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## San Francisco Science Fiction Conventions, Inc.

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A California Non-Profit Corporation recognized under IRC §501(c)(3)

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# Regular Meeting of Board of Directors Minutes

Saturday, March 19, 2011, Fremont, California

## 1. Call to Order

The regular trimesterly meeting of the Board of Directors of SFSFC, Inc., met on Saturday, March 19, 2011, in the Bill Wullenjohn Meeting Room of the Centerville Train Station, 37260 Fremont Blvd., Fremont CA 94536. The meeting was called to order at 11:12 AM, President David Gallaher presiding and Secretary Kevin Standlee recording. Members present (\*by telephone): Sandra Childress\*, David W. Clark, Nancy L. Cobb, David Gallaher, Glenn Glazer, Lisa Detusch Harrigan, Cheryl Morgan\*, Cindy Scott, Spike (arrived 11:34 AM), Kevin Standlee. Members absent: Wolfgang Coe, Chris Garcia<sup>1</sup> (Corflu 28), Tom Whitmore<sup>2</sup>. (called prior to meeting to say he'd not be attending due to illness). Proxies: None. Others present: None.

## 2. Previous Minutes

The minutes of the previous meetings are now adopted by unanimous consent via the Board e-mail list and published on the corporation's web site.

## 3. Officer Reports

### 3.1. President

The President had nothing to report at this time.

### 3.2. Treasurer

#### 3.2.1. Financial Statements

The Treasurer distributed paper copies of reports (Appendices A-B) and discussed them in detail.

#### 3.2.2. Informational Filings

Tax returns for current year not filed, but extensions (to May 15) have been filed. Because we had more than \$100K revenue from WFC, we have to file the long form, which is more complicated free bets and has to be reviewed by all directors.

#### 3.2.3 Fiscal Year

The Treasurer is working on implementing the change of our fiscal year end to end at the end of March instead of July, so that we don't have a fiscal year-end falling right on top of Westercon.

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<sup>1</sup> *Ex officio* non-voting member

<sup>2</sup> Director Emeritus

### 3.2.4 Accounting

At 11:18 AM, the meeting went into Committee of the Whole, Nancy L. Cobb presiding, to discuss Treasury issues. The Committee of the Whole rose at 11:24 AM and reported that it had no report or recommendations at this time.

### 3.3 Secretary

Web site: Everything up to date on the corporate site except the previous minutes.

Tax-deduction letters: If you need a substantiation letter for tax purposes, contact the Secretary. (See announcement at end of these minutes.)

## 4. Standing Committee Reports

### 4.1 ConStruction

Ms. Scott reported. This committee is dormant and maintains a fee-free checking account with a \$100 balance.

### 4.2 SMOFCon 2010

Mr. Glazer reported. The con is over and was a general success, although there were mixed reviews of some of the more novel elements. It was the second-highest attended recent SMOFCon. The convention has a surplus, and has decided to donate \$1200 to the Amsterdam SMOFCon out of the surplus. Financial statements attached (Appendix C). The committee will attempt to close out its finances by the end of the fiscal year (end of March), and to ask to be discharged at the July board meeting.

### 4.3. World Fantasy Convention 2009

Mr. Gallaher reported. Financial statements attached (Appendices D-E). Although we're otherwise ready to close the WFC2009 committee, we have one remaining outstanding receivable, and therefore cannot close its books. Once we collect on that receivable, the committee will recommend it be discharged. The committee continues to hope that it can be discharged at the July board meeting.

### 4.4. Westercon 2011 Organizing Committee

Mr. Glazer reported. At 11:36 AM, the meeting went into Committee of the Whole, Nancy L. Cobb presiding, to discuss Westercon 64. At 11:54 AM, the Committee of the Whole rose and reported: We currently have 388 attending members, 5 supporting, 6 children. We've attended a number of conventions and will be attending more, some in the near future. (Nova Albion, Wondercon, Norwescon, Leprecon) There is a full Committee meeting scheduled for April 16 at the Fairmont. We have received 28 dealer applications as of today.

The Committee submitted financial statements (Appendices F-H).

### 4.5. Corflu 2011 Organizing Committee

Corflu Treasurer Lisa Detusch Harrigan reported and presented financial statements (Appendices I-J). The convention was small, but did not spend more than it took in. The Treasurer is still awaiting expense receipts from committee members. When we have all expenses accounted for, we can undertake to pay traditional pass-along funds to next year's Corflu. The committee should be able to request that it be discharged at the July board meeting.

### 4.6. London 2014 Bid Committee

Spike distributed a financial statement electronically prior to the meeting (Appendix K).

At 12:04 AM, the meeting went into Committee of the Whole, Nancy L. Cobb presiding, to discuss the committee's current operations and near-term plans. At 12:19 AM, the Committee of the Whole rose and reported that the London 2014 Committee continues to operate as a "pass-through" account, with no net liability for SFSFC but no surplus accruing to the corporation, either, operated as a service to the community.

## 5. Special Committee Reports

### 5.1. SMOFCon Scholarship Committee

We are not currently planning on presenting a scholarship this year, although we would like to leave open the prospect of doing so.

The SMOFCon Scholarship Committee was continued by unanimous consent.

## 6. Unfinished Business

There are no items of unfinished business postponed from the previous meeting.

## 7. New Business

### 7.1 SMOFCon 29

Spike informed the Board that she has sort of inadvertently ended up as the US Agent for SMOFCon 29 (Amsterdam) in conjunction with the London in 2014 Worldcon bid.

At 12:23 PM, the meeting went into Committee of the Whole, Nancy L. Cobb presiding, to discuss SMOFCon 29 arrangements. At 12:33 the Committee of the Whole rose and reported that it recommends adoption of the following resolution:

#### **Resolution 2011-01: SMOFCon 29**

*Resolved*, That there is established a SMOFCon 29 Committee as a standing committee of SFSFC, per section 6.1 of the SFSFC Bylaws;

*Resolved*, That the Committee is directed to act as North American agent for the SMOFCon 29;

*Resolved*, That the Committee is instructed to operate under the current revision of the Procedures for Lifecycle of a Standing Committee; and

*Resolved*, That the Committee is instructed to present a report of its finances and summary of its activities to every regular SFSFC Board meeting and also at such times as it may be directed by the Treasurer or President of the Corporation or by Board resolution, and that a failure to do so shall be considered a default of its responsibilities.

Resolution 2011-01 was adopted by unanimous consent. The President appointed Spike as Chair of this committee, and the appointment was ratified by unanimous consent. The intention is for both this committee and the London 2014 Agency to be operated as "pass-through" accounts, with no net expense to SFSFC and no surplus, as a service to the community. The two committees will operate in parallel with each other, with the same Chair.

### 7.2 Strategic Direction

At 12:36 AM, the meeting went into Committee of the Whole, Cindy L. Scott presiding, to discuss future activities of the corporation. At 12:51, the Committee of the Whole rose and reported a recommendation as follows:

**Resolution 2011-02: Strategic Development Committee**

*Resolved*, That there is established a Strategic Development Committee as a special committee of the corporation;

*Resolved*, That all members of the Board of Directors are appointed to this committee; and

*Resolved*, That this committee is directed to investigate the future strategic direction of the corporation, including future activities the corporation may undertake, and to make recommendations to the Board regarding such activities.

Resolution 2011-02 was adopted by unanimous consent. The President appointed David Gallaher as Chairman of the Strategic Development Committee.

**8. Announcements/Future Meetings****8.1. 2011 Meetings**

Future meeting dates this year are:

- July 30, 2011, Glenn Glazer's house, 1074 El Solyo Heights Dr, Felton.
- November 19, 2011, Centerville

Both meetings are scheduled for 11 AM Pacific Time.

There was some discussion of how these dates would fit with the directors' schedules, but the President did not change the previously-scheduled dates.

**8.2. Personal Taxes**

Remember that if you need a substantiation letter for donations to SFSFC (including travel expenses (including car mileage at \$0.14/mile) involved with any SFSFC-sponsored event) to contact the Secretary to get one. You don't have to be a director to qualify. The value of your time is never deductible, but your out-of-pocket expenses are.

**9. Adjournment**

By unanimous consent, the meeting adjourned at 1:01 PM.

Kevin Standlee  
Secretary

*[Approved by unanimous consent without meeting, March 31, 2011]*

## Appendix A: SFSFC General Fund, Profit & Loss, Fiscal Year to date, February 28, 2011

	<u>Jul '10 - Feb 11</u>
<b>Ordinary Income/Expense</b>	
<b>Income</b>	
<b>Convention Income</b>	
CorFlu 28	4,871.89
<b>SMOFcon 28</b>	
SMOFcon 28 Membership	8,217.78
St. George's Tour	770.00
SC28 T-shirts	<u>18.31</u>
<b>Total SMOFcon 28</b>	9,006.09
<b>Westercon 64</b>	
WC64 t-shirt sales	<u>60.00</u>
<b>Total Westercon 64</b>	60.00
<b>WFC 2009</b>	
WFC tote bags	9.15
WFC Program book Ad	<u>150.00</u>
<b>Total WFC 2009</b>	<u>159.15</u>
<b>Total Convention Income</b>	14,097.13
<b>Interest Income</b>	<u>7.00</u>
<b>Total Income</b>	14,104.13
<b>Expense</b>	
<b>Membership fees</b>	100.00
<b>Conventions</b>	
<b>CorFlu 28</b>	
FAAN Awards	163.73
Treasury	197.73
CorFlu 28 - Other	<u>2,908.79</u>
<b>Total CorFlu 28</b>	3,270.25
<b>London in 2014</b>	
Party expenses	<u>130.00</u>
<b>Total London in 2014</b>	130.00
<b>World Fantasy 2009</b>	
Hotel	4,095.13

Treasury	<u>6.95</u>
<b>Total World Fantasy 2009</b>	<b>4,102.08</b>
<b>SMOFcon 28</b>	
Bid Trail Boot Camp	104.24
Catering	750.00
Check Printing	4.80
Dining Guide SC28	412.66
Hospitality	1,608.10
Hotel Catering	1,011.98
Insurance	358.13
Parking	42.00
Petty Cash	180.00
Programming	232.61
PSTAT Seminar	113.60
Refunds	5.00
Registration	13.75
SMOFcon 29 PAF	1,200.00
St George Bus	540.00
St George Tour	449.99
Supplies	0.00
Tips	<u>90.00</u>
<b>Total SMOFcon 28</b>	<b>7,116.86</b>
<b>Westercon in 2011</b>	
Advertising	<u>85.00</u>
<b>Total Westercon in 2011</b>	<b>85.00</b>
<b>Total Conventions</b>	<b>14,704.19</b>
<b>Credit Card Transaction Fees</b>	
SC28 CC fees	51.25
Paypal Fees	
SMOFcon 28 Fees	78.32
San Jose in 2011 Paypal Fees	72.71
WFC 2009 Paypal Fees	<u>3.60</u>
<b>Total Paypal Fees</b>	<b>154.63</b>
<b>Credit Card Transaction Fees - Other</b>	<u>333.89</u>
<b>Total Credit Card Transaction Fees</b>	<b>539.77</b>
Internet	17.04
Meeting Expense	219.50

<b>Postage</b>	44.00
<b>Storage Unit</b>	<u>994.40</u>
<b>Total Expense</b>	<u>16,618.90</u>
<b>Net Ordinary Income</b>	<u>-2,514.77</u>
<b>Net Income</b>	<u><u>-2,514.77</u></u>

## Appendix B: SFSFC General Fund, Balance Sheet, February 28, 2011

	<u>Feb 28, 11</u>
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Checking/Savings</b>	
BotW - Checking	9,492.66
BotW - CD #1	3,800.84
BotW - Construction	100.00
BotW - CorFlu 28	1,156.87
BotW - SMOFcon 28	1,008.57
BotW - Westercon 64	6,257.31
BotW - World Fantasy 2009	2,343.59
PayPal	1,808.57
London in 2014	<u>6,076.85</u>
<b>Total Checking/Savings</b>	32,045.26
<b>Accounts Receivable</b>	
<b>Accounts Receivable</b>	
Westercon 2011	710.42
Accounts Receivable - Other	<u>4,843.50</u>
<b>Total Accounts Receivable</b>	5,553.92
<b>Checking</b>	<u>1,662.50</u>
<b>Total Accounts Receivable</b>	7,216.42
<b>Other Current Assets</b>	
Undeposited Funds	<u>630.00</u>
<b>Total Other Current Assets</b>	<u>630.00</u>
<b>Total Current Assets</b>	<u>39,891.68</u>
<b>TOTAL ASSETS</b>	<u><u>39,891.68</u></u>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
<b>Other Current Liabilities</b>	
London in 2014 Liabilities	4,506.85
SMOFcon 29 Liabilities	1,700.00
Sales Tax Payable	-71.46
San Jose in 2011 Liabilities	
Dealers' Table Fees	335.00



<b>Program Book Ads</b>	100.00
<b>San Jose in 2011 Liabilities - Other</b>	<u>11,226.19</u>
<b>Total San Jose in 2011 Liabilities</b>	11,661.19
<b>SF&amp;F Translation Awards</b>	<u>19.26</u>
<b>Total Other Current Liabilities</b>	<u>17,815.84</u>
<b>Total Current Liabilities</b>	<u>17,815.84</u>
<b>Total Liabilities</b>	17,815.84
<b>Equity</b>	
<b>Retained Earnings</b>	24,590.61
<b>Net Income</b>	<u>-2,514.77</u>
<b>Total Equity</b>	<u>22,075.84</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><u>39,891.68</u></u>
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<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><u>34,278.34</u></u>

## Appendix C: SMOFcon 28 Committee, Profit & Loss, Committee Lifetime to Date, February 28, 2011

	<u>Dec '09 - Feb 11</u>
<b>Ordinary Income/Expense</b>	
<b>Income</b>	
<b>Convention Income</b>	
<b>SMOFcon 28</b>	
SMOFcon 28 Membership	8,280.00
St. George's Tour	770.00
SC28 T-shirts	18.31
SMOFcon 28 Misc Income	<u>0.13</u>
<b>Total SMOFcon 28</b>	<u>9,068.44</u>
<b>Total Convention Income</b>	<u>9,068.44</u>
<b>Total Income</b>	9,068.44
<b>Expense</b>	
<b>Conventions</b>	
<b>SMOFcon 28</b>	
Bid Trail Boot Camp	104.24
Catering	750.00
Check Printing	4.80
Dining Guide SC28	412.66
Fictitious Name Statement	62.35
Hospitality	1,608.10
Hotel Catering	1,011.98
Insurance	358.13
Parking	42.00
Petty Cash	180.00
Programming	232.61
PSTAT Seminar	113.60
Refunds	5.00
Registration	13.75
SMOFcon 29 PAF	1,200.00
St George Bus	540.00
St George Tour	449.99
Supplies	0.00
Tips	90.00
SMOFcon 28 - Other	<u>0.00</u>
<b>Total SMOFcon 28</b>	<u>7,179.21</u>
<b>Total Conventions</b>	7,179.21

<b>Credit Card Transaction Fees</b>	
<b>SC28 CC fees</b>	51.25
<b>Paypal Fees</b>	
<b>SMOFcon 28 Fees</b>	<u>146.31</u>
<b>Total Paypal Fees</b>	<u>146.31</u>
<b>Total Credit Card Transaction Fees</b>	<u>197.56</u>
<b>Total Expense</b>	<u>7,376.77</u>
<b>Net Ordinary Income</b>	<u>1,691.67</u>
<b>Net Income</b>	<u><u>1,691.67</u></u>

## Appendix D: WFC 2009, Profit & Loss, Committee Lifetime to Date, February 28, 2011

	<u>Jul '08 - Feb 11</u>
<b>Ordinary Income/Expense</b>	
<b>Income</b>	
<b>Convention Income</b>	
<b>WFC 2009</b>	
WFC tote bags	9.15
WFC Donations	0.00
WFC 2009 Memberships	115,993.95
WFC Banquet	17,400.00
WFC Dealers' Tables	5,214.88
<b>WFC 2009 Art Show</b>	
Art Show tables/panels	1,365.00
Art Sales	8,386.00
WFC 2009 Art Show - Other	<u>64.11</u>
<b>Total WFC 2009 Art Show</b>	9,815.11
WFC Program book Ad	4,825.00
WFC party payments	1,787.70
WFC shirt sales	<u>157.50</u>
<b>Total WFC 2009</b>	<u>155,203.29</u>
<b>Total Convention Income</b>	<u>155,203.29</u>
<b>Total Income</b>	155,203.29
<b>Expense</b>	
<b>Conventions</b>	
<b>World Fantasy 2009</b>	
<b>GoH Expenses</b>	
<b>GoH Travel</b>	
Nix	1,250.00
Snellings	866.79
Swanwick	978.40
VanderMeer	1,030.69
Zivkovic	2,652.84
Sidney-Fryer	140.00
Lupoff	80.00
Lake	<u>219.20</u>
<b>Total GoH Travel</b>	7,217.92

Per Diem	2,800.00
GoH Gifts	855.63
GoH Ground Transportation	242.00
GoH misc	63.70
GoH Expenses - Other	<u>0.00</u>
Total GoH Expenses	11,179.25
<b>Hospitality</b>	
Food/Decor	7,479.75
hospitality rooms	1,867.20
Tips	220.00
Rug Doctor	<u>60.00</u>
Total Hospitality	9,626.95
<b>Mass Autographing</b>	
F&B	12,583.67
Tent Cards	374.66
Mass Autographing - Other	<u>13.09</u>
Total Mass Autographing	12,971.42
<b>Hotel</b>	
A/V	6,642.71
coffee	2,337.05
elevator	160.00
secure storage	113.50
Guest rooms	5,630.00
Bar Bribe	5,184.65
Hotel - Other	<u>6,731.93</u>
Total Hotel	26,799.84
<b>Awards Banquet</b>	
Banquet	22,050.41
Award Statues	9,704.00
Award Shipping	412.62
Banquet table decorations	821.55
banquet tickets	<u>47.11</u>
Total Awards Banquet	33,035.69
<b>Publications</b>	
Nomiating Ballots	1,574.50
2009 PR1	3,309.84
2009 PR2	2,317.36

Dining Guide	1,664.89
Pocket Program	1,075.55
Program Book	<u>10,223.74</u>
<b>Total Publications</b>	<b>20,165.88</b>

**Registration**

member packets post con	644.17
Badges/Lanyards	2,301.14
WFC Book Bags	6,096.01
Storage	<u>276.00</u>
<b>Total Registration</b>	<b>9,317.32</b>

**Ops**

Meeting Travel	447.40
Meeting Expense	469.95
Ops - Other	<u>27.87</u>
<b>Total Ops</b>	<b>945.22</b>

Security	2,225.00
Logistics	1,008.42

**Art Show**

Reception	4,608.13
Art Show Postage	5.67
Panel Rental	360.00
Artist payments	<u>7,093.55</u>
<b>Total Art Show</b>	<b>12,067.35</b>

**Dealers' Room**

Cleaning fee	1,700.00
Dealers' Room Tables	2,981.76
Dealers' Room/Art Storage	70.00
Dealers' room Misc	<u>63.00</u>
<b>Total Dealers' Room</b>	<b>4,814.76</b>

Treasury	1,705.28
WFC Insurance	2,000.00
World Fantasy 2009 - Other	<u>191.32</u>
<b>Total World Fantasy 2009</b>	<b><u>148,053.70</u></b>

**Total Conventions** 148,053.70

**Credit Card Transaction Fees**

Paypal Fees

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<b>WFC 2009 Paypal Fees</b>	<u>2,727.68</u>
<b>Total Paypal Fees</b>	<u>2,727.68</u>
<b>Total Credit Card Transaction Fees</b>	<u>2,727.68</u>
<b>Total Expense</b>	<u>150,781.38</u>
<b>Net Ordinary Income</b>	<u>4,421.91</u>
<b>Net Income</b>	<u><u>4,421.91</u></u>

**Appendix E: WFC 2009, Balance Sheet, February 28, 2011**

	<u>Mar 19, 11</u>
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Checking/Savings</b>	
BotW - World Fantasy 2009	<u>2,343.59</u>
<b>Total Checking/Savings</b>	<u>2,343.59</u>
<b>Total Current Assets</b>	<u>2,343.59</u>
<b>TOTAL ASSETS</b>	<u><u>2,343.59</u></u>
<b>LIABILITIES &amp; EQUITY</b>	0.00



## Appendix F: Westercon 2011 Organizing Committee, Profit & Loss, Fiscal Year to Date, February 28, 2011

	<u>Jul '10 - Jun 11</u>
<b>Ordinary Income/Expense</b>	
<b>Income</b>	
<b>4000 · Contributed support</b>	
4010 · Indiv/business contribution	21.72
<b>Total 4000 · Contributed support</b>	21.72
<b>4300 · Convention Income</b>	
<b>4400 · Convention Membership</b>	
4420 · Attending	6,025.00
<b>Total 4400 · Convention Membership</b>	6,025.00
4510 · Dealer's Tables	335.00
4690 · Advertising in Publications	100.00
<b>Total 4300 · Convention Income</b>	6,460.00
<b>4800 · Sales of Goodies</b>	
4810 · T-Shirts	641.16
4800 · Sales of Goodies - Other	10.00
<b>Total 4800 · Sales of Goodies</b>	651.16
<b>Total Income</b>	7,132.88
<b>Cost of Goods Sold</b>	
5000 · Cost of Goods Sold	529.37
<b>Total COGS</b>	529.37
<b>Gross Profit</b>	6,603.51
<b>Expense</b>	
<b>6000 · Front Office Expenses</b>	
<b>6230 · Bank Fees</b>	
6240 · Credit Card Fees	108.75
6250 · Paypal Fees	77.93
<b>Total 6230 · Bank Fees</b>	186.68
<b>Total 6000 · Front Office Expenses</b>	186.68
7010 · Advertising	

<b>7012 · Ads in Publications</b>	85.00
<b>7013 · Parties - Fan Tables</b>	1,133.42
<b>7014 · Ribbons, Stickers, Buttons</b>	<u>27.50</u>
<b>Total 7010 · Advertising</b>	<u>1,245.92</u>
<b>Total Expense</b>	<u>1,432.60</u>
<b>Net Ordinary Income</b>	<u>5,170.91</u>
<b>Net Income</b>	<u><u>5,170.91</u></u>

## Appendix G: Westercon 2011 Organizing Committee, Profit & Loss, Lifetime to Date, February 28, 2011

	<u>Bid</u>	<u>WC64</u>	<u>TOTAL</u>
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
<b>4000 - Contributed support</b>			
<b>4010 - Indiv/business contribution</b>	15.21	31.97	47.18
<b>4080 - Donations from SFSFC</b>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
<b>Total 4000 - Contributed support</b>	15.21	31.97	47.18
<b>4300 - Convention Income</b>			
<b>4301 - Bid Income</b>			
<b>4302 - Pre-Support</b>	3,030.00	0.00	3,030.00
<b>4303 - Pre-Oppose</b>	40.11	0.00	40.11
<b>4304 - Friend of Bid</b>	<u>2,472.00</u>	<u>0.00</u>	<u>2,472.00</u>
<b>Total 4301 - Bid Income</b>	5,542.11	0.00	5,542.11
<b>4400 - Convention Membership</b>			
<b>4410 - Site Selection</b>	0.00	2,250.00	2,250.00
<b>4420 - Attending</b>	0.00	14,225.00	14,225.00
<b>4430 - Child</b>	0.00	105.00	105.00
<b>4490 - Supporting</b>	<u>0.00</u>	<u>25.00</u>	<u>25.00</u>
<b>Total 4400 - Convention Membership</b>	0.00	16,605.00	16,605.00
<b>4510 - Dealer's Tables</b>	0.00	335.00	335.00
<b>4690 - Advertising in Publications</b>	<u>0.00</u>	<u>100.00</u>	<u>100.00</u>
<b>Total 4300 - Convention Income</b>	5,542.11	17,040.00	22,582.11
<b>4800 - Sales of Goodies</b>			
<b>4810 - T-Shirts</b>	0.00	1,025.60	1,025.60
<b>4800 - Sales of Goodies - Other</b>	<u>0.00</u>	<u>10.00</u>	<u>10.00</u>
<b>Total 4800 - Sales of Goodies</b>	<u>0.00</u>	<u>1,035.60</u>	<u>1,035.60</u>
<b>Total Income</b>	5,557.32	18,107.57	23,664.89
<b>Cost of Goods Sold</b>			
<b>5000 - Cost of Goods Sold</b>	<u>0.00</u>	<u>851.63</u>	<u>851.63</u>
<b>Total COGS</b>	<u>0.00</u>	<u>851.63</u>	<u>851.63</u>
<b>Gross Profit</b>	5,557.32	17,255.94	22,813.26
<b>Expense</b>			

<b>6000 - Front Office Expenses</b>			
<b>6100 - Front Office Expenses</b>	0.00	29.97	29.97
<b>6110 - Web Site Expenses</b>	0.00	99.00	99.00
<b>6200 - Treasurer Expenses</b>	115.41	9.82	125.23
<b>6230 - Bank Fees</b>			
<b>6235 - Bounced Check</b>	0.00	0.00	0.00
<b>6240 - Credit Card Fees</b>	58.00	328.00	386.00
<b>6250 - Paypal Fees</b>	12.05	131.04	143.09
<b>6230 - Bank Fees - Other</b>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
<b>Total 6230 - Bank Fees</b>	<u>70.05</u>	<u>459.04</u>	<u>529.09</u>
<b>Total 6000 - Front Office Expenses</b>	185.46	597.83	783.29
<b>6900 - Bid Expenses</b>			
<b>6910 - Ribbons</b>	25.00	0.00	25.00
<b>6920 - Flyers</b>	60.49	0.00	60.49
<b>6930 - Party Room Rental</b>	1,035.89	0.00	1,035.89
<b>6940 - Party Room Supplies</b>	1,122.99	0.00	1,122.99
<b>6990 - Misc Bid Expense</b>	<u>5.40</u>	<u>0.00</u>	<u>5.40</u>
<b>Total 6900 - Bid Expenses</b>	2,249.77	0.00	2,249.77
<b>7010 - Advertising</b>			
<b>7012 - Ads in Publications</b>	110.00	85.00	195.00
<b>7013 - Parties - Fan Tables</b>	0.00	1,478.22	1,478.22
<b>7014 - Ribbons, Stickers, Buttons</b>	<u>0.00</u>	<u>92.50</u>	<u>92.50</u>
<b>Total 7010 - Advertising</b>	110.00	1,655.72	1,765.72
<b>7090 - Publications</b>			
<b>7091 - Progress Reports</b>			
<b>7092 - Progress Report #1</b>	<u>0.00</u>	<u>689.80</u>	<u>689.80</u>
<b>Total 7091 - Progress Reports</b>	<u>0.00</u>	<u>689.80</u>	<u>689.80</u>
<b>Total 7090 - Publications</b>	0.00	689.80	689.80
<b>7120 - Postage</b>			
<b>7121 - Postage Progress Reports</b>	<u>0.00</u>	<u>149.11</u>	<u>149.11</u>
<b>Total 7120 - Postage</b>	<u>0.00</u>	<u>149.11</u>	<u>149.11</u>
<b>Total Expense</b>	<u>2,545.23</u>	<u>3,092.46</u>	<u>5,637.69</u>
<b>Net Ordinary Income</b>	<u>3,012.09</u>	<u>14,163.48</u>	<u>17,175.57</u>
<b>Net Income</b>	<u><u>3,012.09</u></u>	<u><u>14,163.48</u></u>	<u><u>17,175.57</u></u>

## Appendix H: Westercon 2011 Organizing Committee, Balance Sheet, February 28, 2011

	<u>Feb 28, 11</u>
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Checking/Savings</b>	
1010 · Bank of the West - Checking	8,353.79
1040 · Petty cash	146.57
1050 · Cash Box	
1055 · Registration Cash Box	198.00
1056 · Left at Home	<u>40.00</u>
<b>Total 1050 · Cash Box</b>	<b>238.00</b>
1070 · Cash in Corporate Accounts	
1075 · Paypal Account	1,645.95
1080 · Credit Card Account	<u>6,157.91</u>
<b>Total 1070 · Cash in Corporate Accounts</b>	<b><u>7,803.86</u></b>
<b>Total Checking/Savings</b>	<b>16,542.22</b>
<b>Accounts Receivable</b>	
1110* · Accounts receivable	<u>29.00</u>
<b>Total Accounts Receivable</b>	<b>29.00</b>
<b>Other Current Assets</b>	
1230 · Inventory Asset	
1231 · T-Shirts	<u>149.48</u>
<b>Total 1230 · Inventory Asset</b>	<b>149.48</b>
1299 · Undeposited Funds	<u>470.00</u>
<b>Total Other Current Assets</b>	<b><u>619.48</u></b>
<b>Total Current Assets</b>	<b><u>17,190.70</u></b>
<b>TOTAL ASSETS</b>	<b><u><u>17,190.70</u></u></b>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
<b>Other Current Liabilities</b>	
2140 · Accrued sales taxes	<u>84.40</u>
<b>Total Other Current Liabilities</b>	<b>84.40</b>

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<b>Total Current Liabilities</b>	<u>84.40</u>
<b>Total Liabilities</b>	84.40
<b>Equity</b>	
<b>3000 - Unrestricted net assets</b>	
<b>3040 - Adjustments to Equity</b>	<u>184.11</u>
<b>Total 3000 - Unrestricted net assets</b>	184.11
<b>3010 - Unrestrict (retained earnings)</b>	12,004.66
<b>Net Income</b>	<u>4,917.53</u>
<b>Total Equity</b>	<u>17,106.30</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><u>17,190.70</u></u>

## Appendix I: Corflu 2011 Organizing Committee, Profit & Loss, Committee Lifetime to Date, February 16, 2011

	<u>Feb 16, 11</u>
<b>Income</b>	
<b>43400 · Direct Public Support</b>	
43420 · Donations from Committee	<u>19.00</u>
<b>Total 43400 · Direct Public Support</b>	19.00
<b>46400 · Other Types of Income</b>	
46430 · Miscellaneous Revenue	<u>0.50</u>
<b>Total 46400 · Other Types of Income</b>	0.50
<b>47200 · Convention Income</b>	
47230 · Convention Membership	3,425.91
47240 · Supporting Membership	<u>100.00</u>
<b>Total 47200 · Convention Income</b>	3,525.91
47300 · GoH Donation	140.00
48000 · Passalong Funds	<u>1,791.39</u>
<b>Total Income</b>	5,476.80
<b>Expense</b>	
<b>60900 · Office Expenses</b>	
60910 · Treasury	55.23
60930 · Credit Card Fees	<u>3.53</u>
<b>Total 60900 · Office Expenses</b>	58.76
<b>62800 · Facilities and Equipment</b>	
62820 · Banquet, Food & Beverage	3,437.62
62890 · Con Suite	<u>391.17</u>
<b>Total 62800 · Facilities and Equipment</b>	3,828.79
<b>65000 · Con Expenses</b>	
65100 · Con Suite Food & Beverage	198.45
65200 · FAAN Awards	<u>163.73</u>
<b>Total 65000 · Con Expenses</b>	<u>362.18</u>
<b>Total Expense</b>	<u>4,249.73</u>
<b>Net Income</b>	<u><u>1,227.07</u></u>

## Appendix J: Corflu 2011 Organizing Committee, Balance Sheet, February 28, 2011

	<u>Feb 28, 11</u>
<b>ASSETS</b>	
Current Assets	
Checking/Savings	
10000 · Bank of the West	1,156.87
10100 · Main SFSFC Acct	66.97
11000 · Cash	
11300 · Petty Cash	<u>206.46</u>
Total 11000 · Cash	<u>206.46</u>
Total Checking/Savings	<u>1,430.30</u>
Total Current Assets	<u>1,430.30</u>
<b>TOTAL ASSETS</b>	<b><u>1,430.30</u></b>
<b>LIABILITIES &amp; EQUITY</b>	
Liabilities	
Current Liabilities	
Accounts Payable	
20000 · Accounts Payable	<u>203.23</u>
Total Accounts Payable	<u>203.23</u>
Total Current Liabilities	<u>203.23</u>
Total Liabilities	203.23
Equity	
32000 · Unrestricted Net Assets	1,236.46
Net Income	<u>-9.39</u>
Total Equity	<u>1,227.07</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b><u>1,430.30</u></b>



**Appendix K: UK in 2011 Financial Summary, March 19, 2011**

\$4,376.85	Bid funds in checking account 2/28/2011
\$6,076.85	Checking account balance 2/28/2011 (includes \$1700 SMOFCon 29 funds, soon to be transferred)
\$1,030.00	New income since 10/31/2010
\$1,164.05	Expenses paid since 10/31/2010