



BoD Meeting

01 February 2022

VOA National President – Mike Kuchavik

VOA National Vice President – Wes Frasard

VOA National Secretary – Ed Massena

VOA National Treasurer & NJ President – Joe Boscia

VOA National Deputy Treasurer & NY President – Matt Altomare

Purpose:

- To understand any perceived financial obligations remaining for 2021
- To understand our VOA budget for 2022 based on 31 January 2022 membership levels
- To be advised of items that are being sent to the appropriate Committees for discussion
 - To understand that these topics being discussed are considered candidates for a Vote at future BoD meetings

Today's Agenda – only items being presented, talked about, and voted on:

- **VOTE – 2021 Missed Deliverables**
 - No more Magazines – \$0K
 - Virtual only 2021 Magazine – about \$5.5K from 2022 membership dues
 - Virtual only 2022 Magazine to 2021 members who did not renew – about \$2.5K from 2022 membership dues to manage access limitations and portal
- **VOTE – VOA National Budget for 2022**
 - Includes VOA issues Lifetime Membership Cards
 - Includes VOA Store Closes
 - Includes VQM limited to 48-pages per magazine
- **Presentation – January 2022 Obligations and Liquidations**

Future Committee Discussions and Potential Votes – for information, not being discussed at this meeting:

- Topic – 2022 and 2023 Membership Levels – Next topic for Membership Committee
- Topic – 2023 National Viper Event – Next topic for Operations Committee
- Topic – Revision the By-Laws – Next topic for Operations Committee

End-State:

- VOTE on the two items being brought forward
- Begin discussions with your membership on the topics being presented and discussed at the February Committee meetings

Issues that we missed or did not address during this presentation:

- Open for discussion

Agenda Items for Vote

What are our 2021 deliverables that were not delivered why?

- **Final round of Internationals' 50/50 split payback form July 2020 – December 2021 - about \$1K remains**
- **Reduction of \$16,740 – Alex Ristanovic negotiated with Wilson (\$73,385.81 bill for NVE, 2021, 2020)**
- **Viper Quarterly # 30 – Winter Edition**
 - ☒ **2021 No remaining assets from the \$175K SBA Loan**
 - ☒ **SBA EIDL remaining assets paid for the Mega-Magazine – took funds to be used to pay remaining international balances!**
 - ☒ **VQM 28/29 – Final Invoice puts the magazine at \$41,184.32 – cost saving realized?**
 - ✓ **VQM 27 cost the club \$62,108.88 (VQM26 printing and shipping cost from 2020 + all VMQ 27 costs from 2022)**
 - ✓ **Total for all three VQM associated costs for 2021 so far, we are at \$103,293.20**
 - ✓ **Historical costing, 2019-2020, puts 4 VMQ at about \$112,492.07 or about \$28,123.02/magazine with shipping**
- **Options for Viper Quarterly # 30 – 2022 Winter Edition - last edition for 2021 or first edition for 2022?**
 - **Option 1 – No More Magazines for 2021 members – VOA failed to properly manage 2021 budget/funds**
 - **Option 2 – Deliver last Magazine in electronic format – Proved VQM 30 as last 2021 magazine to 2021 members only**
 - **Must not Cost more then \$5.5K**
 - **Must not be more than 24-pages + Cover**
 - **Must be delivered to 2021 membership as a Virtual Subscription**
 - **Only 2022 Mamba members, who were 2021 Mamba members, receive hardcopy VQM30 with VMQ 31**
 - **2022 VQM31 now limited to 24-pages for 1st edition for 2022**
 - **VQM30 and VQM31 hardcopies ship together in one package to save on shipping**
 - **Option 3 – Minimize 2021 losses at 2022 membership expense – Provide only virtual VQM 30 to 2021 members**
 - **Whatever it costs to manage 2021 membership list to provide access to members who signed up in 2021 but not in 2022**

Proposed 2022 VOA Budget

➤ Membership

- ✓ Target 1050 members by 28 February 2022
- ✓ As of 31 January 2022, membership at 1000 paid members for the 2022 season
 - Regular Membership – 296 or 29.6%
 - Mamba Membership – 704 or 70.4%

➤ Show me the Money!

- ✓ 2022 Receivables **\$181,680** – Estimate as membership still growing
- ✓ 2022 Payables **\$179,249** – Estimate as invoices still being finalized
- ✓ Cash Available **\$ 2,431** – Current surplus, every member that joins from this point forward increases this reserve

➤ What are we changing in 2022?

- ✓ Membership Cards – Lifetime Membership Cards Being issued in 2022
- ✓ Noted increases for 2022
 - Club Insurance went up by \$1.8K – Invoices being finalized this week – total of 4 policies
- ✓ Noted decreases for 2022 – Renegotiating prices, reducing overhead, or cutting anything deemed in excess
 - Reduced \$1250 – VMQ Editing Fees - renegotiation
 - Reduced \$1250 – VMQ Design Fees - renegotiation
 - Reduced \$ 1020 – BigCommerce – Viper Store merchandising system - cut
 - Reduced \$660 – Vast Conference System – we use Zoom - cut
 - Reduced \$120 – Drop-Box – may need to keep one for Magazine reviews - reduction
 - Reduced \$TBD – HALO Custom Services – shipping the goods back and forth club cost - cut
 - Reduced \$TBD – VOA Store – burns \$15-\$20K per year we have not been able to reconcile these records - cut
 - Reduction will be more than \$11,250 for 2023 and beyond – Lifetime Membership cards - reduction
- ✓ Showing how each Member's dollar is spent
- ✓ Showing our work
- ✓ Showing how we paid the bills each and every month

For a Vote – 2022 VOA National Budget – Line Item Detail

2022 Budget - DRAFT		2021				2022												% of Membership Fee Collected	Notes				
		Oct	Nov	Dec	Total	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total					
Accounts Receivable																							
Total Members	389	176	292	857	143		0	0	0	0	0	0	0	0	0	0	0	1000		Based on Revisions 979 Target			
2022 Dues	\$ 71,625	\$ 32,115	\$ 52,170	\$ 155,910	\$ 25,770		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 181,680	100.00%	Club runs on ONLY membership			
NVE-5				\$ -				\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	0.00%	Not Counted in Club Operations			
Website sponsors				\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	0.00%	Not Counted in Club Operations			
Store Sales				\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	0.00%	Not Counted in Club Operations			
Total Monthly Revenue	\$ 71,625	\$ 32,115	\$ 52,170	\$ 155,910	\$ 25,770	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 181,680	100.00%				
Accounts Payable																							
Variable	Region payments			\$ (47,135)	\$ (47,135)			\$ (7,865)			\$ -			\$ -			\$ -	\$ (55,000)	-30.27%	Locked in at \$55 per member			
Variable	Credit Card Service Fee	\$ (2,686)	\$ (1,204)	\$ (1,956)	\$ (5,847)	\$ (966)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (6,813)	-3.75%	Changed from .0374 to .0375			
Fixed	Web Hosting & Maintenance			\$ -	\$ (500)	\$ (500)	\$ (500)	\$ (500)	\$ (500)	\$ (500)	\$ (500)	\$ (500)	\$ (500)	\$ (500)	\$ (500)	\$ (500)	\$ (500)	\$ (6,000)	-3.30%				
Fixed	GoDaddy - VOA Portal	\$ (240)			\$ (240)													\$ (240)	-0.13%				
Fixed	Other Service Software	\$ (450)			\$ (450)													\$ (450)	-0.25%				
Fixed	ConstantContact - Non-Spam e-mail service			\$ -	\$ (67)	\$ (67)	\$ (67)	\$ (67)	\$ (67)	\$ (67)	\$ (67)	\$ (67)	\$ (67)	\$ (67)	\$ (67)	\$ (67)	\$ (67)	\$ (804)	-0.44%				
Fixed	HostGator - Web Hosting			\$ -	\$ (235)	\$ (235)	\$ (235)	\$ (235)	\$ (235)	\$ (235)	\$ (235)	\$ (235)	\$ (235)	\$ (235)	\$ (235)	\$ (235)	\$ (235)	\$ (2,820)	-1.55%				
Fixed	VOA P.O. Box			\$ -	\$ (190)													\$ (190)	-0.10%				
Variable	VOA Front Office - Services (Wilson)			\$ -	\$ (1,450)	\$ (1,450)	\$ (1,450)	\$ (1,450)	\$ (1,450)	\$ (1,450)	\$ (1,250)	\$ (1,250)	\$ (1,250)	\$ (1,250)	\$ (1,250)	\$ (1,250)	\$ (1,250)	\$ (16,200)	-8.92%	Changed based on more VOA Store			
Variable	SoV + PoVOA + 1 Contest (Currently 20 ID Cards)			\$ -	\$ (250)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (250)	-0.14%				
Fixed	VOA Phone System - Membership Call Center			\$ -	\$ (126)	\$ (126)	\$ (126)	\$ (126)	\$ (126)	\$ (126)	\$ (126)	\$ (126)	\$ (126)	\$ (126)	\$ (126)	\$ (126)	\$ (126)	\$ (1,510)	-0.83%	VOA Business Office at Wilson			
Fixed	D&O insurance renewal		\$ (1,385)	\$ (1,385)														\$ (1,385)	-0.76%	Insurance Policy #1			
Fixed	Club Insurance - Medical - must have for other two			\$ -		\$ (350)												\$ (350)	-0.19%	Insurance Policy #2			
Fixed	General Liability Insurance renewal - Main			\$ -		\$ (3,211)	\$ (818)	\$ (818)	\$ (818)	\$ (818)	\$ (818)	\$ (818)	\$ (818)	\$ (818)	\$ (818)	\$ (818)	\$ (1,636)	\$ (12,211)	-6.72%	Insurance Policy #3			
Fixed	General Liability Insurance renewal - Umbrella			\$ -		\$ (1,509)	\$ (868)	\$ (868)	\$ (868)	\$ (868)	\$ (868)							\$ (5,849)	-3.22%	Insurance Policy #4			
Variable	Membership Packages (Wilson)			\$ -		\$ (12,500)			\$ -			\$ -				\$ -		\$ (12,500)	-6.88%	Lifetime cards - min 80% cut in 2023			
Fixed	Bigcommerce (VOA Store Website)			\$ -	\$ (85)	\$ (85)	\$ (85)	\$ (85)	\$ (85)	\$ (85)	\$ (85)							\$ (597)	-0.33%	VOA Store Closes in June 2022			
Variable	VOA Store (Shipping and Handling)			\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -							\$ -	0.00%				
Variable	Survey Monkey - feedback			\$ -				\$ (99)				\$ (99)					\$ (99)	\$ (297)	-0.16%	Decreases by \$198			
Fixed	Drop Box - VOA Club sharedrive			\$ -			\$ (120)											\$ (120)	-0.07%	Decrease by \$120 - One Drop Box			
Fixed	VQ Editor			\$ -		\$ (3,750)			\$ (3,750)			\$ (3,750)			\$ (3,750)			\$ (15,000)	-8.26%	Cost decreased by 25%			
Fixed	VQ Design			\$ -		\$ (3,750)			\$ (3,750)			\$ (3,750)			\$ (3,750)			\$ (15,000)	-8.26%	Cost decreased by 25%			
Fixed	VQ (Regular + Mamba Virtual)			\$ -	\$ (125)	\$ (125)	\$ (125)	\$ (125)	\$ (125)	\$ (125)	\$ (125)	\$ (125)	\$ (125)	\$ (125)	\$ (125)	\$ (125)	\$ (125)	\$ (1,500)	-0.83%				
Variable	VQ (Mamba print)			\$ -		\$ (3,661)			\$ (3,661)			\$ (3,661)			\$ (3,661)			\$ (14,643)	-8.06%	*46% of Mamba's Proceeds			
Fixed	VQ (Mamba print + 10 extra per issue)			\$ -		\$ (104)			\$ (104)			\$ (104)			\$ (104)			\$ (416)	-0.23%	*1% of Mamba's Proceeds			
Variable	VQ (Mamba postage)			\$ -		\$ (2,112)			\$ (2,112)			\$ (2,112)			\$ (2,112)			\$ (8,448)	-4.65%	*27% of Mamba's Proceeds			
Variable	SoV + PoVOA + 1 Contest (Currently 20 Magazines)			\$ -		\$ (164)	\$ -	\$ -	\$ (164)	\$ -	\$ -	\$ (164)	\$ -	\$ -	\$ (164)	\$ -		\$ (656)	-0.36%	Awaiting 2022 inductees			
Total Monthly Expenses					\$ (3,376)	\$ (2,589)	\$ (49,091)	\$ (55,057)	\$ (3,744)	\$ (33,949)	\$ (12,139)	\$ (4,493)	\$ (17,815)	\$ (4,274)	\$ (4,074)	\$ (16,761)	\$ (3,121)	\$ (3,121)	\$ (16,662)	\$ (4,038)	\$ (179,249)	-98.66%	
Net Income 2022					\$ 68,249	\$ 29,526	\$ 3,079	\$ 100,853	\$ 22,026	\$ (33,949)	\$ (12,139)	\$ (4,493)	\$ (17,815)	\$ (4,274)	\$ (4,074)	\$ (16,761)	\$ (3,121)	\$ (3,121)	\$ (16,662)	\$ (4,038)	\$ 2,431		
Funds Available 2022					\$ 68,249	\$ 97,775	\$ 100,853	\$ 100,853	\$ 122,879	\$ 88,930	\$ 76,791	\$ 72,298	\$ 54,482	\$ 50,208	\$ 46,134	\$ 29,373	\$ 26,252	\$ 23,131	\$ 6,469	\$ 2,431	\$ 2,431	1.34%	
SBA EIDL Loan Repayment								\$ (175,000)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (175,000)		Total Payments made to reduce debt	
NVE-5 (6-10 Sep 2023)								\$ (20,000)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (10,000)	\$ -	\$ -	\$ -	\$ -	\$ (30,000)		Total Deposits so far for NVE-5

Information to be Published on the Drive Viper Forum

Presentation

(Information Items to be approved as presented)

January 2022 Financial Statement Review

January 2022 (as of 1/24/2022)			
Statement of Financial Position		Statement of Activities	
Cash (2022 Operating Account)	161,560	Membership Revenue Q4 21	155,910
Receivable from Chase 2021	10,573	Membership Revenue Q1 22	22,530
Dream Ride Receivable	2,119	Dream Ride Raffle Income	2,119
Inventory	30,020	Website Sponsor Ads	250
		Badge/Swag/Cust # Rev	265
Assets	204,272	Total Revenue	181,074
		Regional Split	53,955
Regional Payables Q4 renewals	47,080	Credit Card Fees	6,705
Regional Payables Q1 renewals	6,875	Website Costs	735
Accrued Expenses	2,711	VOA Management / Support Costs	1,968
Gift Card Liability	30,020	Viper Quarterly (Virtual and Print)	125
Liabilities	86,686	Total Expenditures	63,488
Unrestricted Net Assets	117,586	Net income	117,586

Currently only focusing on 2022 operations; loan was excluded for this review. Some numbers may slightly change as we reconcile a handful of renewals differences.

Wrap it up!