

# Peninsula Executives Association

PO Box 36255, San Jose, CA 95158

Phone: 408-266-9658 | Fax: 877-826-8501 | [peaworks@executives.org](mailto:peaworks@executives.org)



## **Board Meeting Agenda**

**August 12, 2021**

***Call to Order 8:35 a.m. ~ Zoom Conference Call***

***Welcome ~ Maureen Clark, President***

Roll call and welcome of any guests present today.

### **GUEST AGENDA ITEMS (if applicable)**

Guest agenda items will be heard before reviewing other Board matters.

### **CONSENT AGENDA ITEMS ~ 8:40 a.m.**

- ✓ One motion is necessary to accept all items on the Consent Agenda.
- ✓ Board members may approve items be moved off the Consent Agenda to the regular agenda, if desired, by a seconded and approved motion.

#### **1. Minutes and Attendance**

*Current month's documents:*

- July 8, 2021, Board Meeting Minutes
- Participation and Attendance through July 2021
- Financial Statements
  - **Financials through July 31, 2021 attached**
    - Restricted funds are \$710.00; these funds may only be used for invoices rendered to Pro-Staff Painting.
  - **Accounts Receivable outstanding**
    - The last billing round for dues was June 1, 2021, and bills were sent out to every member on that date for 2021-2022 Quarter 2 membership dues. The fee was reduced by the Board from \$355 to \$190, again with members having the option to pay less if they are unable to pay the full amount or break up the payment into payments monthly. Some members requested a revised invoice for the \$355 full dues amount.

- Total A/R outstanding as of July 31, 2021, is \$1,500.00. I have contacted all of the members with outstanding invoices with reminder emails. Please note that Yeaman Auto Body is not on the reports, because the Board is allowing him to not make payments while on leave (unrealized income to-date is \$380.00). Also, despite repeated attempts by several people, we have been unsuccessful to make contact with either Carpeteria or Mollie Stone's.

**Peninsula Executives Association**  
**A/R Aging Summary**  
 As of July 31, 2021

	Current	1 - 30	31 - 60	61 - 90	91 and over	Total
California Business Opportunities		190.00				190.00
Carpeteria		190.00			190.00	380.00
D.B. Gaskill Advertising Specialties		170.00				170.00
GR8WORK Builders, Inc		190.00				190.00
Hoge Fenton		190.00				190.00
Mollie Stone's Market		190.00			190.00	380.00
<b>TOTAL</b>	<b>\$ 0.00</b>	<b>\$ 1,120.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 380.00</b>	<b>\$ 1,500.00</b>

- **Budget vs Actual Reports:** Reporting will be updated when a 2021 budget is presented by the Finance Committee to the Board and adopted.

**2. Membership update**

We currently have 47 active members as of August 1, 2021, one new potential member this week, and one potential member who will attend two breakfasts beginning at the end of summer, and two still in the works that we haven't heard about for a while now.

- **Member loss:** Fawni & Larick Alan Hill, Larick Alan Hill Architecture & Interior Design, effective August 1, 2021.
- **Potential members:** (no action is required by the Board at this time)
  - **NEW THIS WEEK.**  
 Kim Tucker, All Reasons Moving & Storage, has submitted an information form for a potential member: **Flordalisa (Flor) Harris, President, Benefits Simplified in San Jose.** Classification: Small Group Health Insurance. This is the first week of the posting period for this potential member.
  - **No update yet on this one and I did send B.Asbra an email to get an update.**  
 Bette Asbra, Pro-Staff Painting, has been in conversation with **Todd Langton** ([tplan@ft.newyorklife.com](mailto:tplan@ft.newyorklife.com)) regarding the open classification with the passing of member Brad Brown, Brown Insurance and Financial Services. Mr. Langton is interested in joining PEA under the classification previously held by Brad Brown. Todd Langton is the person assigned by Brad himself to assume his accounts should he pass.
  - **Will attend end of summer.**  
 Judy Johnson, Unexpected Treasures is sponsoring **M'Lis Targgart, Massage Therapist, with Body Presence of San Carlos.** Her Classification: Massage Therapist. This company has passed the posting period and has been invited by her sponsor to attend two PEA meeting, which she will be doing at the end of the summer 2021.

- **This is a hopeful potential member.**  
Robin Azevedo, McRoskey Mattress, met with her former employee **Jill Bibo, who is now with [Garage Solutions](#)**, and Jill will be presenting to her CEO information about PEA for the company to join as a member of PEA, sponsored by Robin; Jill has also spoken to D. Belcher, PEA President, regarding their potential membership.
- **Reminder to All:** Send a photo to the office of you and PEA members when you work together! Given our virtual meetings, we will show photos during success stories and in emails to members, as well as adding throughout the website. Send to [peaworks@executives.org](mailto:peaworks@executives.org).

### 3. *Review of Weekly Business Meetings & Planning Future Meetings*

The calendar is online at: <http://bit.ly/pea-master-calendar>

**Please make note of the upcoming holidays or special activities:**

Sep 2, 2021	PEA Holiday – No Meeting	Dec 3, 2021	PEA Annual Party
Sep 26, 2021	PEA Annual Picnic & BBQ	Dec 16, 2021	PEA Annual Live Auction
Sep 30, 2021	Committee Meetings	Dec 23, 2021	PEA Holiday – No Meeting
Oct 21, 2021	Program Committee hosts	Dec 30, 2021	PEA Holiday – No Meeting
Nov 25, 2021	PEA Holiday – No Meeting		

### DISCUSSION ITEMS ~ 8:55 a.m.

**To be determined today:  
Invoices for September 1: What will the amount be for these invoices?**

**Completed Items**

1. Strategic Planning Update: this will be postponed for now
2. We will defer increase in the initiation fee from \$250-\$355 for now

**Monthly Check-in Items & Ongoing Discussions**

1. Returning to breakfast meetings
2. Finance Update
  - a. Budgeting strategies/scenarios
  - b. Update on Yeaman Auto Body leave of absence update, and Carpeteria, Mollie Stone’s demand letters, A.Roberts
3. Discussion regarding Membership & value proposition for attracting new members
  - a. Updates from Membership Committee, PR Committee
4. Critique of online meetings - what works, what doesn't, what might we try?
5. Board subcommittee to propose revisions to the bylaws (progress report)
  - a. A.Roberts provided marked up copy to J.King for this project.
6. Board subcommittee re: reopening for in-person meetings: health requirements, progression of scenarios, menu options, technology requirements, costs (progress report)
  - a. Update on venue pricing, A.Roberts

**Discussion Items**

1. Allow monthly dues payments?
2. Accept auto payments not only directly from banks and through QuickBooks, but also by credit card?

***Adjourn 9:45 a.m.***

**Next Board Meeting: September 9, 2021 @ 8:35 a.m.**

Attendance and Participation ~ JULY 2021

Date	# Members	Ongoing	Direct	Referral	Internet	Attended	Guest	Open House # Attendees
7/1/2021	48	0	1	7	0	0	0	0
7/8/2021	48	10	25	26	35	37	0	0
7/15/2021	48	3	12	12	30	36	3	0
7/22/2021	48	1	22	7	34	37	1	0
7/29/2021	48	21	30	24	18	38	0	0
TOTALS	48	35	90	76	117	148	1	0

Month	# Members	Ongoing	Direct	Avg per week	Referrals	Avg per week	Internet	Avg per week	Attendance avg per week
Jul 2021	48	35	90	18	76	15	117	23	37
Jun 2021	49	36	101	25	85	21	79	20	41
May 2021	53	13	56	14	23	6	54	14	43
Apr 2021	53	37	95	24	55	14	96	24	43
Mar 2021	53	8	43	11	39	10	42	11	45
Feb 2021	52	23	24	6	16	4	33	8	48
Jan 2021	52	45	76	19	41	10	96	24	42
Dec 2020	52	9	156	31	32	6	18	4	43
Nov 2020	52	16	68	17	26	7	46	12	43
Oct 2020	52	28	120	24	61	12	15	3	43
Sep 2020	52	1	12	4	29	10	3	1	39
Aug 2020	54	4	49	12	5	1	60	15	41
Jul 2020	54	7	39	10	7	2	25	6	43
Jun 2020	54	4	13	3	14	4	18	5	45
May 2020	54	9	2	1	14	4	5	1	45
Apr 2020	56	4	1	1	3	2	0	0	41
Mar 2020	55	32	46	23	68	34	74	37	40
Feb 2020	56	68	128	32	103	26	90	23	47
Jan 2020	56	85	170	43	118	30	152	38	45
Dec 2019	56	46	128	43	66	22	90	30	47
Nov 2019	57	67	129	43	83	28	96	32	45
Oct 2019	57	74	183	37	110	22	150	30	47
Sep 2019	57	69	156	39	101	25	159	40	44
Aug 2019	57	80	153	38	106	27	141	35	46
Jul 2019	57	65	143	48	72	24	101	34	43
Jun 2019	56	87	186	47	108	27	149	37	44
May 2019	55	65	208	52	98	25	156	39	44
Apr 2019	54	67	145	48	83	28	177	59	46
Mar 2019	54	57	131	33	144	36	130	33	42
Feb 2019	56	51	119	30	86	22	121	30	46
Jan 2019	54	90	213	43	152	30	150	30	43
Dec 2018	56	29	74	37	49	25	71	36	46
Nov 2018	56	67	165	41	109	27	116	29	47
Oct 2018	57	72	116	29	97	24	157	39	45
Sep 2018	57	48	183	46	103	26	144	36	43
Aug 2018	58	54	200	50	96	24	153	38	46
Jul 2018	58	66	178	59	98	33	119	40	45

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## Board Meeting Notes

July 8, 2021

### **Present**

Maureen Clark, President  
Michael Aronson, Secretary-Treasurer  
John King  
Judy Schwartz  
Deb Siegle  
Konrad Thaler

### **Guests Present**

Karen Bowne, PEA Honorary Member  
Kim Tucker, PEA Member

### **Board Members Absent**

Bobbie Fakkema, Vice President

### ***Call to Order 8:35 a.m. ~ Zoom Conference Call***

### ***Welcome ~ Maureen Clark, President, presiding***

Roll call and welcome of guests present today. A quorum is present for this meeting.

### **GUEST AGENDA ITEMS (if applicable)**

Guest agenda items will be heard before reviewing other Board matters.

Kim Tucker, All Reasons Moving & Storage, has a potential member who would come from Morgan Hill to a venue we meet at in the future. She would like to see us do some type of a hybrid meeting model when we return to face-to-face meetings, so that we can still include some of our members who travel further. The Board will take this under advisement.

### **CONSENT AGENDA ITEMS**

#### **1. Minutes and Attendance**

*Current month's documents:*

- June 10, 2021, Board Meeting Minutes
- Participation and Attendance through June 2021
- Financial Statements
  - **Financials through June 30, 2021**
    - Restricted funds are \$875.00; these funds may only be used for invoices rendered to Pro-Staff Painting.
  - **Accounts Receivable outstanding:** The last billing round for dues was June 1, 2021, and bills were sent out to every member on that date for 2021-2022 Quarter 2 membership dues. The fee was reduced by the Board from \$355 to \$190, again with members having the option to pay less if they are unable to pay the full amount or break up the payment into payments monthly. Some members requested a revised invoice for the \$355 full dues amount.
    - Total A/R outstanding as of July 1, 2021, is \$2,070.00. I have contacted all of the members with outstanding invoices with reminder emails. Please note that Yeaman Auto Body is not on the reports, because the Board is allowing him to not make payments while on leave (unrealized income

to-date is \$380.00). Also, despite repeated attempts by several people, we have been unsuccessful to make contact with either Carpeteria or Mollie Stone's.

## Peninsula Executives Association A/R Aging Summary As of July 1, 2021

	Current	1 - 30	31 - 60	61 - 90	91 and over	Total
A&A Plumbing	190.00					190.00
California Business Opportunities	190.00					190.00
Carpeteria	190.00				190.00	380.00
D.B. Gaskill Advertising Specialties	170.00					170.00
GR8WORK Builders, Inc	190.00					190.00
Hoge Fenton	190.00					190.00
Home Care Assistance	190.00					190.00
Home Preservation Services	190.00					190.00
Lane Cleaning Services	190.00					190.00
Larick Alan Hill	190.00					190.00
Mollie Stone's Market	190.00				190.00	380.00
<b>TOTAL</b>	<b>\$ 2,070.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 380.00</b>	<b>\$ 2,450.00</b>

- **Budget vs Actual Reports:** Reporting will be updated when a 2021 budget is presented by the Finance Committee to the Board and adopted.

### 2. Membership update

We currently have 48 active members as of July 1, 2021, and two potential still in the works (and one other that is still hopeful, but we haven't heard about for a while now).

- **Member loss:** Brad Brown, Brown Financial and Insurance Services
  - Brad Brown, Brown Financial and Insurance Services, passed away on June 12, 2021. PEA sent to his family on behalf of the membership a condolence card and a Lily of Peace plant. PEA shared its own thoughts as a part of the business meeting on June 17. The slide show can be viewed here: <https://www.executives.org/wp-content/uploads/2021/06/brad-brown-june172021-FINAL.mp4>  
Here is the link to the slide show that the family created for Brad and shared at a private memorial service on June 20: [https://www.dignitymemorial.com/obituaries/salt-lake-city-ut/bradford-brown-10231247?utm\\_source=obit\\_alerts&utm\\_medium=email&utm\\_campaign=obit\\_detail&utm\\_content=view\\_updates\\_button](https://www.dignitymemorial.com/obituaries/salt-lake-city-ut/bradford-brown-10231247?utm_source=obit_alerts&utm_medium=email&utm_campaign=obit_detail&utm_content=view_updates_button)
- **Potential members:** (no action is required by the Board at this time)
  - Bette Asbra, Pro-Staff Painting, has been in conversation with Todd Langton ([tplangton@ft.newyorklife.com](mailto:tplangton@ft.newyorklife.com)) regarding the open classification with the passing of member Brad Brown, Brown Insurance and Financial Services. Mr. Langton is interested in joining PEA under the classification previously held by Brad Brown. Todd Langton is the person assigned by Brad himself to assume his accounts should he pass.
  - Judy Johnson, Unexpected Treasures is sponsoring **M'Lis Targgart, Massage Therapist, with Body Presence of San Carlos. Her Classification: Massage Therapist.** This company has passed the posting period and has been invited by her sponsor to attend two PEA meetings as soon as she is able.
  - This is a hopeful potential member: Robin Azevedo, McRoskey Mattress, met with her former employee **Jill Bibo, who is now with Garage Solutions**, and Jill will be presenting to her CEO information about PEA for the company to join as a member of PEA, sponsored by Robin; Jill has also

spoken to D. Belcher, PEA President, regarding their potential membership.

- **Reminder to All:** Send a photo to the office of you and PEA members when you work together! Given our virtual meetings, we will show photos during success stories and in emails to members, as well as adding throughout the website. Send to [peaworks@executives.org](mailto:peaworks@executives.org).

### **3. Review of Weekly Business Meetings & Planning Future Meetings**

The calendar is online at: <http://bit.ly/pea-master-calendar>

Please make note of the upcoming holidays or special activities:

<b>July 15, 2021</b>	<b>Committee Meetings</b>
<b>Aug 12, 2021</b>	<b>Programs Committee Hosts Special Program: “Summer Every Day”</b>
<b>Sep 2, 2021</b>	<b>PEA Holiday – No Meeting</b>

A motion was made by John King and seconded by Deb Siegle to accept the consent agenda items as is. Motion passes unanimously.

## **DISCUSSION ITEMS**

### **Completed Items**

1. Nominating Susan Scott for Honorary Member and nominating Jon Maystrik for Emeritus Member.  
The requirements for approval by the membership vote were satisfied on June 24, 2021. The date was set for July 15, 2021 to recognize them both at our regular business meeting.

### **Monthly Check-in Items**

1. Returning to breakfast meetings
  - a. Work is being done on this by the sub-committee. We will have more updates from this committee next Board meeting.
  - b. A.Roberts will seek quotes from local restaurant facilities to compare pricing.
2. Report from Finance re: budgeting strategies/scenarios
  - a. M.Aronson is gathering information and the committee will meet soon. A.Roberts will get an update from the Sheraton for what the breakfast pricing will be when we do resume meeting in-person.
    - i. We also may want to continue with some type of virtual connection for those who would prefer to remotely connect.
  - b. Last chance letter to Carpeteria and Mollie Stone’s for July 31, 2021. J.King moved to have a last chance letter sent to these two members. Second provided by D.Siegle and the motion passes unanimously. A.Roberts will draft the letter.
  - c. Also, Yeaman Auto Body’s leave of absence expires on August 10, 2021, and the Board will need to make a decision as to the disposition of this. The Board requests A.Roberts discuss with B.Fakkema, since B.Fakkema has been working with Yeaman Auto Body.
3. Discussion regarding Membership & value proposition for attracting new members
  - a. Membership and PR are in conversation, to see how PR can help update the materials to improve our promotional efforts.
  - b. There is also a conversation going on with the successor of B.Brown. M.Clark has asked that before the application is given to B.Brown’s replacement that the classification be revisited for its appropriateness today.



B.Brown's classification was Life, Medical, Disability Insurance. The Board discussed the division of the Insurance classification being so broad. K.Bowne, who was present at the Board meeting today, is on the Membership Committee and will bring this item to the committee for discussion. Membership may give recommendations to the Board and the Board has ultimate responsibility for determining if a classification is too broad and should be revisited.

4. Critique of online meetings - what works, what doesn't, what might we try?
  - a. Good news is the attendance is good at the meetings.
  - b. The creativity is really great for these meetings and the fact that we keep changing it up and adding new activities each month.
5. Strategic Planning Update
  - a. The Board is suggesting that this be tabled until we are through the situations with the pandemic.
6. Board subcommittee to propose revisions to the bylaws (progress report)
  - a. John King and Brian Irion have had some initial discussions. A.Roberts will forward to J.King the changes she has noted as updates to the bylaws.
7. Board subcommittee re: reopening for in-person meetings: health requirements, progression of scenarios, menu options, technology requirements, costs (progress report)
  - a. No update today, as the chair is absent today.

### **Discussion Items**

Finance will explore these in their budget recommendation that is forthcoming:

1. Allow monthly dues payments?
2. Accept auto payments not only directly from banks and through QuickBooks, but also by credit card?
3. Increase in the initiation fee from \$250-\$355: This will be tabled until we are through the pandemic issues.

### **For further research**

1. Brad Brown passing: Is there an award we can give, such as Honorary, or a new award created, such as the Brad Brown Stars of PEA Award. John King will discuss with B.Irion to verify legal options.

***Adjourn 9:45 a.m.***

**Next Board Meeting: September 9, 2021 @ 8:35 a.m.**

**Attendance and Participation ~ JUNE 2021**

Date	# Members	Ongoing	Direct	Referral	Internet	Attended	Guest	Open House # Attendees
6/3/2021	49	0	2	9	19	43	0	0
6/10/2021	49	13	61	38	21	42	0	0
6/17/2021	49	3	0	7	3	43	3	0
6/24/2021	49	17	18	18	19	36	0	0
TOTALS	49	33	81	72	62	164	3	0

Month	# Members	Ongoing	Direct	Avg per week	Referrals	Avg per week	Internet	Avg per week	Attendance avg per week
June 2021	49	33	81	20	72	18	62	18	41
May 2021	53	13	56	14	23	6	54	14	43
Apr 2021	53	37	95	24	55	14	96	24	43
Mar 2021	53	8	43	11	39	10	42	11	45
Feb 2021	52	23	24	6	16	4	33	8	48
Jan 2021	52	45	76	19	41	10	96	24	42
Dec 2020	52	9	156	31	32	6	18	4	43
Nov 2020	52	16	68	17	26	7	46	12	43
Oct 2020	52	28	120	24	61	12	15	3	43
Sep 2020	52	1	12	4	29	10	3	1	39
Aug 2020	54	4	49	12	5	1	60	15	41
Jul 2020	54	7	39	10	7	2	25	6	43
Jun 2020	54	4	13	3	14	4	18	5	45
May 2020	54	9	2	1	14	4	5	1	45
Apr 2020	56	4	1	1	3	2	0	0	41
Mar 2020	55	32	46	23	68	34	74	37	40
Feb 2020	56	68	128	32	103	26	90	23	47
Jan 2020	56	85	170	43	118	30	152	38	45
Dec 2019	56	46	128	43	66	22	90	30	47
Nov 2019	57	67	129	43	83	28	96	32	45
Oct 2019	57	74	183	37	110	22	150	30	47
Sep 2019	57	69	156	39	101	25	159	40	44
Aug 2019	57	80	153	38	106	27	141	35	46
Jul 2019	57	65	143	48	72	24	101	34	43
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Apr 2019	54	67	145	48	83	28	177	59	46
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Jan 2019	54	90	213	43	152	30	150	30	43
Dec 2018	56	29	74	37	49	25	71	36	46
Nov 2018	56	67	165	41	109	27	116	29	47
Oct 2018	57	72	116	29	97	24	157	39	45
Sep 2018	57	48	183	46	103	26	144	36	43
Aug 2018	58	54	200	50	96	24	153	38	46
Jul 2018	58	66	178	59	98	33	119	40	45
Jun 2018	58	70	147	37	82	21	117	29	44
May 2018	58	56	193	39	121	24	164	33	42

# Peninsula Executives Association

A/P Aging Detail

As of July 31, 2021

DATE	TRANSACTION TYPE	NUM	VENDOR	DUE DATE	PAST DUE	AMOUNT	OPEN BALANCE
Current							
06/26/2021	Bill		DreamHost	07/31/2021	11	3.00	3.00
07/26/2021	Bill		DreamHost	07/31/2021	11	3.00	3.00
<b>Total for Current</b>						<b>\$6.00</b>	<b>\$6.00</b>
<b>TOTAL</b>						<b>\$6.00</b>	<b>\$6.00</b>

# Peninsula Executives Association

## A/R Aging Summary

As of July 31, 2021

	CURRENT	1 - 30	31 - 60	61 - 90	91 AND OVER	TOTAL
California Business Opportunities		190.00				\$190.00
Carpeteria		190.00			190.00	\$380.00
D.B. Gaskill Advertising Specialties		170.00				\$170.00
GR8WORK Builders, Inc		190.00				\$190.00
Hoge Fenton		190.00				\$190.00
Mollie Stone's Market		190.00			190.00	\$380.00
<b>TOTAL</b>	<b>\$0.00</b>	<b>\$1,120.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$380.00</b>	<b>\$1,500.00</b>

# Peninsula Executives Association

Balance Sheet  
As of July 31, 2021

	TOTAL
<b>ASSETS</b>	
Current Assets	
Bank Accounts	
First Rep checking 0353	6,972.94
First Rep savings 7458	15,705.56
PayPal Bank	-6.10
<b>Total Bank Accounts</b>	<b>\$22,672.40</b>
Accounts Receivable	
Accounts Receivable	0.00
<b>Total Accounts Receivable</b>	<b>\$0.00</b>
Other Current Assets	
Undeposited Funds	0.00
<b>Total Other Current Assets</b>	<b>\$0.00</b>
<b>Total Current Assets</b>	<b>\$22,672.40</b>
<b>TOTAL ASSETS</b>	<b>\$22,672.40</b>
<b>LIABILITIES AND EQUITY</b>	
Liabilities	
Current Liabilities	
Other Current Liabilities	
Pre Paid Dues - Pro Staff	710.00
<b>Total Other Current Liabilities</b>	<b>\$710.00</b>
<b>Total Current Liabilities</b>	<b>\$710.00</b>
<b>Total Liabilities</b>	<b>\$710.00</b>
Equity	
Retained Earnings	22,085.24
Net Income	-122.84
<b>Total Equity</b>	<b>\$21,962.40</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$22,672.40</b>

# Peninsula Executives Association

## Profit and Loss

March - July, 2021

	MAR 2021	APR 2021	MAY 2021	JUN 2021	JUL 2021	TOTAL
<b>Income</b>						
Dues						\$0.00
1st Quarter Dues	8,664.00	1,457.00	190.00	190.00		\$10,501.00
2nd Quarter Dues				7,084.00	1,330.00	\$8,414.00
<b>Total Dues</b>	<b>8,664.00</b>	<b>1,457.00</b>	<b>190.00</b>	<b>7,274.00</b>	<b>1,330.00</b>	<b>\$18,915.00</b>
Initiation Fees		250.00				\$250.00
Unapplied Cash Payment Income	210.00			-210.00		\$0.00
<b>Total Income</b>	<b>\$8,874.00</b>	<b>\$1,707.00</b>	<b>\$190.00</b>	<b>\$7,064.00</b>	<b>\$1,330.00</b>	<b>\$19,165.00</b>
<b>GROSS PROFIT</b>	<b>\$8,874.00</b>	<b>\$1,707.00</b>	<b>\$190.00</b>	<b>\$7,064.00</b>	<b>\$1,330.00</b>	<b>\$19,165.00</b>
<b>Expenses</b>						
Anniversary celebration	220.00	48.45	305.66			\$574.11
Bank fees				6.10		\$6.10
Board retreat		650.00				\$650.00
Contract Services	2,625.00	2,625.00	2,625.00	3,200.00	2,625.00	\$13,700.00
Gifts Given					43.93	\$43.93
Insurance		276.00				\$276.00
PayPal Fees		11.23		6.10		\$17.33
QuickBooks Payments Fees	52.10	54.50	35.00	73.00	40.70	\$255.30
Tax						\$0.00
Fed				2,777.00		\$2,777.00
<b>Total Tax</b>				<b>2,777.00</b>		<b>\$2,777.00</b>
Tax Prep					950.00	\$950.00
Web site related expenses						\$0.00
Domain Name Renewal		15.99				\$15.99
Web hosting					6.00	\$6.00
Website Security Software	6.00		12.00			\$18.00
<b>Total Web site related expenses</b>	<b>6.00</b>	<b>15.99</b>	<b>12.00</b>		<b>6.00</b>	<b>\$39.99</b>
<b>Total Expenses</b>	<b>\$2,903.10</b>	<b>\$3,681.17</b>	<b>\$2,977.66</b>	<b>\$6,062.20</b>	<b>\$3,665.63</b>	<b>\$19,289.76</b>
<b>NET OPERATING INCOME</b>	<b>\$5,970.90</b>	<b>\$ -1,974.17</b>	<b>\$ -2,787.66</b>	<b>\$1,001.80</b>	<b>\$ -2,335.63</b>	<b>\$ -124.76</b>
<b>Other Income</b>						
Interest Income	0.38	0.37	0.39	0.38	0.40	\$1.92
<b>Total Other Income</b>	<b>\$0.38</b>	<b>\$0.37</b>	<b>\$0.39</b>	<b>\$0.38</b>	<b>\$0.40</b>	<b>\$1.92</b>
<b>NET OTHER INCOME</b>	<b>\$0.38</b>	<b>\$0.37</b>	<b>\$0.39</b>	<b>\$0.38</b>	<b>\$0.40</b>	<b>\$1.92</b>
<b>NET INCOME</b>	<b>\$5,971.28</b>	<b>\$ -1,973.80</b>	<b>\$ -2,787.27</b>	<b>\$1,002.18</b>	<b>\$ -2,335.23</b>	<b>\$ -122.84</b>