



**Motion: To approve the Washington State Scottish Terrier Club concurrent specialties on August 12 & 13 2023. RBumstead/HPrince. Passed with 12 votes for and 1 against**

**Motion: To supply STCA BBE medallions for up to 2 shows a year to each regional club specialties. Number will depend upon if the host club splits the BBE class into Puppy and Adult. HPrince/KEdell. Passed with 11 votes for, 1 against, 1 abstain.**

## Treasurers Report

Steve Russell

### Membership renewal status

- To date, 46 members have not renewed (6%) remain unpaid plus 17 (2%) deceased plus 25 (3%) declared non-renew for a potential decline in membership of 11% where usually we have a 5% loss through death, stated non-renewal, or no response
- Many of the same names appear each year.
- Will continue to track and follow up until the end of the January Grace Period
- LKelly will follow up with those stated non-renewals for an exit interview

### END OF YEAR Report

- Books are closed for the month of December, reconciled the accounts, and produced the STCA Statement of Financial Position (Balance Sheet) and Statement of Financial Activities (Profit & Loss) for the month and year-to-date. The reports have been uploaded to the STCA website.
- In December, the Club recorded a Net Income of \$11,057 driven by revenue from 2023 Dues collections. This improved the Club's YTD Net Income to a positive \$22,421 at year-end with Bagpiper 2022#4 production and Dues 2023 collection carrying over to January, 2023. The Club's Balance Sheet Net Assets stand at \$563,797.
- Listed below are the accounts with income and expense over ~\$500 this month.
  - Income
    - \$ 13,053 – Dues 2023 (partial, total to date \$23,360)
    - \$ 6,410 – Bagpiper 2023 (total to date \$12,198)
    - \$ 1,185 – Montgomery 2023 Trophy & Specialty Donations (total to date \$1,920)
    - \$ 500 – Bagpiper 2023#1 (Ad sales, partial – Business Cards)
    - \$ 600 – Shoppe (mostly Grooming combos)
  - Cost of Goods Sold
    - \$ 1,116 – Grooming Inventory (Manuals and Videos)
  - Expense
    - \$ 2,080 – Bagpiper 2022#4 (Production, partial to complete in January)
    - \$ 2,500 – Montgomery 2023 (Hotel)
    - \$ 2,000 – Montgomery 2024 (Hotel)
    - \$ 1,126 – Storage (6 months of 2023)
    - \$ 964 – AKC Delegate
    - \$ 500 – AKC Museum of the Dog (5<sup>th</sup> of 5-year Pledge)
- Other Activities:
  - Membership Dues 2023 – As of the year-end deadline, 632 (82.1%) of households have paid their dues, 15 are deceased, 10 have declared non-Renew, and 109 (14.2%) are past due (unpaid). I have informed those who are past due. The Board will be asked to call those who are unpaid during the January Grace Period. On the \$20 Bagpiper Postage charge, so far, we only have 6 non-payments.
  - Donations – ~\$15,000 in Donations collected with Dues have been transferred to the Health Trust Fund \$7,970, Rescue Trust Fund \$5,334, PAWS for Juniors \$1,258, and AKC PAC \$295.

### JANUARY Report

- In January, the Club recorded Net Income of \$1,612. The gain so far this month is primarily attributable to the late collection of membership dues past the year-end deadline and start of

collecting ads for Bagpiper 2023#1. This brings the Club's YTD Net Income to \$1,612. The gain is overstated as the cost of production Bagpiper 2022#4 is still outstanding. The Club's Balance Sheet Net Assets stand at \$565,938.

- Listed below are the accounts with income and expense over ~\$500 this month.
  - Income
    - \$ 2,565 – Bagpiper 2023#1 (Ads, partial, total to date \$3,965)
    - \$ 1,487 – Membership 2023 (Dues, partial, total to date \$24,847)
    - \$ 690 – Bagpiper 2023 (postage, total to date \$11,520)
  - Expense
    - -\$ 2,138 – Bagpiper 2022#4 (production, partial, mailing)
    - -\$ 1,025 – Rotating 2024 (WEC event site deposit)
    - -\$ 430 – Taxes (quarterly deposit)
- Other Activities:
  - 2023 Dues. After 3-1/2 months of collecting dues, 666 (87%) member households have renewed their dues. As of the deadline, 101 (13%) of member households had not paid or declared their intentions. This number (10-15%) has been consistent from year-to-year. The Board should consider layered pricing or a late payment fee to incent timely payment.
- During the January Grace Period, the Board has contacted those we had not heard from which has reduced the number to 52 (7%) unpaid. Unpaid memberships will lapse at the end of January. When combined with the loss of 24 (3%) who declared non-renew and the loss of 17 (2%) found deceased, the total projected loss is ~11% which is double our typical targeted loss of -5% of the membership.
  - 2024 Rotating. Contract was signed with World Equestrian Center in Ocala, Florida, and the initial deposit was paid. The event site commitment of rental plus food & beverage of \$10,250 is greater than our usual commitment. The Board will need to reconsider charges (entries, meals, etc.) for the event.
  - Web – Domain name ScottiePalooza.com was transferred to the STCA.

### **New Business**

- STCA Specialty Entry Fees
  - LKelly asked for assistance to survey entry fees for regional specialties. APelle and EAvery volunteered. Time is of the essence to get this information.
  - HPrince needs to submit application to AKC for the IPS by mid-February – she needs this information to determine 2023 IPS entry fees
  - Want to be sensitive about asking people to travel the distances again for one more year.
- New CH Rosettes at STCA
  - Want to encourage regional clubs to acknowledge dogs that have finished their Championships at their specialties
  - LKelly will send out post to the Club Presidents list
- IPS October 2023
  - Need to find a Junior Showmanship judge for the IPS
  - K Hill volunteered, but was questioned about if she can judge Juniors and then exhibit on the same day. K Hill will investigate AKC rules
- AKC Updates
  - New AKC FIT title, has been announced, if a Scottish Terrier achieves the title it will be listed in the Bagpiper.

### **Old Business**

- Rotating 2023 - Piedmont Lori Kelly for Kathleen Ferris
  - All issues are pending – currently working with K Hill to settle details
  - No applications have been submitted

- The event takes place during a weekend with a Wake Forest Homecoming, a soccer tournament, and a teacher conference.
- Hotel block with the Marriot is in the works (need minimum of 14 rooms and a meeting room for Board), but there are concerns about availability for exhibitors
- Need to amend proposal as the banquet venue has changed
- Rotating 2024 – Tampa Lori Kelly for Kathleen Ferris
  - The venue contract has been signed
  - Some hotel details need to be changed
- Membership Applications
  - HPrince asked if the applicant that was not approved in November and her sponsors were notified of the Board decision. KEdell stated that they all have been
  - LHills stated that as the new Membership Chair, that she wants to hear if there are objections to applicants as soon as possible, and to not wait until the vote.

**Motion: To adjourn at 9:54 PM EST by PWilliams Passed unanimously.**

Respectfully Submitted – Richard C Bumstead, Recording Secretary

January 18, 2023