

## AIS Treasurer's Report

### Narrative Covering the Current Fiscal Year Which Began 1 October 2015

I have compiled a report of the budget compared to actuals for the 6 months ending 31 March. We budgeted for income to exceed expenses by \$1,319 for the 12 months. After 6 months we are \$10,258 ahead which sounds alright but then.....wait until you see what April and May have brought. We'll get to that in a minute. I have included the numbers for each line item for the corresponding 6 months of last fiscal year. This shows a drop in revenue in most categories and some expenses. Expenses tended to happen earlier in the last fiscal year than in the current year. Still we were at the positive \$13,018 a year ago at the end of March. This compares to this year's \$10,258 and represents about a \$3,000 drop in trying to stay positive for the current year. Not a good trend because our member dues and registration fees largely come in during the first 6 months of each fiscal year..

The IRS and State of Oregon tax returns were filed prior to the 15<sup>th</sup> of May after previously receiving approved extensions from the IRS. Many thanks to Jill Bonino for preparing the returns. As of today, May 18<sup>th</sup> all 3 returns have been received by the respective agencies so hopefully we won't go through this year as we did last year the persistent demands from the IRS to file returns which we had already done so.

I have this month filed 990-N electronic tax returns for each of the sections, regions and affiliates as shown on the accompanying page. The organizations for which I file returns is based on a Subordinate Units list I receive from the IRS of those units under the AIS umbrella organization. The description for Region 8 on that list was a composite of Regions 5 and 8. I didn't get the return filed correctly for Region 8. If I ever get through on the phone with the IRS, I will attempt to get the problem corrected.

Back to the aforementioned current financial activity. Since the end of March we have spent \$19,735 and recorded income of \$12,771. Thus we have peeled off about \$7,000 off the \$10,258 that we were ahead for the year at the end of March. Amounts known to be due by the end of May are: Northwest Territorial Mint, \$259; Registrar Contract Services and Internet, \$1,020 and the Cosgrove Awards and associated travel allowance of about \$1,300 and \$935 for the Visa bill. Three of these four are charges to the General Fund and thus use up that income over expenses advantage we had. That leaves up with four lean months (June through September) to get through. The big challenge is the cost of the next issue of *Iris*; anybody have \$12,000 they would like to give to fund it?

Seriously, there are a number of expenses coming at a time when income slows down. In order to balance our budget and not lose money for the year, I will not pay bills unless there is income in hand or assured to be received by September 30rd.

The following actions are recommended: 1) Board Members pay their registration fees for the Fall Meeting now. We have paid a down payment in 2014 on our main dinner without receiving offsetting income; 2) checks ready to be deposited need to go in weekly; 3) the Advertising Chair is to be encouraged to seek advertisers (other than iris growers) that fit the interests and demographics of our membership. For example, some of the affiliates include daylilies in their interests so why not get ads

from daylily growers? Similarly, there are items that may be of interest to our members i.e. reverse mortgages, assistive devices and retirement communities , 4) we need unrestricted donations to the General Fund and 5) we need to switch to chip-enabled credit card processors to avoid the high fees we are being charged for not having switched to those machines.

Finally, I have not included the 2016 Convention Budget nor those of the 2017 through 2020 conventions as I expect we will discuss them elsewhere on the agenda. I will note we advanced \$2,500 to the 2016 Convention in March 2015 with the intent it would be re-paid once the Convention was over and all the bills paid.

Beyond these actions, I am submitting four motions (which if adopted) will improve our financial picture in the short run and in the longer term.

Dwayne Booth

AIS Treasurer

May 19, 2016