

To: All Star I governing council
 From: David Yermack, Treasurer
 Date: September 8, 2021

2021 Treasurer's Report

Data is preliminary, based on the first 11 months of the fiscal year ending 9/30/2021.

Our conference usually breaks even, but this year it ran at a deficit of \$4,517 due to low enrollment and the inability to reduce all expenses proportionately, especially accommodations for the speaker and conference volunteers. Thanks to auction proceeds of \$13,442, we are ending the year about \$9,000 in surplus and are in a position to make a significant donation to the Star Island Corp., which I recommend as \$10,000.

Operating results:

	<u>2019</u> <u>Actual</u>	<u>2020</u> <u>Actual</u>	<u>2021</u> <u>Prelim.</u>	<u>2022</u> <u>Budget</u>
Registration fees, net	\$28,110		\$12,860	\$29,000
Donations	2,395	\$1,100	2,605	2,000
Artichokes	2,285		760	2,000
Fall meeting, net	205	917		
T-shirts, net	885		656	1,000
Social hour, net	65		(364)	2,000
Clambake, net	460		245	500
Poker	1,160	120	530	1,200
Grants (ISA)			500	
Interest income	6	4	2	5
Volunteer accommodations	(23,509)		(11,251)	(21,000)
Financial aid	(7,066)		(5,344)	(12,000)
Speaker accommodations & travel	(2,110)		(2,935)	(2,000)
Supplies, net	(1,508)	42	(479)	(950)
Insurance	(1,224)		(651)	(1,250)
Fees and subscriptions	(966)	(353)	(953)	(970)
Events	(199)		(677)	(520)
Postage and office expenses	(112)	(35)	(21)	
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Surplus (deficit) before auction	(\$1,123)	\$1,795	(\$4,517)	(\$985)
Auction revenue	22,887	(1,750)	13,442	23,000
Donation to Star Island Corp.	(22,000)	(21,000)	(10,000)	(22,000)
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Surplus (deficit)	\$(236)	\$(20,955)	(\$1,075)	\$15

Social hour 2019: donations = \$6,593, expenses = \$6,528, net = \$65
 Social hour 2021: donations = \$3,056, expenses = \$3,420, net = (\$364)

Until 2021, each year's Donation to the Star Island Corp. by our conference has been based on the prior year's results, since the fall meetings to set these donations have occurred in October, after the end of the fiscal year. In 2021 we will be making this decision in September before the fiscal year ends, so this year's donation will occur in fiscal 2021, not 2022 as it would have in the past.

For 2022, I am repeating the budget presented three years ago by my predecessor, in the hope that 2022 will mark the return of a fully enrolled, on-island conference. If COViD restrictions remain in place for 2022 and affect our enrollment or programming, we will adjust the budget in consultation with conference leadership as we did on the fly this year.

Financial position:

	<u>Year-end</u> <u>9/30/2017</u>	<u>Year-end</u> <u>9/30/2018</u>	<u>Year-end</u> <u>9/30/2019</u>	<u>Year-end</u> <u>9/30/2020</u>	<u>Current</u> <u>8/31/2021</u>
Checking account	\$30,346	\$29,870	\$27,879	\$7,452	\$22,515
Savings account	18,828	18,834	18,839	18,872	13,412
PayPal				1,188	511
Receivables			1,750		
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Assets	\$49,174	\$48,704	\$48,468	\$27,512	\$36,438
Liabilities	\$0	\$0	\$0	\$0	\$0
Financial aid fund	14,938	10,067	12,784	12,908	11,428
Unrestricted funds	34,236	38,637	35,684	14,604	25,010
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Liabilities and reserves	\$49,174	\$48,704	\$48,468	\$27,512	\$36,439

Gift to SIC:

	<u>Year-end</u> <u>9/30/2017</u>	<u>Year-end</u> <u>9/30/2018</u>	<u>Year-end</u> <u>9/30/2019</u>	<u>Year-end</u> <u>9/30/2020</u>	<u>Current</u> <u>8/31/2021</u>
Unrestricted 9/30	\$34,236	\$38,637	\$35,684	\$14,604	\$25,010
Donated to SIC, October	(\$20,000)	(\$22,000)	(\$21,000)	*	(\$10,000)
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Unrestricted 10/31	\$14,236	\$16,637	\$14,684	\$14,604	\$15,010
Total assets 10/31	\$29,174	\$26,704	\$27,468	\$27,512	\$26,439

* During 2020, the online auction raised \$18,198 but was run directly by the SIC, so funds did not pass through the accounts of the All Star I conference.

I recommend that we donate \$10,000 this year, which would leave our unrestricted reserves at \$15,010, similar to recent years' off-season balances.

Financial aid fund:

<u>Year</u>	<u>Start balance</u>	<u>Contributed</u>	<u>Awards</u>	<u>End balance</u>
2009	\$3,300	\$2,130	(\$4,889)	\$541
2010	\$541	\$15,295	(\$11,740)	\$4,096
2011	\$4,096	\$16,792	(\$8,183)	\$12,706
2012	\$12,706	\$8,460	(\$8,457)	\$12,709
2013	\$12,709	\$7,187	(\$8,960)	\$10,937
2014	\$10,937	\$8,259	(\$8,374)	\$10,822
2015	\$10,822	\$10,547	(\$13,351)	\$8,018
2016	\$8,018	\$12,835	(\$6,155)	\$14,698
2017	\$14,698	\$8,885	(\$8,644)	\$14,938
2018	\$14,938	\$7,892	(\$12,763)	\$10,067
2019	\$10,067	\$9,783	(\$7,066)	\$12,784
2020	\$12,784	\$124	n.a.	\$12,908
2021	\$12,908	\$3,864	(\$5,344)	\$11,428 P

Annual contributions include \$15 per conferee registration, T-shirt sales, poker, and interest income. Occasionally we receive direct gifts or make transfers into the fund from auction proceeds and/or unrestricted reserves.

I recommend that we make no further adjustments to the fund and leave the year-end balance at \$11,428.

Electronic banking:

Conferees frequently took advantage of the opportunity to make payments electronically via PayPal or credit cards this year. Excluding conference registration fees, we had \$21,894 in revenue during the past year, and \$8,122 (or 37%) was paid electronically. This included 35% of the auction proceeds, 33% of social hour donations, and 92% (!) of T-shirt payments. We paid \$190 in fees, or 2.3% of the payments received. In addition, all checks received were deposited immediately via mobile banking. We experienced no connectivity problems in using the island's WiFi to support these services.

We were able to use PayPal to pay a number of off-season invoices, including the costs of our Zoom subscription, conference liability insurance, and website hosting. We also used PayPal to accept and then refund deposits for the Guest House October meeting that was ultimately moved onto Zoom.

I expect the use of electronic payments to increase significantly in future years due to greater awareness and the familiarity that younger conferees have with these platforms. Next year I hope to begin accepting payments in CashApp and perhaps other services,

including Venmo when permitted. I expect that it will only be a matter of time before cashless payments are accepted at the snack bar and lobby shops as well.

Collaboration with Star Island Corp.:

We have worked together to streamline and simplify the flow of transactions between the conference and the corporation. While these improvements are not visible to most conferees, they have saved considerable time and reduced various risks related to holding cash. Island Registrar Mike Bray has been extremely supportive.

- All conferee bills are now updated prior to arrival on-island with discounts applied for conference financial aid awards or room & board subsidies. The conference then pays one lump-sum bill to the corporation to settle these expenses, instead of making individual payments for each conferee.
- Beginning in 2022 the corporation will retain our registration fees and net them against this lump-sum bill, rather than paying the registration fees over to the Treasurer in April so that we can return the funds back to the corporation in July.
- All cash received on-island (e.g. clambake, social hour) is now paid daily to the front desk and used to reduce the running balance on our conference services bill. Visits by the Treasurer to deposit cash in our bank branch in Portsmouth are no longer necessary, and no cash needs to be stored in the front desk safe on behalf of the conference.

Respectfully submitted,

