



Nova Scotia Duck Tolling Retriever Club (USA)
ONLINE BOARD BUSINESS SESSION
Voting January 27, 2018 – February 10, 2018
MINUTES

APPROVAL OF MINUTES

October 2017 In Person Board Meeting Minutes

Motion: I move to accept the minutes as written.

Motion made by Marcia Lyons. Kim Simons seconded the motion.

APPROVE [8]: T. Hancy, J. Annunziato, T. Krause, A. DiSilvestre, A. Casper, C. Kurth, D. Rode and M. Lyons.

OPPOSE []:

ABSTAIN [2]: F. Kaplan, P. Durkee

Motion approved by the Board of Directors.

AGENDA ITEMS:

NEW BUSINESS

Proposal #1: Conduct of Business

Motion: I make a motion to accept the Proposal as written.

Motion made by Kim Simons. Joy Annunziato seconded the motion.

APPROVE [10]: T. Hancy, J. Annunziato, T. Krause, A. DiSilvestre, A. Casper, C. Kurth, D. Rode, P. Durkee, F. Kaplan and M. Lyons.

OPPOSE []:

ABSTAIN []:

Motion approved by the Board of Directors.

Proposal #2: Club Specialties

Motion: I move to table this Proposal.

Motion made by Terri Krause. Joy Annunziato seconded the motion.

APPROVE [8]: T. Hancy, J. Annunziato, T. Krause, A. DiSilvestre, A. Casper, D. Rode, P. Durkee and M. Lyons.

OPPOSE [2]: F. Kaplan and C. Kurth.

ABSTAIN []:

Motion approved by the Board of Directors.

Proposal #3: 2018 Backyard Classic Specialty

Motion: I motion to accept Proposal #3 to allow for the 2018 BYC Committee to precede with holding two Specialty shows on June 16, 2018 and one Sweepstakes show on Friday June 15. Motion made by Ann DiSilvestre. Joy Annunziato seconded the motion.

APPROVE [8]: T. Hancy, J. Annunziato, T. Krause, A. DiSilvestre, A. Casper, D. Rode, P. Durkee and M. Lyons.

OPPOSE [2]: F. Kaplan and C. Kurth.

ABSTAIN []:

Motion approved by the Board of Directors.

ADJOURNMENT

Motion: I move to adjourn the November 2017 Board Business Session. Motion made by Ann DiSilvestre. Joy Annunziato seconded the motion.

APPROVE [10]: T. Hancy, J. Annunziato, T. Krause, A. DiSilvestre, A. Casper, C. Kurth, D. Rode, P. Durkee, F. Kaplan and M. Lyons.

OPPOSE []:

ABSTAIN []:

Motion approved by the Board of Directors.

CONFIDENTIAL

EXECUTIVE SESSION:

Proposal #1: Appointment of 2018 Nominating Committee

Motion: I move to appoint the Nominating Committee as listed below. Motion made by Tish Hancy. Kim Simons seconded the motion.

- Lee Ann Gleason, Chair, Region 1
- Sue Dorscheid, Region 2
- John Simonson, Region 3
- Sylvia Hastedt, Region 5
- Lauren Gilman, Region 6

- Alternates: Patty Helmig, Region 4
- Sherry Seibel, Region 7

APPROVE [10]: T. Hancy, J. Annunziato, T. Krause, A. DiSilvestre, A. Casper, C. Kurth, D. Rode, P. Durkee, F. Kaplan and M. Lyons.

OPPOSE []:

ABSTAIN []:

Motion approved by the Board of Directors.

ADJOURNMENT

Motion: I move to adjourn the November 2017 Board Executive Session.
Motion made by Ann DiSilvestre. Joy Annunziato seconded the motion.

APPROVE [10]: T. Hancy, J. Annunziato, T. Krause, A. DiSilvestre, A. Casper, C. Kurth,
D. Rode, P. Durkee, F. Kaplan and M. Lyons.

OPPOSE []:

ABSTAIN []:

Motion approved by the Board of Directors.

NOTE: President's vote was cast for all motions, but only counted in the case of a tie.

Respectfully submitted,

Ann DiSilvestre, Secretary

5:38 PM

02/22/18

Accrual Basis

NSDTRC(USA)
Balance Sheet Prev Year Comparison
As of December 31, 2017

	Dec 31, 17	Dec 31, 16	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
Specialty Accounts				
2014 Specialty	13,862.61	15,862.61	-2,000.00	-12.6%
2015 Specialty	1,630.97	1,630.97	0.00	0.0%
2016 Specialty	11,163.61	11,187.42	-23.81	-0.2%
Region 2	1,000.00	800.00	200.00	25.0%
Total Specialty Accounts	27,657.19	29,481.00	-1,823.81	-6.2%
US Bank Certificate of Deposit	41,898.39	41,814.66	83.73	0.2%
US Bank Checking	60,176.82	108,141.68	-47,964.86	-44.4%
Wells Fargo Checking	64,831.47	0.00	64,831.47	100.0%
Wells Fargo Savings	535.13	0.00	535.13	100.0%
Total Checking/Savings	195,099.00	179,437.34	15,661.66	8.7%
Total Current Assets	195,099.00	179,437.34	15,661.66	8.7%
TOTAL ASSETS	195,099.00	179,437.34	15,661.66	8.7%
LIABILITIES & EQUITY				
Equity				
Opening Bal Equity	54,261.47	54,261.47	0.00	0.0%
Retained Earnings	127,262.71	125,115.42	2,147.29	1.7%
Net Income	13,574.82	60.45	13,514.37	22,356.3%
Total Equity	195,099.00	179,437.34	15,661.66	8.7%
TOTAL LIABILITIES & EQUITY	195,099.00	179,437.34	15,661.66	8.7%

5:37 PM

02/22/18

Accrual Basis

NSDTRC(USA) Profit & Loss Prev Year Comparison July through December 2017

	Jul - Dec 17	Jul - Dec 16	\$ Change	% Change
Income				
BrdrDirIncome	0.00	20.00	-20.00	-100.0%
Event Income				
Catalog Advertising Sales	1,958.00	1,545.00	413.00	26.7%
Clinics Seminars	3,511.50	740.00	2,771.50	374.5%
Entries	16,476.26	41,765.60	-25,289.34	-60.6%
Fun Stuff & Misc.	2,855.20	3,102.60	-247.40	-8.0%
Fundraising	7,305.00	3,530.86	3,774.14	106.9%
Meals Banquets	7,543.00	5,554.37	1,988.63	35.8%
Merchandise Sales	6,844.92	3,645.23	3,199.69	87.8%
Trophy Donations	6,243.00	3,660.00	2,583.00	70.6%
Vendor Space	525.00	0.00	525.00	100.0%
Total Event Income	53,261.88	63,543.66	-10,281.78	-16.2%
Health & Genetics				
Donations	0.00	25.94	-25.94	-100.0%
Total Health & Genetics	0.00	25.94	-25.94	-100.0%
Interest Income	13.70	1.85	11.85	640.5%
Member Dues	17,446.00	18,749.00	-1,303.00	-7.0%
Quackers Income				
Advertising	275.00	330.00	-55.00	-16.7%
OtherIncome	50.00	0.00	50.00	100.0%
Total Quackers Income	325.00	330.00	-5.00	-1.5%
Refunds	-230.00	-1,174.00	944.00	80.4%
Rescue Income				
Donations	0.00	25.94	-25.94	-100.0%
Placements	325.00	0.00	325.00	100.0%
Total Rescue Income	325.00	25.94	299.06	1,152.9%
Uncategorized Income	2.00	0.00	2.00	100.0%
Total Income	71,143.58	81,522.39	-10,378.81	-12.7%
Gross Profit	71,143.58	81,522.39	-10,378.81	-12.7%
Expense				
Administrative Costs				
AKC Dues	25.00	135.00	-110.00	-81.5%
Bank Chg	31.00	137.29	-106.29	-77.4%
Office Misc Expense	1,020.62	68.72	951.90	1,385.2%
Total Administrative Costs	1,076.62	341.01	735.61	215.7%
AKC Delegate				
Travel	808.09	1,141.53	-333.44	-29.2%
Total AKC Delegate	808.09	1,141.53	-333.44	-29.2%
Annual BOD Membership Meeting				
Food	0.00	125.99	-125.99	-100.0%
Printing	0.00	238.70	-238.70	-100.0%
Travel	5,563.68	6,713.65	-1,149.97	-17.1%
Total Annual BOD Membership Meeting	5,563.68	7,078.34	-1,514.66	-21.4%
Awards				
Postage	405.94	7.75	398.19	5,137.9%
Supplies	1,019.18	1,106.69	-87.51	-7.9%
Total Awards	1,425.12	1,114.44	310.68	27.9%
Donations Made				
Disaster Relief	2,500.00	0.00	2,500.00	100.0%
Total Donations Made	2,500.00	0.00	2,500.00	100.0%

5:37 PM

02/22/18

Accrual Basis

NSDTRC(USA) Profit & Loss Prev Year Comparison July through December 2017

	Jul - Dec 17	Jul - Dec 16	\$ Change	% Change
Events				
Agility - Split 50%	0.00	2,528.54	-2,528.54	-100.0%
AKC Application Recording Fee	929.50	3,891.00	-2,961.50	-76.1%
Banquets Food	375.23	6,133.74	-5,758.51	-93.9%
Birds	2,649.17	3,078.75	-429.58	-14.0%
Catalogs & Other	0.00	157.50	-157.50	-100.0%
Event Merchandise	4,681.75	2,615.06	2,066.69	79.0%
Facility & Equipment Rental	17,503.48	12,400.00	5,103.48	41.2%
Fundraising	158.00	454.07	-296.07	-65.2%
Hospitality	698.76	2,367.27	-1,668.51	-70.5%
Judges Fees Travel Gifts	1,797.47	7,630.19	-5,832.72	-76.4%
Misc Expense	0.00	990.68	-990.68	-100.0%
PayPal Fees	580.62	389.17	191.45	49.2%
Postage	76.06	93.72	-17.66	-18.8%
Printing	22.93	133.66	-110.73	-82.8%
Secretary Fees Travel	1,129.49	5,580.07	-4,450.58	-79.8%
Seminars & Clinics	3,136.38	0.00	3,136.38	100.0%
Supplies	687.02	643.11	43.91	6.8%
Trophies Ribbons Sweeps	3,967.36	4,748.48	-781.12	-16.5%
Workers Fees Travel Food	0.00	4,885.59	-4,885.59	-100.0%
Total Events	38,393.22	58,720.60	-20,327.38	-34.6%
Insurance	847.00	847.00	0.00	0.0%
Judge Education				
Travel	0.00	1,000.15	-1,000.15	-100.0%
Total Judge Education	0.00	1,000.15	-1,000.15	-100.0%
meetings	168.36	0.00	168.36	100.0%
Membership				
Postage	456.93	102.04	354.89	347.8%
Supplies	36.32	0.00	36.32	100.0%
Total Membership	493.25	102.04	391.21	383.4%
Other Expense				
misc	244.95	3,762.73	-3,517.78	-93.5%
Total Other Expense	244.95	3,762.73	-3,517.78	-93.5%
Postage	109.55	0.00	109.55	100.0%
Public Ed				
MTB Expense	382.81	0.00	382.81	100.0%
Total Public Ed	382.81	0.00	382.81	100.0%
Quackers				
Postage	980.07	983.20	-3.13	-0.3%
Printing	1,260.14	3,179.65	-1,919.51	-60.4%
Total Quackers	2,240.21	4,162.85	-1,922.64	-46.2%
Records				
Postage	156.51	352.23	-195.72	-55.6%
Subscriptions	120.00	120.00	0.00	0.0%
Total Records	276.51	472.23	-195.72	-41.5%
RescueOperations				
AdoptionFees	500.00	0.00	500.00	100.0%
Reimb Expenses	0.00	364.54	-364.54	-100.0%
Shipping	473.55	0.00	473.55	100.0%
Veterinary Expense	860.30	760.50	99.80	13.1%
Total RescueOperations	1,833.85	1,125.04	708.81	63.0%
Secretary				
Postage	705.54	0.00	705.54	100.0%
Total Secretary	705.54	0.00	705.54	100.0%
Void	0.00	0.00	0.00	0.0%

5:37 PM
02/22/18
Accrual Basis

NSDTRC(USA)
Profit & Loss Prev Year Comparison
July through December 2017

	<u>Jul - Dec 17</u>	<u>Jul - Dec 16</u>	<u>\$ Change</u>	<u>% Change</u>
WebSite				
Hosting	0.00	153.73	-153.73	-100.0%
Monthly Fees	500.00	856.25	-356.25	-41.6%
Supllies	0.00	259.00	-259.00	-100.0%
WebSite - Other	0.00	325.00	-325.00	-100.0%
Total WebSite	<u>500.00</u>	<u>1,593.98</u>	<u>-1,093.98</u>	<u>-68.6%</u>
Total Expense	<u>57,568.76</u>	<u>81,461.94</u>	<u>-23,893.18</u>	<u>-29.3%</u>
Net Income	<u><u>13,574.82</u></u>	<u><u>60.45</u></u>	<u><u>13,514.37</u></u>	<u><u>22,356.3%</u></u>