

Minutes

CBA Board Meeting
October 5, 2012
Oktoberfest, Plantation, CA

Board members

1. Lowell Chaput *
2. Dennis Dusek *
3. Lisa Guthrie
4. Herb Upham *
5. Alan Drew *
6. Lance Jensen
7. Robert Jensen
8. Mario Baggiolini *
9. John McLellan
10. Monica Coyne *
11. Tom Owens *
12. Georg O' Gorman *

*Indicates present

Board members not attending:

1. Lance Jensen
2. Robert Jensen
3. John McLellan
4. Lisa Guthrie

AGENDA

1. Attendance – Herb Upham 6:25
 - a. Roll: Board Members (8) Guests (4)
2. Approval of Agenda – Herb Upham
3. Approval of Minutes – Herb Upham
 - a. By e-mail 7/29/2012 ... posted on web site
4. Treasurer's Report – Tom Owens

1. This has been a very uneventful quarter as we had no events this quarter. To summarize the cash flow for the second fiscal quarter of the 2012-2013 year we received \$8,663.65 in income from dues and event income and \$19,506.12 in total expenses. This amounted to a loss of \$10,842.47. This loss figure is not as bad as it seems, we paid all of our insurance premiums for the year, there was a missed magazine printing that the printer and I missed in the amount of \$1,824.32 and we have paid for half of the food bill for Oktoberfest, so we are ahead still in some ways.
2. The equipment inventory is still underway and will probably not be completed until the end of next year.
3. The cards are complete and being handed out this weekend.

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Herb Upham

4. Working through inventory for insurance purposes

Thomas J. Owens Treasurer

5. Vice President's report

Dennis has made a good contact with in the AZ group. They are eager to start sharing demonstrators. It is nice to have contact within Northwest and AZ. to spread demonstrators with in the Western States.

Election: Bob Jensions, Michael Wood, Bradly Young, Anton Stanndteiner
Next year, Eric Chang is interested

Committee Reports:

1. Spring Conference – Dennis

Placerville Spring Conference:

1. Working on sponsors and vendors. Using El Dorado Arts Council to help advertise conference. Want to advertise to local art community.

2. Working with demonstrators to fill what their equipment needs.

Linda Murphy is making placemats advertising SC2013

Mr. Murphy will format a website for the SC as well

3. Need more volunteers. Want all board members to be on the volunteers list. Jobs like serving food or gate guards ect.

- 4 Need to work on a Gallery team.

ACTION submit revised budget to Tom Owens

2. Membership - Lance Jensen

In September the maintenance of the membership roster was transferred back to the Secretary as this was the person responsible for the roster in years past. I believe that this reduces the potential error rate, in that now there are only two board members handling this information, the secretary and the treasurer. For those who are unaware of the process, membership renewals and electronic memberships are processed though either one of these positions so the sending of the information to me is inefficient. I apologize that I will be unable to attend October fest this year.

The following are action items from the last meeting:

Mailing of post cards to past members:

I sent an email via constant contact to past members concerning renewing membership with the CBA. I did this instead of the postal process because of cost and we were in transition between the former mailer and the new mailer. If this is still desired I will contact the new mailer and former mailer to see who can do this for the best price. I know that the emails did work in that we had renewals. It also found memberships that had been renewed but were not shown as renewed for the current year. If the board wants to mail reminders to former members I would suggest that the mailing be only to past members who do not have an email address listed on the roster. It should be noted that all members were sent renewal notices prior to this membership year.

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Herb Upham

Student membership:

(I was hoping to discuss this issue in person to illustrate the complexity of the issue. But since I am unable to attend in person please review the following and provide me additional direction)

The concept of student membership has been floated a few times since I became the membership chair. The sticking point seems to be how we provide a reduced membership cost and provide access to our publication and other services. One of the issues is that the cost of producing the publication is distributed over the whole membership. If we provide a membership without the magazine the publication cost would then be focused onto the membership who receives the magazine only. I am not certain that this is a true issue but it has been raised often when we would discuss this issue. Board members in the past were not amenable to the idea of providing a PDF copy to student members as a means to reduce the overall cost of providing membership to student smiths.

The board needs to determine some of the following to provide a mechanism for student membership and a cost :

1. What criteria determines a student? Full time is defined as? Attending metal craft related courses? Are we offering this to high school as well as college students?
2. How would we validate the student status of the member? Transcript submission, copy of student ID card etc. (workload issue)
3. How would we track this student eligibility rate from year to year? Require resubmission of the proof of eligibility? (workload issue)
4. What discount rate are we proposing? ABANA offers a \$10 discount to student memberships.
5. What services would we provide to a student member? Would it be different from a regular membership or are we essentially providing a scholarship to the individual and the organization would absorb the difference in membership cost?
6. What is the true cost of membership by service or item? Insurance, magazine, website, administrative, education and stipends costs are some of the per member costs that we will need to determine if the proposal is for the student membership to cover the operating costs and from this we can determine the items that the student may or may not receive to reduce the cost of this type of membership (if it is determined that we as a group do not want this to be considered as a form of scholarship for these members).

One idea to provide a student membership was to provide all services to the student member other than the publication. I do not have a cost related to the production and mailing of the publication but it is believed that by excluding this from the student membership would allow the cost reduction of the membership by \$10 to \$15. (This cost needs to be validated by Mike M.)

Again, as stated before this would be the raw costs not the distributed costs that are currently spread over the total membership receiving the magazine.

I think we need to reduce the costs of membership for all members while maintaining the goals of the organization as an education resource for blacksmiths. A student membership seems to align with those goals. I would propose that we investigate two options:

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Herb Upham

One is, after determining the associated costs of membership, establish a student membership that would have full membership rights and access to the website but do not receive a mailed copy of the publication. The board can debate what, if any, current publications would be sent to the student member. We could send a PDF version of the magazine to the student member as one idea. I think we would need to require that all student members join via an electronic means to reduce costs and to increase our access to inform them of upcoming events. I think the cost of the membership would have to be determined by the treasurer to cover the costs associated with membership that are not publication related or we could offer the student membership at a reduced rate and have the cost difference absorbed by the association as a means to expand our visibility in the blacksmith community and to induce new people to join the association.

The second is a onetime reduced membership for new members only. This membership would then transition into a full membership if renewed. The idea is that the initial cost of a full membership may be a barrier to people wanting to find out about blacksmithing, who after becoming a member would not balk at the cost of a full membership. Some people who are initially thinking of taking up blacksmithing at one of our workshops may not be inclined to pay full price until they know they are interested in the craft. From my perspective this is the better course for the board to adopt. This is a more manageable process from an organizational perspective with little additional workload, opens up membership to a lot of potential members who do not want to invest the money of a full membership initially, allows our education committee latitude to invite more potential members to a workshop or event. The board could determine what this type of membership includes to ensure that the association is still covering the costs of the association and insurance.

ACTION Agenda item review in Jan meeting

3. Publication – No report
4. Promotions –

Monica has been working towards promoting CBA through marketing strategy that she has been studying through The Small Business Development Council. Monica has identified three areas I would like to focus on:

1) CBA brochure. It is very important that CBA have a current brochure or even postcard or flyer with all of its current information on it. We as a board need to decide if we need the brochure to double as a mail-in or if we would rather set up an easy internet link for people to join. We need to decide on a budget and time frame. Monica spoke with Daniel Hopper and he is ready to work on the brochure but he needs to know from us what we want on it.

2) Social Media (e.g. Facebook, Pinterest): CBA has a Facebook (FB) group site. Monica has asked and Daniel has made her an administrator on the FB site. It seems to be working well for networking but as Monica says “as I learn more I think we could do much more promoting of CBA with FB. Facebook advertising is a possibility, it is very inexpensive and reaches thousands of people. I have just started working with a friend of mine who is a social media professional. There are many possibilities. I would like to discuss them with the board.” The same goes for Pinterest.

It is key that the CBA Website must be coordinated between what ever we decide regarding social media and Lisa, our web person.

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Herb Upham

3) Sharing this information with CBA members: I wrote an article about my experience with the Small Business Development Council for the CBA Magazine. I will also write an article about how to use Social Media in your business (as soon as I get a better handle on it). Social media is all about the network so the more CBA members that we get involved, the more potential members we reach.

Bob has been working on getting the CBA name out in different local venues. He has started to list areas in California broken by North, Mid, and South on a spreadsheet where we may want to send a demo table - not a fire and anvil thing, but a table with a CBA member or two to promote CBA by issuing brochures, showing some items they have made, etc. Monica's idea for using social media may help with the coordination of these events.

Bob's Issues: I know there are lots of folks promoting CBA on their own. I would like to see if Promotions Committee couldn't step in and help these folks by getting them what they need. I think we could use Monica's ideas for using social media to contact , survey, and coordinate CBA members to see if they are: 1) promoting on their own, 2) wanting to promote, and 3) places and events in their local areas to promote CBA. From this I can assemble a list of members to draw on to promote CBA and coordinate getting folks out to the sites.

Promotion Committee Description:

Our primary goal in to promote the California Blacksmithing Association (CBA) to the public that may have an interest in learning more about blacksmithing and metal working and may be interested in supporting the group through memberships, etc.

The Promotions Committee will make use of various paths to get the CBA organization in front of the public. Social media (Facebook, Pinterest, etc.) along with coordinated blacksmithing events or introductions to CBA events will be used to put faces to the CBA organization and provide a network for new members to draw from to increase their exposure to the CBA family. Our secondary goal is to provide CBA members with an avenue to volunteer their time to talk and promote CBA in their own words. This level of promotion can range from a blacksmithing fire and anvil event to table top demonstration of pictures and projects made through association with CBA.

Monica Coyne and Bob Jensen

Tom asked if CBA had a membership growth goal

ACTION further discussion at Jan meeting regarding promotion

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Herb Upham

5. Magazine - Mike Mumford

1. **Eden Sanders:** We were all saddened by the surprise passing away of our former Editor, Eden Sanders. We received several obituary/remembrance notes; one which seemed to combine everyone's feelings was printed in the Sept-Oct edition. In addition, we'll publish the photos from the "Flowers for Eden" groundswell in the Nov-Dec edition.

I received a nice appreciation email from the Australian blacksmiths about Eden.

2. **General:**

going pretty well; I feel like we've had a good year for the magazine
received lots of photos but articles are hard to get
trying to keep schedule on track to get to average member on 1st
team working well

3. **Operations:**

I appreciate everyone's cooperation. Things are mostly going well, BUT: we still need more home-grown articles.

The Nov-Dec edition is in final production process now. It is expected to include a mailback card for the Board election.

I filed the USPS annual form in September. I found an error in transcribing the numbers to the form, and will file a corrected copy with the P.O.

4. **Mailing:**

Our former mailing service closed up shop. We have moved over to using a service provided by our printer. It appears that we will save a little by going to the new mailing service.

5. **Statistics**

Average number printed in FY2011-2012: 839
Max number printed (Mar-Apr): 946
Sept-Oct 2012 printed 851 copies.

6. **Budget**

At Spring BOD meeting, requested a 3.5% increase to cover expected price inflation. (total \$29,000). Nothing heard from BOD on this.

7. **Web & email**

I've received instructions on how to send email from the editor@calsmith.org address, but haven't yet got that working. Thanks to Lisa for the info.

can we filter the 20-30 spam emails that I get daily?

8. **Article exchanges**

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Herb Upham

So far in 2012, I've seen 6 reprints of our articles in other newsletters. We have used 4 articles from other newsletters. I strongly prefer to have all-California content, but we need inputs.

8a. **Editor exchange**

This is how I find candidate articles from other newsletters.
continuing to slowly convert to pdfs, sent electronically

9. **Magazine Content**

9a. **Instructor articles**

Almost ZERO response to an email to all of the newly-awarded instructors (given out at Spring Conference) requesting help creating an article based on their instructor demo
these are a rich source of articles: please keep me informed of upcoming instructor qualification demos
zero response to about a dozen telephone calls on the same subject

9b. **My challenge to the board continues: help me find articles!**

this doesn't mean you have to write: help me find writers/articles
please respond with a tip for "I thought everybody already knew this"
do you know of a special demo, event, etc: let me know so that we can make arrangements to cover

9c. we **need articles/photos/etc**

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

Respectfully Submitted,
Mike Mumford
Editor, California Blacksmith Magazine

6. Website – Lisa Guthrie

Read By Alan ... to be added here:

7. Library – Laura Parker

Just checking in on the library report for Oktoberfest.
I have not had a single request since the last report.

I have been wondering whether the library should be moved to someplace where members could come and browse the books/etc like a regular library.
Do you have any members that have a shop that is open to the public during the week or someone who is retired that has more time to promote the library? I dont feel like Im really doing the library much good...Im working so much right now if It was really active it would be hard to facilitate things correctly. Please let me know your thoughts.

Sincerely,
Laura Parker

ACTION Identify new librarian board members send names to Herb

8. Grants - Daniel Dole Kirk McNeill

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Herb Upham

Dan received no requests ...

Received this application the other day. To put to the vote at Fritz's. Treading the line of the guidelines.

Thanx

Kirk out

Fom: Kenneth <dynastylab@gmail.com>

Date: August 28, 2012 10:32:35 AM PDT

To: Kirk McNeill <kirk@freedom-forge.com>

Subject: Re: Kenneth Melie - Bedayn-Thomson Scholarship Request

Hello Kirk,

Thank you for the speedy reply!

Take Care,

Kenneth Melie

On Aug 28, 2012, at 9:44 AM, Kirk McNeill <kirk@freedom-forge.com> wrote:

Thanx for your letter kenneth. I'll run it by the committee. We'll be in touch soon.

Kirk out

On Aug 28, 2012, at 8:29 AM, Kenneth wrote:

Bedayn-Thomson Scholarship Request

01. I joined the CBA in Late April of 2012.

This puts me just over six months at the time of this class.

Please forgive me for taking this liberty with the membership

timing, it just happens that the class I am requesting funding

for lines up this way, which requires my application

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submission to be prior to the required six month membership period, I hope this is ok.

02. Name and Location of School and Class:

School Name:

Adam's Forge

2640 San Fernando Dr.

Glassell Park, Los Angeles, CA 90065

Class Title: Mastering the Fundamentals with Mark Aspery.

02B. The Reason for Taking this Class

This class is a once in a lifetime opportunity, 5 days with Mark Aspery! I can only imagine the wonders that will unfold from this class!

Not to mention the blisters!

I have heard many stories about Mark's five day classes, how so much information is packed within such a small amount of time. The opportunity to even audit such a class would further my blacksmithing abilities and allow me to be a more competent blacksmith.

2C. The Dates and Number of Days of the Class

This class will be five consecutive days. November 5-10, 2012

2D. The Total Amount of Funding That is Needed and the Amount Requested from CBA.

This five day class costs \$550

I am requesting the full \$400 from CBA so that I may take part in this class.

02E. The Type of Recognition to be Returned to CBA, e.g., Magazine Article(s), Demonstration(s), Workshop(s).

You name it!

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Herb Upham

If you want me to wear a CBA shirt during the class, I will! I have been published so an article is no problem. I was published several times in VWTrends magazine back in the late 1990's. I am already working on an article for the California Blacksmith titled "Blacksmithing for Jewelers" where I will show several tools which jewelers can make for themselves. A blacksmithing friend of mine in Michigan is interested in using this article once finished for publication in their MABA "Upsetter" magazine.

I love doing demonstrations and I have already done two for Adam's Forge, so I would love to participate in a CBA demo if given the opportunity!

As far as a workshop, I have no issues with helping out during a workshop as a helper but I do not feel that I know enough as a blacksmith to lead a blacksmithing class. I am getting help in this area, thanks to Nancy Tarczynski!

I have held jewelery related classes but blacksmiths are an entirely different crowd! I hope this didn't come across sounding bad, I actually meant that blacksmiths are more fun to be around.

02F. A Commitment Date for Recognition to CBA to be Completed.

This depends on the commitment required/requested by CBA.

But any and all commitments should be able to be completed within a few months, depending on commitment.

I would like use Heather McLarty

(steelcrazy@roadrunner.com) and Nancy Tarczynski

(blacksmithclasses@gmail.com) references, they will both vouch for me that I will not only make good on my commitment to recognize CBA's kindness but I will go above and beyond.

Thank you for making a grant available to Blacksmithing students!

Thank you for allowing me a (possible) chance at taking a class with Mark Aspery!

Should I not get the grant, I know that the grant will go to someone who deserves it and there's always next year!

Thank you for your time

Kenneth Melie

Recommendation: Approved, Kirt will communicate

9. Education - (Peter/dennis)

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Herb Upham

Education: Peter/Dennis

1. Education still has no Chair. Dennis has asked Toby Hickman and Herb Upham for help.
2. Education workshop at Bill Stuart's shop. Peter will put this workshop together, Dennis will run meeting. Need to produce a budget. The goal of the workshop is to produce an "Education Manual" that will contain guidelines for budgets, insurance requirements and a general workshop/demo format.

10. Election Committee – Dennis Dusek

Slate for election

Bob Jensen
Anton "Toni" Standteiner
Brad Young
Michael Wood

11. Finance Committee - Alan Drew (Lisa Guthrie)

No report

12. Safety Committee - Georg O'Gorman

Nothing new to report

13. Policies and Procedures - John McLellan

No report

14. Conference Coordinator- Mario Baggiolini

See WW update ...

Old Business:

Wayne's World ... see attached budget

Having trouble confirming a knife maker

Mike will arrange for tent transport ½ way

I reworked the numbers to reflect last year actual if they were larger than last years projected costs. I also bumped the price of attendance for each option by \$10 and I did bump up the cost of food to try to cover increased costs here.

The dates for the event are

Feb 23 to the 24th of 2013. People are welcome to come Friday and help with setting up and to establish camping etc for themselves. As per normal, dry camping on site is free and the upper deck of the shop is open for cots, sleeping bags etc. Each year I have 3 to 5 people sleep there, it is warm and pretty nice if you have a cot or air mattress.

I need to contact CKA again or if there are no objections, I could contact Tia Goo again, he did do a great job at the Vista spring conf, abet with a misunderstanding of auction pieces which I will make sure he understands our method of operation in relation to conferences.

This spread sheet is what I use to do all my accounting thus there are columns for actual and other information that is not applicable to the budget process so please just look at the numbers that are on the sheet labeled budget. Actual numbers have been zeroed out as there are no actual numbers to use.

I hope the weekend for all of you is great! I hope to be able to attend one of these years.

Wayne Parris

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Herb Upham

ACTION items from July meeting

- a. Tom to contact Dennis re: sound equipment purchased at Spring Conference ... done
- b. Tom to coordinate conversion of CD to Tom and Lowell's names .. pending
- c. Lance: please mail 277 non renewed members an invitation post card ... done by e-mail
- d. Lance consider a youth membership like ABANA and report ... done, in report
- e. Tom create a CBA Business card format ... done
- f. Election needs 4-5 candidates for next year ... done
- g. WW follow-up ... in this report
- h. Tom to take possession of inventory ... done
- i. Use ONLY revised updated applications! ... reminder!

New Business:

1. Reb Monaco would like to propose that the board consider Bolado Park in Tres Pinos, San Benito County, CA. for the 2015 Spring Conference site. Kirk and Alan have made arrangements to meet him at the site sometime in October to take a look.

ACTION follow up at the January Board Meeting

- 2.

Correspondence:

None

Comments and questions:

Adjourned: 7:45 pm

Flowers for Eden

Following Eden Sanders' passing, there was a groundswell effort to create Flower for Eden in her memory. Here are some of the m.



Pat Downing



Monica Coyne



Bob Jensen



Mike Mumford



Mario Bagliolini

November/December 2012

www.calsmith.org

California Blacksmith 13

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Herb Upham

Sept 2012 Balance Sheet

Sep 30, 12

ASSETS

Current Assets

Checking/Savings

1000 · Checking

1005 · Main Checking 2865 3,237.83

1035 · Merchant Acct 8622 126.82

1050 · Sect. Acct 6404 3,720.03

Total 1000 · Checking 7,084.68

1100 · Savings

1106 · Toomey Memorial 4,600.00

1115 · Bedayn Thomson 600.00

1105 · Savings 0334 45,763.20

1150 · CD savings 15,954.56

Total 1100 · Savings 66,917.76

Total Checking/Savings 74,002.44

Total Current Assets 74,002.44

TOTAL ASSETS 74,002.44

LIABILITIES & EQUITY

Liabilities

Current Liabilities

Credit Cards

2060 · WF Visa -7362 69.56

Total Credit Cards 69.56

Total Current Liabilities 69.56

Total Liabilities 69.56

Equity

3000 · Opening Bal Equity -5,512.77

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Herb Upham

3100 · Funds	
3120 · Grant Fund	41,736.80
3160 · Memorial, Toomey	4,500.00
3180 · Bedayn Thomson Grant Fund	500.00
3200 · Operating Budget	<u>71,250.00</u>
Total 3100 · Funds	117,986.80
3300 · Allocated Funds	-112,986.80
3900 · Funds Balance	62,984.25
Net Income	<u>11,461.40</u>
Total Equity	<u>73,932.88</u>
TOTAL LIABILITIES & EQUITY	<u><u>74,002.44</u></u>

Year to Date P&L

Apr 1 - Sep 29, 12

Ordinary Income/Expense

Income

49900 · Uncategorized Income	649.00
4000 · Dues	23,544.00
4100 · Conf income	
4101 · Registration	34,639.50
4102 · Meals	2,500.00
4103 · Iron in hat	3,780.00
4104 · Auction	19,884.00
4105 · Refund	-1,935.00
4106 · Merchandise Sales	<u>1,915.89</u>
Total 4100 · Conf income	60,784.39
4200 · Event income	
4201 · Evt registration	4,819.66
4200 · Event income - Other	<u>100.00</u>
Total 4200 · Event income	4,919.66
4299 · Bank interest	325.58
4300 · Miscellaneous income	
4305 · Merch/Memorabilia Sales	<u>-487.10</u>
Total 4300 · Miscellaneous income	<u>-487.10</u>

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Herb Upham

Total Income 89,735.53

Expense

5000 · Magazine
5001 · Magazine office 7,400.00
5003 · Magazine postage 817.23
5004 · Printing 5,952.57
5005 · Magazine Editor 1,800.00

Total 5000 · Magazine 15,969.80

5050 · Web Expenses 2,195.61

5100 · Conf expense
5101 · Site/setup 4,919.77
5102 · Demos 11,888.64
5103 · Lodging 2,866.90
5104 · Sales exp 3,032.98
5106 · Food exp 5,992.16
5107 · Supplies 1,964.60
5108 · Misc conf exp 11,282.14

Total 5100 · Conf expense 41,947.19

5200 · Event expense
5206 · Evt food 3,175.00

Total 5200 · Event expense 3,175.00

5300 · Ed/Training
5305 · Misc. Ed. Expense 93.50
5304 · Workshop materials 189.87

Total 5300 · Ed/Training 283.37

5400 · Scholarships
5410 · Other schools 400.00

Total 5400 · Scholarships 400.00

5500 · Library 42.14

6000 · Admin
6070 · Processing Fees 20.00
6015 · Secretary's Expense 64.68
6010 · Bookkeeping Expense 560.25

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6012 · Board meetings/travel	1,190.65
6014 · Office expense	127.55
6016 · Postage	89.17
6018 · Officer Stipend	3,600.00
6030 · Bank charges	416.70
6040 · CC Discount Fees	1,730.35
6050 · Lease, CC Machine	336.24
6060 · Membership	628.93
Total 6000 · Admin	<u>8,764.52</u>
6100 · Ins	
6110 · Accident insurance	4,246.50
6112 · D & O insurance	1,250.00
Total 6100 · Ins	<u>5,496.50</u>
Total Expense	<u>78,274.13</u>
Net Ordinary Income	<u>11,461.40</u>
Net Income	<u><u>11,461.40</u></u>

Quarterly P&L

Jul - Sep
12

Ordinary Income/Expense	
Income	
49900 · Uncategorized Income	534.00
4000 · Dues	4,250.00
4100 · Conf income	
4101 · Registration	0.00
Total 4100 · Conf income	<u>0.00</u>
4200 · Event income	
4201 · Evt registration	3,607.30
4200 · Event income - Other	100.00
Total 4200 · Event income	<u>3,707.30</u>
4299 · Bank interest	172.35
Total Income	<u>8,663.65</u>

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Expense

5000 · Magazine	
5001 · Magazine office	2,360.00
5003 · Magazine postage	403.28
5004 · Printing	3,590.93
5005 · Magazine Editor	<u>900.00</u>
Total 5000 · Magazine	7,254.21

5050 · Web Expenses	1,089.71
5200 · Event expense	
5206 · Evt food	<u>3,175.00</u>
Total 5200 · Event expense	3,175.00

5300 · Ed/Training	
5305 · Misc. Ed. Expense	93.50
5304 · Workshop materials	<u>189.87</u>
Total 5300 · Ed/Training	283.37

6000 · Admin	
6070 · Processing Fees	20.00
6015 · Secretary's Expense	64.68
6012 · Board meetings/travel	862.31
6016 · Postage	45.00
6018 · Officer Stipend	1,800.00
6030 · Bank charges	207.35
6040 · CC Discount Fees	169.77
6050 · Lease, CC Machine	183.22
6060 · Membership	<u>105.00</u>
Total 6000 · Admin	3,457.33

6100 · Ins	
6110 · Accident insurance	<u>4,246.50</u>
Total 6100 · Ins	<u>4,246.50</u>

Total Expense 19,506.12

Net Ordinary Income -10,842.47

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Net Income

-10,842.47

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	<u>Apr - Sep 12</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Ordinary Income/Expense				
Income				
49900 · Uncategorized Income	649.00	120.00	529.00	540.83%
4000 · Dues	23,544.00	29,149.00	-5,605.00	80.77%
4100 · Conf income				
4101 · Registration	34,639.50	27,127.71	7,511.79	127.69%
4102 · Meals	2,500.00			
4103 · Iron in hat	3,780.00	1,243.00	2,537.00	304.1%
4104 · Auction	19,884.00	2,260.00	17,624.00	879.82%
4105 · Refund	-1,935.00			
4106 · Merchandise Sales	1,915.89	2,423.00	-507.11	79.07%
Total 4100 · Conf income	60,784.39	33,053.71	27,730.68	183.9%
4200 · Event income				
4201 · Evt registration	4,819.66	8,344.00	-3,524.34	57.76%
4200 · Event income - Other	100.00			
Total 4200 · Event income	4,919.66	8,344.00	-3,424.34	58.96%
4299 · Bank interest	325.58	136.68	188.90	238.21%
4300 · Miscellaneous income				
4305 · Merch/Memorabilia Sales	-487.10	-5,256.85	4,769.75	9.27%
Total 4300 · Miscellaneous income	-487.10	-5,256.85	4,769.75	9.27%
Total Income	89,735.53	65,546.54	24,188.99	136.9%
Expense				
66900 · Reconciliation Discrepancies	0.00	-71.91	71.91	0.0%
69800 · Uncategorized Expenses	0.00	471.92	-471.92	0.0%
6200 · Special Projects	0.00	363.22	-363.22	0.0%
5000 · Magazine				
5001 · Magazine office	7,400.00	2,600.00	4,800.00	284.62%
5003 · Magazine postage	817.23	1,304.59	-487.36	62.64%

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5004 · Printing	5,952.57	3,794.79	2,157.78	156.86%
5005 · Magazine Editor	1,800.00	5,760.00	-3,960.00	31.25%
Total 5000 · Magazine	15,969.80	13,459.38	2,510.42	118.65%
5050 · Web Expenses	2,195.61	307.88	1,887.73	713.14%
5100 · Conf expense				
5101 · Site/setup	4,919.77	1,930.00	2,989.77	254.91%
5102 · Demos	11,888.64	5,204.00	6,684.64	228.45%
5103 · Lodging	2,866.90	776.20	2,090.70	369.35%
5104 · Sales exp	3,032.98	2,423.00	609.98	125.18%
5106 · Food exp	5,992.16	11,665.00	-5,672.84	51.37%
5107 · Supplies	1,964.60	5,580.09	-3,615.49	35.21%
5108 · Misc conf exp	11,282.14	470.00	10,812.14	2,400.46%
Total 5100 · Conf expense	41,947.19	28,048.29	13,898.90	149.55%
5200 · Event expense				
5204 · Evt sales exp	0.00	59.25	-59.25	0.0%
5205 · Evt credit card	0.00	75.54	-75.54	0.0%
5206 · Evt food	3,175.00	3,122.00	53.00	101.7%
Total 5200 · Event expense	3,175.00	3,256.79	-81.79	97.49%
5300 · Ed/Training				
5306 · Ed. Event Demonstrator	0.00	1,000.00	-1,000.00	0.0%
5305 · Misc. Ed. Expense	93.50	2,478.00	-2,384.50	3.77%
5304 · Workshop materials	189.87	597.76	-407.89	31.76%
Total 5300 · Ed/Training	283.37	4,075.76	-3,792.39	6.95%
5400 · Scholarships				
5410 · Other schools	400.00	200.00	200.00	200.0%
Total 5400 · Scholarships	400.00	200.00	200.00	200.0%
5500 · Library	42.14			
6000 · Admin				
6070 · Processing Fees	20.00	315.00	-295.00	6.35%
6015 · Secretary's Expense	64.68	7.95	56.73	813.59%
6013 · Registration	0.00	300.20	-300.20	0.0%
6010 · Bookkeeping Expense	560.25			
6011 · Tax Preparation	0.00	450.00	-450.00	0.0%
6012 · Board meetings/travel	1,190.65	3,252.28	-2,061.63	36.61%
6014 · Office expense	127.55	401.18	-273.63	31.79%
6016 · Postage	89.17	379.85	-290.68	23.48%
6018 · Officer Stipend	3,600.00	10,800.00	-7,200.00	33.33%
6020 · Taxes & fees	0.00	206.59	-206.59	0.0%
6030 · Bank charges	416.70	154.44	262.26	269.81%

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6040 · CC Discount Fees	1,730.35	810.86	919.49	213.4%
6050 · Lease, CC Machine	336.24	195.75	140.49	171.77%
6060 · Membership	628.93	170.00	458.93	369.96%
Total 6000 · Admin	<u>8,764.52</u>	<u>17,444.10</u>	<u>-8,679.58</u>	<u>50.24%</u>
6100 · Ins				
6110 · Accident insurance	4,246.50	1,201.50	3,045.00	353.43%
6112 · D & O insurance	1,250.00	1,250.00	0.00	100.0%
6114 · Liability insurance	0.00	3,045.00	-3,045.00	0.0%
Total 6100 · Ins	<u>5,496.50</u>	<u>5,496.50</u>	<u>0.00</u>	<u>100.0%</u>
Total Expense	<u>78,274.13</u>	<u>73,051.93</u>	<u>5,222.20</u>	<u>107.15%</u>
Net Ordinary Income	<u>11,461.40</u>	<u>-7,505.39</u>	<u>18,966.79</u>	<u>-152.71%</u>
Net Income	<u>11,461.40</u>	<u>-7,505.39</u>	<u>18,966.79</u>	<u>-152.71%</u>

Versus Previous Year

	<u>Apr - Sep 12</u>	<u>Apr - Sep 11</u>	<u>\$ Change</u>	<u>% Change</u>
Ordinary Income/Expense				
Income				
49900 · Uncategorized Income	649.00	120.00	529.00	440.83%
4000 · Dues	23,544.00	29,149.00	-5,605.00	-19.23%
4100 · Conf income				
4101 · Registration	34,639.50	27,127.71	7,511.79	27.69%
4102 · Meals	2,500.00	0.00	2,500.00	100.0%
4103 · Iron in hat	3,780.00	1,243.00	2,537.00	204.1%
4104 · Auction	19,884.00	2,260.00	17,624.00	779.82%

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4105 · Refund	-1,935.00	0.00	-1,935.00	-100.0%
4106 · Merchandise Sales	<u>1,915.89</u>	<u>2,423.00</u>	<u>-507.11</u>	<u>-20.93%</u>
Total 4100 · Conf income	60,784.39	33,053.71	27,730.68	83.9%
4200 · Event income				
4201 · Evt registration	4,819.66	8,344.00	-3,524.34	-42.24%
4200 · Event income - Other	<u>100.00</u>	<u>0.00</u>	<u>100.00</u>	<u>100.0%</u>
Total 4200 · Event income	4,919.66	8,344.00	-3,424.34	-41.04%
4299 · Bank interest	325.58	136.68	188.90	138.21%
4300 · Miscellaneous income				
4305 · Merch/Memorabilia Sales	<u>-487.10</u>	<u>-5,256.85</u>	<u>4,769.75</u>	<u>90.73%</u>
Total 4300 · Miscellaneous income	<u>-487.10</u>	<u>-5,256.85</u>	<u>4,769.75</u>	<u>90.73%</u>
Total Income	89,735.53	65,546.54	24,188.99	36.9%
Expense				
66900 · Reconciliation Discrepancies	0.00	-71.91	71.91	100.0%
69800 · Uncategorized Expenses	0.00	471.92	-471.92	-100.0%
6200 · Special Projects	0.00	363.22	-363.22	-100.0%
5000 · Magazine				
5001 · Magazine office	7,400.00	2,600.00	4,800.00	184.62%
5003 · Magazine postage	817.23	1,304.59	-487.36	-37.36%
5004 · Printing	5,952.57	3,794.79	2,157.78	56.86%
5005 · Magazine Editor	<u>1,800.00</u>	<u>5,760.00</u>	<u>-3,960.00</u>	<u>-68.75%</u>
Total 5000 · Magazine	15,969.80	13,459.38	2,510.42	18.65%
5050 · Web Expenses	2,195.61	307.88	1,887.73	613.14%
5100 · Conf expense				

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5101 · Site/setup	4,919.77	1,930.00	2,989.77	154.91%
5102 · Demos	11,888.64	5,204.00	6,684.64	128.45%
5103 · Lodging	2,866.90	776.20	2,090.70	269.35%
5104 · Sales exp	3,032.98	2,423.00	609.98	25.18%
5106 · Food exp	5,992.16	11,665.00	-5,672.84	-48.63%
5107 · Supplies	1,964.60	5,580.09	-3,615.49	-64.79%
5108 · Misc conf exp	<u>11,282.14</u>	<u>470.00</u>	<u>10,812.14</u>	<u>2,300.46%</u>
Total 5100 · Conf expense	41,947.19	28,048.29	13,898.90	49.55%
5200 · Event expense				
5204 · Evt sales exp	0.00	59.25	-59.25	-100.0%
5205 · Evt credit card	0.00	75.54	-75.54	-100.0%
5206 · Evt food	<u>3,175.00</u>	<u>3,122.00</u>	<u>53.00</u>	<u>1.7%</u>
Total 5200 · Event expense	3,175.00	3,256.79	-81.79	-2.51%
5300 · Ed/Training				
5306 · Ed. Event Demonstrator	0.00	1,000.00	-1,000.00	-100.0%
5305 · Misc. Ed. Expense	93.50	2,478.00	-2,384.50	-96.23%
5304 · Workshop materials	<u>189.87</u>	<u>597.76</u>	<u>-407.89</u>	<u>-68.24%</u>
Total 5300 · Ed/Training	283.37	4,075.76	-3,792.39	-93.05%
5400 · Scholarships				
5410 · Other schools	<u>400.00</u>	<u>200.00</u>	<u>200.00</u>	<u>100.0%</u>
Total 5400 · Scholarships	400.00	200.00	200.00	100.0%
5500 · Library	42.14	0.00	42.14	100.0%
6000 · Admin				
6070 · Processing Fees	20.00	315.00	-295.00	-93.65%
6015 · Secretary's Expense	64.68	7.95	56.73	713.59%
6013 · Registration	0.00	300.20	-300.20	-100.0%
6010 · Bookkeeping	560.25	0.00	560.25	100.0%

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Expense

6011 · Tax Preparation	0.00	450.00	-450.00	-100.0%
6012 · Board meetings/travel	1,190.65	3,252.28	-2,061.63	-63.39%
6014 · Office expense	127.55	401.18	-273.63	-68.21%
6016 · Postage	89.17	379.85	-290.68	-76.53%
6018 · Officer Stipend	3,600.00	10,800.00	-7,200.00	-66.67%
6020 · Taxes & fees	0.00	206.59	-206.59	-100.0%
6030 · Bank charges	416.70	154.44	262.26	169.81%
6040 · CC Discount Fees	1,730.35	810.86	919.49	113.4%
6050 · Lease, CC Machine	336.24	195.75	140.49	71.77%
6060 · Membership	<u>628.93</u>	<u>170.00</u>	<u>458.93</u>	<u>269.96%</u>
Total 6000 · Admin	<u>8,764.52</u>	<u>17,444.10</u>	<u>-8,679.58</u>	<u>-49.76%</u>
6100 · Ins				
6110 · Accident insurance	4,246.50	1,201.50	3,045.00	253.43%
6112 · D & O insurance	1,250.00	1,250.00	0.00	0.0%
6114 · Liability insurance	<u>0.00</u>	<u>3,045.00</u>	<u>-3,045.00</u>	<u>-100.0%</u>
Total 6100 · Ins	<u>5,496.50</u>	<u>5,496.50</u>	<u>0.00</u>	<u>0.0%</u>
Total Expense	<u>78,274.13</u>	<u>73,051.93</u>	<u>5,222.20</u>	<u>7.15%</u>
Net Ordinary Income	<u>11,461.40</u>	<u>-7,505.39</u>	<u>18,966.79</u>	<u>252.71%</u>
Net Income	<u><u>11,461.40</u></u>	<u><u>-7,505.39</u></u>	<u><u>18,966.79</u></u>	<u><u>252.71%</u></u>

Wayne's World, 2013 proposed budget

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

Full conference price=	95
One day conference price =	60
Half day conference no meals	40
Late reg fee	20

Budget

Actua

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EVENT COST ITEMS

Demonstrator and travel				400
Material for demonstrator				150
fuel for forges and tent/shop heat				150
Oxy Acc gas				0
Abrasives & other consumables				10
Trash				132
Porta Potty				195
Electricity (if conference has + inc.)				50
Un-forecast costs for last minute needs				90
Food to serve	21	people, at	35	\$ each = 735
Total event costs				1912

EVENT INCOME ITEMS

Late reg fee forecast	9	people, at \$ each	20	\$ each = 180
Late reg fee actual	0	people, at \$ each	20	\$ each =
Full attendance forecast	16	people, at \$ each	95	\$ each = 1520
Full attendance actual	0	people, at \$ each	95	\$ each =
One day attendance forecast	5	people, at \$ each	60	\$ each = 300
One day attendance actual	0	people, at \$ each	60	\$ each =
Half day, no meals forecast	0	people, at \$ each	30	\$ each = 0
Half day, no meals actual	0	people, at \$ each	30	\$ each =
Total GATE Income forecast				2000
total GATE Income actual				

Auction receipts				
iron in the hat receipts				
Net over or under budget forecast				88.00

Total income gate, iron in the hat and auction

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

Space for unrembured expenses, none at the moment.

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Cash box Accounting.

GATE collected online	0
GATE collected AT EVENT	0
IRON in the hat ticketts	0
Auction income	0
TOTAL Income for event (same as line 43)	0
less money collected online	0
Cash collected at event (total - online)	0

Items paid for out of pocket

Propane (dealer was closed when we arrived to fill tanks)	0
Unforcast costs (tarps etc)	0
Electricity	0
TOTAL OUT OF POCKET	0
CASH COLLECTED AT EVENT	0
OUT OF POCKET EXPENSES	0
RECEPTS TO BE SENT TO C.B.A.	0

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