

17 EMAIL MOTION TO APPROVE NATIONAL EVENT BUDGETS

Motion by: Ed Tillson, Midwest Director
Seconded by: Steve Ralph, Central Director

Motion Made: June 15, 2017

7 days discussion: June 16 - Thursday June 22, 2017

5 days votes are open: June 23 – Tuesday, June 27, 2017

Motion: I move to approve the three 2017 National Event Budgets as presented.

DIRECTOR	YES	NO	ABSTAINED	NO VOTE
L. HUNT	xx			
B. FLEURY	xx			
D. DOW		xx		
B. HENDRICKSON		xx		
R. GULEMBO	xx			
H. RIGGLE		xx		
S. RALPH	xx			
T. JAGIELSKI	xx			
B. CRAIN	xx			
A. CHRISTENSEN	xx			
E. TILLSON	xx			
M. KARBINER	xx			
M. BROWN			xx	
R. TOMASI		xx		
B. WEST		xx		

9 Yes Votes , _5_ No Votes, _1_ Abstained _0_ Not Voting
MOTION PASSED.

COST CENTER #6 EVENT: 2017 All Age Nationals

Revision #2 - Tom Milam & Steve Ralph 5/23/17

			2017 TOTAL-97 dogs			2017 OPEN-55 dogs			2017 AMATEUR-42 dogs		
A/C # (if available)		BASIS FOR CALCULATION	2017 BUDGET	(104 dogs) 2016 ACTUAL	VARIANCE	2017 BUDGET	(50+12 derby dogs) 2016	VARIANCE	2017 BUDGET	(42 dogs) 2016 ACTUAL	VARIANCE
REVENUE:		<i>\$190/entry</i>									
432xx	Entry Fees	2016 Actual: 50 open; 45 amateur	\$ 18,430	18,050	380	\$ 10,450	9,500	950	\$ 7,980	8,550	(570)
		2017 Budget: 55 Open; 42 amateur									
		Derby Invitational (12 @ \$150)	1,800	1,800	-	1,800	1,800	-			
440xx	Corp Sponsor	Purina - Nat'l event	2,000	2,000	-	1,000	1,000	-	1,000	1,000	-
461xx	Apparel	Hats (SPLIT 50/50)	840	842	(2)	420	422	(2)	420	420	-
470xx	Misc.	Hay & Camping fees & Laundry	2,300	2,600	(300)	2,000	2,270	(270)	300	330	(30)
491xx	Calcutta	20% of total bids (5,000 est)	2,400	2,475	(75)	1,000	1,025	(25)	1,400	1,450	(50)
492xx	National Raffle	allocated 50/50	3,000	3,120	(120)	1,500	1,560	(60)	1,500	1,560	(60)
495xx	Trophy Donatons	clubs/individuals	275	670	(395)	150	495	(345)	125	175	(50)
496xx	Auction	allocated 50/50	<u>1,200</u>	<u>1,157</u>	<u>43</u>	<u>600</u>	<u>579</u>	<u>21</u>	<u>600</u>	<u>578</u>	<u>22</u>
		TOTAL REVENUE:	\$ 32,245	32,714	(469)	18,920	18,651	269	13,325	14,063	(738)
EXPENDITURES											
810xx	Judges	5 days for open/4 days for amateur)									
		Motel: avg \$60/night	1,200	532	668	840	532	308	360		360
		Food: avg \$30/day	690	614	76	450	307	143	240	307	(67)
		Horse Rental \$75/Day)	1,200	360	840	750	360	390	450		450
		Mileage: \$300 avg x 4	1,700	1,550	150	950	1,550	(600)	750		750
		Gift Certificates (\$150 ea)	600	-	600	300	-	300	300		300
		Hospitality gifts (welcome bags, etc)	<u>350</u>	<u>218</u>	<u>132</u>	<u>200</u>	<u>109</u>	<u>91</u>	<u>150</u>	<u>109</u>	<u>41</u>
			5,740	3,274	2,466	3,490	2,858	632	2,250	416	1,834
		Course Marshal Horse 5 days/4 days @ \$75	600	200	400	375	100	275	225	100	125
		Total Judges Expenses	6,340	3,474	2,866	3,865	2,958	907	2,475	516	1,959
812xx	Trophies	Saddle (includes cost of mag. Ad)	2,400	2,346	54	1,200	1,173	27	1,200	1,173	27
		Relief w/medallions/ribbons/keeper	1,500	1,457	43	750	728	22	750	729	21
		Total Trophies	3,900	3,803	97	1,950	1,901	49	1,950	1,902	48
813xx	Facility	Ark. Game & Fish 9 DAYS @\$300/day	2,700	3,050	(350)	1,500	1,800	(300)	1,200	1,250	(50)
		Blue Mtn. Dog Fee \$20/ 97dogs+12	2,180	720	1,460	1,340	1,000	340	840	960	(120)
		AGF Staff Lunches (\$20/day)/dog wagon	1,470	1,416	54	720	705	15	750	711	39
		Cleaning/supplies (toilet paper/paper towels/cln	<u>450</u>	<u>351</u>	<u>99</u>	<u>300</u>	<u>175</u>	<u>125</u>	<u>150</u>	<u>176</u>	<u>(26)</u>
		Sub-total Actual clubhouse/grounds	6,800	6,777	23	3,860	3,680	180	2,940	3,097	(157)

COST CENTER #6 EVENT: 2017 All Age Nationals

Revision #2 - Tom Milam & Steve Ralph 5/23/17

		2017 TOTAL-97 dogs			2017 OPEN-55 dogs			2017 AMATEUR-42 dogs			
A/C # (if available)		BASIS FOR CALCULATION	2017 BUDGET	(104 dogs) 2016 ACTUAL	VARIANCE	2017 BUDGET	(50+12 derby dogs) 2016	VARIANCE	2017 BUDGET	(42 dogs) 2016	VARIANCE
		Rankin Property Expense (24/day)	<u>215</u>	<u>332</u>	(117)	<u>120</u>	<u>187</u>	(67)	<u>95</u>	<u>145</u>	(50)
		Total Facility (not including misc. repairs)	7,015	7,109	(94)	3,980	<u>3,867</u>	113	3,035	<u>3,242</u>	(207)
814xx.	Birds	1,000 @ \$4.75 ea (50/50 split)	4,740	4,750	(10)	2,370	<u>2,375</u>	(5)	2,370	<u>2,375</u>	(5)
816xx	License/fixtures Ad	AKC: @ \$3.50 + filing fee/	370	331	39	205	169	36	165	162	3
		American Field Ad	420	420	-	210	210	-	210	210	-
		AFTCA \$100 membership	100	50	50	-	-	-	100	50	50
			890	801	89	415	<u>379</u>	36	475	<u>422</u>	53
817xx	Reporter	Gift Certificate (\$125)	250		250	125	-	125	125		125
	(\$1,000 max)	Horse Rental (@\$50/DAY MAX)	450	200	250	250		250	200	200	-
		Meals (\$20/day)	-	-	-	-	-	-	-	-	-
		Lodging (\$60/night)	-	-	-	-	-	-	-	-	-
		Travel	700	140	560	350	-	350	350	140	210
		Report generation	500	500	-	<u>250</u>	<u>250</u>	-	<u>250</u>	<u>250</u>	-
			1,900	840	1,060	975	<u>250</u>	725	925	<u>590</u>	335
818xx	Chairman/FT Sect	Premium Printing, postage, supplies worker appreciation, etc.	200	133	67	100	<u>133</u>	(33)	100	-	100
840xx	Hospitality	Dog Wagon Donuts/Coffee/SODA	450	695	(245)	250	<u>347</u>	(97)	200	<u>348</u>	(148)
841xx.	Raffle/Auction	Purchased items	1,500	1,506	(6)	750	753	(3)	750	753	(3)
	(50/50 split)	Auctioneer (gift & food)	260	162	98	130	81	49	130	81	49
		Misc. Tickets, postage, etc	120	134	(14)	<u>60</u>	<u>67</u>	(7)	<u>60</u>	<u>67</u>	(7)
			1,880	1,802	78	940	901	39	940	901	39
various		DERBY INVITATIONAL EXPENSE									
		INCLUDING PURSE OF \$1,080	1,800	1,158	642	1,800	1,158	642			
850xx	Misc.	Hay for Resale	1,120	754	366	720	<u>377</u>	343	400	<u>377</u>	23
880xx	Apparel	Hats (less Purina share-1/2)	720	645	75	400	<u>322</u>	78	320	<u>323</u>	(3)
		TOTAL EXPENDITURES	\$ 30,955	25,964	4,991	17,765	14,968	2,797	13,190	10,996	2,194
		NET INCOME/(LOSS)	1,290	6,750	(5,460)	1,155	3,683	(2,528)	135	3,067	(2,932)
9xxx	2320*25%	Transfer to Grounds Fund (25% raffle net)	(580)	(619)	39						
		NET CONTRIBUTION TO OPERATIONS	710	6,131	(5,421)						

COST CENTER # 7 EVENT: 2017 Gun Dog Nationals											
Submitted by Finance Committee 6/22/17											
		TOTAL			OPEN (63%)			AMATEUR (37%)			
A/C # (if available)	BASIS FOR BUDGET CALCULATION	2016 Actual	2017 budget	VARIANCE	2016 Actual	2017 budget	VARIANCE	2016 Actual	2017 budget	VARIANCE	
		48/29/10 entries	50/30/12								
REVENUE:											
@ \$175											
432xx	Entry Fees	Est.: 50 Open/ 30 Amateur = 80 entries	\$ 13,475	\$ 14,000	\$ 525	\$ 8,400	\$ 8,750	\$ 350	\$ 5,075	\$ 5,250	\$ (175)
		5 days running/3 days running							\$ -		
		DERBY INVITATIONAL (12 @ 150)	1,500	1,800	\$ 300	\$ 1,500	1,800	\$ 300			\$ -
440xx	Corp Sponsor:	Purina	2,000	2,000	\$ -	\$ 1,000	1,000	\$ -	\$ 1,000	1,000	\$ -
		Garmin: (Tri-Tronics banquet & award)	1,778	1,775	\$ (3)	\$ 1,778	1,775	\$ (3)	\$ -		\$ -
461xx	Apparel Sales	Purina hats	771	645	\$ (126)	\$ 771	645	\$ (126)	\$ -		\$ -
470xx	Misc.	Camping fees (?/DAYS)	-	1,435	\$ 1,435		935	\$ 935	\$ -	500	\$ (500)
		Dinner Ticket Meals	-	2,190	\$ 2,190		1,680	\$ 1,680	\$ -	510	\$ (510)
		Excess bird sales (50 @ \$5.50)	280	350	\$ 70	\$ 140	275	\$ 135	\$ 140	75	\$ 65
491xx	Calcutta	20% of total bids	785	1,025	\$ 240	\$ 459	580	\$ 121	\$ 326	445	\$ (119)
492xx	National Raffle	split 60/40% Shotgun (donated)	470	470	\$ -	\$ 470	280	\$ (190)		190	\$ (190)
495xx	Trophy Donatons	Estimated with a few extra ads	200	250	\$ 50	\$ 125	150	\$ 25	\$ 75	100	\$ (25)
496xx	Auction	Various auction activities	835	800	\$ (35)	\$ 835	800	\$ (35)			
		TOTAL REVENUE:	\$ 22,094	\$ 26,740	\$ 4,646	\$ 15,478	\$ 18,670	\$ 3,192	\$ 6,616	\$ 8,070	\$ (1,454)
EXPENDITURES											
810xx	Judges	Motel/lodging	\$ 389	1,080	\$ 691	\$ 257	600	\$ 343	\$ 131	480	\$ 349
		Food (\$50/day)	376	900	\$ 524	206	600	\$ 394	170	300	\$ 130
		Horse (\$100/day) 5-open/3 amateur	900	1,600	\$ 700	500	1,000	\$ 500	400	600	\$ 200
		Mileage: \$300 avg x 4	735	1,200	\$ 465	337	600	\$ 263	398	600	\$ 202
		Gift Certificates (\$150 ea)	675	600	\$ (75)	350	300	\$ (50)	325	300	\$ (25)
		Sub-Total - Judges	3,075	5,380	\$ 2,305	1,650	3,100	\$ 1,450	1,424	2,280	\$ 856
		Stakes Mgr & Course Marshal Horse	700	800	\$ 100	500	500	\$ -	200	300	\$ 100
		<i>(part of wrangler 3 horse \$100/day guarantee)</i>									
		Total Judges Expenses	3,775	6,180	\$ 2,405	\$ 2,150	3,600	\$ 1,450	\$ 1,624	2,580	\$ 956
810xx		DERBY INVITATIONAL									
		(PURSE \$1,200 + EXPENSES)	1,529	1,800	\$ 271	\$ 1,529	1,800	\$ 271			
812xx	Trophies	Iron Dog Relief w/medallions/ribbons/keeper	1,615	1,650	\$ 35	822	850	\$ 28	793	800	\$ 7
		Trophy Buckle/hats	218	225	\$ 7	34	35	\$ 1	184	190	\$ 6
		Saddle/saddle bags/mag ad @ cost	1,007	1,010	\$ 3	1,007	1,010	\$ 3			\$ -
			-								
		Total Trophies	\$ 2,840	\$ 2,885	\$ 45	\$ 1,863	\$ 1,895	\$ 32	\$ 977	\$ 990	\$ 13
813xx	Facility	Ionia Grounds/clubhouse Rental	330	1,000	\$ 670	150	600	\$ 450	180	400	\$ 220
		Camping fees	-	1,450	\$ 1,450	-	1,150	\$ 1,150	-	300	\$ 300
		Per dog fee: 80@\$8	664	640	\$ (24)	422	400	\$ (22)	242	240	\$ (2)
		Tractor/Dog Wagon driver exp	825	850	\$ 25	526	550	\$ 24	299	300	\$ 1

COST CENTER # 7 EVENT: 2017 Gun Dog Nationals										
Submitted by Finance Committee 6/22/17										
		TOTAL			OPEN (63%)			AMATEUR (37%)		
A/C # (if available)	BASIS FOR BUDGET CALCULATION	2016 Actual	2017 budget	VARIANCE	2016 Actual	2017 budget	VARIANCE	2016 Actual	2017 budget	VARIANCE
	IFTGA Permit: \$30/DAY	-	240	\$ 240		150	\$ 150		90	\$ 90
	Insurance	50	50	\$ -	25	25	\$ -	25	25	\$ -
	Club House cleaning	110	120	\$ 10	55	60	\$ 5	55	60	\$ 5
	Total Facility	1,979	\$ 4,350	\$ 2,371	\$ 1,178	\$ 2,935	\$ 1,757	\$ 801	\$ 1,415	\$ 614
814xx.	Birds	-	-	\$ -	-	-	\$ -	-	-	\$ -
	900 @ \$5.50 plus boxes & delivery	4,165	5,100	\$ 935	\$ 2,201	\$ 3,160	\$ 959	\$ 1,964	\$ 1,940	\$ (24)
815xx	Wrangler Fee Exp									
	Food & Fuel	163	170	\$ 7	\$ 95	\$ 100	\$ 5	\$ 68	\$ 70	\$ 2
816xx	License/fixtures Ad									
	AKC: 80 @ \$3.50 + filing fee	300	310	\$ 11	183	190	\$ 7	117	120	\$ 4
	American Field Ad	420	420	\$ -	210	210	\$ -	210	210	\$ -
	AFTCA	50	100	\$ 50	-	-	\$ -	50	100	\$ 50
		770	\$ 830	\$ 61	\$ 393	\$ 400	\$ 7	\$ 377	\$ 430	\$ 54
817xx	Reporter Only									
	Gift Certificate	-	-	\$ -			\$ -			\$ -
	Horse Rental (\$50/day MAX)	700	400	\$ (300)	500	250	\$ (250)	200	150	\$ (50)
	Meals (\$20/day)	63	140	\$ 77	45	80	\$ 35	18	60	\$ 42
	Lodging (\$60/night)	-	-	\$ -	-	-	\$ -	-	-	\$ -
	Travel	-	170	\$ 170		170	\$ 170			\$ -
	Report generation	-	500	\$ 500		250	\$ 250		250	\$ 250
	\$1,000 Board Approved Max Costs per event			\$ -			\$ -			
818xx	Chairman/FT Sect									
	Premium Printing, postage, supplies	763	\$ 1,210	\$ 447	\$ 545	\$ 750	\$ 205	\$ 218	\$ 460	\$ 242
	gift card, etc.	200	200	\$ 0	\$ 141	\$ 140	\$ (1)	\$ 58	\$ 60	\$ 2
				\$ -						
				\$ -						\$ -
840xx	Hospitality									
	Dog Wagon Supplies	185	230	\$ 45	\$ 111	\$ 150	\$ 39	\$ 74	\$ 80	\$ 6
841xx.	Raffle/Auction									
	Prizes purchased: shotgun donated	-	-	\$ -	\$ -	\$ -	\$ -		\$ -	\$ -
890xx.	Awards Dinner(s)									
	Open Welcome Dinner	673	700	\$ 27	\$ 673	\$ 700	\$ 27	\$ -		\$ -
	Amateur Welcome Dinner	539	550	\$ 11			\$ -	\$ 539	\$ 550	\$ 11
	Tri-tronics Dog of Year Portriat	800	800	\$ -	\$ 800	\$ 800	\$ -	\$ -		\$ -
	Tri-tronics dog of year award/dinner(s)	978	975	\$ (3)	\$ 978	\$ 975	\$ (3)	\$ -		\$ -
					\$ 2,451	\$ 2,475	\$ 24	\$ 539	\$ 550	\$ 11
880xx	Apparel									
	Purina Hats w/discount from Purina	106	110	\$ 4	\$ 106	\$ 110	\$ 4			\$ -
	TOTAL EXPENDITURES	\$ 19,464	\$ 26,090	\$ 6,626	\$ 12,765	\$ 17,515	\$ 4,750	\$ 6,699	\$ 8,575	\$ 1,876
	NET INCOME(LOSS)	2,630	650	\$ 1,980	\$ 2,713	\$ 1,155	\$ (1,558)	\$ (83)	\$ (505)	\$ (422)

Cost Center #5: National Specialty Show 2017 Budget Request										
Revision #3, Emmy Wollenburg 05/17/17										
2017 REQUEST										
A/C # (if available)	BASIS FOR CALCULATION	Agility	Obedience/Rally	Barn Hunt	Top 20	Conformation	Total	2016 ACTUAL	Variance	
REVENUE:										
43205	Entry Fees	Top 20: 20 @ \$75			1500		1,500	\$ 1,965	(465)	
		Barn Hunt: 150 est @ \$25/20 entry		2500			2,500	\$ 2,715	215	
		Obedience & Rally: 35 @ \$30 average + walkthru \$10 (for 15)	1400				1,400	1,555	155	
		Agility: 500 runs @ \$25/20/15/15 (40 dogs/trial x 5 trials) - recd	8,820				8,820	-	(8,820)	
		Match: 30 @ \$10				300	300	140	(160)	
		Sweeps: 85 @ \$25				2,125	2,125	2,075	(50)	
		Regular: 220 dogs @ \$35 average				7,700	7,700	6,520	(1,180)	
		Total entries	\$ 8,820	\$ 1,400	\$ 2,500	\$ 1,500	\$ 10,125	24,345	\$ 14,970	(9,375)
44005	Corp Sponsor	Purina - National Event Sponsor				1,000	1,000	1,000	-	
		Ft. Smith Convention & Visiter Bureau				1,000	1,000	-	(1,000)	
49505	Trophy Donations		300	300		3,000	3,600	3,080	(520)	
Auxilliary Revenues:										
46105	Apparel					500	500	2,983	2,483	
49805	Decal/Spray bottle/tray sales					100	100	318	218	
49705	Top 20 Banquet	175 @ \$35			6,125		6,125	4,735	(1,390)	
47005	Misc. Revenue	Camping fees						1,025	1,025	
		Grooming space 50 @ \$25				1,250	1,250	1,490	240	
		Top 20 catalogue sales			100		100	-	(100)	
		Vendors space				300	300	450	150	
		Grooming fundraiser			150		150	-	(150)	
		Extra trophy purchases			100		100	170	70	
49205	Fundraisers	National Raffle (Impact Crates)				5,000	5,000	5,670	670	
		50/50 Drawing				300	300	351	51	
		Show Raffle				1,000	1,000	885	(115)	
		Silent Auction				2,000	2,000	4,193	2,193	
		Northern Virginia Brittany Club Fundraiser	1500				1,500	-	(1,500)	
		Texas Agility Fundraiser	1000				1,000	-	(1,000)	
		TOTAL REVENUE:	\$ 11,620	\$ 1,700	\$ 2,500	\$ 7,975	\$ 25,575	49,370	\$ 41,320	(8,050)
EXPENDITURES										
81005	Judges	Hotel & Travel	500	750	300	300	2,000	3,850	5,656	1,806
		Gifts	50	40		120	80	290	450	160

Cost Center #5: National Specialty Show 2017 Budget Request									
Revision #3, Emmy Wollenburg 05/17/17									
2017 REQUEST									
A/C # (if available)	BASIS FOR CALCULATION	Agility	Obedience/Ral	Barn Hunt	Top 20	Conformation	Total	2016 ACTUAL	Variance
	TOTAL OUTLAYS	\$ 9,860	\$ 1,388	\$ 2,350	\$ 7,676	\$ 25,054	\$ 45,927	\$ 37,468	(8,459)
	raffle funds transfer out (25% of 2,000)					(500)	(500)	(925)	(425)
	NET TO OPERATIONS	\$ 1,760	\$ 313	\$ 150	\$ 299	\$ 22	\$ 2,943	\$ 2,927	(16)