



San Francisco Science Fiction Conventions, Inc.

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

☰ PO Box 61363 ❖ Sunnyvale CA 94088-1363 ❖ USA

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Regular Meeting of Board of Directors Minutes

Saturday, November 20, 2021, Sunnyvale, California

1. Call to Order

The regular trimesterly meeting of the Board of Directors of SFSFC, Inc., met on Saturday, November 20, 2021, in the home of Cindy Scott, 969 Asilomar Terrace #6, Sunnyvale CA 94086-2438. The meeting was called to order at 11:01 AM Pacific Standard Time, President Kevin Roche presiding and Secretary Kevin Standlee recording. Members present (*by conference call ‡director emeritus): Sandra Childress*, David W. Clark*‡, Christine Doyle* (arrived 11:36 AM), Bruce Farr*, David Gallaher*, Lisa Deutsch Harrigan*, Cheryl Morgan*, Kevin Roche*, Cindy Scott, Randy Smith* (arrived 1:00 PM), Kevin Standlee*, Andy Trembley*, Jennifer “Radar” Wylie*. Members absent: Tom Whitmore‡. Proxies: David Gallaher to Cindy Scott or Andrew Trembley, unrestricted, for such periods as when Mr. Gallaher was unable to attend the meeting. Due to COVID-19 pandemic restrictions, all members except Ms. Scott attended the meeting by Zoom conference call.

2. Previous Minutes

The minutes of the July 17, 2020 Regular Meeting were previously approved as distributed by unanimous consent via the Board e-mail list.

3. Officer Reports

3.1. President

The President reported. He called upon Mr. Farr to report on Insurance.

After discussion, Mr. Standlee moved to authorize Mr. Farr to commit us to spending up to \$2500/year for Director & Officer insurance and to take appropriate action to get the insurance.

3.2. Treasurer

Treasurer Lisa Deutsch Harrigan submitted the following written report in advance of the meeting:

Sorry this will be very casual. My computer died. It was the motherboard, so no information was lost, but I now need to install many programs onto a new computer. And I need to find all the CDs.

It will take a couple of weeks. I have a job and am sitting in front of a computer all day.

That said SFSFC [corporate] has

Checking \$3718.47

Certificate of Deposit \$3845.27

“ConJosé,” “ConFrancisco,” and the SFSFC bridge-map logo are service marks of San Francisco Science Fiction Conventions, Inc., a California non-profit corporation recognized as tax-exempt under IRC §501(c)(3). “Worldcon,” “World Science Fiction Convention,” “WSFS,” “World Science Fiction Society,” “NASFiC,” “Hugo Award,” and the distinctive design of the Hugo Award rocket are registered service marks of the World Science Fiction Society, an unincorporated literary society. “Westcon” is a registered service mark of the Los Angeles Science Fantasy Society, Inc. “Costume-Con” is a registered service mark of Karen Schnaubelt.

We've spent no money from our account. The post office and IRS took forever to register our tax return, which I did send out on time, so they dinged us \$340. Worldcon 76 paid the bill. Thank you.

The problem with the state has been resolved and they await this year's return.

Cindy and I are plotting getting together for taxes in December.

The Board discussed the report and related material.

3.3 Secretary

The corporate web site is up to date.

Assistant Secretary Cheryl Morgan reported about web sites for which we provide hosting services.

4. Standing Committee Reports

4.1. 2018 Worldcon Operating Committee

2018 Worldcon Operating Committee Chair Kevin Roche reported. Financial reports are attached. (see Appendices A-B.) At 11:21 AM the meeting went into Committee of the Whole, David Gallaher presiding, to discuss the report of the 2018 Worldcon Operating Committee. At 11:35 AM, the Committee of the Whole rose and reported:

- Worldcon 76 Chair Kevin Roche will appear before the 2021 WSFS Business Meeting at DisCon III to discuss the convention's required financial report to WSFS.
- Mailing publications to non-US no-show attending members and all supporting members is moving forward. We have money set aside in our budget for this, which could cost as much as \$60,000.
- We will be contacting all of those members who our records say are still owed publications. Due to the delay caused by litigation issues, we will require an affirmative response from people before we send them publications.
- We have created an electronic copy of our Souvenir Book and will invite our members to download the electronic copies in lieu of us sending paper copies if they so prefer. Changes in postal regulations and rates since when we originally bid have made mailing these publications more expensive than initially expected.
- Post-con membership and expense reimbursements are identified. We have to confirm our post-con mailing expenses before we can do post-con membership reimbursements.
- Work continues on clearing surplus material from our storage locker and reorganizing the material. Once publications have been mailed, we hope to move to a smaller storage unit.
- We have purchased robust rolling racks to make it easier to store the remaining material more compactly.

4.2. Costume-Con 39 Committee (2023)

At 11:36, the meeting went into Committee of the Whole, David Gallaher presiding, to discuss Costume-Con 39. At 11:42 AM the Committee of the Whole rose and reported the following:

- Ongoing planning is moving slowly, but that's to be expected as the convention is still two years away.

- Current membership is about 175 people.
- The committee is holding regular staff meetings online.

CC39 Treasurer submitted the following written report:

See note about computers in SFSFC. Luckily CC39 is on QuickBooks Online, so nothing is lost, but I've been so busy dealing with the new computer. So the records are out of date.

That said

Checking has \$2,813.74

Almost all of this money belongs to Westercon 74. We have sold 1 membership since July. Westercon has sold 19 of various prices. And Stripe puts their money in our account.

We've had no expenses. Things should pick up soon.

4.3. New Zealand 2020 Committee

Randy Smith submitted a written report and financial statement. (See Appendices C-D.) The Board discussed the reports informally.

4.4. Westercon 74 Organizing Committee (2022)

Westercon 74 (Tonopah) Organizing Committee Chair Kevin Standlee reported. Financial statements prepared by Bruce Farr are attached as Appendices E-F.

At 11:46 PM, the meeting went into Committee of the Whole, Cindy Scott presiding, to discuss the 2022 Westercon. At 12:10 PM, the Committee of the Whole rose and reported:

- The convention has 233 total members (185 attending and 48 supporting) as of the last update from the Registrar on July 24. (There have been a few new ones since then that haven't been updated in the online list.) We continue to plan for an in-person convention with between 200 and 400 attending members.
- The convention has announced Kevin Andrew Murphy (author) and Myrna Donato (bookseller) as Guests of Honor, funded by a grant from the Utah Fandom Organization (Westercon 72/SpikeCon), announced in Progress Report 3 in October.
- The convention published Progress Report 4 in November, opening hotel room booking.
- Representatives of the convention will be at Westercon 73 (being held in conjunction with Loscon 47 due to the Seattle committee having folded and "handed in the keys" to Westercon's service mark owner, LASFS).
- The committee expects to start holding regular meetings online after the first of the year. The compressed Worldcon-Westercon timeline has complicated planning.
- Programming is working on organizing a virtual track of programming and one room in the convention center will be streamed online.
- We expect to make our decisions about which of the dealers who have applied will be invited to come to the convention after the first of the year.
- We are monitoring the public health situation to see how it will affect the convention. The committee plans to formulate policies after the first of the year.

The meeting recessed at 12:10 PM and reconvened at 12:20 PM.

5. Unfinished Business

5.1. Strategic Direction

This matter was closed in light of items of new business later in the agenda.

5.2. Diversity

This item was postponed to the next regular meeting.

5.3. Agency for Winnipeg Worldcon

This matter was dropped for the time being pending any further developments or requests from CanSMOF, parent non-profit corporation of the Winnipeg in 2023 Worldcon bid.

6. New Business

6.1. Director Elections

Kevin Standlee, Cindy Scott, Bruce Farr, and Kevin Roche were elected by unanimous consent to three-year terms commencing January 1, 2022.

6.2. SF Outreach Project

The Board discussed requests from the SF Outreach Project for assistance. After discussion, the Board agreed by unanimous consent that we can release up to \$1000 from Worldcon 76 for this purpose at this time.

6.3. World Fantasy Convention 2024

At 12:31, the meeting went into Committee of the Whole, Cindy Scott presiding, to discuss SFSFC potentially bidding to host a World Fantasy Convention. At 1:04 PM, the Committee of the Whole rose and reported that they discussed a potential 2024 WFC. The Board asked Mr. Farr to report to the next meeting with further information based on the informal discussion in the COTW.

4.3. New Zealand 2020 Committee (Redux)

Mr. Smith arrived at 1 PM (apparently the meeting notice with the Zoom link never got to him) and informally elaborated on the written report of the New Zealand Agency committee.

7. Announcements/Future Meetings

7.1. 2022 Meetings

Meeting dates for 2022 are scheduled as follows:

- Saturday, March 19, 2022 (11 AM PST), Cindy Scott's residence
- Saturday, July 16, 2022 (11 AM PDT), Cindy Scott's residence
- Saturday, November 19, 2022 (11 AM PST), Cindy Scott's residence

As usual, these dates are subject to change as needed.

8. Adjournment

By unanimous consent, the meeting adjourned at 1:10 PM.

Kevin Standlee
Secretary

[Approved: December 5, 2021]

Appendix A: Worldcon 76 Income and Expense, Lifetime to October 31, 2021

	<u>Aug 20, '16 - Oct 31, 21</u>
Income	
4200000 - Convention Income	
4290010 - Rewards Points Cash	1,550.00
4290100 - Sponsorships	150.00
4290200 - Hotel Rebates	82,110.00
428600 - Extra Hugo Trophies	1,575.00
428500 - Mobie Rentals	10,897.50
4290400 - Garage Sale	1,325.47
4290300 - Sales to Members License Fees	5,197.08
4210000 - Adult Attending	
4210002 - 1 day memberships - fri-sun	560.00
4210001 - Adult Att	598,807.52
4210010 - Adult installment payments	63,494.70
4210100 - Adult Att - Voter Upgrade	82,910.00
4210200 - Adult Att - PS & Voter upgrade	11,150.00
4210300 - Adult Att - PS/no vote upgrade	7,910.00
4210400 - Adult Att - Friend no vote	1,426.45
4210500 - Adult Att - Pre Oppose Upgrade	280.00
4210600 - Active Duty/First Responder Att	1,015.00
4210700 - Staff Membership	12,300.00
4210000 - Adult Attending - Other	165,298.25
Total 4210000 - Adult Attending	945,151.92
4230000 - YA Attending	
4230100 - YA Attending	7,795.00
4230200 - YA Vote Upgrade	160.00
Total 4230000 - YA Attending	7,955.00
4240000 - Child Attending	4,965.00
4250000 - Supporting	
4250010 - Supporting memberships	73,820.00
4250100 - Site Selection Fees	53,280.00
Total 4250000 - Supporting	127,100.00
4260100 - Dealers' Room Deposits	
4260112 - Power for dealer's space	120.00
4260110 - Dealers' room space payment	75,475.00
4260111 - Dealer Room Deposit Refunds	-2,000.00
4260100 - Dealers' Room Deposits - Other	21,885.00
Total 4260100 - Dealers' Room Deposits	95,480.00
4260200 - Creator's Alley	2,057.35
4260201 - Art Show Sales	22,456.72
4260500 - Advertising	
4260550 - Souvenir Book Advertising	19,019.92
4260500 - Advertising - Other	3,215.00

Total 4260500 · Advertising	22,234.92
4270000 · Donations and Grants	
4270700 · Charity Donations	
4270720 · TAFF/DUFF donations	1,901.50
4270710 · Alzheimer's Association	13,232.97
Total 4270700 · Charity Donations	15,134.47
4270600 · SYFY sponsorship	3,000.00
4270500 · Google Sponsorship	45,000.00
4270100 · General Donations	7,703.52
4270101 · Reg Fee Payment	9,407.50
4270102 · Staff shirt payments	1,741.70
4270200 · Passalong Funds	
4270203 · Helsinki	13,511.20
4270201 · Sasquan	28,395.00
4270202 · MAC2	33,000.00
Total 4270200 · Passalong Funds	74,906.20
4270900 · Mexicanx donations	
4270910 · Mexicanx Membership donations	6,080.00
4270920 · Mexicanx Initiative Travel Fund	16,124.19
Total 4270900 · Mexicanx donations	22,204.19
4270930 · LGBTQ Initiative Donations	6,563.00
Total 4270000 · Donations and Grants	185,660.58
428000 · Tours	
428400 · BrewBike Tour	262.00
428100 · Winchester Tours	1,260.00
428200 · SLAC Tours	1,000.00
428300 · SV Loop Tour	1,367.50
428000 · Tours - Other	2,276.00
Total 428000 · Tours	6,165.50
4290000 · Interest Income	1,118.98
Total 4200000 · Convention Income	1,523,151.02
Total Income	1,523,151.02
Gross Profit	1,523,151.02
Expense	
6200000 · Convention Expenses	
6205000 · Tech	
6205064 · Tech crash rooms	373.72
6205066 · Tech Misc	5,576.36
6205062 · Tech Transportation	9,363.14
6205025 · Main Stage Equipment	239.61
6205056 · Program Power	4,428.00
6205045 · Callahan's Power	2,280.00
6205037 · 2nd stage power	680.00
6205029 · Main Stage Power	2,598.00
6205000 · Tech - Other	170,000.00
Total 6205000 · Tech	195,538.83

6203000 · Exhibits Expenses	
6203028 · Art show truck from LA	2,591.81
6203025 · Art Show Lighting	360.00
6203015 · Curated Exhibits printing & sup	124.23
6203081 · Cospitality	215.42
6203014 · Curated Exhibits Truck & Travel	1,745.10
6203041 · Costume Exhibit	271.14
6203011 · Cartographer	14.58
6203031 · Dealers room power	3,260.00
6203026 · Art Show power drops	4,890.00
6203019 · Power cord and strip rental	250.00
6203018 · Power	3,354.00
6203024 · Art Show expenses	2,487.96
6203030 · Dealers room expense	
6203033 · Dealer Room SWAG bags	289.13
6203030 · Dealers room expense - Other	-150.00
Total 6203030 · Dealers room expense	139.13
6203051 · Fanzine Lounge Expenses	377.52
6203022 · Children's play area	167.14
6203071 · Callahan's Decorations	2,393.25
6203016 · Curated Exhibits Misc	1,393.17
Total 6203000 · Exhibits Expenses	24,034.45
6213000 · Member Services Expenses	
6213086 · Friday BrewBike tour	266.00
6213080 · Tours Misc	260.27
6213042 · Mobie hire convention funded	1,591.19
6213041 · Mobie Hire Passthrough	16,350.00
6213061 · Volunteers Misc	33.67
6213088 · Tours ground transportation	4,539.00
6213021 · Obmusdman expenses	79.34
6213016 · Business Cards	39.87
6213062 · Staff Shirt Expense	9,378.94
6213091 · Storage	28,611.32
6213085 · CHM Tour	140.00
6213084 · San Jose Brew Bike Wed 8/15	330.00
6213083 · Winchester 8/17	729.00
6213082 · Winchester Tour 8/14	308.00
6213044 · ASL & CART for Hugos	11,956.26
6213701 · Signs	3,245.82
6213031 · Childcare Expense	13,093.50
Total 6213000 · Member Services Expenses	90,952.18
6202000 · Events Expenses	
6202016 · Hugo Program	3,026.23
6202008 · Masquerade Judges Dinner	182.80
6202004 · Masquerade Green Room Exp	332.68
6202001 · Opening Cermonies	693.09

6202029 · MPLC	2,500.00
6202043 · SF Short Film Festival	1,800.00
6202026 · License Fees	
6202028 · BMI License	320.00
6202027 · ASCAP License Fees	747.00
Total 6202026 · License Fees	1,067.00
Total 6202000 · Events Expenses	9,601.80
6201000 · Chair's Office	
6201076 · Membership reimbursements	341.00
6201024 · MexicanX Travel Fund Expense	10,200.00
6201027 · Charity Auction donation	15,000.00
6201026 · Mexicanx Reception	1,285.99
6201041 · Fairy Godfather Misc	1,505.70
6201025 · LGBTQ Reception	85.39
6201063 · GoH Welcome Food Event	986.89
6201015 · Legal Fees	155,836.72
6201010 · Staff Meeting Expense	17,178.41
6201011 · Meals and Entertainment	313.15
6201064 · Staff Food Coupons	107.52
6201020 · Chair's Fund	731.44
Total 6201000 · Chair's Office	203,572.21
6207000 · Promotions & Publicity	
6207040 · Domain Registration	926.62
6207015 · Lanyards for LTUE	568.80
6207012 · Party Room	2,805.62
6207022 · Helsinki banners and flyers	878.07
6207021 · Flyers	6,247.84
6207023 · Table Decorations	1,734.17
6207011 · Sponsorship at Other Convention	1,332.65
6207014 · Tips and Misc Party Expenses	961.93
6207013 · Party Supplies	11,430.87
6207016 · Online Advertising	9.70
6207010 · Ads in Other Program Books	1,608.22
Total 6207000 · Promotions & Publicity	28,504.49
6210000 · Facilities	
6210080 · Fairmont rooms on master	11,070.00
6210062 · Robinson Suite	1,530.00
6210057 · De Anza Attrition	10,183.38
6210069 · ASFA Suite Rental	1,381.50
6210068 · SFWA Suite Rental	6,433.95
6210056 · Party Maven	306.37
6210070 · Gratuities	172.09
6210054 · Attrition - Fairmont	29,191.24
6210055 · Marriott Estimate	28,660.64
6210013 · Decorator Furniture	1,800.93
6210014 · Decorator Misc	120,466.20

6210021 · Basic Hire	271,575.62
6210000 · Facilities - Other	90,200.05
Total 6210000 · Facilities	572,971.97
6212000 · Operations Expense	
6212031 · Truck rental	2,405.93
6212018 · Communications (Radios)	1,241.38
6212017 · Communications (Phones)	134.57
6212014 · Computer Rental	3,632.34
6212011 · Office Supplies	8,032.59
Total 6212000 · Operations Expense	15,446.81
6209000 · WSFS Expenses	
6209013 · MPC Dues	3,906.00
6209035 · Hugo Trophy Shipping	980.94
6209030 · Hugo Rockets	172.50
6209034 · Hugo award shipping boxes for w	205.10
6209031 · Retro Hugo Rockets & Bases	1,317.63
6209021 · Site Selection Expenses	179.79
6209038 · Hugo Nominee Pins	6,562.71
6209032 · Hugo Bases	10,510.40
6209036 · Hugo mailing list expenses	740.81
6209000 · WSFS Expenses - Other	36.67
Total 6209000 · WSFS Expenses	24,612.55
6211000 · Hospitality Expenses	
6211028 · Consuite Food	14,574.74
6211030 · Staff Lounge Food	594.56
6211026 · SFWA Suite Supplies	1,403.73
6211061 · Teen Lounge Misc	482.14
6211025 · Refrigerator Rental	27.79
6211021 · ConSuite Corkage Buyout	15,937.75
6211011 · Helsinki Hugo Losers Party	8,317.09
6211024 · ConSuite Kitchen/Serving Equip	3,000.00
Total 6211000 · Hospitality Expenses	44,337.80
6204000 · Programming Expenes	
6204051 · Children's Activities	993.45
6204022 · Hayes Per Diem	750.00
6204019 · Pettinger Per Diem	750.00
6204017 · Quinn Per Diem	750.00
6204015 · Picacio Per Diem	750.00
6204012 · Spider Per Diem	750.00
6204023 · GoH Gifts	437.83
6204080 · Robot Obstacle Course	600.00
6204030 · Program Ops	250.99
6204018 · Pettinger Travel	2,201.82
6204025 · NASA Guest Travel	640.52
6204061 · Program database	653.34
6204010 · GoH Expenses	

6204013 · Picacio Shipping	2,223.01
6204014 · Picacio Airfare	362.60
6204021 · Hayes Airfare	150.40
6204011 · Robinson Travel	2,400.00
Total 6204010 · GoH Expenses	5,136.01
Total 6204000 · Programming Expenses	14,663.96
6208000 · Publications Expenses	
6208081 · Post Con Souvenir Book Shipping	4,113.20
6208073 · Newsletter paper & printer rent	1,121.22
6208072 · Paper	471.95
6208064 · Restaurant Guide	793.32
6208063 · Pocket Program	25,025.09
6208021 · PR1	1,726.57
6208031 · PR2	4,988.33
6208041 · PR 3	4,656.06
6208051 · PR 4	3,185.24
6208061 · Souvenir Book Printing	21,881.50
6208011 · Publications Software	1,033.64
6208000 · Publications Expenses - Other	22.40
Total 6208000 · Publications Expenses	69,018.52
6206000 · Finance Division	
6206075 · PAF - 2021	10,000.00
6206074 · PAF - NASFIC 2019	2,500.00
6206072 · PAF NewZealand	20,000.00
6206071 · PAF - Dublin	20,000.00
6206025 · RegOnline Fees	25,584.85
6206012 · Paypal Fees	8,511.11
6206013 · Square Fees	5,224.53
6206011 · Reg Credit Card Fees	41,874.33
6206031 · Badges & materials	10,676.28
6206040 · Ribbons	4,999.37
6206020 · Treasury Supplies	835.92
6206016 · Bank Charges	3,095.22
6206021 · Fictitious Business Name Filing	149.00
6206019 · SFSFC PO Box	307.50
6206030 · Registration Supplies	4,206.48
6206015 · Event Insurance	1,238.54
6206000 · Finance Division - Other	301.65
Total 6206000 · Finance Division	159,504.78
Total 6200000 · Convention Expenses	1,452,760.35
Total Expense	1,452,760.35
Net Income	70,390.67

Appendix B: Worldcon 76 Balance Sheet, October 31, 2021

	<u>Oct 31, 21</u>
ASSETS	
Current Assets	
Checking/Savings	
11000 · Corporate Bank Accounts	
11100 · Worldcon 76	31,367.96
11110 · Money Market	61,800.35
11200 · Paypal	<u>3,567.49</u>
Total 11000 · Corporate Bank Accounts	<u>96,735.80</u>
Total Checking/Savings	<u>96,735.80</u>
Total Current Assets	96,735.80
Other Assets	
18600 · Other Assets	
18620 · Items paid for Corporation	1,194.19
18690 · Messner Reeves Retainer	<u>5,000.00</u>
Total 18600 · Other Assets	<u>6,194.19</u>
Total Other Assets	<u>6,194.19</u>
TOTAL ASSETS	<u><u>102,929.99</u></u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
20000 · Accounts Payable	<u>200.00</u>
Total Accounts Payable	200.00
Credit Cards	
21000 · Meriwest Credit Card	<u>1,506.05</u>
Total Credit Cards	1,506.05
Other Current Liabilities	
26500 · Post Convention Pubs Shipping	60,000.00
26400 · MI Fund	
26420 · MI Travel	<u>4,638.20</u>
Total 26400 · MI Fund	4,638.20
26300 · LGBTQ Fund	<u>1,125.00</u>
Total Other Current Liabilities	<u>65,763.20</u>
Total Current Liabilities	<u>67,469.25</u>
Total Liabilities	67,469.25
Equity	
30000 · Opening Balance Equity	-474.45
31500 · Temp. Restricted Net Assets	-65,763.20
32000 · Unrestricted Net Assets	138,657.28
Net Income	<u>-36,958.89</u>
Total Equity	<u>35,460.74</u>
TOTAL LIABILITIES & EQUITY	<u><u>102,929.99</u></u>

Appendix C: Report of the New Zealand Agent Committee, November 20, 2021

During the last Tri-Quarter the committee did the following:

1. Paid reimbursements for expenses to committee members.
2. Consulted with Chicon 8 regarding the timing of Pass-Along Funds.
3. Made arrangements for a debit card to be issued to the Vice-Chair for Business.
4. Forwarded copies of bank statements to the CoNZealand Finance Division.
5. Received Site Selection Funds from the Jeddah bid committee.
6. Passed along information related to the payment of Mark Protection Committee dues.

Next Steps

1. Make monthly financial reports to the CoNZealand operating committee.
2. Continue paying what bills remain that need to be paid in \$US.
3. Be prepared to pay Pass-along Funds to Chicon 8, probably in January.
4. Pay Mark Protection Committee dues.

Respectfully Submitted,
Randy Smith
Chair, ConZealand Agent Committee

**Appendix D: CoNZealand Agent Committee Financial Report,
November 20, 2021**

Bank Balance – 7/17/2021 \$ 27,252.49

Income

Site Selection Voting Fees from Jeddah Bid Committee \$ 1,980.00

Expenses

Committee and Staff Reimbursements \$ 3,310.19

Bank Balance—11/20/2021 \$ 25,922.30

Account Payable

Initial Start-up Funds SFSFC \$ 120.00

Appendix E: Westercon 74 Income-Expense Statement and Balance Sheet, September 30, 2021

prepared by Bruce Farr

Description	Date	Amount	Balance
Beginning Balance, 8553 Checking at Wells Fargo	7/1/2019		\$ 3,946.48
Deposit, Memberships	8/5/2019	\$ 530.00	\$ 4,476.48
Deposit, Memberships	8/7/2019	\$ 1,620.00	\$ 6,096.48
Deposit, Memberships	8/7/2019	\$ 1,540.00	\$ 7,636.48
Transaction Fee, Wells Fargo	8/30/2019	\$ (5.00)	\$ 7,631.48
Blank Check Charges	9/3/2019	\$ (36.95)	\$ 7,594.53
Deposit, Memberships	6/30/2020	\$ 110.00	\$ 7,704.53
Deposit, Memberships	12/10/2019	\$ 200.00	\$ 7,904.53
Deposit, Memberships	12/23/2019	\$ 90.00	\$ 7,994.53
Check #1001, Kevin Standlee, PR 1 stamps etc.	2/11/2020	\$ (61.39)	\$ 7,933.14
Grant from Utah Westercon		\$ 3,000.00	\$ 10,933.14
Check #1002 Tonopah Convention Center, Room Rental Meeting 7-14	5/31/2021	\$ (50.00)	\$ 10,883.14
Check #1005 Russ Gartz Refund to staff membership rate	7/14/2021	\$ (10.00)	\$ 10,873.14
Check #1004 Tonopah Convention Center 50% deposit	7/10/2021	\$ (1,162.50)	\$ 9,710.64
			\$ 9,710.64
			\$ 9,710.64
			\$ 9,710.64
			\$ 9,710.64
			\$ 9,710.64
			\$ 9,710.64

Balance Sheet

ASSETS

Checking, Wells Fargo \$ 9,710.64

LIABILITIES

Balance in Checking from SMOFCon owed to SFSFC \$ 3,946.48

EQUITY

Westercon 2021 Net Results \$ 5,764.16

LIABILITIES AND EQUITY \$ 9,710.64

Profit and Loss**REVENUE**

Membership Revenue	\$	4,080.00
Grants	\$	3,000.00
Total Revenue	\$	7,080.00

EXPENSES

Bank Fees	\$	41.95
Function Space Rental	\$	1,162.50
Meeting Rental	\$	50.00
PR #1 Supplies, Postage	\$	61.39
Total Expenses	\$	1,315.84

NET RESULT (profit)	\$	5,764.16
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Appendix F: Westercon 74 Budget, June 30, 2021

Prepared by Bruce Farr

Income	Number	Rate	(approx incl \$ in Square)		Estimated	Budget Total
			Actual	Committed		
Memberships						
Supportings (unconverted votes)	65	20	1,300.00			1,300.00
Votes Converted to Attending (75)					1,500.00	1,500.00
Paid new memberships	52	40	2,070.00			2,070.00
Voting conversions to Attending	71	10	710.00			710.00
Anticipated additional conversions for voters (40)		10			400.00	400.00
Memberships to 1-1-22	100	60			6,000.00	6,000.00
Memberships to 6-30-22	102	70			7,140.00	7,140.00
Memberships at the Door	10	80			800.00	800.00
Total Memberships (net of conversions)	400		4,080.00	-	15,840.00	19,920.00
Dealers Room (no charge)	10	0			-	-
Sponsorships			3,000.00		500.00	3,500.00
Comp Hotel Rooms (none baked into agreements)	0	0			-	-
Advertising (Program Book)					250.00	250.00
Total Revenue			7,080.00	-	16,590.00	23,670.00
Expenditures						
Function Space Rental			1,162.50	1,837.50		3,000.00
GOH Meals/Per Diem/Driving Cost	2	550		1,100.00		1,100.00
GOH Hotel Rooms (Donato, Murphy)	11	173.31		1,906.41		1,906.41
Hospitality Food	400	10			4,000.00	4,000.00
Hospitality Beverage	400	10			4,000.00	4,000.00

Pre-Con Meeting Costs		50.00	-	50.00
Memberships Badges	400	1.5	600.00	600.00
Office Supplies			250.00	250.00
Truck Rental			250.00	250.00
Hotel Rooms	6	135	810.00	810.00
Program Book			500.00	500.00
Flyers			300.00	300.00
Publicity/Ads			400.00	400.00
PR Printing			100.00	100.00
PR Mailing (most electronic)		61.39	38.61	100.00
Access			100.00	100.00
Insurance (including alcohol service liability)			750.00	750.00
Banking including credit card processing		41.95	808.05	850.00
Total Expenditures		1,315.84	4,843.91	12,906.66
Net Revenue		5,764.16	(4,843.91)	3,683.34
Beginning Balance in account (SMOFCon)		3,946.48		
Total Balance (SMOFCon plus Westercon)		9,710.64		