



2015 IPMS/USA Business Meeting

July 25, 2015 Columbus, OH



2015 Officers

- ▶ President – Dick Christ
- ▶ First Vice President - Dave Morrissette
- ▶ Second Vice President - Ron Bell
- ▶ Secretary – Dennis Tennant
- ▶ Treasurer - John Shimek
- ▶ Director of Local Chapters – Larry Randel
- ▶ Historian – Jim Pearsall
- ▶ Membership Secretary – Bruce Briggs
- ▶ Director of Foreign Liaison - Open



Support Staff

- ▶ Office Manager – MJ Kinney
- ▶ Community Activities – James Brooks
- ▶ Support the Troops – Jon Emery
- ▶ Journal Staff
 - Executive Editor James Woody
 - Managing Editor – Chris Bucholtz
 - Art Director – John Heck

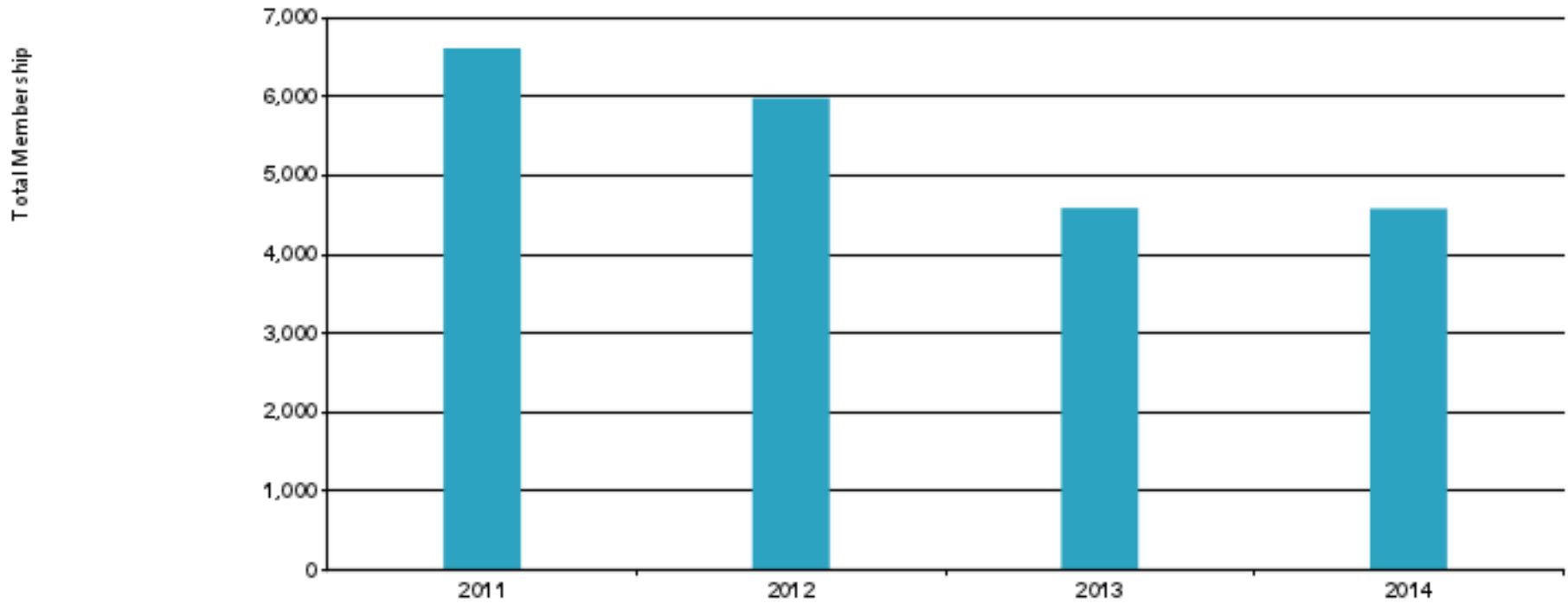


Support Staff - Website

- ▶ Webmaster – Eric Aitala
- ▶ Forum Administrator – Eric Aitala
- ▶ Associate Webmasters
 - Jim Pearsall
 - David Wrinkle
 - Matt Cottrell
 - William O'Malley
 - Mark Aldrich
 - Paul Markezich



Membership





Treasurer - Income

2015 Income as of July 1

Dues	\$115,537.00
<i>Merchandise</i>	<i>\$1,784.00</i>
<i>Journal Advertising</i>	<i>\$14,450.00</i>
<i>Total</i>	<i>131,771.00</i>

Note: 2014 Convention Income received in 2014



Treasurer Budget Vs. Actuals

Manager	Type	2015 Budget	2015 Actuals
IPMS USA Office Manager	Office Mgr Contract	\$28,800.00	\$13,200.00
	Copier	\$1,200.00	\$468.00
	Accountant	\$1,500.00	
	Office Supplies	\$500.00	\$386.00
	Telephone/data	\$800.00	\$435.00
	Conference Call	\$950.00	\$270.00
	Postage	\$3,250.00	\$2,748.00
	Printing (forms)	\$900.00	\$3,241.00
	Insurance	\$10,000.00	\$3,160.00
	Storage		\$410.00
Historian & Publications	Journal Printing	\$50,000.00	\$29,672.00
	Journal Postage	\$16,000.00	\$8,607.00
	Journal Art Director	\$12,500.00	\$7,225.00
	Shipping	\$8,500.00	



Treasurer Budget Vs. Actuals

Manager	Type	2015 Budget	2015 Actuals
Director Foreign Liaison	Postage	\$50.00	
1 st Vice President	Reviewer postage	\$4,800.00	
	Mfg Dinner	\$1,500.00	
Director of Local Chapters	Make and Take	\$10,000.00	\$2949.60
	Regional Awards		\$730.00
Webmaster	Internet	\$288.00	\$288.00
	Web Access	\$791.40	\$791.40
	Web Host Cost	\$719.88	\$719.88
	Shopping Cart Cost	\$1,034.00	
President	Promotion	\$2,500.00	
	Support the Troops	\$3,600.00	
		\$160,183.28	\$75,300.88



Treasurer

Total Monies in IPMS USA accounts 7-1-2015

Regular Checking	\$73,713.07
Convention	\$14,291.05
2015 Convention Account	\$58,524.11
Wire Transfer Account	\$2,759.00
Certificate of Deposit	\$48,917.48
Certificate of Deposit	\$81,486.19
Total Assets	\$279,690.90



DLC Report

- ▶ 224 chapters as of July 2015,
down from 228 in August 2014.



Chapters by Region

Region	Location	Number of Chapters	New This Cycle	Non-renewals	Change
1	Northeast	22	0	0	0
2	Mid-Atlantic	15	1	0	+1
3	Southeast	17	1	0	+1
4	Central US	23	0	1	-1
5	Midwest	41	1	1	0
6	TX, LA, AR, OK, KS	23	3	4	-1
7	Northwest	12	0	0	0
8	S. CA, NV	8	1	1	0
9	N. CA, NV	10	0	2	-2
10	Southwest	15	0	2	-2
11	Florida	17	0	0	0
12	Carolinas	17	0	0	0
13	Outside CONUS	6	0	0	0
Total		224	7	11	-4



Regional Coordinators

**Director, Local Chapters
Larry Randel**



**Region 1
Doc Wiseman**

**Region 2
Tim Ward**



**Region 3
Phil Hale**

**Region 4
Dave Koukol**



**Region 5
Kelly Quirk**

**Region 6
Sean Glaspell**



**Region 7
Dave Fletcher**

**Region 8
James Woody**



**Region 9
Chris Bucholtz**

**Region 10
Mike Mackowski**



New-Need Photo



**Region 11
Jim Stepanek**

**Region 12
Dave Corvino**



**Region 13
Jorge Mustafa**



Make N Take Report

- ▶ James Brooks, Spring Grove, Illinois
- ▶ Community Activities Coordinator (CAC)
- ▶ CAC is tasked with:
 - Encouraging and enabling community activities such as Make N Take Program for youth as well as for veterans or seniors
 - Coordinating and encouraging growth of Adult Building Course (ABC) Program
- ▶ Make N Take models provided directly from Revell.
- ▶ CAC maintains inventory of around 200 models used for very small requests below the 25 models per case minimum from Revell or as a short term backup for Revell shortages.



Make N Take Program: Orders & Costs

Date	Events	Models Shipped	Model Costs	Shipping Costs	Total Cost
Aug - Sep - 2014	13	850	\$2,528.30	\$437.75	\$2,966.05
Oct - Nov 2014	4	300	\$939.40	\$151.59	\$1,090.99
Dec 14 - Jan 15	6	300	\$839.40	\$185.47	\$1,024.87
Feb - Mar 2015	7	445	\$1,219.15	\$272.35	\$1,491.50
Apr - May 2015	8	375	\$1,059.25	\$228.71	\$1,287.96
Jun - Jul 2015	8	425	\$1,199.30	\$158.37	\$1,357.67
Totals	46	2695	\$7,784.80	\$1,434.24	\$9,219.04



MNT Program: Offsets & Net Costs

Date	Gross Costs	Offset Payments	Donations	Net Costs
Aug - Sep - 2014	\$2,966.05	\$900.00	0	\$2,066.05
Oct - Nov 2014	\$1,090.99	\$300.00	0	\$790.99
Dec 14 - Jan 15	\$1,024.87	\$390.00	0	\$634.97
Feb - Mar 2015	\$1,491.50	\$630.00	0	\$861.50
Apr - May 2015	\$1,287.96	\$495.00	0	\$792.96
Jun - Jul 2015	\$1,357.67	\$697.00	0	\$660.17
Total	\$9,219.04	\$3,412.00	0	\$5,806.64



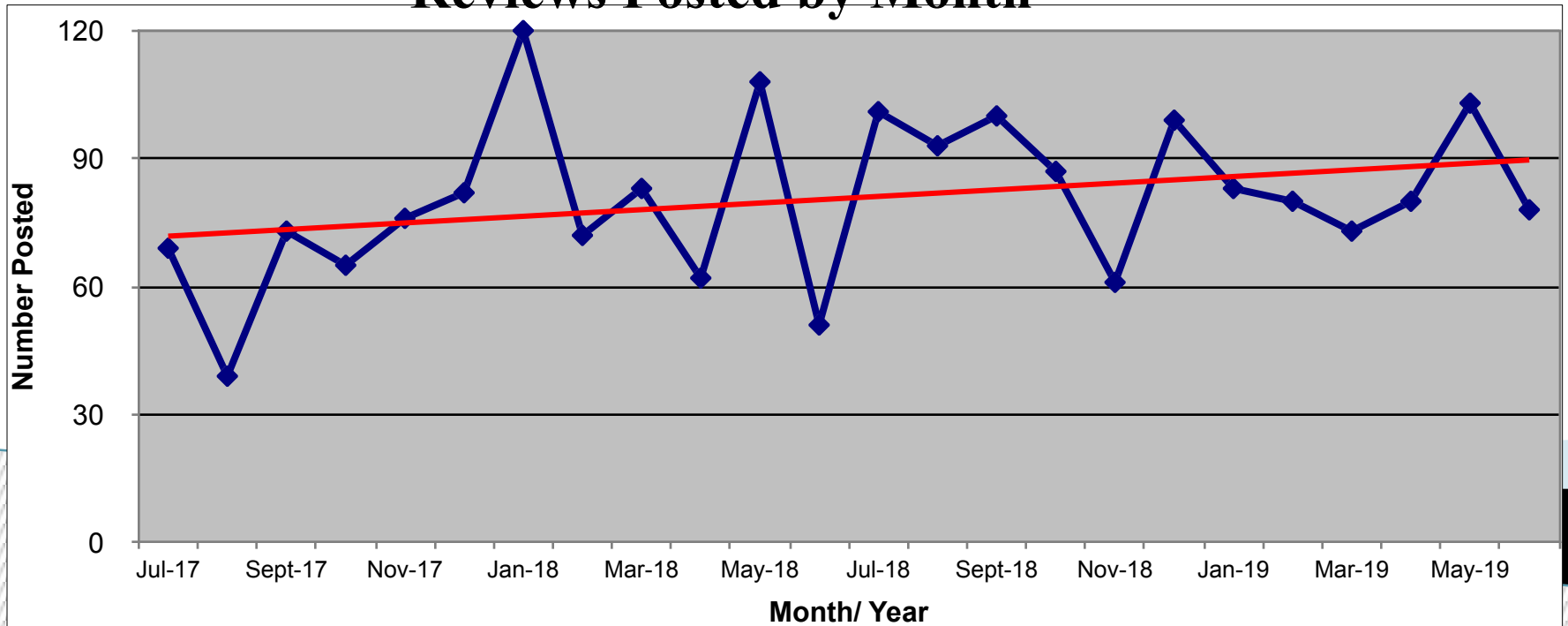
Reviewer Corps Update

- 1037 Completed Reviews posted 2014
- Reducing Inbox reviews - prefer more build information to modelers
- Reviewer Corps is 106 members
- Completed several builds for the manufacturers to promote items



Reviewer Corps Update

Reviews Posted by Month





Reviewer Corps Update

- **Currently on track for similar number of reviews**
- **Supplying several manufacturers with data and information for new kits.**
- **New suppliers include F-Resin, Spade Models, Tarangus, Value Gear and more.**



Support the Troops Update

- Nearly 2500 lbs of kits and supplies since August of 2012, averaging 800+ lbs per year.
- Providing Kits to:
 - 4 VA Hospitals
 - Vets Saving Vets, through IPMS MOSS
 - Individual Requests through psychiatrists at Hampton VA, Ft Bragg,
- No active duty overseas units receiving kits.
 - Last was an A-10 maintenance unit at Kandahar last fall.



Webmaster

- ▶ IPMS/USA Home (ipmsusa.org)
- ▶ Sessions: 172,339 (down 7%)
- ▶ Users: 70,546
- ▶ Pageviews: 548,888 (down 34%)
- ▶ Desktop: 78%, Mobile: 11%, Tablet: 11%
- ▶ USA: 86%, Canada: 2.7%, Portugal: 1%, UK: 1%



Webmaster - Store

- ▶ IPMS/USA Store (www.ipmsusa2.org)
- ▶ Sessions: 24,625 (up 37%)
- ▶ Users: 20,022
- ▶ Pageviews: 70,170 (up 30%)
- ▶ Desktop: 77%, Tablet: 12%, Mobile: 11%
- ▶ USA: 75%, Canada: 3.3%, UK: 3.3%



Webmaster - Forums

- ▶ IPMS/USA Forum (forum.ipmsusa3.org)
- ▶ Sessions: 60,023 (up 18%)
- ▶ Users: 13,585
- ▶ Pageviews: 359,973 (up 9%)
- ▶ Desktop: 78%, Mobile: 12%, Tablet: 10%
- ▶ USA: 92%, Canada: 2%, UK: 1%



Webmaster - Reviews

- ▶ IPMS/USA Reviews (web.ipmsusa3.org)
- ▶ Sessions: 350,028 (up 30%)
- ▶ Users: 220,122
- ▶ Pageviews: 630,673 (up 4.6%)
- ▶ Desktop: 77%, Tablet: 11%, Mobile: 11%
- ▶ USA: 35%, Canada: 3.8%, UK: 8%, Germany: 5%, France: 4%



President's Roundtable

- ▶ Discuss ways to increase members
- ▶ Promotion Committee
- ▶ Immediately following bid presentations



▶ Questions?