

2015 EMAIL MOTION

ABC BOARD OF DIRECTORS

4/10/15

MOTION TO ACCEPT 2015 OPERATING BUDGETS

MOTION BY: JIM BRIGHAM, Central Director

SECONDED BY: STEVE RALPH, Central Director

MOTION MADE & SECONDED: Friday, April 10, 2015

DISCUSSION took place during phone conference 7:00 PM CDT, April 9, 2015

VOTES ACCEPTED FOR 5 DAYS: Friday, April 10 – Tuesday, April 13, 2015

MOTION:

1. I move that the Board approve the 2015 operating budgets reviewed and presented to the Board by the Finance Committee and prepared by the 1st VP, 3rd VP and 4th VP. These were reviewed by the Board at its phone conference of 4/9/15.
2. Also, that the Board approve the revised ABC operating budget (attached) prepared and recommended by the Finance Committee and reviewed by the Board during its phone conference of 4/9/15.

AMERICAN BRITTANY CLUB

	BOD revised <i>2015 BUDGET</i>	REQUEST 4/9/2015 TOTAL
INCOME		
GENERAL		
Dues	42,160	
Starting fees (field/show)	28,000	
Corporate Sponsors/Underwriting	8,240	
Interest	750	
ABC Futurity Share	715	
Yearbooks/patches/decals	8,140	
Purina Parent Club Program	2,700	
Misc.	<hr/>	90,705
MAGAZINE		
Advertising (monthly display & listings)	17,420	
Misc.	400	17,820
	<hr/>	<hr/>
TOTAL NON-EVENT REVENUE	108,525	108,525

EXPENSES

GENERAL:

Executive Secretary	7,200
Clerical Asst - Membership (Marshfield)	980
Membership Data Chair	3,000
Insurance	2,540
Postage	3,100
Misc. Printing & Supplies & Awards	4,815
Telephone/internet/fax	3,870
Arkansas Property Expenses	1,190
Judges Education	500
AKC Delegate Expense	1,500
Breed Issue Contributions	1,750
Membership Development	3,085
Dates Coordinators	300
Classics/ABC Event expenses	300
Depreciation (Trophy cases/10 yr life)	460
Annual Election Expense	1,685
Annual Meeting Expense & teleconferences	2,525
Yearbook/Official book expenses	3,620
UBIT (Unrelated Business Income Tax: interest > \$1,000))	-
Credit Card Processing & bank fees	2,195

Prior Yr Expenses	-	
Young Sportsman Scholarships/stipends	2,000	
President's Discretionary	1,000	
ABC Foundation organizing expenses	500	
Misc. (conference,merchandise,legal notice)	650	48,765

MAGAZINE

Publisher	16,425	
Postage	13,890	
Supplies	325	
Telephone/internet/fax	300	
Printing/mailling magazine	39,045	
Credit CardProcessing	750	70,735

Total Non-Event Operating Expenses \$ **119,500**

Total Non Event Operating Income \$ **108,525**

Net Operating income(loss) \$ **(10,976)**

SPECIAL EVENTS: INCOME/(LOSS) NET OF EXPENSES & TRANSFERS

National Open All Age Championship	2,970	
National Amateur All Age Championship	695	
National Show	-	
Open Gun Dog National Championship	850	
Amtr Gun Dog National Championship	(790)	
East Futurity	(265)	
Central Futurity	(1,095)	
West Futurity	(475)	1,890

Future Grounds/Breed Issues from recording fees		0
Current grounds fund from national raffle	1,005	845
Jr. Sportsmen Scholarship Program		
Net Capital Outlays	460	460
Breed Issue Fund Transfers to Operations		0

**NET CHANGE IN UNDESIGNATED
FUND BALANCE**

(7,781)

EVENT: 2015 All Age Nationals									
Revision #4: 4/3/15, submitted by Tom Milam, 1st VP						Open		Amateur	
				2014 Total	2015 Total	2014	2015	2014	2015
A/C # (if available)		BASIS FOR CALCULATION		ACTUAL	BUDGET	ACTUAL	BUDGET	ACTUAL	BUDGET
		REVENUE							
			Budget: 55 open, 35 amateur						
		REVENUE:	2014 Actual: 52 open; 32 amateur						
432xx		Entry Fees	55 @\$175; 35 @ \$175: total 90	\$ 14,700	\$ 15,750	\$ 9,100	\$ 9,625	\$ 5,600	\$ 6,125
440xx		Corp Sponso	Purina - Nat'l event	\$ 2,000	\$ 2,000	1,000	1,000	1,000	1,000
461xx		Apparel	Hats (based on 2014)	\$ 1,630	\$ 1,630	978	980	652	650
470xx		Misc.	Hay & Camping fees & Laundry	\$ 3,092	\$ 3,090	1,881	1,880	1,211	1,210
491xx		Calcutta	20% of total bids (10,450 in 2014)	\$ 2,090	\$ 2,090	1,075	1,075	1,015	1,015
492xx		National Raf	allocated based on entries (60%/40%)	\$ 5,040	\$ 5,000	3,024	3,000	2,016	2,000
495xx		Trophy Dona	Increase in request campaign	\$ 1,070	\$ 1,150	535	650	535	500
496xx		Auction	based on 2014 activity	\$ 2,153	\$ 2,150	1,292	1,290	861	860
			TOTAL REVENUE:	<u>\$31,774</u>	<u>\$32,860</u>	<u>\$18,884</u>	<u>\$19,500</u>	<u>\$12,890</u>	<u>\$13,360</u>
		EXPENSES							
		EXPENDITURES	<i>2014: 4.5 days Open/3 days Amateur</i>						
810xx		Judges	5 days for open/3 days for amateur						
			Motel: avg \$60/night	\$ 867	\$ 1,440	546	840	321	600
			Food: avg \$30/day	531	480	278	300	253	180
			Horse Rental \$75/Day	1,127	1,200	900	750	227	450
			Mileage: \$300 avg x 4	895	1,200	540	600	355	600

EVENT: 2015 All Age Nationals									
Revision #4: 4/3/15, submitted by Tom Milam, 1st VP						Open		Amateur	
				2014 Total	2015 Total	2014	2015	2014	2015
A/C # (if available)		BASIS FOR CALCULATION		ACTUAL	BUDGET	ACTUAL	BUDGET	ACTUAL	BUDGET
		Gift Certificates (\$125 ea)		570	500	285	250	285	250
		Hospitality gifts (welcome bags, etc)		185	200	93	100	93	100
				4,175	5,020	2,641	2,840	1,534	2,180
		Course Marshal Horse 5 days/3 days @		-	600	<u>donated</u>	375	<u>donated</u>	225
		Total Judges Expenses		4,175	5,620	\$ 2,641	\$ 3,215	\$ 1,534	\$ 2,405
	con't on next page							
				-	-				
812xx	Trophies	Iron Dog Relief w/medallions/ribbson		4,301	4,300	2,124	2,150	2,178	2,150
		Saddle		1,749	1,750	874	875	875	875
		Total Trophies		6,050	6,050	\$ 2,998	\$ 3,025	\$ 3,052	\$ 3,025
				-	-				
813xx	Facility	Ark. Game & Fish \$300/day		3,000	3,000	1,890	1,890	1,110	1,110
		Blue Mtn. Dog Fee \$8/ 90 dogs		672	720	416	440	256	280
		AGF Staff Lunches (\$20/day)/dog wage		1,371	1,370	719	720	651	650
		Cleaning/supplies (toilet paper/paper to		741	740	494	495	247	245
		Sub-total Actual clubhouse/grounds		5,783	5,830	3,519	3,545	2,264	2,285
		*** DISCUS Rankin Property Expenses		1,300	110	650	55	650	55
		Total Facility (not including misc. repa		7,084	5,940	\$ 4,169	\$ 3,600	\$ 2,914	\$ 2,340
				-	-				
814xx.	Birds	1,000 @ \$4.75 ea		4,640	4,740	\$ 2,877	\$ 2,880	\$ 1,763	\$ 1,860
816xx	License/fixtures Ad	AKC: 90 @ \$3.50 + filing fee/		324	330	197	205	127	125
		American Field Ad		820	820	410	410	410	410
		AFTCA \$100 membership		100	100	-	-	100	100
				1,244	1,250	\$ 607	\$ 615	\$ 637	\$ 635

EVENT: 2015 All Age Nationals									
Revision #4: 4/3/15, submitted by Tom Milam, 1st VP						Open		Amateur	
				2014 Total	2015 Total	2014	2015	2014	2015
A/C # (if available)		BASIS FOR CALCULATION	ACTUAL	BUDGET	ACTUAL	BUDGET	ACTUAL	BUDGET	
817xx	Reporter	Gift Certificate (\$125)	285	250	143	125	143	125	
		Horse Rental (@\$75/DAY)	250	450	<i>donated</i>	250	250	200	
		Meals (\$20/day)	97	-	<i>donated</i>	-	97	-	
		Lodging (\$60/night)	72	-	45	-	27	-	
		Travel	170	700	100	350	70	350	
		Report generation	500	500	250	250	250	250	
			1,374	1,900	\$ 538	\$ 975	\$ 836	\$ 925	
818xx	Chairman/FT	Premium Printing, postage, supplies worker appreciation, etc.	347	355	\$ 193	\$ 200	\$ 154	\$ 155	
840xx	Hospitality	Dog Wagon Donuts/Coffee/SODA	607	605	\$ 351	\$ 350	\$ 256	\$ 255	
841xx.	Raffle/Auction	Purchased items	1,302	1,300	781	780	521	520	
		Auctioneer (gift & food) \$370	225	225	150	150	75	75	
		Misc. Tickets, postage, etc \$190	110	110	\$ 66	\$ 65	\$ 44	\$ 45	
850xx	Misc.	Hay for Resale	1,218	1,220	\$ 719	\$ 720	\$ 499	\$ 500	
880xx	Apparel	Hats \$1,265 less Purina share \$630	678	670	\$ 407	\$ 400	\$ 271	\$ 270	
			-	-					
		TOTAL EXPENDITURES	\$27,416	\$28,350	\$15,499	\$15,980	\$11,917	\$12,370	
		NET INCOME/(LOSS)	\$ 4,358	\$ 4,510	\$ 3,385	\$ 3,520	\$ 973	\$ 990	
9xxx		Transfer to Grounds Fund	\$ (1,445)	(845)	\$ (1,445)	\$ (550)		\$ (295)	
		NET CONTRIBUTION TO OPERATI	\$ 2,913	\$ 3,665	\$ 1,940	\$ 2,970	\$ 973	\$ 695	

#5: EVENT: 2015 National Specialty - Revision #4, 4/3/15				
SUBMITTED BY: Terry Hilliard, 3rd VP				
			TOTAL	
A/C # (if available)	BASIS FOR CALCULATION		2015 BUDGET REQUEST	2014 Actual
REVENUE:				
43205	Entry Fees	Top 20: 18 @ \$75	\$ 1,350	\$ 2,160
		Obedience: & Rally: 23 @ \$35	800	205
		Matches: 30 @ \$30	300	
		Sweeps: 57 @ 25	1,425	1,521
		Regular: 220 dogs @ \$35	<u>7,700</u>	<u>4,875</u>
		Total entries'		8,761
			11,575	
44005	Corp Sponsor	Purina - Nat'l event	1,000	1,000
		Ft. Smith Convention & Visiter Bureau	<u>1,000</u>	<u>1,000</u>
			2,000	2,000
49505	Trophy Donations	Based on 2014		3,335
			3,600	3335
Auxilliary Revenues:				
46105	Apparel	Based on 2014	1,500	810
49805	Decal Sales	based on 2014	330	50
49705	Top 20 Banquet	140 @ \$30	4,200	4,320
47005	Misc. Revenue	Camping @ \$25/night	575	575
		Grooming space @ \$25	1,000	1,650
		Top 20 catalogue sales	100	110
		Vendors space	375	375
		Misc. (groomer/food)		402
		Obedience & Rally Walk-throughs	<u>400</u>	
			8,480	8,292
49205	Fundraisers	National Raffle	5,000	5,330
		50/50 drawing	500	300
		Show Raffle	-	1,247
		Silent Auction	<u>1,200</u>	<u>2,738</u>
			6,700	9,615
		TOTAL REVENUE:	\$ 32,355	\$ 32,003
				\$ 32,003
EXPENDITURES				
		3 judges for Top 20		
81005	Judges	2 judges: NSS/obediance & rally		
		Hotel & Travel	3,100	964
		Gifts	500	202
		Fees	<u>1,550</u>	<u>1,873</u>
			5,150	3,039
81205	Trophies	NSS/Obedience/Rally	7,000	4,265
		Top 20 Trophy's: 15 @ \$25	500	882
80605	Sweeps Purse	65% payout	<u>925</u>	<u>860</u>
			8,425	6,007
81305	Facility	Ring Equipment rental transport	-	492
		Kay Rodgers Park - building & grounds rental	4,500	4,500
		Equipment rentals (Rau)	-	275
		Easel/signage	-	289
		Vet on premise charge	100	100
		Labor to tear down	300	175
		Certificate of insurance	<u>50</u>	<u>50</u>
			4,950	5,881
81605	AKC fees	Application fee	100	100
		Recording fee: 300 @ \$3.50	<u>1,050</u>	<u>738</u>
			\$ 1,150	\$ 838

#5: EVENT: 2015 National Specialty - Revision #4, 4/3/15					
SUBMITTED BY: Terry Hilliard, 3rd VP					
			TOTAL		
A/C # (if available)	BASIS FOR CALCULATION	2015 BUDGET REQUEST		2014 Actual	
81805	Chair/Sec't fees	Paid Superintendent (New):			
		Base Contract		4,000	995
		Processing Fees Per dog:		600	895
		Postage:		400	217
		Catalogues, flyers, prem. Listing (Rau)		610	997
		Sec't postage/supplies, etc.		-	\$ -
					3,104
84005	Hospitality	Pizza & Match parties		-	\$ 102
		Entrants Hospitality Bags w/clipboards		-	\$ 102
89005	Top 20 Banquet	Buffet food (no caterer)		3,000	3,266
		Rentals		1,220	4,415
84105	Raffle Expense	Cash Prizes (\$1,000/\$750/\$500		2,250	4,358
		Ticket printing, etc.		240	4,528
85005	Misc. Expenses	Flowers		-	
		Paper supplies		-	-
88005	Apparel	contracted out		-	0
62505	Fees	PayPal & CC fees		200	221
				200	221
		TOTAL OUTLAYS		\$ 32,195	\$ 28,135
		raffle funds transfer out		(160)	(1,271)
		NET TO OPERATIONS		\$ -	\$ 2,597.00

EVENT: 2015 Gun Dog Nationals: SUBMITTED BY FINANCE COMMITTEE CHAIR 4/6/15								
REVISION #1, SUBMITTED BY JOHN PERRY, 4TH VP 4/7/15								
			TOTAL		OPEN (63%)		AMATEUR (37%)	
A/C # (if available)	BASIS FOR BUDGET CALCULATION		2014 Actual	2015 BUDGET	2014 Actual	2015 Budget	2014 Actual	2015 budget
REVENUE:			<i>2014: 59 OPEN; 32 AMATEUR</i>					
432xx	Entry Fees	60 Open/ 35 Amateur = 95 entries 5 days running/3 days running	\$ 15,925	\$ 16,625	\$ 10,325	\$ 10,500	\$ 5,600	\$ 6,125
440xx	Corp Sponsor:	Purina	2,000	2,000	1,000	1,000	1,000	1,000
		Garmin: (Tri-Tronics banquet & award)	1,622	1,575	1,622	1,575	-	
461xx	Apparel Sales	Hats (based on 2014) (allocated)	2,209	1,300	1,325	800	884	500
470xx	Misc.	Camping fees (?/DAY\$)	1,869	1,440	1,178	835	691	605
		<i>Meals</i>	1,653	2,190	1,153	1,680	500	510
491xx	Calcutta	20% of total bids (5,580 in 2014)	1,068	1,100	587	600	481	500
492xx	National Raffle	NO ACTIVITY IN 2014	-		-	2,300	-	
495xx	Trophy Donatons	Based on 2014	2,520	2,750	1,260	1,500	1,260	1,250
496xx	Auction(s)	based on 2014 activity						
		Chinese, Quilt & Live	897	1,400	897	900	-	500
		TOTAL REVENUE:	\$ 29,763	\$ 30,380	\$ 19,347	\$ 21,690	\$ 10,416	\$ 10,990
EXPENDITURES								
810xx	Judges	Motel/lodging	\$ 971	1,980	\$ 827	\$ 1,800	\$ 144	\$ 180
Note: '14	<i>Am.: 1 motel</i>	Clubhouse Food (\$50/day)	347	400	239	250	108	150
	<i>Open: 1 travel</i>	Horse (100/day) 5-open/3 amateur	1,600	1,600	1,000	1,000	600	600
2015	Budget for full costs	Mileage: \$300 avg x 4	814	1,200	315	600	499	600
		Gift Certificates (\$150 ea)	570	600	285	300	285	300
		Hats & shirts & Jacket embroidery	172	90	86	45	86	45
			4,474	5,870	2,752	3,995	1,722	1,875
		Course Marshal Horse 5 days/3.5 days	450	800	450	500	-	300
		Total Judges Expenses	4,924	\$ 6,670	\$ 3,202	\$ 4,495	\$ 1,722	\$ 2,175

EVENT: 2015 Gun Dog Nationals: SUBMITTED BY FINANCE COMMITTEE CHAIR 4/6/15								
REVISION #1, SUBMITTED BY JOHN PERRY, 4TH VP 4/7/15								
		TOTAL		OPEN (63%)		AMATEUR (37%)		
A/C # (if available)	BASIS FOR BUDGET CALCULATION	2014 Actual	2015 BUDGET	2014 Actual	2015 Budget	2014 Actual	2015 budget	
		-	-					
812xx	Trophies	Iron Dog Relief w/medallions/ribbons	4,656	4,420	2,328	2,210	2,328	2,210
		Dual Award/Award of Merit	184	100	92	70	92	30
		Trophy Buckle	-	350	-	-	-	350
		Saddle/saddle bags/mag ad @ cost	1,098	1,445	882	1,260	216	185
			-	-				
		Total Trophies	5,938	\$ 6,315	\$ 3,302	\$ 3,540	\$ 2,636	\$ 2,775
			-	-				
813xx	Facility	Ionia Grounds/clubhouse Rental	2,452	2,010	1,501	1,005	951	1,005
		Per dog fee: 99@\$8	728	790	472	480	256	310
		Tractor/Dog Wagon driver exp	1,285	1,290	788	790	497	500
		Insurance	50	50	25	25	25	25
		Club House cleaning	90	90	54	50	36	40
		Total Facility	4,605	\$ 4,230	\$ 2,840	\$ 2,350	\$ 1,765	\$ 1,880
			-	-				
814xx.	Birds	850 @ \$4.00 plus boxes & delivery	3,499	3,500	\$ 2,274	\$ 2,275	\$ 1,225	\$ 1,225
			-	-				
815xx	Wrangler(???)	Hotel & Fuel==Food only	266	275	\$ 159	\$ 135	\$ 107	\$ 140
			-	-				
816xx	License/fixtures Ad	AKC: 95 @ \$3.50 + filing fee	349	360	222	225	127	135
		IFTGA Permit	330	330	165	165	165	165
		American Field Ad	820	820	410	410	410	410
		AFTCA	100	100	-	-	100	100
			1,599	\$ 1,610	\$ 797	\$ 800	\$ 802	\$ 810
			-	-				
817xx	Reporter Only	Gift Certificate	-	-			-	
	No photographer	Horse Rental	1,600	-	1,000		600	
		Meals (\$20/day)	133	-	80		53	
		Lodging (\$60/night)	-	-	-		-	
		Travel	100	-	-		100	
		Report generation	500		250		250	
		Board Approved Max Costs		2,000		1,000		1,000
			\$ 2,333	\$ 2,000	\$ 1,330	\$ 1,000	\$ 1,003	\$ 1,000
818xx	Chairman/FT Sect	Premium Printing, postage, supplies	-	-				

EVENT: 2015 Gun Dog Nationals: SUBMITTED BY FINANCE COMMITTEE CHAIR 4/6/15								
REVISION #1, SUBMITTED BY JOHN PERRY, 4TH VP 4/7/15								
		TOTAL		OPEN (63%)		AMATEUR (37%)		
A/C # (if available)	BASIS FOR BUDGET CALCULATION	2014 Actual	2015 BUDGET	2014 Actual	2015 Budget	2014 Actual	2015 budget	
	gift card, etc.	273	415	\$ 144	\$ 260	\$ 129	\$ 155	
850xx	Misc	Pay Pal Fees & Banner	186	190	\$ 107	\$ 110	\$ 79	\$ 80
			-					
840xx	Hospitality	Dog Wagon Supplies	370	370	\$ 202	\$ 200	\$ 168	\$ 170
		<i>Misc. Soda/Cups/NO breakfast/ etc</i>	771	100	416	50	355	50
841xx.	Raffle/Auction	Prizes purchased: Custom Quilt	-	1,000	\$ -	\$ 1,000	\$ -	
890xx.	Awards Dinner(s)	<i>Open Welcome Dinner</i>	1,153	1,150	\$ 1,153	\$ 1,150		
		<i>Friday Night Social</i>	565	530	\$ 565	\$ 530		
		<i>Amateur Welcome Dinner</i>	569	510			\$ 569	\$ 510
		Tri-tronics Dog of Year Portriat	800	800	\$ 800	\$ 800		
		Tri-tronics dog of year award/dinner(s)	822	775	\$ 822	\$ 775		
			3,909	3,765	\$ 3,340	\$ 3,255	\$ 569	\$ 510