

Illinois District Association of Chapters Board Meeting April 2018

Location: Via conference call

Date/Time: Saturday, April 14th, 2018, 10:00am

Roll Call

Name	Governance Role	Operations / Other Role	Present	Quorum Count
Jim Waldorf	President		Y	+
Brett Mulford	Exec VP		N	+
Mike Isely	Secretary		Y	+
Jim Wagner	Treasurer		Y	+
Patrik Claussen	BMAL	Membership	N	+
Will Thorndike	BMAL	Events	Y	+
Don Leonard	BMAL	C & J	Y	+
Terry Ludwig	BMAL	Music & Perf	N	+
Richard Hansen	Imm Past President	YIH	Y	+
Bill Miller		CSLT	Y	
Michelle Adams		YIH	Y	
(open)		Director Dev		
Jim Bicek		Marketing & PR, webmaster	N	
Jeff Bowyer		Events	Y	
Tim Pashon		Music & Perf	N	

Totals: 9 of 14 6 of 9

Called to order: 10:10 AM

Administration

- Quorum
 - YES
 - Six Governance Members present (from a possible total of nine), quorum established.
- Minutes
 - Prior Board meeting held on 12-Aug-2017
 - **Motion:**
 - ◆ **Subject: Accept Minutes from 12-Aug-2017 Board meeting**
 - ◆ **Made by: Jeff Bowyer**
 - ◆ **Seconded: Jim Wagner**
 - ◆ **PASSED by vocal consent, unanimous**
- Treasurer's Report
 - Report as of 2/8
 - [Attachment: "01-Report-Treasurer.pdf"]
 - Approx \$32K in the bank
 - Doing reasonably well, mainly due to lack of IDAH or Spring Jamboree
 - Convention, district paid \$5496.63
 - ◆ Shouldn't call this a loss, rather it is a function of the district
 - ◆ Expenses were up 11.5% compared to last year
 - ◆ Judging expenses were up 29.7% (why?) - More travel expenses, hospitality for the judges
 - Budget
 - ◆ was updated to include updated dues, net income of \$2465 with dues increase
 - **Motion:**
 - ◆ **Subject: Receive Treasurer's report from 8-Feb-2018**
 - ◆ **Made by: Mike Isely**
 - ◆ **Seconded: Don Leonard**
 - ◆ **PASSED by vocal consent, unanimous**
 - Don Leonard has been looking at ways to reduce judges expenses
 - ◆ Hospitality room possibilities
 - ◆ SOI bought back unused perishables after the Fall 2017 convention
 - ◆ Some inefficiencies identified regarding handling of expenses
- Future conventions
 - setup for 2018 to do the same thing as in 2017 with the Marriott
 - This (2018) is the last year we currently have the venue / hotel under contract
 - Search has been undertaken to find an alternate hotel for 2018 but came up empty.
 - What is the Board's feeling for the future?
 - ◆ Waldorf – While the BCPA is the perfect venue, unfortunately its costs vs our income is putting it out of reach. BCPA has a new Exec Director that might change this equation favorably. Auditorium at Bloomington High School appears to be available (2019), cost would be about \$1000. Need a hard commitment. Does not include lighting or sound

- handling (possibility of bringing in high school drama club). Still an unsolved problem of finding a hotel that meets our needs while not costing a mint.
- ◆ Fall 2017 used 226 room-nights. (roughly 113 rooms)
- ◆ Contact Syl Wetle about the prior future convention proposal
- ◆ Michelle – what about the theater at Wesleyan?
- ◆ Don Leonard – When we were in Peoria, we used to use 2-3 hotels
- ◆ Jeff Bowyer – In a multi-hotel setup, we still need to ensure our meeting room needs are met, preferably with 1 hotel
- Membership / Attendance
 - Membership info sent out by Pat Claussen
 - net loss 25, total is 850
 - Dissolution of Quincy, Chicago #1 chapters affected numbers
 - Don Leonard: Should we ask Chapter Secretaries let district know feedback they get about why members are dropping?
 - ◆ This would be a great discussion topic for the next HOD meeting – find out what’s going on in their heads
 - A survey was done in 2011 to the chapters, focusing on attendance and conventions
 - Bill Miller – convention attendance vs membership are somewhat different topics
 - ◆ Bill will discuss with chapter mentors about what has been working, specifically with RSS (*Ready Set Sing*).
- HOD mtg?
 - Spring HOD hasn’t happened, was supposed to take place as part of IDAH but that was canceled
 - We do have to still hold this
 - Proposed for May 19th
 - Save the date communication
 - Proposed location: Chenoa Family Restaurant I-55 & US-24
 - Appealing agenda items?
 - ◆ Chapter health – active merging process
 - ◆ Solicit for agenda items
- Quartets and choruses
 - money to support quartets & choruses
 - For quartets it was to pay registration
 - ◆ And that cost has risen – now it’s about \$1000/quartet
 - Chorus it was a budget of \$3000
 - We have 4 quartets going to Orlando
 - ◆ Suggest \$500/quartet
 - Rich: Can we even afford any of this?
 - Don: Agree with Rich
 - Mike: What do other districts do? (Jim Waldorf will find out)

- Budget this year: \$3500 chorus support, \$2750 for quartet support (for 3 quartets, already spent)
 - ◆ We are talking about future, not this year
- HOD topic?
- SOI riser offer
 - Jim: Proposal from SOI, SOI sells their risers (11 sections) to the district for \$2000
 - ◆ SOI donated the last set of risers to the district, SOI took on debt to get their next set of risers. Offer was for 10% of the cost of the new risers.
 - ◆ New traveling risers are \$1500 - \$1700 apiece
 - ◆ Risers are about 12 years old, probably needs a bit of maintenance
 - ◆ We have a riser fund with about \$1800 in it
 - Jeff: Counter-offer to SOI for the contents of the riser fund
 - **Motion:**
 - ◆ **Subject: Offer the current amount in our riser fund to buy SOI's risers**
 - ◆ **Made by: Bill Miller**
 - ◆ **Seconded: Jeff Bowyer**
 - ◆ **PASSED via roll call**
 - **Y:3 (Isely, Thorndike, Hansen), N:1 (Wagner), A:1 (Leonard)**
- web site
 - \$199/month, no upfront costs. 24 month commitment
 - ◆ Wordpress
 - ◆ Navidea is the company
 - ◆ Proposal includes X number of service hours per month to maintain that
 - Our site has 541 pages?
 - ◆ No, not even close. They are trying to count all the archived material as well
 - Proposal is just to manage "5 pages" for \$199/month
 - To manage 15 pages it's \$299/month
 - Second proposal - \$10K to rebuild the web site and keep it up to date
 - ◆ Proprietary code
 - John Q Morris suggests "harmony site" (harmonysite.com barbershop specific support org)
 - Groupanizer?
 - We have received a \$5000 donation (anonymous) from a member for the purpose of updating the website
 - HOD topic....
 - Distributed update, cost impression
- Marketing report
 - Deficit position for the district – specific items to raise funds
 - ◆ Raffle for some sports items, 1000 tickets, distributed to chapters, \$10 apiece.
 - ◆ Should we add other items on the same raffle ticket
 - ◆ (Ticket printing: roughly \$130)
 - ◆ raffle permit? \$25 estimate

- **Motion:**
 - ◆ **Subject: Proposal to stage raffle as district fund raiser (as just discussed), including costs to set up (ticket printing)**
 - ◆ **Made by: Mike Isely**
 - ◆ **Seconded: Jim Wagner**
 - ◆ **PASSED unanimous**
- YIH (Rich / Michelle)
 - No high school district quartet contest – due to no spring event or IDAH
 - ◆ Do that this Fall instead?
 - ◆ Bad timing – start of school year; quartets haven't really formed or prepared
 - ◆ So when do we hold this?
 - ◆ If we do this in the fall, Don suggests mixing this in as part of the regular quartet contest (as we do for other quartet competitions)
 - ◆ Consensus: We do this in the Fall, blended with the normal quartet contest
 - Yes, this may reduce participation (see above) but this still seems to be the best option
- Next Meeting
 - Aug 12th, 2018

Adjourned: 12:20 PM

Respectfully submitted by Mike Isely

IL District Association of Chapters, SPEBSQSA

Balance Sheet

As of February 8, 2018

02/08/18

Cash Basis

	Feb 8, 18
ASSETS	
Current Assets	
Checking/Savings	
1010 Checking Account	25,288.32
Total Checking/Savings	25,288.32
Other Current Assets	
1320 Pre-Purchased Awards	324.00
Total Other Current Assets	324.00
Total Current Assets	25,612.32
TOTAL ASSETS	25,612.32
LIABILITIES & EQUITY	
Equity	
3000 Unrestricted Funds	
3010 Operating Fund	18,103.05
Total 3000 Unrestricted Funds	18,103.05
3200 Permanent Restricted Funds	
3210 Grants & Contributions	
IDAH	
Scholarships	233.00
IDAH - Other	720.83
Total IDAH	953.83
YIH	4,886.00
Total 3210 Grants & Contributions	5,839.83
3220 Riser Accrual Account	1,810.04
Total 3200 Permanent Restricted Funds	7,649.87
Net Income	-140.60
Total Equity	25,612.32
TOTAL LIABILITIES & EQUITY	25,612.32

IL District Association of Chapters, SPEBSQSA

Profit & Loss

02/08/18

January 1 through February 8, 2018

Cash Basis

	<u>Jan 1 - Feb 8, 18</u>
Ordinary Income/Expense	
Income	
5100 Event Income	
Hotel Rebates/Comp Room Credits	1,800.00
On Line Registrations	85.00
Ticket/Registration Refunds	<u>-805.83</u>
Total 5100 Event Income	1,079.17
5310 Interest Income	<u>1.14</u>
Total Income	<u>1,080.31</u>
Gross Profit	1,080.31
Expense	
7030 Support	
Quartet Support	<u>1,044.80</u>
Total 7030 Support	1,044.80
8200 Facility & Equipment Exp	
8210 Rent, parking, & other	<u>250.00</u>
Total 8200 Facility & Equipment Exp	250.00
8300 Travel & Meetings Expenses	
8330 Hospitality	<u>-200.00</u>
Total 8300 Travel & Meetings Expenses	-200.00
8400 Education Programs	
8430 COTS/CSLT	<u>126.11</u>
Total 8400 Education Programs	<u>126.11</u>
Total Expense	<u>1,220.91</u>
Net Ordinary Income	<u>-140.60</u>
Net Income	<u><u>-140.60</u></u>

IL District Association of Chapters, SPEBSQSA
Balance Sheet
As of December 31, 2017

	<u>Dec 31, 17</u>
ASSETS	
Current Assets	
Checking/Savings	
1010 Checking Account	25,428.92
Total Checking/Savings	25,428.92
Other Current Assets	
1320 Pre-Purchased Awards	324.00
Total Other Current Assets	324.00
Total Current Assets	25,752.92
TOTAL ASSETS	25,752.92
LIABILITIES & EQUITY	
Equity	
3000 Unrestricted Funds	
3010 Operating Fund	18,715.60
Total 3000 Unrestricted Funds	18,715.60
3200 Permanent Restricted Funds	
3210 Grants & Contributions	
IDAH	
Scholarships	233.00
IDAH - Other	720.83
Total IDAH	953.83
Undesignated	749.52
YIH	4,886.00
Total 3210 Grants & Contributions	6,589.35
3220 Riser Accrual Account	1,810.04
Total 3200 Permanent Restricted Funds	8,399.39
Net Income	-1,362.07
Total Equity	25,752.92
TOTAL LIABILITIES & EQUITY	25,752.92

IL District Association of Chapters, SPEBSQSA

01/10/18

Profit & Loss Budget vs. Actual

Cash Basis

January through December 2017

	Jan - Dec 17	Budget
Ordinary Income/Expense		
Income		
5100 Event Income		
DVD Sales	0.00	40.00
Har. Found/Fest. Chorus/Brigade	595.00	750.00
Hotel Rebates/Comp Room Credits	0.00	2,500.00
Mail Registrations	1,300.00	500.00
Misc - Vendors & Program Ads	1,490.00	600.00
On Line Registrations	15,739.14	19,000.00
On Site Registrations	1,252.05	1,000.00
On Site Single Tickets	2,528.00	4,250.00
Ticket/Registration Refunds	-125.00	-200.00
Total 5100 Event Income	22,779.19	28,440.00
5210 District Dues	20,635.30	21,000.00
5310 Interest Income	13.44	15.00
5490 Miscellaneous Revenue		
5491 Merchandise		
IL District Pins	60.00	100.00
Total 5491 Merchandise	60.00	100.00
5490 Miscellaneous Revenue - Other	0.00	10,000.00
Total 5490 Miscellaneous Revenue	60.00	10,100.00
5800 Special Events Revenue		
5810 Non-gift revenue		
YIH Festivals & Contests	0.00	8.00
Total 5810 Non-gift revenue	0.00	8.00
5820 Gift Revenue	7,251.00	
Total 5800 Special Events Revenue	7,251.00	8.00
Total Income	50,738.93	59,563.00
Gross Profit	50,738.93	59,563.00
Expense		
7020 Donations to Other Orgs		
IDEA	0.00	500.00
Total 7020 Donations to Other Orgs	0.00	500.00
7030 Support		
Chorus Support	1,000.00	3,000.00
Quartet Support	2,308.00	2,500.00
Total 7030 Support	3,308.00	5,500.00
7500 Contract Services Expenses		
7510 Chapter Convention Stipend	750.00	
7540 Judging Expense	9,514.72	8,000.00
7550 Temp Help - Contract	4,005.00	2,700.00
7560 Ticket Processing Fees	853.78	1,400.00
7570 Event Meals	1,071.41	275.00
7580 Other Contract Expenses	709.10	
Total 7500 Contract Services Expenses	16,904.01	12,375.00

IL District Association of Chapters, SPEBSQSA

01/10/18

Profit & Loss Budget vs. Actual

Cash Basis

January through December 2017

	Jan - Dec 17	Budget
8100 Nonpersonnel expenses		
8110 Supplies	21.52	120.00
8120 Awards, Plaques & Pins	1,179.20	1,000.00
8140 Postage & Shipping	24.41	1,000.00
8170 Printing & Copying	812.89	1,200.00
8180 Historian	49.97	1,500.00
8190 Publishing	74.95	
Total 8100 Nonpersonnel expenses	2,162.94	4,820.00
8200 Facility & Equipment Exp		
8210 Rent, parking, & other	8,065.00	10,000.00
8230 Storage Rental Charges	2,742.60	2,700.00
8260 Equipment Rental & Maint	0.00	1,100.00
Total 8200 Facility & Equipment Exp	10,807.60	13,800.00
8300 Travel & Meetings Expenses		
8310 Travel	5,640.17	
8320 Board Meet. & Conventions		
BOD Meetings	204.35	300.00
Comp Housing	3,879.68	8,000.00
EVP Meetings	414.20	1,800.00
HOD Meetings	202.28	
President Meetings	2,385.06	1,800.00
VP C&J Meetings	0.00	1,600.00
Total 8320 Board Meet. & Conventions	7,085.57	13,500.00
8330 Hospitality	525.56	800.00
8300 Travel & Meetings Expenses - Other	211.56	
Total 8300 Travel & Meetings Expenses	13,462.86	14,300.00
8400 Education Programs		
8410 C&J Cat/Cand Schools	0.00	600.00
8430 COTS/CSLT	538.46	
8450 Recordings of Contestants	1,669.99	1,750.00
8480 YIH Program		
Contest Prizes	0.00	300.00
8480 YIH Program - Other	3,000.00	4,500.00
Total 8480 YIH Program	3,000.00	4,800.00
8490 BHS Leadership Forum	0.00	2,500.00
Total 8400 Education Programs	5,208.45	9,650.00
8500 Other Expenses		
8505 Gov Board	91.15	
8510 VPs & Committees	29.65	
8540 Bank Charges	26.00	
8570 Advertising & Publicity	40.34	3,000.00
8590 Miscellaneous	50.00	
Total 8500 Other Expenses	237.14	3,000.00
8600 Business Expenses		
8610 - Corporation Filing Fees	10.00	10.00
Total 8600 Business Expenses	10.00	10.00
Total Expense	52,101.00	63,955.00
Net Ordinary Income	-1,362.07	-4,392.00
Net Income	-1,362.07	-4,392.00

IL District Association of Chapters, SPEBSQSA

01/10/18

Profit & Loss Budget vs. Actual

Cash Basis

January through December 2017

	\$ Over Budget	% of Budget
Ordinary Income/Expense		
Income		
5100 Event Income		
DVD Sales	-40.00	0.0%
Har. Found/Fest. Chorus/Brigade	-155.00	79.3%
Hotel Rebates/Comp Room Credits	-2,500.00	0.0%
Mail Registrations	800.00	260.0%
Misc - Vendors & Program Ads	890.00	248.3%
On Line Registrations	-3,260.86	82.8%
On Site Registrations	252.05	125.2%
On Site Single Tickets	-1,722.00	59.5%
Ticket/Registration Refunds	75.00	62.5%
Total 5100 Event Income	-5,660.81	80.1%
5210 District Dues	-364.70	98.3%
5310 Interest Income	-1.56	89.6%
5490 Miscellaneous Revenue		
5491 Merchandise		
IL District Pins	-40.00	60.0%
Total 5491 Merchandise	-40.00	60.0%
5490 Miscellaneous Revenue - Other	-10,000.00	0.0%
Total 5490 Miscellaneous Revenue	-10,040.00	0.6%
5800 Special Events Revenue		
5810 Non-gift revenue		
YIH Festivals & Contests	-8.00	0.0%
Total 5810 Non-gift revenue	-8.00	0.0%
5820 Gift Revenue		
Total 5800 Special Events Revenue	7,243.00	90,637.5%
Total Income	-8,824.07	85.2%
Gross Profit	-8,824.07	85.2%
Expense		
7020 Donations to Other Orgs		
IDEA	-500.00	0.0%
Total 7020 Donations to Other Orgs	-500.00	0.0%
7030 Support		
Chorus Support	-2,000.00	33.3%
Quartet Support	-192.00	92.3%
Total 7030 Support	-2,192.00	60.1%
7500 Contract Services Expenses		
7510 Chapter Convention Stipend		
7540 Judging Expense	1,514.72	118.9%
7550 Temp Help - Contract	1,305.00	148.3%
7560 Ticket Processing Fees	-546.22	61.0%
7570 Event Meals	796.41	389.6%
7580 Other Contract Expenses		
Total 7500 Contract Services Expenses	4,529.01	136.6%

IL District Association of Chapters, SPEBSQSA

01/10/18

Profit & Loss Budget vs. Actual

Cash Basis

January through December 2017

	\$ Over Budget	% of Budget
8100 Nonpersonnel expenses		
8110 Supplies	-98.48	17.9%
8120 Awards, Plaques & Pins	179.20	117.9%
8140 Postage & Shipping	-975.59	2.4%
8170 Printing & Copying	-387.11	67.7%
8180 Historian	-1,450.03	3.3%
8190 Publishing		
Total 8100 Nonpersonnel expenses	-2,657.06	44.9%
8200 Facility & Equipment Exp		
8210 Rent, parking, & other	-1,935.00	80.7%
8230 Storage Rental Charges	42.60	101.6%
8260 Equipment Rental & Maint	-1,100.00	0.0%
Total 8200 Facility & Equipment Exp	-2,992.40	78.3%
8300 Travel & Meetings Expenses		
8310 Travel		
8320 Board Meet. & Conventions		
BOD Meetings	-95.65	68.1%
Comp Housing	-4,120.32	48.5%
EVP Meetings	-1,385.80	23.0%
HOD Meetings		
President Meetings	585.06	132.5%
VP C&J Meetings	-1,600.00	0.0%
Total 8320 Board Meet. & Conventions	-6,414.43	52.5%
8330 Hospitality	-274.44	65.7%
8300 Travel & Meetings Expenses - Other		
Total 8300 Travel & Meetings Expenses	-837.14	94.1%
8400 Education Programs		
8410 C&J Cat/Cand Schools	-600.00	0.0%
8430 COTS/CSLT		
8450 Recordings of Contestants	-80.01	95.4%
8480 YIH Program		
Contest Prizes	-300.00	0.0%
8480 YIH Program - Other	-1,500.00	66.7%
Total 8480 YIH Program	-1,800.00	62.5%
8490 BHS Leadership Forum	-2,500.00	0.0%
Total 8400 Education Programs	-4,441.55	54.0%
8500 Other Expenses		
8505 Gov Board		
8510 VPs & Committees		
8540 Bank Charges		
8570 Advertising & Publicity	-2,959.66	1.3%
8590 Miscellaneous		
Total 8500 Other Expenses	-2,762.86	7.9%
8600 Business Expenses		
8610 - Corporation Filing Fees	0.00	100.0%
Total 8600 Business Expenses	0.00	100.0%
Total Expense	-11,854.00	81.5%
Net Ordinary Income	3,029.93	31.0%
Net Income	3,029.93	31.0%

IL District Association of Chapters, SPEBSQSA

Profit & Loss

January through December 2017

01/10/18

Cash Basis

	<u>Jan - Dec 17</u>
Ordinary Income/Expense	
Income	
5100 Event Income	
Har. Found/Fest. Chorus/Brigade	595.00
Mail Registrations	1,300.00
Misc - Vendors & Program Ads	1,490.00
On Line Registrations	15,739.14
On Site Registrations	1,252.05
On Site Single Tickets	2,528.00
Ticket/Registration Refunds	-125.00
	<hr/>
Total 5100 Event Income	22,779.19
5210 District Dues	20,635.30
5310 Interest Income	13.44
5490 Miscellaneous Revenue	
5491 Merchandise	
IL District Pins	60.00
	<hr/>
Total 5491 Merchandise	60.00
Total 5490 Miscellaneous Revenue	60.00
5800 Special Events Revenue	
5820 Gift Revenue	7,251.00
	<hr/>
Total 5800 Special Events Revenue	7,251.00
	<hr/>
Total Income	50,738.93
Gross Profit	50,738.93
Expense	
7030 Support	
Chorus Support	1,000.00
Quartet Support	2,308.00
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Total 7030 Support	3,308.00
7500 Contract Services Expenses	
7510 Chapter Convention Stipend	750.00
7540 Judging Expense	9,514.72
7550 Temp Help - Contract	4,005.00
7560 Ticket Processing Fees	853.78
7570 Event Meals	1,071.41
7580 Other Contract Expenses	709.10
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Total 7500 Contract Services Expenses	16,904.01
8100 Nonpersonnel expenses	
8110 Supplies	21.52
8120 Awards, Plaques & Pins	1,179.20
8140 Postage & Shipping	24.41
8170 Printing & Copying	812.89
8180 Historian	49.97
8190 Publishing	74.95
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Total 8100 Nonpersonnel expenses	2,162.94
8200 Facility & Equipment Exp	
8210 Rent, parking, & other	8,065.00
8230 Storage Rental Charges	2,742.60
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Total 8200 Facility & Equipment Exp	10,807.60
8300 Travel & Meetings Expenses	
8310 Travel	5,640.17

1:19 PM
01/10/18
Cash Basis

IL District Association of Chapters, SPEBSQSA
Profit & Loss
January through December 2017

	<u>Jan - Dec 17</u>
8320 Board Meet. & Conventions	
BOD Meetings	204.35
Comp Housing	3,879.68
EVP Meetings	414.20
HOD Meetings	202.28
President Meetings	2,385.06
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Total 8320 Board Meet. & Conventions	7,085.57
8330 Hospitality	525.56
8300 Travel & Meetings Expenses - Other	211.56
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Total 8300 Travel & Meetings Expenses	13,462.86
8400 Education Programs	
8430 COTS/CSLT	538.46
8450 Recordings of Contestants	1,669.99
8480 YIH Program	3,000.00
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Total 8400 Education Programs	5,208.45
8500 Other Expenses	
8505 Gov Board	91.15
8510 VPs & Committees	29.65
8540 Bank Charges	26.00
8570 Advertising & Publicity	40.34
8590 Miscellaneous	50.00
	<hr/>
Total 8500 Other Expenses	237.14
8600 Business Expenses	
8610 - Corporation Filing Fees	10.00
	<hr/>
Total 8600 Business Expenses	10.00
	<hr/>
Total Expense	52,101.00
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Net Ordinary Income	-1,362.07
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Net Income	<u><u>-1,362.07</u></u>

IL District Association of Chapters, SPEBSQSA
Profit & Loss Budget Overview
 January through December 2018

	<u>Jan - Dec 18</u>
Ordinary Income/Expense	
Income	
5100 Event Income	
Comp Registrations	-40.00
DVD Sales	20.00
Hotel Rebates/Comp Room Credits	1,250.00
Mail Registrations	5,000.00
Misc - Vendors & Program Ads	1,500.00
On Line Registrations	17,500.00
On Site Registrations	2,400.00
On Site Single Tickets	2,500.00
Ticket/Registration Refunds	-100.00
Total 5100 Event Income	30,030.00
5210 District Dues	24,000.00
5310 Interest Income	15.00
5490 Miscellaneous Revenue	
5491 Merchandise	
IL District Pins	60.00
Total 5491 Merchandise	60.00
Total 5490 Miscellaneous Revenue	60.00
5800 Special Events Revenue	
5810 Non-gift revenue	
COTS/ CSLT	1,000.00
Total 5810 Non-gift revenue	1,000.00
5820 Gift Revenue	5,000.00
Total 5800 Special Events Revenue	6,000.00
Total Income	60,105.00
Gross Profit	60,105.00
Expense	
7020 Donations to Other Orgs	
IDEA	500.00
Total 7020 Donations to Other Orgs	500.00
7030 Support	
Chorus Support	3,500.00
Quartet Support	2,750.00
Total 7030 Support	6,250.00
7500 Contract Services Expenses	
7510 Chapter Convention Stipend	750.00
7540 Judging Expense	8,000.00
7550 Temp Help - Contract	4,250.00
7560 Ticket Processing Fees	775.00
7570 Event Meals	1,150.00
7580 Other Contract Expenses	500.00
Total 7500 Contract Services Expenses	15,425.00
8100 Nonpersonnel expenses	
8110 Supplies	25.00
8120 Awards, Plaques & Pins	800.00
8140 Postage & Shipping	30.00
8170 Printing & Copying	900.00
8180 Historian	200.00
8190 Publishing	75.00
Total 8100 Nonpersonnel expenses	2,030.00

IL District Association of Chapters, SPEBSQSA
Profit & Loss Budget Overview
January through December 2018

	<u>Jan - Dec 18</u>
8200 Facility & Equipment Exp	
8210 Rent, parking, & other	6,250.00
8230 Storage Rental Charges	2,850.00
8260 Equipment Rental & Maint	325.00
	<hr/>
Total 8200 Facility & Equipment Exp	9,425.00
8300 Travel & Meetings Expenses	
8310 Travel	4,000.00
8320 Board Meet. & Conventions	
BOD Meetings	500.00
Comp Housing	3,700.00
EVP Meetings	1,000.00
HOD Meetings	350.00
President Meetings	2,350.00
VP C&J Meetings	975.00
	<hr/>
Total 8320 Board Meet. & Conventions	8,875.00
8330 Hospitality	125.00
	<hr/>
Total 8300 Travel & Meetings Expenses	13,000.00
8400 Education Programs	
8420 CDWI	1,000.00
8430 COTS/CSLT	500.00
8450 Recordings of Contestants	1,800.00
8480 YIH Program	
Contest Prizes	300.00
8480 YIH Program - Other	4,500.00
	<hr/>
Total 8480 YIH Program	4,800.00
8490 BHS Leadership Forum	1,000.00
	<hr/>
Total 8400 Education Programs	9,100.00
8500 Other Expenses	
8505 Gov Board	
President	300.00
8505 Gov Board - Other	100.00
	<hr/>
Total 8505 Gov Board	400.00
8570 Advertising & Publicity	1,500.00
	<hr/>
Total 8500 Other Expenses	1,900.00
8600 Business Expenses	
8610 - Corporation Filing Fees	10.00
	<hr/>
Total 8600 Business Expenses	10.00
	<hr/>
Total Expense	57,640.00
	<hr/>
Net Ordinary Income	2,465.00
	<hr/>
Net Income	<u>2,465.00</u>

IL District Association of Chapters, SPEBSQSA

Profit & Loss

02/08/18

July 1, 2017 through February 8, 2018

Cash Basis

	<u>Jul 1, '17 - Feb 8, 18</u>
Ordinary Income/Expense	
Income	
5100 Event Income	
Hotel Rebates/Comp Room Credits	1,800.00
Mail Registrations	70.00
Misc - Vendors & Program Ads	1,155.00
On Line Registrations	12,020.39
On Site Registrations	685.00
On Site Single Tickets	1,748.00
	<hr/>
Total 5100 Event Income	17,478.39
5490 Miscellaneous Revenue	
5491 Merchandise	
IL District Pins	30.00
	<hr/>
Total 5491 Merchandise	30.00
	<hr/>
Total 5490 Miscellaneous Revenue	30.00
	<hr/>
Total Income	17,508.39
Gross Profit	17,508.39
Expense	
7500 Contract Services Expenses	
7510 Chapter Convention Stipend	750.00
7540 Judging Expense	9,514.72
7550 Temp Help - Contract	1,855.00
7560 Ticket Processing Fees	853.78
7580 Other Contract Expenses	709.10
	<hr/>
Total 7500 Contract Services Expenses	13,682.60
8100 Nonpersonnel expenses	
8120 Awards, Plaques & Pins	992.40
8170 Printing & Copying	798.50
	<hr/>
Total 8100 Nonpersonnel expenses	1,790.90
8200 Facility & Equipment Exp	
8210 Rent, parking, & other	4,895.00
	<hr/>
Total 8200 Facility & Equipment Exp	4,895.00
8300 Travel & Meetings Expenses	
8310 Travel	-0.56
8320 Board Meet. & Conventions	
Comp Housing	456.96
HOD Meetings	202.28
	<hr/>
Total 8320 Board Meet. & Conventions	659.24
8330 Hospitality	325.56
	<hr/>
Total 8300 Travel & Meetings Expenses	984.24
8400 Education Programs	
8450 Recordings of Contestants	1,669.99
	<hr/>
Total 8400 Education Programs	1,669.99

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IL District Association of Chapters, SPEBSQSA

Profit & Loss

02/08/18

July 1, 2017 through February 8, 2018

Cash Basis

	<u>Jul 1, '17 - Feb 8, 18</u>
8500 Other Expenses	
8590 Miscellaneous	<u>0.00</u>
Total 8500 Other Expenses	<u>0.00</u>
Total Expense	<u>23,022.73</u>
Net Ordinary Income	<u>-5,514.34</u>
Net Income	<u><u>-5,514.34</u></u>

IL District Association of Chapters, SPEBSQSA
Profit & Loss Prev Year Comparison
 July 1, 2017 through February 8, 2018

02/08/18

Cash Basis

	<u>Jul 1, '17 - Feb 8, 18</u>	<u>Jul 1, '16 - Feb 8, 17</u>	<u>\$ Change</u>	<u>% Change</u>
Ordinary Income/Expense				
Income				
5100 Event Income				
Hotel Rebates/Comp Room Credits	1,800.00	0.00	1,800.00	100.0%
Mail Registrations	70.00	1,293.08	-1,223.08	-94.6%
Misc - Vendors & Program Ads	1,155.00	1,105.00	50.00	4.5%
On Line Registrations	12,020.39	10,490.43	1,529.96	14.6%
On Site Registrations	685.00	1,610.17	-925.17	-57.5%
On Site Single Tickets	1,748.00	2,166.00	-418.00	-19.3%
Total 5100 Event Income	<u>17,478.39</u>	<u>16,664.68</u>	<u>813.71</u>	<u>4.9%</u>
5490 Miscellaneous Revenue				
5491 Merchandise				
IL District Pins	30.00	0.00	30.00	100.0%
Total 5491 Merchandise	<u>30.00</u>	<u>0.00</u>	<u>30.00</u>	<u>100.0%</u>
Total 5490 Miscellaneous Revenue	<u>30.00</u>	<u>0.00</u>	<u>30.00</u>	<u>100.0%</u>
Total Income	<u>17,508.39</u>	<u>16,664.68</u>	<u>843.71</u>	<u>5.1%</u>
Gross Profit	17,508.39	16,664.68	843.71	5.1%
Expense				
7500 Contract Services Expenses				
7510 Chapter Convention Stipend	750.00	750.00	0.00	0.0%
7540 Judging Expense	9,514.72	7,338.81	2,175.91	29.7%
7550 Temp Help - Contract	1,855.00	1,820.00	35.00	1.9%
7560 Ticket Processing Fees	853.78	905.53	-51.75	-5.7%
7580 Other Contract Expenses	709.10	972.38	-263.28	-27.1%
Total 7500 Contract Services Expenses	<u>13,682.60</u>	<u>11,786.72</u>	<u>1,895.88</u>	<u>16.1%</u>
8100 Nonpersonnel expenses				
8120 Awards, Plaques & Pins	1,014.90	805.80	209.10	26.0%
8170 Printing & Copying	798.50	844.50	-46.00	-5.5%
Total 8100 Nonpersonnel expenses	<u>1,813.40</u>	<u>1,650.30</u>	<u>163.10</u>	<u>9.9%</u>
8200 Facility & Equipment Exp				
8210 Rent, parking, & other	4,895.00	4,695.00	200.00	4.3%
Total 8200 Facility & Equipment Exp	<u>4,895.00</u>	<u>4,695.00</u>	<u>200.00</u>	<u>4.3%</u>
8300 Travel & Meetings Expenses				
8310 Travel	-0.56	0.00	-0.56	-100.0%

IL District Association of Chapters, SPEBSQSA
Profit & Loss Prev Year Comparison
July 1, 2017 through February 8, 2018

	Jul 1, '17 - Feb 8, 18	Jul 1, '16 - Feb 8, 17	\$ Change	% Change
8320 Board Meet. & Conventions				
Comp Housing	456.96	0.00	456.96	100.0%
HOD Meetings	202.28	684.48	-482.20	-70.5%
President Meetings	0.00	679.84	-679.84	-100.0%
VP C&J Meetings	0.00	450.24	-450.24	-100.0%
Total 8320 Board Meet. & Conventions	659.24	1,814.56	-1,155.32	-63.7%
8330 Hospitality	325.56	0.00	325.56	100.0%
Total 8300 Travel & Meetings Expenses	984.24	1,814.56	-830.32	-45.8%
8400 Education Programs				
8450 Recordings of Contestants	1,669.99	1,717.50	-47.51	-2.8%
Total 8400 Education Programs	1,669.99	1,717.50	-47.51	-2.8%
8500 Other Expenses				
8590 Miscellaneous	0.00	0.00	0.00	0.0%
Total 8500 Other Expenses	0.00	0.00	0.00	0.0%
Total Expense	23,045.23	21,664.08	1,381.15	6.4%
Net Ordinary Income	-5,536.84	-4,999.40	-537.44	-10.8%
Net Income	-5,536.84	-4,999.40	-537.44	-10.8%