



STCA BOARD CONFERENCE CALL FOR February 18, 2015

PRESENT: President, Charla Hill; Vice President, Lori Kelly; Corresponding Secretary, Pam Williams; Recording Secretary, Theresa Thomas; Treasurer, Rhea Spence; AKC Delegate, Helen Prince; Directors Class of 2015: Steve Russell, Kelli Edell, Nancy Hurren. Directors Class of 2016: Peggy Browne, April Green, and Pat Wooster. Absent: Jeff Waite, Jerry Burge

President, Charla Hill, called the meeting to order at 8: 39 PM EST.

Motion: to approve the February 5, 2015 Board Minutes. Woburn/Williams. Passed unanimously.

The President signed a retainer with Fran Garb as the STCA attorney. She is reviewing the Trust Document for revision and drafting an official STCA hold harmless document for the regional club and Scottie rescue groups currently listed on the Rescue web page at the STCA web site.

Website Update - Steve Russell advised the Board that the web team is migrating the current web software to a newer version with more space, and the process will likely take some weeks to accomplish.

AKC Board Meeting in March - Helen Prince, AKC Delegate, advised that AKC would be voting on new Directors. The nominees are known, and consensus was to let Helen decide based on her knowledge of their bios to choose whom she should vote for.

Board Meeting - March 29, 2015 Dayton, Ohio – 8:00 am – 5:00 pm - Pam Williams

1. Board Reports dues 3/15/15.
2. Hotel Reservation deadline is 3/6/15.
3. Board Meeting on 3/29 - lunches will be ordered morning of meeting.
4. Hospitality will be Friday night at show site with the puppy match.
5. Saturday morning there will be a coffee and donut breakfast at the show site.
6. Saturday lunch will be provided at the show site.
7. Banquet Reservation Saturday – each person will have to make his or her own reservation.

Rotating June 4-7, 2015 – Lori Kelly

- 1) Host Hotel – LaQuinta Inn & Suites – Tacoma, WA. Room cost \$95.00. Information will be on the info packet. No known shuttle from the hotel to airport
- 2) Board Meeting – Thursday June 4, 2015 - 8:00 am to 5:00 pm

STCA Financial Committee Report – Steve Russell

“Earlier this week, we received the 2014 Year-end Financial Statement from the Treasurer, Rhea Spence, and have begun work on our annual financial analysis and 2015 Budget. We now have 6 years of P&L (activity-based costing details) using a consistent Chart of Accounts.

STCA was profitable in 2014

2014 Income \$91k

---Income is shrinking. We're down about \$27k income from 2013 and about \$19k from 6-year averages.

2014 Expenses \$74k

---Expenses are consistent with the \$76k expense in 2013 (and down about \$21k from 6-year averages).

2014 P&L net profit of \$17k (19%)

---Profit \$17k that exceeds 15-year average of \$10k and last 6-year average of \$14k

Trends

---The Board manages about \$110k income and \$95k expense for the Club (6-year averages).

---Profit of \$17k under ran the 2014 Budget and is Declining

---Profit is \$8k less than the 2014 Budgeted Net Profit of \$25k

---Profit is \$25k less than the \$42k in 2013,

---Profit is less than ½ of the profit of prior 3 years (2011-2013).

---Profit is the **lowest profit in the last 4 years** since the financial turnaround in 2011.

---If 2015 budget is set at 6-year averages; profit will be down a further \$2-4k in 2015.

What next?

Remain vigilant on financials. Work 4 big-ticket items with the most change: SHOWS - MEMBERSHIP - BAGPIPER - WAYS&MEANS. Reset the 2015 Budget to better represent actual projections.

- VP/Shows – We have historically lost money on shows. Revenue on Rotating was down \$13k (Michigan vs Atlanta). The \$6.2k net loss in 2014 on all shows is similar to the \$6.6k average loss over the past 6 years, but it is \$4k more than we lost in 2013.
- Treasurer/Membership – Membership revenue continues downward trend where we took in \$4k less in 2014 than 2013 and \$7k less than the past 6 year average.
- Recording Secretary – Positive reduction of \$2.5k in expected expenses without an election held in prior years. This offset some of the budget under runs elsewhere.
- AKC/Delegate – Small change, but expenses were up \$2k (\$1k delegate, \$1k timing of donations)
- Bagpiper – While still more profitable than historical averages, we only made half (\$10k) of the projected \$20k profit. Revenues were down \$3.5k (presumably, reduced Ad revenue) and expenses were up \$6k.
- Ways & Means – While still profitable at <\$1k; however, revenue was down in 2013 and profit was down \$1k from 6 year average to under run targeted contribution.
- Grooming Manuals surprisingly continue to contribute profit of \$2.5k, but down \$1k from 2013 and is now less than ½ of the 6-year average. This continues to offset some of the budget under runs elsewhere.

Don't get surprised by Non-annual Expenses?

C&BL spent near the \$4k budgeted. This year's expense will be \$0 and not recur in 2015.

Retain \$s for Audit? \$1k

Retain \$s for Roster? \$4k

Plan \$s for Calendar?

Any other extraordinary one-time expenses?

Motion: to adjourn at 9:20 EST. Williams/Wooster. Passed unanimously

Respectfully submitted by Recording Secretary, Theresa Kay Thomas