



VOA April Monthly Meeting

19 April 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

Purpose:

- To synchronize financial obligations with VOA operations
- To understand our financial obligations for 2022

Today's Agenda:

- Some Viper Event Stories for the group!
- March Projected - 2 minutes
- Membership numbers and fiscal status overview – as of 7 April 2022 – 2 minutes
- Status on the membership packages - 3 minutes
- Status on the gift certificates / coupon for the VOA Store - 3 minutes
- Status on the VQM hard copy and virtual portal - 3 minutes
- Open discussions - what do we want to get done in the next 90-days? - ?? minutes

End-State:

- Informational Brief

Where are we with 2022 Budget Balance? We are we still in Balance?

➤ Membership

- ✓ Currently sitting at 1170, as of 7 April 2022 (*website = 1215 as of 18 April 2022*)
 - Regular Membership – 356 or 30.4%
 - Mamba Membership – 784 or 69.5%

➤ Show me the Money!

- ✓ 2022 Receivables **\$218,154**
- ✓ 2022 Payables **\$194,790**
- ✓ Cash Available **\$ 23,364**

➤ March's big ticket items:

- ☒ Membership Packages and Cards - \$13.6K – Brought forward
- ☒ Viper Quarterly Magazine - \$ 7.5K (initial estimate was \$6.1K to print & ship VQM31 – invoice \$1.5K for bulk orders)
- ☒ Wilson bill was just below estimates by \$150.00

➤ What was a surprise this month – unplanned expense:

- ☒ Still working through insurance issues with Ferguson - no increases just the last part of the insurance policy

➤ 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 limit surprises

Looking at Club Financials – March 2022 Project

| Statement of Activities | MAR 22 YTD Projection |
|-------------------------------------|--------------------------|
| Membership Revenue Q4 21 | 155,715 |
| Membership Revenue Q1 22 | 35,475 |
| Dream Ride Raffle Income | 2,536 |
| Website Sponsor Ads | 750 |
| Badge/Swag/Cust # Rev | 443 |
| Website Classifieds | 65 |
| Total Revenue | 194,984 |
| Regional Split | 58,025 |
| Membership Packets | 13,188 |
| Credit Card / Bank Fees | 7,311 |
| Website Costs | 2,203 |
| VOA Management / Support Costs | 5,424 |
| Viper Quarterly (Virtual and Print) | 13,990 |
| Insurance | 6,756 |
| Spirit of Viper | 414 |
| Total Expenditures | 107,311 |
| Net income | 87,673 |

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

Wrap it up!

Adjourned?