

Agenda/Minutes

CBA Board Meeting
April 5, 2013
Spring Conference

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
13. Anton Standteiner *
14. Michael Wood *
15. Brad Young *
16. Mike Mumford *

*Indicates present

Board members not attending:

Monica Coyne
Georg O' Gorman
Alan Drew
Lisa Guthrie

AGENDA

1. Attendance – Herb Upham
 - a. Roll: Board Members (10) Guests (11)
2. Approval of Agenda – Herb Upham
Approved ...
3. Approval of Minutes – Herb Upham
 - a. By e-mail 10/24/2012 ... posted on calsmith.org web site
4. Treasurer's Report – Tom Owens
See attachments at end ...
5. Future SC updates (pulled up by agreement)

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- a. 2014 Vista Antique Tractor Museum April 24-26 (Dave Vogel) P. Parkinson and Fred Krist, Beth Holmberg in charge of workshops (all day workshop Thursday) **Approved**
- b. 2015 Hollister (Re Monaco + Kirk McNeil) Bolloto Park San Benito FG April 24-26 **Approved**
- c. 2016 Ferndale (Joe Koaches) Joe to provide budget and date **Approved**

6. Vice President's report

Dennis resigned as VP.

ACTION: Lisa, please keep Dennis as the VP e-mail contact until advised ...
Dennis is using the address for Spring Conference (Dennis released the e-mail address on 4/9/2013) **Complete**

I would like to ask if the CBA Board would sponsor the California Blacksmith War team competing at Western States in August. Last time the team spent around \$1050. just in transportation, \$300 in coal in preparation and competing, and around \$ 200 in acy/ oxy. So some were around \$1500. The conference fee, lodging and food are not part of this request.

Thanks for your time. Dennis Dusek

Item tabled to July meeting due to not having an approved budget

Committee Reports:

1. Spring Conference – Dennis
Lots of positive comments, approximately 400 attendees
2. Membership - Lance Jensen

964 with 420 renewed April 1

3. Publication – No report, no committee
No report
4. Promotions – Bob Jensen
No report
5. Magazine - Mike Mumford

Editor Inputs for CBA Spring 2013 board meeting
1 April 2013 (no foolin')

1. . **General:** My general comments are mostly same a last time: going pretty well; I feel like we've completed two good years 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

2. Operations:

I appreciate everyone's cooperation, BUT: we still need more home-grown articles. (Every newsletter editor has this problem).

PLEASE: do not assume that I hear about an event, class, or happening. I would much rather be told about something by many people than not know about it.

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I've had poor response from our members who received their instructor's certificates. Again, I will ask Education leaders to remind instructor certificate candidates that we want to get the info from their instructor demonstration in order to create magazine articles from those demos.

We have changed our process a little bit - going to a planned, normal second-wave mailing from the printer/mailer, rather than sending a box of extras to the membership chairman. This seems to be working well.

3. **Statistics**

Average number printed in May 2012 thru Mar 2013: 878

Max number printed (Mar-Apr 2013): 1027

4. **Web**

I'll plan to update the web postings after the May issue comes out.

5. **Article reprints**

We had 11 articles reprinted during 2012. So far in 2013, we have had an additional 3 articles reprinted.

6. **Editor exchange**

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

7. **Magazine Content**

7a. **Instructor articles**

Need to stay on top of this.

7b. **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

8. **Article Submissions**

Nothing new.

9. **Current Status**

May-Jun is in final production now, a few days ahead of schedule.

I have a fairly full article list for July-Aug.

Respectfully Submitted,

Mike Mumford

Editor, California Blacksmith Magazine

6. Website – Lisa Guthrie

Basically posting has gone along smoothly and we have kept up to date with events such as Wayne's World and Spring Conference.

There was a day that the site was down due to webmaster error! The renewal lapsed with the transfer of isp's and messages went to Stu instead of me. After a long Valentines Day we resolved the issue and got the site up and running in spite of an attempted extortion by a service provider called Enom. Renewal is set for automatic renewal at the cost of \$15.00 per

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year.

I am now the official contact, the domain name registration is renewed and on April 14th the site will be transferred to Hostgator under my account at no charge - this will take place at the end of a required 60 day waiting period.

Other than those issues, it has been running smoothly.

Classes are posted through July and this month I will update through October as my goal is to keep postings running at least 6 months out.

7. Library – Alan Drew

Library;

On February 17th the library was transferred to its new home at Alan Drew and Lisa Guthrie's home in Carmel Valley.

I did not have to purchase any new shelving at this time.

We were given a huge glass fronted case which is more than adequate to house the library.

When the library moves again we can consider plastic storage boxes, etc. that I mentioned at the last meeting.

I have still working on the physical inventory of the library.

A casual inventory shows all books accounted for.

Overdue and lost material;

There is one DVD (DV-5 Brad Silberberg Texturing and Surface Detail) that was checked out over a year ago and has not been returned.

The borrower sent back the DVD jacket on March 19th 2012.

However, the DVD was not in the Jacket.

I have emailed the borrower asking him to resolve this before the spring Conference.

I will give the board an update by Conference time.

We have added new books and DVD's to the library

Anvils Through The Ages

Metall Design 2013

Jim Austin's Bearded Axe DVD

Darryl Nelson's Forging Animal DVDs (set of 4)

Magazine & Web based check out process;

I created a simple standard Library Check-Out form.

I have included this in all of my return emails to people who are interested in checking out material.

Mike will include a copy of the library form in the CBA Magazine.

We'll move forward in that department by submitting regular news about what's available in the Library, reviews, etc.

I've started dialog with the Tom and Lisa about creating a web based library check-out system.

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This would mean re-doing the library page and creating a PayPal process for the library.
I think it would increase library use if a borrower could complete the check-out via the internet.

Action: Terminate membership of offending person, Alan to send registered mail
Approved unanimously

8. Grants - Daniel Dole Kirk McNeill

I have had one scholarship request.
I'm going to recommend that we fund it.

My name is Kacy Ganley. I am interested in applying for a scholarship grant for Daniel Millers workshop at John McLellan's shop May 31 through June 2. I have been a CBA member for two years and saw Daniel's demonstration at the 2011 Oktoberfest. The class is \$270. My interest in Daniel's work stems from stylistic parallels in my own, in particular his complex and accented joinery. I am largely self taught as a blacksmith and an opportunity to work hands on with Daniel and his students would undoubtedly advance my process. I have been encouraged by Peter Clark to apply for this grant so I would be able to attend. I would gladly write an article of my experience for the CBA to be completed the following month or publication cycle. Thank you,

Kacy Ganley

Approved, unanimous

Discussion, Dan Dole suggested that interviews with Mike Mumford be substituted for article or demonstration requirement. Additionally Dan will write an article about grants and scholarships, Dan will work with Mike to accomplish this.

9. Education - (Peter/Dennis)

No Committee chair ... Chair needs to be identified to plan budget and other duties ...

10. Election Committee – Dennis Dusek

ACTION Need chain

Bob Jensen	57
Anton "Toni" Standteiner	62
Brad Young	56
Michael Wood	58

11. Finance Committee - Alan Drew

Finance Committee;

Finance committee has had no activity to report.

I have asked to be relieved of the Finance Chair position as soon as the president
Can assign the position to another.

12. Safety Committee - Georg O'Gorman

Nothing new to report

13. Policies and Procedures - John McLellan

No report

14. Conference Coordinator- Mario Baggiolini

No report, Need replacement

Old Business:

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- a. Action Items from Oct meeting
 - i. **ACTION** Agenda item review reduced rate membership in Jan meeting **moved to SC meeting** Lance recommends no.
 - ii. **ACTION** further discussion at Jan meeting regarding promotion and growth goal **moved to SC meeting** Held over to July 2013 meeting (Monica Bob ... Lowell to call)
 - iii. **ACTION Bob to report to Lowell this week on brochure** ... Lowell working with Monica and will follow-up at July board meeting
 - iv. **ACTION ... discuss proposal of teaching station at SC2013 meeting** ... pending input from board ... need detailed budget (Earlier proposal was to lease or buy portable station ... no specific detailed proposal) ... tabled until Education Chair and committee are in place for leading this activity.
 - v. **ACTION Tom to send Herb the desired process** for auction tag management **Complete**
 - vi. **ACTION: Add ytd actual compared to ytd actual in the prior year presented- in addition to the ytd vs annual that is presented Complete**
- b. SC 2014 Vista update ... moved earlier in meeting
- c. SC2015 Hollister update ... moved earlier in meeting

New Business:

1. Approval of 2013-2014 Budget, attached same as last year (Motion: Continue using 2012-2013 budget until July 2013 meeting for review and approval then including committee chairs input) Motion unanimous
2. Election of Officers
 - a. Treas Tom Owens
 - b. Sec Herb Upham
 - c. VP John McLellan
 - d. Pres Lowell Chaput (3rd term ... 2014 need to replace)
3. Appointments to fill vacancies
 - a. Officers ... none
 - b. Board Members ... None
4. Bridge Troll for new Bay Bridge (**CBA Sponsored** Workshop to be presented to People of California) possible leader: **Action:** Michael Wood to make proposal ...

Correspondence:

Bereavement card for Walt Evans

Comments and questions:

Adjourned: 7:05 pm

Budget vs actual

California Blacksmiths Association		Current Year	Current Year	Prior Year	Prior Year	Prior Year
2012-2013 Operating Budget		2013-2014	2012-2013	2011-2012	2010-2011	2009-2010
<i>Fiscal Yr. April 1st. - March 31st.</i>		Budget	Actual	Actual	Actual	Actual
	# of Active Memberships (ending)	613*	970	891	813	714
	INCOME					
4000	Member Dues	58,000	44,593	53,351	42,785	34,315
4100	<i>Conference Income</i>					
4101	Registration	43,400	57,958	32,423	28,817	38,853
4102	Meals	9,750	4,000	775	0	300
4103	Iron Hat	2,000	3,780	1,263	1,460	2,317
4104	Auction	8,000	19,884	2,260	9,749	15,320
4105	Refund	0	(1,935)	0	0	(149)
4106	Merchandise	4,500	2,001	2,423	3,158	3,267
4107	Advertising	0	0	0	0	225
4110	Misc. Conference Income	500	0	0	984	2,605
4100	Total Conference Income	68,150	85,687	39,144	44,168	62,738
4200	<i>Event Income</i>					
4201	Registration	20,000	13,113	17,409	14,914	13,524
4202	Event Sales	3,500	880	3,644	0	0
4204	Iron Hat	1,500	1,217	1,227	1,280	1,074
4205	Misc. Event Income	500	100	216	920	720
4207	Auction	2,500	2,598	2,185	1,880	2,581
4200	Total Event Income	28,000	17,908	24,681	18,994	17,899
4300	<i>Misc. Income</i>					
4301	Contributions/Gifts	0	6,626	5,000	340	66
4302	Grants	0	0	0	2,000	0
4303	Library Fees	0	0	0	25	35
4305	Merchandise Sales	450	0	(5,238)	60	4
4300	Other Misc. Income	120	0	130	275	0
4300	Total Misc. Income	570	6,626	(108)	2,700	105
4299	Bank Interest	200	115	189	225	505
	TOTAL INCOME	154,920	154,929	117,257	108,871	115,562
	EXPENSE					
6200	<i>Special Projects</i>	363	1,719	363		
6201	Magazine Archive	0	0	0	0	1,025
6200	Total Special Projects	363	1,719	363	0	1,025
5000	<i>Magazine Expense</i>					
5003	Postage	2,800	839	2,253	2,661	3,163
5004	Printing	6,900	12,780	6,516	24,571	26,303
5005	Magazine Editor	7,000	3,600	5,760	0	42
5000	Magazine Office	12,500	14,840	10,600	0	1,278

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5000	Total Magazine Expense	29,200	32,059	25,129	27,232	30,786
5050	Website Expense	4,200	4,328	682	498	0
5100	<i>Conference Expense</i>					
5101	Site/Set-up	11,500	10,386	7,279	4,654	4,930
5102	Demos	13,600	11,889	5,204	8,217	5,799
5103	Lodging	1,600	2,867	776	5,297	2,572
5104	Sales Expense	3,280	3,033	2,423	2,433	2,493
5106	Food	9,800	5,992	16,390	6,170	10,120
5107	Supplies	2,600	2,191	5,824	1,753	2,280
5108	Misc Conference Expense	4,012	12,612	584	1,637	5,746
5100	Total Conference Expense	46,392	48,969	38,480	30,161	33,940
5200	<i>Event Expense</i>					
5201	Site/Setup	4,500	1,625	1,771	2,653	3,058
5202	Demos	10,000	1,625	400	2,100	2,650
5203	Evt. Logging	2,500	149	135		
5204	Evt Sales exp	1,500	0	316		
5205	Evt Credit Card	1,200	0	416		
5206	Food	7,000	8,086	8,362	7,261	8,616
5207	Supplies	0	3,372	1,728	2,884	3,645
5200	Total Event Expense	26,700	14,857	13,128	14,898	17,969
5300	<i>Education & Training</i>					
5306	Educ. Demonstrator	4,000	1,906	3,421	1,484	500
5305	Misc. Educ. Expense	4,800	1,506	5,132	1,963	1,757
5303	Instructor Training	3,500	765	3,218	1,930	521
5304	Workshop Materials	2,000	1,178	1,425	2,475	1,700
5300	Total Educ. & Training Expense	14,300	5,355	13,197	7,852	4,478
5400	<i>Scholarships Expense</i>					
5410	Other Schools	400	800	1,000	0	290
5400	Other Scholarships	2,000	0	1,000	1,750	2,000
5400	Total Scholarships	2,400	800	2,000	1,750	2,290
5500	Library	500	459	0	376	0
5800	Safety Educ. & Training	50	0	0	61	0
6000	<i>Administration</i>					
6070	Processing Fees	350	40	315	13	0
6015	Secretary's Expense	500	104	27	221	1,438
6013	Registration	1,000	0	300	656	918
6010	Bookkeeping Expense	75	560	0	6	0
6011	Tax Preparation	450	480	450	500	400
6012	Board Meetings/Travel	3,500	1,959	3,612	1,721	4,885
6014	Office Expense	500	386	522	233	502
6016	Postage	450	226	457	145	1,061
6018	Officer Stipend	10,800	7,200	17,400	14,400	14,400

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6020	Taxes & Fees	250	60	206	60	110
6025	Returned Checks	0	0	0	0	80
6030	Bank Charges	500	542	1,690	404	532
6040	Credit Card Discount Fees	1,200	2,365	1,094	2,221	2,739
6050	Lease, CC Machine	800	796	679	813	842
6060	Membership	1,600	839	395	1,618	1,920
6065	Contributions/Donations	500	500	500	500	600
6000	Total Administration	22,475	16,057	27,647	23,512	30,426
6100	<i>Insurance</i>					
6110	Accident Insurance	1,202	1,202	1,202	1,202	1,202
6112	D&O Insurance	1,250	1,250	1,250	1,250	1,250
6114	General Liability Insurance	3,045	3,045	3,045	3,045	3,045
6100	Insurance Expense	5,497	5,497	5,497	5,497	5,497
	TOTAL EXPENSE	152,077	130,100	126,123	111,836	126,410
	NET INCOME	2,843	24,830	(8,866)	(2,965)	(10,848)
	RESERVES					

2012-2013 P&L

Apr '12 - Mar 13

Ordinary Income/Expense

Income

4000 · Dues	44,592.85
4100 · Conf income	
4101 · Registration	57,957.60
4102 · Meals	4,000.00
4103 · Iron in hat	3,780.00
4104 · Auction	19,884.00
4105 · Refund	-1,935.00
4106 · Merchandise Sales	2,000.89
Total 4100 · Conf income	<u>85,687.49</u>

4200 · Event income

4201 · Evt registration	14,322.13
4202 · Evt sales	880.00
4204 · Evt Iron in hat	1,217.00
4207 · Evt Auction	2,597.50

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4200 · Event income - Other	100.00
Total 4200 · Event income	<u>19,116.63</u>
4299 · Bank interest	114.89
4300 · Miscellaneous income	
4301 · Contributions/gifts	<u>6,626.23</u>
Total 4300 · Miscellaneous income	<u>6,626.23</u>
 Total Income	 <u>156,138.09</u>
 Gross Profit	 156,138.09
 Expense	
66900 · Reconciliation Discrepancies	1,719.00
5000 · Magazine	
5001 · Magazine office	14,840.00
5003 · Magazine postage	839.26
5004 · Printing	12,780.03
5005 · Magazine Editor	<u>3,600.00</u>
Total 5000 · Magazine	32,059.29
5050 · Web Expenses	4,327.87
5100 · Conf expense	
5101 · Site/setup	10,385.77
5102 · Demos	11,888.64
5103 · Lodging	2,866.90
5104 · Sales exp	3,032.98
5106 · Food exp	5,992.16
5107 · Supplies	2,190.60
5108 · Misc conf exp	<u>12,612.37</u>
Total 5100 · Conf expense	48,969.42
5200 · Event expense	
5201 · Evt site/setup	1,624.60
5202 · Evt demos	1,624.86
5203 · Evt lodging	148.77
5206 · Evt food	8,086.32
5207 · Evt supplies	<u>3,372.40</u>
Total 5200 · Event expense	14,856.95
5300 · Ed/Training	

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5306 · Ed. Event Demonstrator	1,905.50
5305 · Misc. Ed. Expense	937.66
5301 · Basic class development	376.00
5302 · Basic class support	192.50
5303 · Instructor training	765.00
5304 · Workshop materials	<u>1,178.08</u>
Total 5300 · Ed/Training	5,354.74
5400 · Scholarships	
5410 · Other schools	<u>800.00</u>
Total 5400 · Scholarships	800.00
5500 · Library	459.21
6000 · Admin	
6070 · Processing Fees	40.00
6015 · Secretary's Expense	103.68
6010 · Bookkeeping Expense	560.25
6011 · Tax Preparation	480.00
6012 · Board meetings/travel	1,959.21
6014 · Office expense	385.71
6016 · Postage	226.39
6018 · Officer Stipend	7,200.00
6020 · Taxes & fees	60.00
6030 · Bank charges	541.88
6040 · CC Discount Fees	2,364.74
6050 · Lease, CC Machine	795.84
6060 · Membership	838.93
6065 · Contributions/Donations	<u>500.00</u>
Total 6000 · Admin	16,056.63
6100 · Ins	
6110 · Accident insurance	1,201.50
6112 · D & O insurance	1,250.00
6114 · Liability insurance	<u>3,045.00</u>
Total 6100 · Ins	<u>5,496.50</u>
Total Expense	<u>130,099.61</u>
Net Ordinary Income	<u>26,038.48</u>
Net Income	<u><u>26,038.48</u></u>

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Last Quarter P&L

	<u>Jan - Mar 13</u>
Ordinary Income/Expense	
Income	
4000 · Dues	18,814.85
4100 · Conf income	
4101 · Registration	23,318.10
4102 · Meals	<u>1,500.00</u>
Total 4100 · Conf income	24,818.10
4200 · Event income	
4201 · Evt registration	<u>1,208.88</u>
Total 4200 · Event income	1,208.88
4299 · Bank interest	11.13
4300 · Miscellaneous income	
4301 · Contributions/gifts	<u>6,626.23</u>
Total 4300 · Miscellaneous income	<u>6,626.23</u>
 Total Income	 <u>51,479.19</u>
 Gross Profit	 51,479.19
 Expense	
5000 · Magazine	
5001 · Magazine office	2,480.00
5004 · Printing	4,533.06
5005 · Magazine Editor	<u>900.00</u>
Total 5000 · Magazine	7,913.06
5050 · Web Expenses	1,062.65
5100 · Conf expense	
5101 · Site/setup	6,000.00
5107 · Supplies	226.00
5108 · Misc conf exp	<u>771.48</u>
Total 5100 · Conf expense	6,997.48

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5200 · Event expense	
5201 · Evt site/setup	100.00
5203 · Evt lodging	148.77
5206 · Evt food	725.00
5207 · Evt supplies	<u>1,175.40</u>
Total 5200 · Event expense	2,149.17
5300 · Ed/Training	
5306 · Ed. Event Demonstrator	1,613.00
5305 · Misc. Ed. Expense	611.16
5304 · Workshop materials	<u>508.00</u>
Total 5300 · Ed/Training	2,732.16
5500 · Library	417.07
6000 · Admin	
6070 · Processing Fees	20.00
6015 · Secretary's Expense	39.00
6012 · Board meetings/travel	123.00
6014 · Office expense	250.33
6016 · Postage	132.92
6018 · Officer Stipend	1,800.00
6030 · Bank charges	142.83
6040 · CC Discount Fees	210.00
6050 · Lease, CC Machine	230.07
6060 · Membership	<u>105.00</u>
Total 6000 · Admin	<u>3,053.15</u>
Total Expense	<u>24,324.74</u>
Net Ordinary Income	<u>27,154.45</u>
Net Income	<u><u>27,154.45</u></u>

Balance Sheet

Mar 30, 13

ASSETS

Current Assets

Checking/Savings

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1000 · Checking	
1005 · Main Checking 2865	23,093.66
1035 · Merchant Acct 8622	-10.00
1050 · Sect. Acct 6404	<u>2,816.00</u>
Total 1000 · Checking	25,899.66
1100 · Savings	
1106 · Toomey Memorial	10,000.25
1115 · Bedayn Thomson	2,540.52
1105 · Savings 0334	35,702.94
1150 · CD savings	<u>15,965.34</u>
Total 1100 · Savings	<u>64,209.05</u>
Total Checking/Savings	<u>90,108.71</u>
Total Current Assets	<u>90,108.71</u>
TOTAL ASSETS	<u><u>90,108.71</u></u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
20000 · Accounts Payable	<u>-20.80</u>
Total Accounts Payable	-20.80
Credit Cards	
2060 · WF Visa -7362	<u>69.56</u>
Total Credit Cards	<u>69.56</u>
Total Current Liabilities	<u>48.76</u>
Total Liabilities	48.76
Equity	
3000 · Opening Bal Equity	-5,512.77
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>

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Total 3100 · Funds	117,986.80
	-
3300 · Allocated Funds	112,986.80
3900 · Funds Balance	63,986.88
Net Income	26,585.84
Total Equity	<u>90,059.95</u>
TOTAL LIABILITIES & EQUITY	<u><u>90,108.71</u></u>

Wayne's World

	<u>Wayne's World</u>	<u>TOTAL</u>
Ordinary Income/Expense		
Income		
4200 · Event income		
4201 · Evt registration	1,208.88	1,208.88
Total 4200 · Event income	<u>1,208.88</u>	<u>1,208.88</u>
Total Income	<u>1,208.88</u>	<u>1,208.88</u>
Gross Profit	1,208.88	1,208.88
Expense		
5200 · Event expense		
5206 · Evt food	725.00	725.00
5207 · Evt supplies	252.40	252.40
Total 5200 · Event expense	<u>977.40</u>	<u>977.40</u>
Total Expense	<u>977.40</u>	<u>977.40</u>
Net Ordinary Income	<u>231.48</u>	<u>231.48</u>
Net Income	<u><u>231.48</u></u>	<u><u>231.48</u></u>

2013-2014 Operating Budget (for Approval)

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California Blacksmiths Association		Current Year	Current Year	Prior Year	Prior Year	Prior Year
2012-2013 Operating Budget		2013-2014	2012-2013	2011-2012	2010-2011	2009-2010
<i>Fiscal Yr. April 1st. - March 31st.</i>		Budget	Actual	Actual	Actual	Actual
	<i># of Active Memberships (ending)</i>	613*	970	891	813	714
	INCOME					
4000	Member Dues	58,000	44,593	53,351	42,785	34,315
4100	<i>Conference Income</i>					
4101	Registration	43,400	57,958	32,423	28,817	38,853
4102	Meals	9,750	4,000	775	0	300
4103	Iron Hat	2,000	3,780	1,263	1,460	2,317
4104	Auction	8,000	19,884	2,260	9,749	15,320
4105	Refund	0	(1,935)	0	0	(149)
4106	Merchandise	4,500	2,001	2,423	3,158	3,267
4107	Advertising	0	0	0	0	225
4110	Misc. Conference Income	500	0	0	984	2,605
4100	Total Conference Income	68,150	85,687	39,144	44,168	62,738
4200	<i>Event Income</i>					
4201	Registration	20,000	13,113	17,409	14,914	13,524
4202	Event Sales	3,500	880	3,644	0	0
4204	Iron Hat	1,500	1,217	1,227	1,280	1,074
4205	Misc. Event Income	500	100	216	920	720
4207	Auction	2,500	2,598	2,185	1,880	2,581
4200	Total Event Income	28,000	17,908	24,681	18,994	17,899
4300	<i>Misc. Income</i>					
4301	Contributions/Gifts	0	6,626	5,000	340	66
4302	Grants	0	0	0	2,000	0
4303	Library Fees	0	0	0	25	35
4305	Merchandise Sales	450	0	(5,238)	60	4
4300	Other Misc. Income	120	0	130	275	0
4300	Total Misc. Income	570	6,626	(108)	2,700	105
4299	Bank Interest	200	115	189	225	505
	TOTAL INCOME	154,920	154,929	117,257	108,871	115,562
	EXPENSE					
6200	<i>Special Projects</i>	363	1,719	363		
6201	Magazine Archive	0	0	0	0	1,025
6200	Total Special Projects	363	1,719	363	0	1,025
5000	<i>Magazine Expense</i>					
5003	Postage	2,800	839	2,253	2,661	3,163
5004	Printing	6,900	12,780	6,516	24,571	26,303
5005	Magazine Editor	7,000	3,600	5,760	0	42
5000	Magazine Office	12,500	14,840	10,600	0	1,278
5000	Total Magazine Expense	29,200	32,059	25,129	27,232	30,786
5050	Website Expense	4,200	4,328	682	498	0

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5100	<i>Conference Expense</i>					
5101	Site/Set-up	11,500	10,386	7,279	4,654	4,930
5102	Demos	13,600	11,889	5,204	8,217	5,799
5103	Lodging	1,600	2,867	776	5,297	2,572
5104	Sales Expense	3,280	3,033	2,423	2,433	2,493
5106	Food	9,800	5,992	16,390	6,170	10,120
5107	Supplies	2,600	2,191	5,824	1,753	2,280
5108	Misc Conference Expense	4,012	12,612	584	1,637	5,746
5100	Total Conference Expense	46,392	48,969	38,480	30,161	33,940
5200	<i>Event Expense</i>					
5201	Site/Setup	4,500	1,625	1,771	2,653	3,058
5202	Demos	10,000	1,625	400	2,100	2,650
5203	Evt. Logging	2,500	149	135		
5204	Evt Sales exp	1,500	0	316		
5205	Evt Credit Card	1,200	0	416		
5206	Food	7,000	8,086	8,362	7,261	8,616
5207	Supplies	0	3,372	1,728	2,884	3,645
5200	Total Event Expense	26,700	14,857	13,128	14,898	17,969
5300	<i>Education & Training</i>					
5306	Educ. Demonstrator	4,000	1,906	3,421	1,484	500
5305	Misc. Educ. Expense	4,800	1,506	5,132	1,963	1,757
5303	Instructor Training	3,500	765	3,218	1,930	521
5304	Workshop Materials	2,000	1,178	1,425	2,475	1,700
5300	Total Educ. & Training Expense	14,300	5,355	13,197	7,852	4,478
5400	<i>Scholarships Expense</i>					
5410	Other Schools	400	800	1,000	0	290
5400	Other Scholarships	2,000	0	1,000	1,750	2,000
5400	Total Scholarships	2,400	800	2,000	1,750	2,290
5500	Library	500	459	0	376	0
5800	Safety Educ. & Training	50	0	0	61	0
6000	<i>Administration</i>					
6070	Processing Fees	350	40	315	13	0
6015	Secretary's Expense	500	104	27	221	1,438
6013	Registration	1,000	0	300	656	918
6010	Bookkeeping Expense	75	560	0	6	0
6011	Tax Preparation	450	480	450	500	400
6012	Board Meetings/Travel	3,500	1,959	3,612	1,721	4,885
6014	Office Expense	500	386	522	233	502
6016	Postage	450	226	457	145	1,061
6018	Officer Stipend	10,800	7,200	17,400	14,400	14,400
6020	Taxes & Fees	250	60	206	60	110
6025	Returned Checks	0	0	0	0	80

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6030	Bank Charges	500	542	1,690	404	532
6040	Credit Card Discount Fees	1,200	2,365	1,094	2,221	2,739
6050	Lease, CC Machine	800	796	679	813	842
6060	Membership	1,600	839	395	1,618	1,920
6065	Contributions/Donations	500	500	500	500	600
6000	Total Administration	22,475	16,057	27,647	23,512	30,426
6100	<i>Insurance</i>					
6110	Accident Insurance	1,202	1,202	1,202	1,202	1,202
6112	D&O Insurance	1,250	1,250	1,250	1,250	1,250
6114	General Liability Insurance	3,045	3,045	3,045	3,045	3,045
6100	Insurance Expense	5,497	5,497	5,497	5,497	5,497
	TOTAL EXPENSE	152,077	130,100	126,123	111,836	126,410
	NET INCOME	2,843	24,830	(8,866)	(2,965)	(10,848)
	RESERVES					

* Current Membership roll as of 4-1-2012