alan Drew and John Mc Lellan would head this committee. The reason I asked Alan because the event has to be fiscally obtainable and repeatable. John because of his past experience with conferences.

Dave Vogel: Hammer Fest (AGSE event) and WW continue ... could HF be a CBA event to provide publicity ... discussion ... resulted in suggestion that CBA provide better visibility to the event ... along the lines of Weaverville ...

2) Western States ( Mt.Hood ,Oregon ) is going to be in July 2013. In June 2012 Dennis will be meeting with Darryl Nelson to ask what CBA can assist in with the production of the Western States conference.

#### 3) Spring Conference 2013 Placerville Budget

Would like the board to review our budget draft 1. I think this is a good start.

4) Dennis was corresponding with the ABANA Rapid City SD. conference chair Lance Davis asking him and the ABANA board if they would like to use the Bottero sculpture because Claudio Bottero is their main demonstrator. They said thank you but we cannot spend the money to bring the sculpture to South Dakota.

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## **Committee Reports:**

1. 2012 Spring Conference – Julie Henry
  - a. Good day ... ~71 walk-ins probably get close to 400 attendees, received plaque from class, 100 galley pieces in Gallery
2. Membership - Lance Jensen  
Committee members: Lance Jensen, Eden Sanders  
The committee has not met since the last report. Membership is at 620. We continue to send email reminders to the members that have not renewed from last year. We have sent emails to members that did not renew from 10/11 and have had 10 renew for this year. We intend to send out a post card reminder to the non-renewed members who do not have email.  
The renewal rate for this year is far greater than last year.  
We are working on an update message for the web page that better explains our membership policy.  
The adding the expiration to the mailing label seems to have helped remind members of the need to renew. Information flow is good between the secretary, treasurer, and membership chair regarding the membership process.  
Rosters continue to be sent to education and the webmaster to update the website documents. Please let me know if there are any questions from members concerning their membership.

Lance Jensen  
Membership committee Chairperson

3. Publication –
  - a. Eden has resigned and looking for new chair ...
4. Promotions – Team discussion ... Monica, Dennis, Lowell, Herb, (Bob)  
Promotions Committee

### PURPOSE:

To attract new members to CBA and to keep existing members active in CBA.

CBA PROMOTIONAL ASSETS; **In bold are existing assets and opportunities offered by CBA to it's members.** (( In double parentheses are some ideas))

### **For New Members:**

Conferences : **Demos, education area, tail gate sales, networking with other smiths**  
(( More publicity. Invite media to the conference, link with other Blacksmithing Organizations and educational organizations, more internet presence))

Hammer- ins : **Demonstrations, educational opportunities,**  
(( Create a stronger connection between CBA and the Hammer-ins, do more to encourage membership))

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Workshops: **Educational opportunities**

(( Create a stronger connection between CBA and workshops, do more to encourage membership))

Classes: **Educational opportunities**

Grants: **Financial help with educational opportunities.**

((more publicity of grant opportunities and more publicity of members successes due to grant funding))

Community: **CBA offers an outstanding network of talented , friendly, people who are more than willing to share their knowledge and skills with new members.**

(( Bob's program of delivering potential CBA members from the community to CBA demonstrations.))

### **For Existing Members**

Conferences : **Galleries and Demos offer the opportunity to show members work and skills. Educational opportunities**

((more demos geared toward professional/ working smiths, ask members what they want))

Hammer- ins : **demonstration opportunities, education**

Education program: **Instructor training, workshops and classes.**

(( Classes and workshops geared toward professional smiths.))

Grants: **Offers means to help smiths improve their craft.**

Promotion of Blacksmithing and CBA members work to the Public: **Website and Magazine advertisement of classes. Public demonstrations. Brochure.**

(( Bob's program of delivering potential CBA members from the community to CBA demonstrations. Public Galleries, CBA Yearbook sold to the public.

Coordination of public sculptures built by CBA members))

Community: **Connections between CBA and other educational organizations.**

((Community Colleges, other Blacksmithing organizations, Craft schools and the American Craft Council. Promotion of CBA and Blacksmithing to Building Professionals, Architects, Designers and Curators.))

CBA obviously already offers wonderful assets to it's members. As the Promotions Committee, we would like to look into each of these areas and, if possible, improve their effectiveness in attracting keeping members and increase their visibility to members and to the public.

Bob wrote:

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In terms of promoting CBA and gaining new membership and promoting Blacksmith education:

I would like to develop and pilot a tiered system of delivering potential CBA members from the community to CBA demonstrations.

As I see it we can use dedicated non-instructors, like myself, in the group as spokesmen for CBA and what the organization does.

We could set up small displays (photos, hand made objects, etc.) outside a hardware store or ? to start the discussions.

We could give interested folks membership information, and point them to the website and show them our publications

We would direct interested folks towards planned demonstrations, in conjunction with CBA Education.

I feel that there are many folks out there that would stop by a display outside a hardware store, technical school, auto repair shops, etc. and these would be people that have already proven their interest in hands on activities.

The interested passerby would:

- 1) would learn that there is a group like CBA out there
- 2) be able to "know" someone in the group prior to committing themselves to the group.
- 3) would be encouraged to follow through with a demo

I don't think this is a new concept, I just don't think we have paid attention to it for a while. I hear many stories from members where they met someone in CBA first that brought them into the group. I think that, in days past, the founders of CBA were doing a lot of this type of activity.

Take Care Bob

## 5. Magazine - Mike Mumford

Editor Inputs for CBA Spring 2012 board meeting  
18 pr 2012

### 1. **General:**

going pretty well; I feel like we've had a good year for the magazine lost photo & proof checker Kirby Root; replaced with Barbara Jacinto trying to keep schedule on track to get to average member on 1<sup>st</sup> team working well

#### 1a. **special issue with renewals**

tip of the hat to Lance, because this becomes a huge issue /workload for him; heroic effort to get all processed from 1 April in time for sending out roster on 15 April we have to guess how many extra copies to print in order to cover late renewals like last year, trying a 2-step mailing process: send out 1st wave on schedule (to arrive on 1 May), followed by second wave about a month later we need to work out an easier process

1b. **I appreciate everyone's cooperation:** things are mostly working well. But, we still need more home-grown articles.

### 2. **Statistics**

Average number printed: 727  
Max number printed (Mar-Apr): 841

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Articles from other newsletters/magazines: we reprinted 3 articles over the past FY, plus I have several in the file for possible future use.

California Blacksmith articles were reprinted about a dozen times this past year.

3. **Budget over past year**

In Jan 2011, budget was lowered to \$28,000.  
Sum for FY2011-2012 was \$27,360.52

4. **Budget increase**

Request a 3.5% increase to cover expected price inflation. (total \$29,000)

5. **Editor exchange**

slowly converting to pdfs, sent electronically  
receive quite a pile of paper copies, as well as a good number of electronic editions; the paper copies will be made available at Spring Conference we're used a number of articles from other newsletters; I would prefer to have all California content, but need articles

6. **Web & email**

is there a way to send email from editor@calsmith address? web-based? can we filter the 20-30 spam emails that I get daily?  
will be updating web archive password for May issue

7. **Magazine Content**

7a. **instructor articles**

these are based on the instructor demos, which usually include a handout, and sometimes photos these are a rich source of articles: please keep me informed of upcoming instructor qualification demos

7b. **articles based on scholarships**

looking forward to 2 pieces based on Dan Miller class at Campbell, based on the 2 scholarships given to CBA members for that class

7c. **my challenge to the board: help me find articles!**

please respond with a tip for "I thought everybody already knew this"

8. **Possible new photo feature**

thinking of trying a new photo feature: take your magazine along with you to some exotic spot, get a photo of you with the magazine example: you & the magazine, at the marriage anvil in England or, at the top of Mt Whitney or ...

9. **Need articles/photos/etc**

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

10. **FYI**

Tobias Schumacher, editor at Hephaisstos, apparently has left the organization. Lately I've been corresponding with Peter Elgass.

## 19 Website – Lisa Guthrie

Webmaster Report for April 27, 2012 Meeting

Submitted by Lisa Guthrie

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In this first quarter we changed out the images on the slide show in response to member input. I will update this after each CBA event, the next being Spring Conference.

Uploaded Magazine Archives

The calendar is up to date as of this report.

My first submission for a Member Gallery page has been received and will be added this week.

Several news items have been added.

In summary, this has been a bit of a difficult transition and I feel that I now have a better handle on the various tasks. My time was usurped by another project which I have eliminated and my knowledge of the technology is not up to the complexity with which the site was built. I believe that I can continue on updates but would be challenged on changes to the structure of the site. We should keep this in mind if changes are planned as it may require more a more proficient webmaster. Stu Henry has been very good about helping me when needed.

Add ... getting up to speed and will accept stipend in June.

#### 20 Library – Laura Parker

- a. Gets few requests, having trouble getting books back ... just recovered last items. Reconsider having a larger deposit to encourage returns. Books are only available by e-mail ... no walk-in access. DVDs are largest draw. \$500 budget for FY12/13 discussed
- b.

#### 21 Grants - Daniel Dole Kirk McNeill

- a. See attached ... not recommended ... historical preservation is not mission of CBA

#### 22 Education - Josh Buhlert (Dennis)

Weaverville great event in the snow, Toby Power Hammer workshop were great events ... Peter needs to keep the momentum going ... Instructor training at Bill Stewart's ... bad weather ... Vista Dave Carroll instructor training ... kept Ed Com busy ... turn out is best seen at this conference. Dennis and Josh are stepping down to focus on 2013 ... Searching for replacements to be appointed by President

#### 23 Election Committee – Dennis Dusek

- a. Report: Elected Monica Coyne, Alan Drew, Lisa Guthrie, John McLellan

#### 24 Finance Committee - Alan Drew (Lisa Guthrie)

The CBA Finance Committee has had no specific requests for our assistance since the last meeting

However we did have some dialog during the on-line discussion of pro-rating membership dues.

My concern about prorating dues is the effect that it could have on cash flow.

I think this prorated dues structure should only be offered to first time members and not renewing members.

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I would like to avoid an opportunity for renewing members to “game’ this loophole.

We will bring these up during the “discussion” phase when the motion to approve a change in dues structure is put before the board.

Also of note is that because of her new duties as Webmaster, Lisa Guthrie will no longer be serving on the Finance Committee.

This opens a position.

If anyone has suggestions please contact me.

Respectfully submitted,

Alan Drew

Finance Chair

- 25 Safety Committee - Georg O'Gorman
  - a. No budget request
  - b. Safety quix to be sent to Herb
- 26 Policies and Procedures - John McLellan
  - a. No update
- 27 Conference Coordinator- Mario Baggiolini
  - a. No report ... worked on WW and e-mailed BoD

**Old Business:**

Oktoberfest final report +1007.88

**New Business:**

- 1. Oktoberfest food budget
  - a. Last year overage ... resulted from \$ budget pig, pre-event budget ... ~\$43/person (7 meals ... \$6/person) Conference Guidelines for budget need to be followed ... Mort reports it was scaled back from previous year **President to contact conf coordinator and team regarding budgeting**
- 2. SC 2014 Vista see report
  - a. Dave shared attached report ...
  - b. Lance Moved, 2<sup>nd</sup> Alan Proposal approved**
- 3. Elect CBA Officers
  - a. Pres: Lowell Chaput
  - b. V Pres: Dennis Drusek
  - c. Sec: Herb Upham
  - d. Treas: Tom Owens
    - i. All current re-elected by unanimous voice vote

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4. Approve 2012-2013 budget
  - a. \$154k revenue
  - b. \$148k expenses
  - c. \$6k profit
  - d. Is recommendation based on an improving financial outlook
  - e. E-mail and on-line vote by May 4
5. 2 boxes of 25<sup>th</sup> anniversary book ... no sale opportunity disposal at Chuck's discretion for free Approved

**Correspondence:**

Secretary: Thank you letters for Memorial donations, reminder regarding use of CBA roster information, Merle Bashor illness, education issue communication (attached)

**Comments and questions:**

Adjourned: 6:45

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3/19/2012 Placerville SC Draft Budget

\*\*Based on 350 attendees

<b>Income</b>			
Attendance			
Early Conference Fee	275	\$125.00	\$34,375.00
Dinner	275	\$25.00	\$6,875.00
Early Single Day (No Dinner)	35	\$65.00	\$2,275.00
Late Conference Fee (No Dinner)	30	\$200.00	\$6,000.00
Late Single Day (No Dinner)	10	\$75.00	\$750.00
Extra Dinners	75	\$25.00	\$1,875.00
Iron in the Hat Auction		\$2,000.00	\$2,000.00
		\$8,000.00	\$8,000.00
Merchandise Sales (240 units @ \$15)			\$3,600.00
Gratis merchandise (30 units)			
<b>Income Total</b>			<b>\$62,150</b>

<b>Expense</b>	Price per unit	Qty	Sub Total
<b>Site Rental</b>	\$8,597.50		8,597.50
Electrical Equipment	\$900.00		900.00
Audio Equipment (purchase)	\$1,000.00		1,000.00
Education Expenses	\$600.00		600.00
Equipment Rental	\$600.00		600.00
Security Guards	\$500.00		500
Discretionary Fund	\$2,000.00		2000
<b>Materials/ Supplies</b>			
Bags of Coal	\$25.00	50	1,250.00
Steel	\$300.00		300.00
Propane	\$600.00		600.00
Oxy Acetylene	\$300.00		300.00
Safety Glasses	\$200.00		200.00
<b>Merchandise</b>			
Baseball Caps	\$8.00	40	320.00
T Shirts	\$8.00	230	1,840.00
<b>Adminstration</b>			
Office Supplies	\$100.00		100.00
Postage and shipping	\$100.00		100.00
Registration	\$200.00		200.00
Badges	\$2.50	350	875.00
Sub-Total Before Food			20,282.50
<b>Food</b>			
Sat. Banquet Meal	\$25.00	350	8,750.00
Round tables (in facility fee)			
Comp	\$25.00	30	750.00
Total number of meals		380	
Sub- Total Food			9,500.00
<b>Demonstrators</b>	Pay	Expenses	Sub Total
Main Demonstrator #1	\$1,000	\$1,500	\$2,500
Main Demonstrator #2	\$1,000	\$1,500	\$2,500
Main Demonstrator #3	\$1,000	\$1,500	\$2,500
In-House Demonstrator #1	\$500	\$300	\$800
In-House Demonstrator #2	\$500	\$300	\$800
In-House Demonstrator #3	\$500	\$300	\$800
In-House Demonstrator #4	\$500	\$500	\$1,000
In-House Demonstrator #5 Hickman		\$300.00	\$300
Hickman Lodging		\$300	\$300
Conf Team Lodging (2 rooms)		\$600	\$600
Sub-Total Demonstrators			\$12,100
Sub-Total Before Food			\$20,282.50
Sub-Total Food			\$9,500.00
Sub- Total Demonstrators			\$12,100.00
<b>Conference Expenses Total</b>			<b>\$41,883</b>

150gals @ \$4.00

\*pending donations

Inc Iron in the hat tickets

Demonstrator Expenses

Flight or mileage

Rental Car

Shipping

Hotel

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California Blacksmiths Association		Current Year	Prior Year	Prior Year	Prior Year
2012-2013 Operating Budget		2012-2013	2011-2012	2010-2011	2009-2010
Fiscal Yr. April 1st. - March 31st.		Budget	Actual	Actual	Actual
	# of Active Memberships (ending)	613*	891	813	714
	<b>INCOME</b>				
4000	Member Dues	58,000	53,351	42,785	34,315
4100	Conference Income				
4101	Registration	43,400	32,423	28,817	38,853
4102	Meals	9,750	775	0	300
4103	Iron Hat	2,000	1,263	1,460	2,317
4104	Auction	8,000	2,260	9,749	15,320
4105	Refund	0	0	0	(149)
4106	Merchandise	4,500	2,423	3,158	3,267
4107	Advertising	0	0	0	225
4110	Misc. Conference Income	500	0	984	2,605
4100	<b>Total Conference Income</b>	<b>68,150</b>	<b>39,144</b>	<b>44,168</b>	<b>62,738</b>
4200	Event Income				
4201	Registration	20,000	17,409	14,914	13,524
4202	Event Sales	3,500	3,644	0	0
4204	Iron Hat	1,500	1,227	1,280	1,074
4205	Misc. Event Income	500	216	920	720
4207	Auction	2,500	2,185	1,880	2,581
4200	<b>Total Event Income</b>	<b>28,000</b>	<b>24,681</b>	<b>18,994</b>	<b>17,899</b>
4300	Misc. Income				
4301	Contributions/Gifts	0	5,000	340	66
4302	Grants	0	0	2,000	0
4303	Library Fees	0	0	25	35
4305	Merchandise Sales	450	(5,238)	60	4
4300	Other Misc. Income	120	130	275	0
4300	<b>Total Misc. Income</b>	<b>570</b>	<b>(108)</b>	<b>2,700</b>	<b>105</b>
4299	Bank Interest	200	189	225	505
	<b>TOTAL INCOME</b>	<b>154,920</b>	<b>117,257</b>	<b>108,871</b>	<b>115,562</b>
	<b>EXPENSE</b>				
6200	Special Projects	363	363		
6201	Magazine Archive	0	0	0	1,025
6200	<b>Total Special Projects</b>	<b>363</b>	<b>363</b>	<b>0</b>	<b>1,025</b>
5000	Magazine Expense				
5003	Postage	2,800	2,253	2,661	3,163
5004	Printing	6,900	6,516	24,571	26,303
5005	Magazine Editor	7,000	5,760	0	42
5000	Magazine Office	12,500	10,600	0	1,278
5000	<b>Total Magazine Expense</b>	<b>29,200</b>	<b>25,129</b>	<b>27,232</b>	<b>30,786</b>
5050	Website Expense	800	682	498	0
5100	Conference Expense				
5101	Site/Set-up	11,500	7,279	4,654	4,930
5102	Demos	13,600	5,204	8,217	5,799
5103	Lodging	1,600	776	5,297	2,572
5104	Sales Expense	3,280	2,423	2,433	2,493

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5106	Food		9,800	16,390	6,170	10,120
5107	Supplies		2,600	5,824	1,753	2,280
5108	Misc Conference Expense		4,012	584	1,637	5,746
5100	<b>Total Conference Expense</b>		<b>46,392</b>	<b>38,480</b>	<b>30,161</b>	<b>33,940</b>
5200	<i>Event Expense</i>					
5201	Site/Setup		4,500	1,771	2,653	3,058
5202	Demos		10,000	400	2,100	2,650
5203	Evt. Logging		2,500	135		
5204	Evt Sales exp		1,500	316		
5205	Evt Credit Card		1,200	416		
5206	Food		7,000	8,362	7,261	8,616
5207	Supplies		0	1,728	2,884	3,645
5200	<b>Total Event Expense</b>		<b>26,700</b>	<b>13,128</b>	<b>14,898</b>	<b>17,969</b>
5300	<i>Education &amp; Training</i>					
5306	Educ. Demonstrator		4,000	3,421	1,484	500
5305	Misc. Educ. Expense		4,800	5,132	1,963	1,757
5303	Instructor Training		3,500	3,218	1,930	521
5304	Workshop Materials		2,000	1,425	2,475	1,700
5300	<b>Total Educ. &amp; Training Expense</b>		<b>14,300</b>	<b>13,197</b>	<b>7,852</b>	<b>4,478</b>
5400	<i>Scholarships Expense</i>					
5410	Other Schools		400	1,000	0	290
5400	Other Scholarships		2,000	1,000	1,750	2,000
5400	<b>Total Scholarships</b>		<b>2,400</b>	<b>2,000</b>	<b>1,750</b>	<b>2,290</b>
5500	Library		500	0	376	0
5800	Safety Educ. & Training		50	0	61	0
6000	<i>Administration</i>					
6070	Processing Fees		350	315	13	0
6015	Secretary's Expense		500	27	221	1,438
6013	Registration		1,000	300	656	918
6010	Bookkeeping Expense		75	0	6	0
6011	Tax Preparation		450	450	500	400
6012	Board Meetings/Travel		3,500	3,612	1,721	4,885
6014	Office Expense		500	522	233	502
6016	Postage		450	457	145	1,061
6018	Officer Stipend		10,800	17,400	14,400	14,400
6020	Taxes & Fees		250	206	60	110
6025	Returned Checks		0	0	0	80
6030	Bank Charges		500	1,690	404	532
6040	Credit Card Discount Fees		1,200	1,094	2,221	2,739
6050	Lease, CC Machine		800	679	813	842
6060	Membership		1,600	395	1,618	1,920
6065	Contributions/Donations		500	500	500	600
6000	<b>Total Administration</b>		<b>22,475</b>	<b>27,647</b>	<b>23,512</b>	<b>30,426</b>
6100	<i>Insurance</i>					
6110	Accident Insurance		1,202	1,202	1,202	1,202
6112	D&O Insurance		1,250	1,250	1,250	1,250

Revision 5/3/2012 Herb Upham, Secretary

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6114	General Liability Insurance	3,045	3,045	3,045	3,045
6100	Insurance Expense	5,497	5,497	5,497	5,497
	<b>TOTAL EXPENSE</b>	<b>148,677</b>	<b>126,123</b>	<b>111,836</b>	<b>126,410</b>
	<b>NET INCOME</b>	<b>6,243</b>	<b>(8,866)</b>	<b>(2,965)</b>	<b>(10,848)</b>
	<b>RESERVES</b>				
	* Current Membership roll as of 4-1-2012				

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04/24/12

California Blacksmith Association  
Profit & Loss  
January through March 2012

	<u>Jan - Mar 12</u>
Ordinary Income/Expense	
Income	
4000 · Dues	20,632.00
4100 · Conf income	
4101 · Registration	5,295.00
4102 · Meals	775.00
4103 · Iron in hat	20.00
Total 4100 · Conf income	<u>6,090.00</u>
4200 · Event income	
4201 · Evt registration	865.00
4202 · Evt sales	3,065.58
Total 4200 · Event income	<u>3,930.58</u>
4299 · Bank interest	31.85
4300 · Miscellaneous income	
4301 · Contributions/gifts	4,500.00
4305 · Merch/Memorabilia Sales	5.00
Total 4300 · Miscellaneous inco...	<u>4,505.00</u>
Total Income	35,189.43
Expense	
5000 · Magazine	
5001 · Magazine office	2,600.00
5003 · Magazine postage	503.50
5004 · Printing	91.21
Total 5000 · Magazine	<u>3,194.71</u>
5050 · Web Expenses	221.17
5100 · Conf expense	
5101 · Site/setup	2,574.50
5106 · Food exp	4,725.00
5107 · Supplies	61.07
5108 · Misc conf exp	114.41
Total 5100 · Conf expense	<u>7,474.98</u>
5200 · Event expense	
5201 · Evt site/setup	293.95
5202 · Evt demos	400.00
5203 · Evt lodging	135.15
5206 · Evt food	1,056.00
5207 · Evt supplies	1,728.00
Total 5200 · Event expense	<u>3,613.10</u>
5300 · Ed/Training	
5306 · Ed. Event Demonstrator	500.00
5305 · Misc. Ed. Expense	1,142.41
5303 · Instructor training	3,217.74
5304 · Workshop materials	522.11
Total 5300 · Ed/Training	<u>5,382.26</u>

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04/23/12

California Blacksmith Association  
**Profit & Loss Prev Year Comparison**  
 April 2011 through March 2012

	Apr '11 - Mar 12	Apr '10 - Mar 11	\$ Change	% Change
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
49900 · Uncategorized Income	130.00	0.00	130.00	100.0%
4000 · Dues	53,351.05	39,183.49	14,167.56	36.2%
<b>4100 · Conf income</b>				
4101 · Registration	32,422.71	28,335.68	4,087.03	14.4%
4102 · Meals	775.00	0.00	775.00	100.0%
4103 · Iron in hat	1,263.00	1,460.00	-197.00	-13.5%
4104 · Auction	2,260.00	9,599.00	-7,339.00	-76.5%
4105 · Refund	0.00	0.00	0.00	0.0%
4106 · Merchandise Sales	2,423.00	3,158.00	-735.00	-23.3%
4110 · Misc conf revenue	0.00	784.00	-784.00	-100.0%
<b>Total 4100 · Conf income</b>	<b>39,143.71</b>	<b>43,336.68</b>	<b>-4,192.97</b>	<b>-9.7%</b>
<b>4200 · Event income</b>				
4201 · Evt registration	17,409.00	14,704.21	2,704.79	18.4%
4202 · Evt sales	3,643.58	0.00	3,643.58	100.0%
4204 · Evt Iron in hat	1,227.00	1,280.00	-53.00	-4.1%
4205 · Misc evt revenue	216.00	600.00	-384.00	-64.0%
4207 · Evt Auction	2,185.00	1,370.00	815.00	59.5%
4200 · Event income - Other	0.00	320.00	-320.00	-100.0%
<b>Total 4200 · Event income</b>	<b>24,680.58</b>	<b>18,274.21</b>	<b>6,406.37</b>	<b>35.1%</b>
4299 · Bank interest	189.17	276.60	-87.43	-31.6%
<b>4300 · Miscellaneous income</b>				
4301 · Contributions/gifts	5,000.00	339.55	4,660.45	1,372.5%
4302 · Grants	0.00	2,000.00	-2,000.00	-100.0%
4303 · Library fees	0.00	20.00	-20.00	-100.0%
4305 · Merch/Memorabilia Sales	-5,237.85	60.00	-5,297.85	-8,829.8%
4300 · Miscellaneous income - ...	0.00	25.00	-25.00	-100.0%
<b>Total 4300 · Miscellaneous income</b>	<b>-237.85</b>	<b>2,444.55</b>	<b>-2,682.40</b>	<b>-109.7%</b>
<b>Total Income</b>	<b>117,256.66</b>	<b>103,515.53</b>	<b>13,741.13</b>	<b>13.3%</b>
<b>Expense</b>				
66900 · Reconciliation Discrepancies	-71.91	0.00	-71.91	-100.0%
69800 · Uncategorized Expenses	471.92	0.00	471.92	100.0%
6200 · Special Projects	363.22	0.00	363.22	100.0%
<b>5000 · Magazine</b>				
5001 · Magazine office	10,600.00	0.00	10,600.00	100.0%
5003 · Magazine postage	2,252.58	2,660.55	-407.97	-15.3%
5004 · Printing	6,516.26	24,571.01	-18,054.75	-73.5%
5005 · Magazine Editor	5,760.00	0.00	5,760.00	100.0%
<b>Total 5000 · Magazine</b>	<b>25,128.84</b>	<b>27,231.56</b>	<b>-2,102.72</b>	<b>-7.7%</b>
5050 · Web Expenses	681.55	826.28	-144.73	-17.5%
<b>5100 · Conf expense</b>				
5101 · Site/setup	7,279.00	4,653.97	2,625.03	56.4%
5102 · Demos	5,204.00	8,217.12	-3,013.12	-36.7%
5103 · Lodging	776.20	5,297.12	-4,520.92	-85.4%
5104 · Sales exp	2,423.00	2,432.79	-9.79	-0.4%
5106 · Food exp	16,390.00	6,170.00	10,220.00	165.6%
5107 · Supplies	5,823.71	1,753.28	4,070.43	232.2%
5108 · Misc conf exp	584.41	1,637.18	-1,052.77	-64.3%
<b>Total 5100 · Conf expense</b>	<b>38,480.32</b>	<b>30,161.46</b>	<b>8,318.86</b>	<b>27.6%</b>

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04/16/12

California Blacksmith Association  
Profit & Loss by Class  
April 2011 through March 2012

	<u>Oktoberfest</u>	<u>TOTAL</u>
Ordinary Income/Expense		
Income		
4200 · Event income		
4201 · Evt registration	10,820.00	10,820.00
4202 · Evt sales	578.00	578.00
4204 · Evt Iron in hat	1,227.00	1,227.00
4207 · Evt Auction	1,660.00	1,660.00
Total 4200 · Event income	<u>14,285.00</u>	<u>14,285.00</u>
Total Income	14,285.00	14,285.00
Expense		
5200 · Event expense		
5201 · Evt site/setup	1,476.80	1,476.80
5204 · Evt sales exp	59.25	59.25
5205 · Evt credit card	75.54	75.54
5206 · Evt food	7,306.51	7,306.51
5207 · Evt supplies	1,728.00	1,728.00
Total 5200 · Event expense	<u>10,646.10</u>	<u>10,646.10</u>
5300 · Ed/Training		
5306 · Ed. Event Demonstr...	1,921.45	1,921.45
5305 · Misc. Ed. Expense	375.00	375.00
5304 · Workshop materials	264.47	264.47
Total 5300 · Ed/Training	<u>2,560.92</u>	<u>2,560.92</u>
Total Expense	<u>13,207.02</u>	<u>13,207.02</u>
Net Ordinary Income	<u>1,077.98</u>	<u>1,077.98</u>
Net Income	<u><u>1,077.98</u></u>	<u><u>1,077.98</u></u>

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Wayne's World, 2012

Note: changing column B,C,H & J recalculates the entire sheet.

Full conference price-	85
One day conference price -	50
Half day conference no meals	30
Late reg fee	10

#### EVENT COST ITEMS

Demonstrator and travel		
Material for demonstrator		
fuel for forges and tent/shop heat		
Oxy Acc gas		
Abrasives & other consumables		
Trash		
Porta Potty		
Electricity (if conference has + inc.)		
Un-forecast costs		
Food to serve	33 people, at	32 \$ each -
<b>Total event costs</b>		

#### EVENT INCOME ITEMS

Late reg fee forecast	0 people, at	10 \$ each -
Late reg fee actual	9 people, at	10 \$ each -
Full attendance forecast	15 people, at	85 \$ each -
Full attendance actual	16 people, at	85 \$ each -
One day attendance forecast	18 people, at	50 \$ each -
One day attendance actual	4 people, at	50 \$ each -
Half day, no meals forecast	0 people, at	30 \$ each -
Half day, no meals actual	2 people, at	30 \$ each -
<b>Total GATE income forecast</b>		
<b>total GATE income actual</b>		

#### Auction receipts

Iron in the hat receipts

Net over or under budget forecast

**Total income gate, iron in the hat and auction**

**Conference profit or loss BLUE IS POSITIVE, (RED IS NEGATIVE)**

costs to Wayne, unreimbursed to support event and guest comfort

refer, (old one compressor failed)	862
plumbing - electrical	157.32
Commercial faucet for 3 bowl sink purchased in	89.26
cables for AV system	63.49
wireless mic	186.56
Monitors for AV system (2)	165
used com smoothie machine	185 (over 985 retail value +tax)
smoothie supplies	69.81 (apx 112 units served.)
food holding pans (for food safety)	81.59
Coffee maker, coffee grinder , 4 air pots for servic	150 (over 1450 retail value +tax)
repair parts for coffee equipment	168.54
Coffee beans for espresso and brewed	112.8
Repair parts for oven	236
3 days off work for setup/tear down	816
electric power (used last year )	149
<b>total (+many smaller items AND water)</b>	<b>3492.37</b>

#### Cash box Accounting.

GATE collected online (as of Feb 20 email from Tom)	865
GATE collected AT EVENT	845
IRON in the hat tickets	195
Auction Income	460
<b>TOTAL Income for event (same as line 43)</b>	<b>2365</b>
less money collected online	865
<b>Cash collected at event (total - online)</b>	<b>1500</b>
<b>Items paid for out of pocket.</b>	
Propane (dealer was closed when we arrived to fill tanks)	135.28
Unforecast costs (tarps etc)	102.36
Electricity ( 1/3 actual cost based on last year)	50
<b>TOTAL OUT OF POCKET</b>	<b>287.64</b>
<b>CASH COLLECTED AT EVENT</b>	<b>1500</b>
<b>OUT OF POCKET EXPENSES</b>	<b>287.64</b>
<b>RECEPTS TO BE SENT TO C.B.A.</b>	<b>1212.36</b>

# 2014 CBA Spring Conference -Vista

**Site - Antique Gas and Steam Engine Museum, Vista, CA**

**Date – 24 - 27 April 2014 (Four days)**

## **Event Sponsoring Forges:**

Adam's Forge – Heather McLarty

Yucca Valley – Alex Bashta

Vista Forge – Bill Stone

Orange County Blacksmith Guild – Ken Kurtz

Gilman Ranch – Grant Loper

## **Spring Conference 2014 Planning Committee:**

Dave Vogel, Chair (Vista Forge)

Alex Bashta III, Education Workshop Co-Leader (Yucca Valley)

Beth Holmberg, Education Workshop Co-Leader (Vista Forge)

Heather McClarty (Adams Forge)

Ken Kurtz (Orange County Blacksmith Guild)

Grant Loper (Gilman Ranch)

Gary Standke (Adam's Forge)

Pat Downey, Gallery (Vista Forge/Adam's Forge)

Bill Stone (Vista Forge)

Bob Cooper(Orange County Blacksmith Guild)

Deborah Tweit (Vista Forge)

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## **Antique Gas and Steam Engine Museum – Facility Description:**

Fifty (50) Acres

Blacksmiths Barn with 25 permanent Forges, lighting, 10+ additional forges for event

Three Additional Blacksmithing Demonstration Areas

Kitchen and Dining Hall – 9 Meals

Gallery Space

Tailgating Area

Vendor Area

On-Site Camping

300 Room Conference Hotel nearby

## **Event Schedule**

### ***Thursday 24 April — Blacksmith's Barn***

All Day Hands-on Workshop – Mark Aspery - Tool Making & Forge Welding

Dinner

### **Friday 25 April**

Three Demonstration Sites - Morning and Afternoon Demos

Hands On Workshops – Morning and Afternoon – Blacksmith's Barn

Three Meals: Breakfast, Lunch, Dinner

Midnight Madness at Blacksmith's Barn (Collaborative Project)

### **Saturday 26 April**

Three Demonstration Sites - Morning and Afternoon Demos

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Hands On Workshops – Morning and Afternoon – Blacksmith’s Barn

Three Meals: Breakfast, Lunch, Dinner

Evening Program: CBA Membership Meeting, Auction, Iron in the Hat

Midnight Madness at Blacksmith’s Barn (Forging Contest)

## Sunday 27 April

Three Demonstration Sites - Morning Demos

Hands On Workshop – Morning – Blacksmith’s Barn

Two Meals: Breakfast, Lunch

### **CBA Conference Program:**

Hands on Workshops (Thursday All-Day Workshop; 5 half-day workshops Friday –

Sunday): Alex Bashta/ Beth Holmberg, Education Workshops Coordinators

Midnight Madness: Collaborative Project & Forging Contest

Saturday Night CBA Membership Meeting: Iron in the Hat; Auction

Principal Demonstrator - TBD (Site 1) – to produce a collaborative sculptural project that will involve attendee participation that will be donated to the Auction. Work starts Friday morning and completed in time for the Saturday evening Auction.

Demonstrator 2 – TBD (Site 2) Fri Morning, Sat Morning, Sunday Morning

Demonstrator 3 – TBD (Site 3) Fri Morning, Sat Morning, Sunday Morning

Demonstrator 4 - TBD (Site 2) Fri Afternoon, Sat Afternoon

Demonstrator 5 – TBD (Site 3) Fri Afternoon, Sat Afternoon

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**Accommodations:**

Hotel – Marty’s Valley Inn - Super 8 (Mission Boulevard, Oceanside)

Dry Camping on-site (AG&SEM)

**Meals:**

Provided on-site in the AG&SEM Assembly Hall; meals can be purchased as a package with registration or may be purchased individually on site.

**Projected Budget:**

Attendance: 300

Income: Registration Fees: \$45,000

    Full Conference w/Meals: \$220

    Full Conference (no pre-paid meals): \$165

    One Day w/Meals: \$105

    One Day (no pre-paid meals): \$75

    Iron in the Hat Raffle: \$1,500

    Auction: \$6,000

**Total Projected Income: \$53,500**

Expenses:

Demonstrators Total: \$8,000

Workshop Total: \$1,000

Materials/Supplies/Fuel: \$8,000

Facility Fee: \$1,500

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Meals: \$22,000

**Total Projected Expenses: \$40,500**

***Net Income: \$13,000***

Raymond,

I'll bring this up with the BoD at the next meeting which will be at the Spring Conference in Petaluma, Friday evening April 27th.

We'll see if the board members have any suggestions.

Of course, to qualify for a grant someone associated with your blacksmith shop would have to be a member.

Please review the Guidelines for the General Grant on our website: [www.calsmith.org](http://www.calsmith.org)

I'm afraid though that the scope of our grant would be insufficient for a restoration but maybe enough for an initial feasibility study.

Sincerely,

Dan

On Mar 2, 2012, at 7:34 PM, RAYMOND O BRIEN wrote:

Daniel,

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Here is a profile on the Blacksmith Shop and its owners.

Whatever assistance or advice your Board members may be able to supply would be greatly appreciated.

Sincerely,

Ray O'Brien

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**From:** Daniel Dole <[dandole@sbcglobal.net](mailto:dandole@sbcglobal.net)>  
**To:** RAYMOND O BRIEN <[rayob@prodigy.net](mailto:rayob@prodigy.net)>  
**Sent:** Tue, February 14, 2012 10:09:18 PM  
**Subject:** Re: Historic Blacksmith Shop-Bay Point

Good idea. No hurry so go ahead and put your summary together.

On Feb 14, 2012, at 7:24 PM, RAYMOND O BRIEN wrote:

Daniel,

Thanks for your quick reply.

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I've asked our Bay Point Historian, Dean McLeod to supply you with a brief historical background sketch of our Blacksmith Shop. Why don't you wait to receive that before you circulate our inquiry to the members of your Board of Directors?

Many thanks.

Ray O'Brien

<style type="text/css"></style>

---

**From:** Daniel Dole <[dandole@sbcglobal.net](mailto:dandole@sbcglobal.net)>  
**To:** RAYMOND O BRIEN <[rayob@prodigy.net](mailto:rayob@prodigy.net)>  
**Sent:** Tue, February 14, 2012 7:17:42 PM  
**Subject:** Re: Historic Blacksmith Shop-Bay Point

Raymond,

We have a grant program but its fund are limited, mostly for funding studies in workshops and classes, the scholarship grant; also for independent studies that will yield some benefit to the organization, the general grant. The benefits would include such things as articles for the California Blacksmith, demonstrations, photographs for our library, etc. We once awarded a small grant to help with the restoration of an old double chambered bellows. The most that can be awarded for the general grant in any one application is around \$1,500 but usually with a limit of \$1,000 per person, per request. I'm not sure what could be accomplished for the restoration or relocation of you blacksmith shop with such a limited amount. Note: grants are only open to members.

I can forward your inquiry to the some other's on the Board of Directors to see their response.

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Perhaps it would be helpful to know a little more about your project; the history of shop, its present condition, what your goals and intentions might be, etc.

Sincerely,

Daniel Dole, CBA General Grant

510 524-4728

On Feb 12, 2012, at 12:29 PM, RAYMOND O BRIEN wrote:

Dan,

We have the structure of a Blacksmith Shop that belonged to one of our pioneers here in Bay Point still standing on private property. I'm wondering if your Association has funding available to assist with restoration and possible relocation of the structure? Kindly advise.

Thanks.

Ray O'Brien

Immediate Past President

Bay Point Historical Society

## Correspondence:

David,

I am sorry that you are choosing not to renew your membership. I understand

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that sometimes we miss opportunities to assist our members in gaining new skills. I will ask that you contact our education chairperson to see if there is some sort of class or training that would suit your needs. I think you need to be aware of the fact that we are all volunteers, in a not for profit organization, giving of our own time and often money to help support the membership and the organization. So when you refer to To the CBA being "your association" I would respond that it is all of our association and our strength is with our membership taking responsibility for participating that makes us who we are.

We provide a forum and other means for members to find out information to better their own skills.

I encourage you to join and participate in organizing the workshop you requested. I am certain that with your guidance we can find the help you need.

Please contact me or any other board member if you wish to discuss this matter further.

Lance Jensen  
Membership Chairperson

-----Original Message-----

From: David Altschule-Pisarev [<mailto:apcorral@roadrunner.com>]  
Sent: Sunday, April 15, 2012 1:55 PM  
To: [membership@calsmith.org](mailto:membership@calsmith.org)  
Subject: Membership

I have asked only one thing of the CBA during the many years I have belonged. I asked during the last spring conference in Vista to set up a class on "Forge Welding in a Gas Forge". I wanted a class type of instruction as I assured Josh and Alex that it will be full of students as this is a constant issue in gas forges. For approx 6 months, I heard nothing, and after repeated emails to Alex, and to Josh, I got a list of a few names for me to contact. I have done so, but find the CBA's effort in this case extremely lacking. I believe Alex and Josh had followed the procedures that are required of them in the CBA hierarchy and forwarded my request up the chain of command. A list of a few names is not what I request. And to refer me to a few people after 6 months is clearly a poor effort.

So, I write to you in order for you to understand why I have not renewed my membership. Here was an opportunity for the educational branch to do something new and to use their resources. I could have asked around and found someone to review forge welding with me, but that is not what I asked for. Maybe the staff of the educational department should stop telling people to "let us know what you want to see in the future" from the CBA at the spring conferences. Because, I did exactly that , and really got no help.

If this happened to me, I'm sure it has happened before and will again. How many people have you lost because of this lack of effort, and commitment, to helping and expanding what you offer. Here was a great opportunity for your

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association to grab this concept and fly with it and demonstrate what a committed group of people you are to helping people with their specific needs. This is how companies, business, and associations, eventually fail. They rest on their laurels, and then wonder why their membership has declined, or no one comes to their business, or renews their membership.

David Pisarev

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