

Hello everyone,

Membership:

We ended up with 98 Full members and 1 Associate Member

That was 9 memberships less than 2015. However, we had 20 new or returning members. There appears to be about 20-30 members that wander in and out year to year. Mike and I discussed a personal touch to try to engage. We are currently sitting at 90-1 members renewed for this year. There are 29 people that have previously joined but have not sent payment this year.

Assets:

- Checking account finished 2016 at \$7630.26
- 25 Badges in inventory
- Projector
- Badge case
- Flags
- Gavel

Expenses:

We are still in good shape economically but did spend more than taking in. We ended up spending ~\$1100 more than we took in last year. The primary additional expenses were one-time expenses (~\$900):

- \$605 in Speaker costs (We ended up eating seat and paying for A/V items)
- \$316 for a projector (should cut A/V rental)
- \$594 for Flags and stands
- \$400-500 for dining out (includes mailing, supplies, speaker meals and a tip above standard)

Constant Contact and online payment options cost us about \$650. (~20 member dues). I think that this has been good for a many reasons. I can say the ability to track payments and deposit money is WAY EASIER as well as we seem to get more response. I recommend keeping both.

We hosted several games for drinks. This was about \$300 in expenses. Again I think it makes sense to use sparingly for first round.

Coming up in 2017:

- I will likely need to order name tags again. We will be out if everyone that is entitled to one confirms the spelling.

Venues:

We may want to explore other venues for Lunches and Dining Out to see if there are ways to cut expenses.

Thoughts to ponder:

This year breaks a couple year trend of growing assets but mostly was driven by one-time expenses. Our fixed costs are higher and venues appear to be raising rates so as stated above we might want to consider researching some new locations. I am also not sure we will be able to secure Fleming's at the same rate for 2018.

2017 could run at a slight deficit due to carrying of some expense, name tags and increased venue costs. I will continue to monitor accordingly.

As always if you have questions please let me know.

Dave

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2016 YE Treasury Report.

2016 Cash Flows	
YE 2016 Balance	\$ 7,630.26
YE 2015 Balance	\$ 8,718.28
Net Growth(Loss)	\$(1,088.02)
2016 Income Statement	
Incomes	
Dues	\$ 3,465.00
Speaker	\$ 1,790.00
Entertainment	\$ 3,843.00
Nametags	\$ -
A/R from '15 *	\$ -
Net Income	\$ 9,098.00
Expenses	
Charity	\$ 190.24
Speaker	\$ 1,971.64
Entertainment	\$ 5,483.80
Misc - Admin/equipment	\$ 970.76
Contstant Contact	\$ 540.00
Square / WePay Fees	\$ 212.86
A/P Carried to 2017 **	\$ 816.72
Net Expenses	\$ 10,186.02
Profit/Loss	\$ (1,088.02)
* A/R	
None	
** A/P	
Fall Speaker Venue	\$ 781.72
Early dues payment for 17	\$ 35.00
Square Fees	49.18
We Pay Fees	\$ 163.68
Nametags in Inventory	25
2016 Membership	
Full Members	98
Associate Members	1
Returning/new members	20