



***VOA Monthly
Board of Directors
Meeting
6 September 2022***

VOA President – Mike Kuchavik

VOA Vice President – Wes Frasard

VOA National Secretary – Ed Massena

VOA Treasurer & NJ President – Joe Boscia

VOA Deputy Treasurer & NY President – Matt Altomare

VOA Special Projects – Mike Sutton

Purpose:

- To provide an update on VOA Finances
- To provide an update on Viper Quarterly Magazine
- To provide an update on National Viper Event

Today's Agenda:

- Financial Update – Membership numbers and fiscal status overview, as of 6 September 2022 ~ 2 minutes
- Financial Update – July to August projected closeout and liabilities ~ 2 minutes
- Magazine Update – Status on the 2nd installment of the 2022 Viper Quarterly Magazine ~ 4 minutes
- National Viper Event Update – Where are we ~ 30 minutes
- Open discussions – what do we want to get done in the next 30, 60, and 90-days

End-State:

- BoD and membership informed on the status of the club's current financial state
- BoD and membership informed on the status of the Viper Quarterly Magazine – 31
- BoD and membership informed on the status of the National Viper Event – 5

Are we still in Balance? Yes

Are we still projecting a surplus in 2022? Yes

➤ Membership

- ✓ 93% revenue being generated by 1260 VOA members, as of 6 September 2022 (*website = 1291*)
 - Mamba Membership – 861 or 68%
 - Regular Membership – 399 or 31%
- ✓ 7% revenue being generated by our Sponsors
 - Currently \$17,927 in revenue

➤ Show me the Money!

- ✓ 2022 Receivables **\$253,091**
- ✓ 2022 Payables **\$209,787**
- ✓ Cash Available **\$ 43,305** estimated

➤ Big ticket items and ankle bitters within the next 60-days:

- ☒ VMQ-31 + VQM-32
- ☒ 2023 Ferguson Insurance

➤ Continued transparency in 2022!

- ✓ Showing how each Member's dollar is spent by showing our work
- ✓ Showing how we project and pay the bills every month to eliminate surprises

Looking at Club Financials – July and August 2022

Statement of Activities	AUG 22 YTD	JUL 22 YTD	Change
Membership Revenue Q4 21	155,715	155,715	-
Membership Revenue Q1 22	54,060	54,060	-
Membership Revenue Q2 22	17,000	14,960	2,040
Dream Ride Raffle Income	4,768	4,541	227
Website Sponsor Ads	3,600	1,800	1,800
Badge/Swag/Cust # Rev	1,584	1,574	10
Store Revenue	5,485	5,485	-
VQ Magazine Revenue	2,533	2,533	-
Spirit of Viper Revenue	2,765	-	2,765
Website Classifieds	210	210	-
Total Revenue	247,720	240,878	6,843
Regional Split	69,300	68,475	825
Membership Packets	16,595	16,595	-
Credit Card / Bank Fees	8,961	8,859	102
Website Costs	4,868	4,634	233
VOA Management / Support Costs	14,687	12,959	1,728
Viper Quarterly (Virtual and Print)	42,739	28,999	13,740
Insurance	15,290	13,789	1,501
Spirit of Viper	3,343	578	2,765
Total Expenditures	175,782	154,889	20,894
Net income	71,938	85,989	(14,051)

- ✓ Remaining conservative by projecting continued negative cash flow in August
- ✓ Numbers subject to change based on a budgeted accrued expense vs what's on final invoice

Currently only focusing on 2022 operations; SBA loan excluded for this review. Some numbers may change based on reconciliations

Are we on track? No

- 1st Magazine was 60 days late
- 2nd Magazine is 90 days late
- 3rd Magazine needs to be out by 15 October 2022
- 4th Magazine needs to be out by 15 December 2022

Are we on budget? Yes (still projected to be at about a 40% cost reduction from 2020 and at about 25% cost reduction from 2021)

- 1st Magazine was out of budget by just under \$1000 – cost increased due to paper shortage and other factors
- 2nd Magazine is projected to be within budget – cost were increased to adjust for inflation
- 3rd Magazine may need to add an addition \$750 to hire a photographer to take pictures – up for discussion
- 4th Magazine should add an addition \$750 to potentially hire a photographer to take pictures - TBD

Are we at risk of delivering the remaining two magazine by end of year? Maybe

Over to the Colorado Region for
NVE-5 discussion

Other Items to Discuss?

Wrap it up!

Adjourned?