



IPMS/USA Business Meeting

July 29, 2017
Omaha, Nebraska



Current Officers



President – Ron Bell

1st Vice President – Dave Morrissette

2nd Vice President – Mike Van Schoonhoven

Director of Local Chapters – John Noack

Secretary – Dennis Tennant

Treasurer – Mike Oberholtzer

Publications Director/Historian – Jim Pearsall



Support Staff



Office Manager – **Marie Van Schoonhoven**

"Support the Troops" – **Jon Emery**

IPMS/USA Journal Staff:

- Executive Editor – **James Woody**
- Managing Editor – **Chris Bucholtz**
- Art Director – **John Heck**
- Advertising Director – **Doug Reed**



Online Support Staff



Webmaster – Eric Aitala

Forum Administrator – Vacant

Associate Webmasters:

- **Jim Pearsall**
- **David Wrinkle**
- **Mark Adrich**
- **Paul Markezich**
- **Rick Jackson**



President's Update

Ron Bell



Since our last business meeting:

- New C&BL up for vote. 15% of membership must vote one way or the other. New and old C&BL mailed to every member in Journal along with a ballot. Members can also vote on-line and at this convention.
- Officer elections are also taking place. Note, we have no candidate for 2nd VP. We will be soliciting applications for this position and the new E-Board will appoint a 2nd VP when they take office in November.
- If the new C&BL passes, we will be looking for candidates for the new Recruitment and Retention Secretary position. They will be appointed by the E-Board.



President's Update, con't.

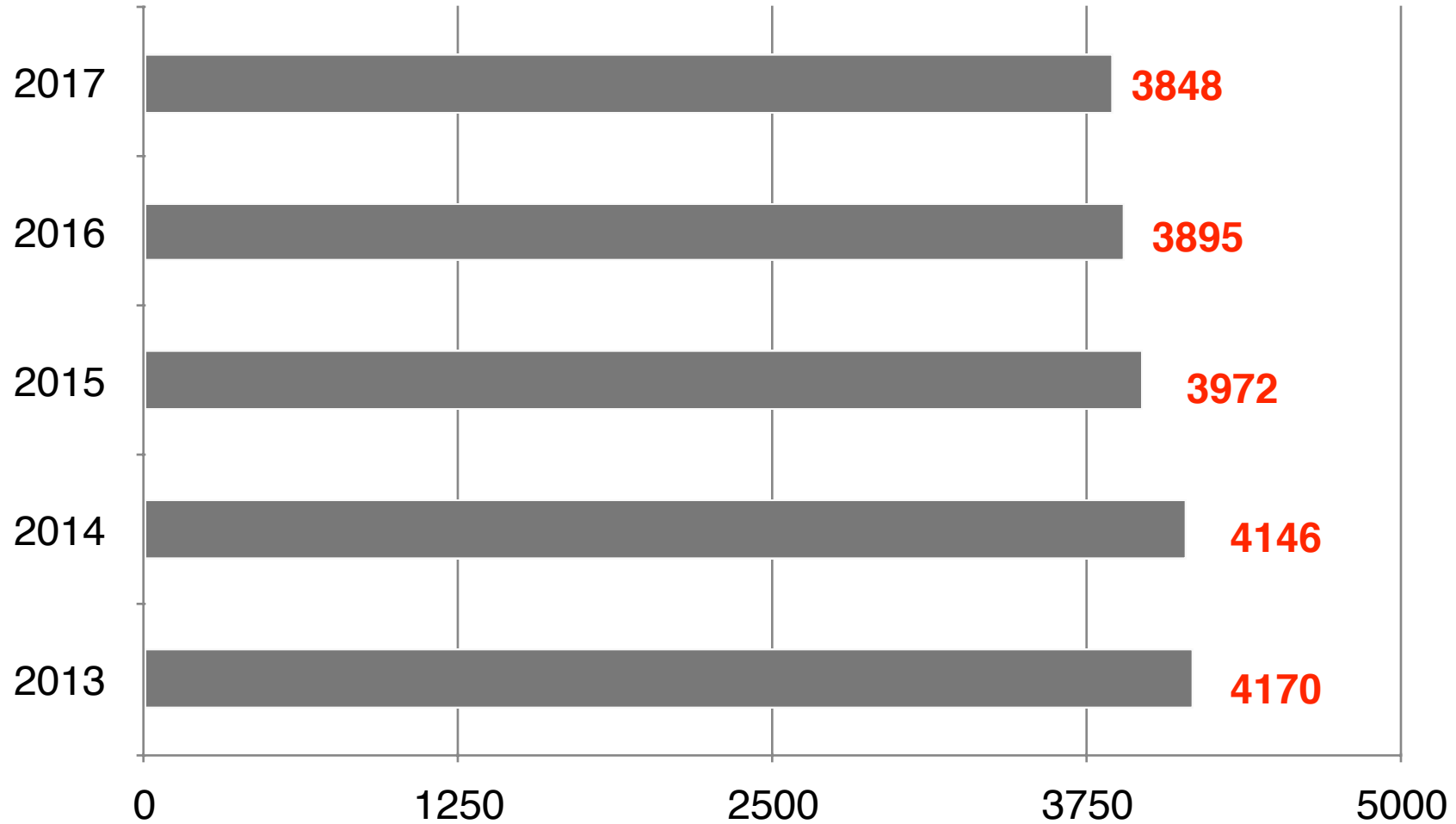


- Financial situation is finally in hand and up to date. A financial statement will appear in the Journal.
- Instituted the membership discount plan if you join IPMS/USA at an IPMS/USA sanctioned event through the host club.
- Began the 50 and 25 year membership recognition program to recognize long-time, loyal members of IPMS/USA.



Membership

Data: *Journal* mailing list, third quarter





Next up:

Detailed reports from your officers



Treasurer Mike Oberholtzer



This year:

- Moved monies to Chase Bank for national capabilities and access
- Taxes filed in June this year compared to October last year. 2016 Convention closed out in May 2017. Plan to close out 2017 convention in 2017.
- Using Chase Online Bill Pay and Quick Pay to speed up payments for member expenses and vendors.



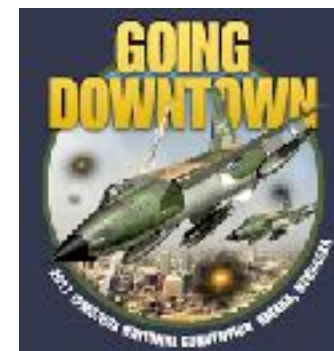
This year (continued):

- Created deposit log process used by Office Manager and Convention Treasurers to track all check and mail in credit card deposits.
- Moved credit card processing to PayPal which saves us money on fees and allows us to offer PayPal as a payment choice to members.
- Created monthly financial reporting package for E-board.



IPMS/USA
STATEMENT OF FINANCIAL POSITION

As of June 30, 2017



	TOTAL	
	AS OF JUN 30, 2017	AS OF JUN 30, 2016 (PY)
ASSETS		
Current Assets		
Bank Accounts		
2016 National Convention	0.00	28,138.87
2017 Convention	63,508.68	
2018 Convention	1,000.00	
Certificate of Deposit 1	0.00	49,450.38
Certificate of Deposit 2	0.00	81,928.84
IPMS USA Main	69,244.92	
IPMS/USA Main	0.00	77,260.38
PayPal Credit Cards	22,604.50	
Reserve Savings	145,901.27	
Savings Account	0.00	14,293.92
Wire Transfer Account	0.00	8,556.50
Total Bank Accounts	\$302,337.55	\$259,867.89
Total Current Assets	\$302,337.55	\$259,867.89
TOTAL ASSETS	\$302,337.55	\$259,867.89
LIABILITIES AND EQUITY		
Liabilities		
Total Liabilities		
Equity		
Opening Balance Equity	273,030.50	273,250.88
Retained Earnings	-18,726.09	
Net Revenue	48,032.74	-10,582.97
Total Equity	\$302,337.55	\$269,867.89
TOTAL LIABILITIES AND EQUITY	\$302,337.55	\$269,867.89



**IPMS/USA
2016 Convention
Final**

	<u>Total</u>
2016 Convention Revenue	
Vendor Tables	38,080.00
Sponsorships	10,225.00
Walk-ins	12,293.00
T-Shirts	2,817.00
Banquet 2016	12,105.00
Registration Teen 2016	135.00
Registration 2016	25,575.00
Raffle Tickets	3,142.00
Tours 2016	5,281.00
Total 2016 Convention Revenue	\$ 112,653.00
2016 Convention Expenses	
2016 Convention Hotel and Banquet	23,474.65
2016 Convention Registration Refunds	3,055.00
2016 Convention Supplies & Materials	40,061.89
2016 Convention Vendor Refunds	2,130.00
2016 Convention Write-offs and Adjustments	575.00
Total 2016 Convention Expenses	\$ 75,296.54
Net 2016 Convention Revenue	\$ 37,356.46
Host Chapter(s) Income	\$ 18,678.23
IPMS/USA Income	\$ 18,678.23





Treasurer



Next year:

- Report on the value of the change to PayPal for credit cards
- Continue to improve financial reporting to include multi-year comparisons and trend reports
- Plan to complete taxes before May 15 deadline (no extension)



1st Vice President Dave Morrissette



Reviewer Corps:

- A whopping 912 individual reviews were posted in 2016.
- Current Reviewer Corps has 98 Members...join in the fun!
- Many manufacturers such as Casemate Publishing, Hasegawa, Specialty Press and AMK are adding IPMS/USA-branded reviews to their web pages.
- Working with new suppliers and manufacturers for review items and information. Miniart, AMK, Bullseye Decals, Coastal Kits UK, Croco Models, Gecco, Hypersonic and others have recently begun providing review items.
- Supplied the *Journal* with six build reviews this year with more on the way.



2nd Vice President Mike Van Schoonhoven



- The 2016 Convention closed out with \$37,356.46 total profit — \$18,678.23 going to the IPMS/USA. This was the second most profitable convention on record following Columbus' \$42K and just ahead of Omaha's last convention at \$37K.
- The Convention Management System software was tweaked and streamlined. It has a new name, "Convention Registration System" (CRS) to more accurately reflect its functionality.
- A part-time professional computer programmer has been retained to provide updates and support for the CRS.



2nd Vice President



- There were no Nationals bids for 2020. However, we are set for 2018 (Phoenix) and 2019 (Chattanooga). Next year, we will accept bids for the 2020 and 2021 national conventions.



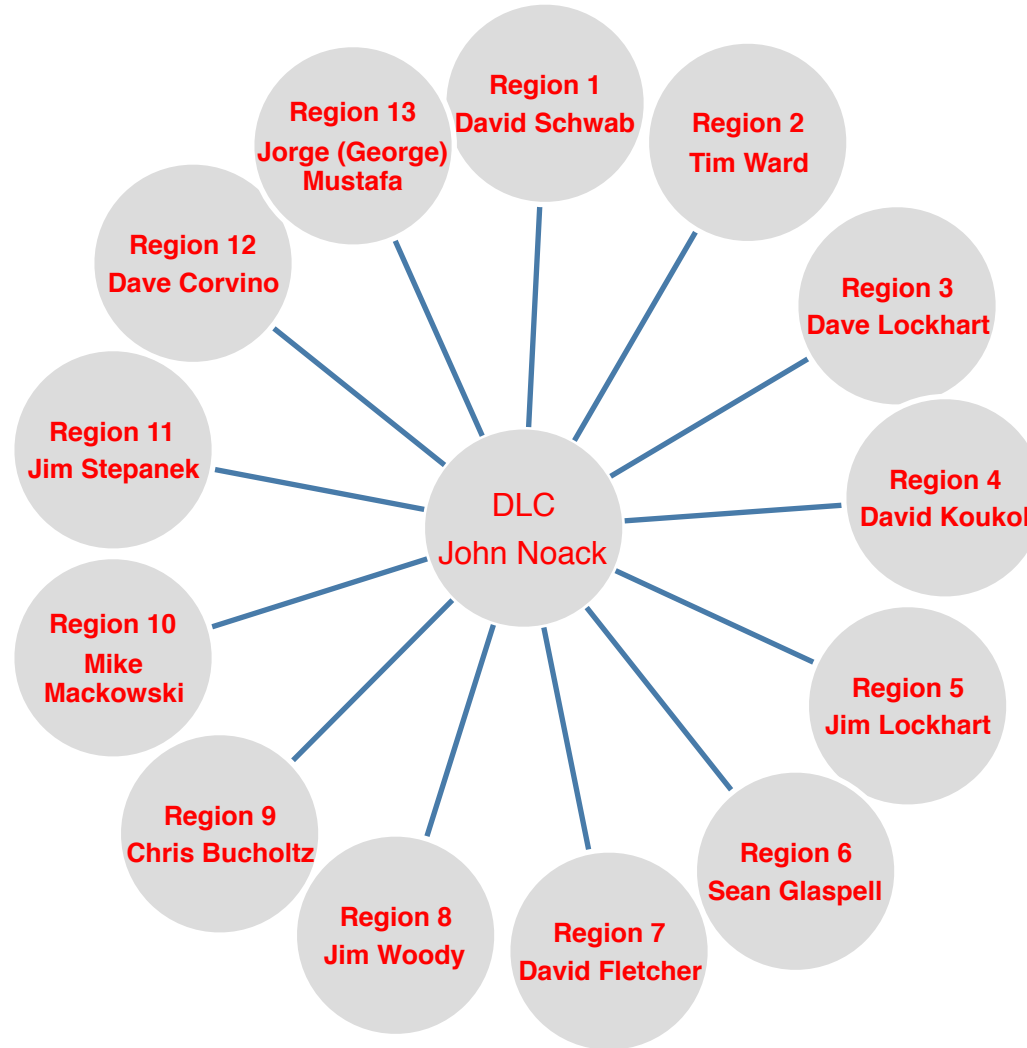
Director of Local Chapters John Noack



- Current Chapter Count – 221 (down from 225)
 - Lost 8, gained back 4 in 2016-2017
- Regional Coordinators – see organization chart next slide
- Rechartering Process Streamlined in 2016
 - Chapter responsibilities
 - RC support
- Looking into the possibility of multi-year recharters, logistics remain to be worked out.
- Dave Lockhart – Incoming DLC



Regional Coordinators





Secretary Dennis Tennant



- A new member-sourced database of local hobby stores is now available to members on our website. Please add your favorite local shops to the list.
- The Asian Air Arms SIG has been added to the list of special interest modeling groups. We now have a sixteen active SIGs. Contact me if you have a SIG to add to the list.



Publications director / Historian James Pearsall



- Doug Reed, our new advertising manager, has gained a few new advertisers for the *Journal*. More importantly though, he is ensuring that all ads are paid for by the current advertisers.
- The *Journal* continues to be a great publication, thanks to the work of Chris Bucholz, John Heck and Jim Woody.
- Chapter Newsletters – Looking for a way to take some load off Fred Horky. Fred’s doing a magnificent job, but it’s a lot of work.
- Quarterly/Update articles. I still get 1 or 2 requests per month for back issue articles.
- UK Magazine “Wrappers”. These memos, produced by Jim Sage and Ralph Forehand, are interesting but don’t have much modeling info. I’m working to make these available on the website.



Webmaster Eric Aitala



What's New:

- New Online Voting system
- Upgrade of online store for increased bandwidth. Added PayPal payment option
 - ~2600 orders in past year
 - ~2500 member accounts
- Upgrade of web server – ipmsusa3.org
- Completed migration of non-Reviews information to Calendar/News/Member website



Webmaster



Next Year:

- Major upgrade of Reviews website
 - Happening 'now'
- Migration of Gallery to new software
- Major upgrade of Forum software
 - We're still looking for a Forum Administrator and additional moderators