

January 4, 2021

Subject: Midwinter Trustees' Meeting Reports Package

- Reports are presented exactly as written by the maker.
- Only reports submitted or forwarded to the Secretary / Treasurer are included.
- Clicking on the bookmarks in the left column will take you directly to that report

Kathy Smith

Kathy Smith Secretary / Treasurer

MEETING SCHEDULE MIDWINTER 2021 LAKE COMO RESORT

FRIDAY, FEBRUARY 5: OPEN MEETINGS IN THE CLUBHOUSE

CALL TO ORDER, MIDWINTER MEETING

SATURDAY, FEBRUARY 6: MIDWINTER TRUSTEE MEETING CONTINUES

Schedule and Times for Presentation and Midwinter
Meeting Agenda are subject to change
All times are EST

Presentation Schedule Friday, February 5, 2021

TIME	ITEM	PRESENTER
11:00 AM	Call to Order	President Kathy Watzel
11:05 AM	Executive Director's Report	Erich Schuttauf
11:35:AM	Impexium	Erich Schuttauf
12:35 PM	Lunch Break	
1:35 PM	AANR Web page Facelift	George Oberle
2:05 PM	Break	
2:10 PM	Call to order, Midwinter Meeting (see agenda)	President Kathy Watzel

Midwinter Trustees' Meeting Agenda Friday, February 5, 2021

TIME	ITEM	PRESENTER
2:10 PM	Call to Order	President Kathy Watzel
2:12 PM	Roll Call	Secretary Kathy Smith
2:15 PM	Declaration of Quorum	President Kathy Watzel
2:18 PM	Introduction of Dignitaries	President Kathy Watzel
2:21 PM	Consideration of Rules and Order of Business	
2:23 PM	Report the Interim Motions since August 2020	Secretary Kathy Smith
2:33 PM	Approval of Minutes Trustee Meetings, August 13-14, 2020	President Kathy Watzel
2:37 PM	Recess to Executive Session	

Schedule

Saturday, February 6, 2021

TIME	ITEM	PRESENTER
11:00 AM	Kids Kamp Presentation	Susan Cappa Rick Markle

Midwinter Trustees' Meeting Agenda Saturday, February 6, 2021

11:30 AM	Call to order/Reconvene	President Kathy Watzel
11:32 AM	Roll Call	Secretary Kathy Smith
11:35 AM	Report of the Executive Session	Secretary Kathy Smith
11:37 AM	President's Comments to Board	President Kathy Watzel
11:42 AM	Committee Reports – updates to the written re-	, , , , , , , , , , , , , , , , , , , ,
	ports only (if you did not write a report, you will	
	not have an update)	
	IA	Bob Dixon
	Government Affairs	Tim Mullins
	Membership Marketing/MMS	Karen Lahey
	Public Relations	Ronna Krozy
	Legislation	Terry Meek
	Glen Miller Fund	Mike Parker
	Planning	BG Parks
12:00 PM	Break	
1:10 PM	Committee Reports – updates to the written re-	
	ports only (if you did not write a report, you will	
	not have an update)	
	AANR Youth	Susan Cappa Rick Markle
	WINR	Margie Cantlon
	Hall of Fame	Mitch London
	Convention Facilities	Ted Peck
	Ad Hoc Travel and Expenses	Terry Meek
	Ad Hoc Diversity	Ted Peck
1:30 PM	Regional Presidents' Council Report	SW President Mitch London
1:45 PM	Business Specifically Referred to This Meeting	
I		
	Approval of the 2021 Budget Good of the Order/Announcements/Adjourn	Alan Harris



Presidents Report February 2021 Kathy Watzel

This year has been an extremely difficult year for us all. 2020 will be with us for years to come, a year we will not forget.

During this turmoil AANR has been moving forward. The office staff has continued the calling project that was implemented at the beginning of the year, contacting our Associate members. Over 2300 members have been contacted through a personal phone call or email. In the beginning the first call's opening statement was, "We are calling AANR members to see how you are doing during this time. "As we have moved through the year our questions to members have included, "Have you been able to do much traveling or are you staying closer to home primarily." "Is there anything you would like the leadership of AANR to know?" Followed by "we noticed you had not renewed your membership." An average of 1 out of every 5 contacted in person renews their membership, some of these for multiple years. Members continue to be pleased that we called to inquire about their well-being. All of this information has been logged into Impexium, updating the data base with current information about the member. Because of its success calling all non-renewing Associate members has become a continuing program.

Another project this year was the implementation and use of Impexium. The office staff began using the program in the beginning of 2020. Impexium has made it more efficient for the staff to assist our members. Documentation has been scanned into the system allowing immediate accessibility to information. This means if you want to see a committee's minutes from a recent meeting you can easily find them. If you wanted to find your clubs charter you can access it in a few clicks of the mouse, and if you wanted to access legal documentation about a past issue with nudism you are able to find it. It is my hope you have had an opportunity to use the system and have observed how user friendly it is.

A new web site is being created for AANR. The main objective is to show a new face for AANR that is easy to use while maintaining a similar footprint on the back pages for our members. It is being designed to work with all forms of technology and will be rich in visual content.

As requested by two regions we are implementing a Passport program for visitors to all our clubs. The use of a QR code will show what clubs a member has visited. The Passport program will increase business to AANR clubs while giving the visiting member a chance to win prizes through their travels.

We have all become more proficient at ZOOM. Our digital devices have been bringing us together in a time we are all apart. AANR 2020 convention was hosted on ZOOM this year as was an informational meeting of the seven region Presidents. It is our plan to add two yearly digital meetings to keep our regions informed of how AANR is moving forward.

In 2020 over 200 requests have been answered assisting members and others with legal issues allowing them to be nude where appropriate.

Your organization continues to move forward supporting its membership and clubs. So in the words of Dolly Parton "to those who say it can't be done, would you just please stop interrupting those of us that are doing it."



January 3, 2021

Subject: Secretary / Treasurer Report, Midwinter Meeting 2021

Since our last Trustee meeting we have had 1 Interim Motion brought forward and voted upon via electronic communications. It is as follows

Interim Motion # 1, November 9, 2020

Voted on November 12, 2020 12:01 a.m. to November 14, 2020, 12:00p.m. PDT (midnight)

Motion: "I move the Board of Directors approve the President's appointment of Susan Cappa and Rick Markle as co-chairs of the AANR Youth Committee."

Maker: Kathryn Watzel, AANR President Second: None needed

Purpose: As Stated Fiscal Impact: None

Discussion: There was discussion via electronic means

Disposition: **Passed**, Yes -6, No -0, Abstain -0

Votes not received as of midnight November 14, 2020 PDT

There will be a motion to ratify the actions of the board at the Annual Membership Meeting.

As Treasurer, I stay in contact with Alan Harris, Finance Chair and Judy Mason, Finance Director. The Finance Committee consisting of Finance Chair Alan Harris, President Kathy Watzel, Planning Chair BG Parks, Executive Director Erich Schuttauf and myself met to work on the budget in December. Judy Mason, Director of Finance, also participated and updated the budget worksheets as needed. The proposed budget for Fiscal Year 2021 is outlined in the Budget Reports submitted by Finance Chair Alan Harris.

Respectfully Submitted,

Kathy Smíth

Kathy Smith Secretary / Treasurer



American Association for Nude Recreation

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To: AANR Members, Officers, Trustees, Region Presidents, Committee Chairs

From: Erich E. Schuttauf, Executive Director
Date: December 30, 2019 for Later Distribution
Re: AANR 2021 MidWinter Board Meeting Report

I appreciate this opportunity to write to you in advance of the 2021 Midwinter Meeting of the AANR Board of Trustees at Lake Como Club in Lutz, Florida. Whether I see you online or in person next month, I look forward to the days we'll be coming together.

AANR deeply appreciates Lake Como Club's efforts to welcome all. The club was featured in a multipage photo essay on the "Joys of Cooking Nude" in *The New York Times* earlier this year as well.

Here is a summary of other significant developments since the AANR annual meeting online last August.

AANR Celebrates 90th Birthday!

This year marks the 90th anniversary of the association. While our name may have changed from the American Sunbathing Association to the American Association for Nude Recreation decades ago, the tradition and purposes of our work continue. We are planning some significant ways to commemorate this milestone. To begin, we have already begun publishing announcements in editions of *The Bulletin* and other publications. Watch for more!

AANR Looking forward to 2021 AANR Convention at Star Ranch

Although the convention originally scheduled for August 2020 at Star Ranch in McDade, Texas had to be rescheduled due to the pandemic, we have an opportunity to visit the Lone Star State this year. Please plan to join us and make reservations early to ensure your favorite camping spot or cottage. The club has used the past 12 months to make a number of significant upgrades to their facilities that guests will appreciate and enjoy.

AANR Associate Member Calling Project Continues

In the February-March time frame of 2020, AANR began contacting AANR Associate members throughout North America who had not renewed their membership. In contacting members to ask how they are doing during the pandemic, we provided a personalized touch of encouragement to these members, in addition to learning significant information about their life situations at the moment. As the Impexium membership database has rolled into office operations, the results of most of these calls, follow-up emails, or other contact (2,300+) were logged into that database. Some early calls are still recorded in handwritten notes, bringing the total to even more since the project began. I will be

presenting additional results from the calling project during the board meeting, but several key themes emerge. First, it is "permissible" to contact members to discuss AANR and the calls are welcome. That was not always the case when members placed significant priority on privacy considerations and messages were left on answering machines rather than personal voicemail accounts. Second, most of the members reached do recognize the AANR name and what the association does. Third, many plan to renew membership (if they have not done so on the call immediately) and to travel when conditions improve. Fourth, associate members make trips to AANR clubs a significant part of their travel plans. although they do not belong to a particular club. Fifth, many members are renewing their membership for *more than one year*. Most importantly, the majority of those called have expressed that they remain in good health, albeit restless to travel again.

I have appreciated the opportunity to participate in this project first-hand, talking to hundreds of members to learn their stories. I particularly thank Carolyn Hawkins and Eva Bratton of the staff for their leadership during this work and for the many membership renewals they have facilitated while working these calls into regular operations.

Impexium Database Implementation and Training

AANR began implementing its most significant Database change and upgrade in more than 30 years with the arrival of 2020. Impexium significantly improves the staff (and future volunteers) ability to track, store, retrieve, and analyze membership information. As noted above, it has already proved instrumental in tracking associate member renewal efforts. Over the past months AANR has implemented staff and club certifying officer training. All trustees, officers, regional presidents, a number of committee chairs, and club "C/O's" have taken this training. Those portions of the system that track financials are still being implemented and continue to run "in parallel" with the legacy Connectics system. With each week more and more data and background records are added to the Impexium system, as will be demonstrated during the board meeting.

Public Relations

There have been a number of public relations accomplishments in 2020, but a few bear special mention.

The New York Times ran the February 2020 Lake Como photo essay in a story that mentioned other AANR clubs and provided key statistics. This story has been repeated in foreign language versions as well, increasing its impact. Providing further attention to our industry and nudist way of life, some months later *The Times* carried coverage of nude running events held at AANR clubs such as Sunny Rest Lodge.

The Wall St. Journal provided a story about nudists as good neighbors during health lockdowns, including the practice of observing mask advisories. It ran around the July 4, 2020 holiday when readers were more likely to see the piece, too! The story discusses Solair Recreation League members and was made possible by those members, as well as AANR Public Relations Chair Ronna Krozy.

The Washington Post is among the major publications which gave treatment to the nudist industry during the pandemic this summer, and did so with positive messaging. Several clubs including Cypress Cove share their experiences. That article, in turn, prompted radio interviews.

Woodall's Campground Management ran a November 2020 story about the advantages of converting an existing RV Park into a nudist destination (or opening a park up for nudist events). The piece, which spotlights Shangri La Ranch, De Anza Springs, and Suwannee Valley Resort, was written by a former executive with Good Sam Club of many years. Such an article from an industry leader is very helpful for

demonstrating the dollar value of our market. It echoes a similar positive piece from *Woodall's* that Cypress Cove owner Ted Hadley made possible some years ago.

Finally, the Canadian Nationwide television story featuring Nakations (sm) which aired late 2019/early 2020 on the women's program *The Social* continues to reap significant dividends. It is prominent in renewal messages sent to AANR Canadian members and well received.

AANR Mourns Passing of Long-Time Members and Leaders

Over the past several months we have been saddened to learn of the passing of a number of long-time friends and leaders of the association. These include Bob Watzel, spouse to AANR President Kathy Watzel, BG Kinman, spouse to past AANR President John Kinman, James Corsentino and Don Phillips, long-time volunteers on past region Government Affairs teams, and others who meant so much to our clubs and members.

Advocacy

It is not possible to catalogue each and every example of the advocacy that your membership dues funded in 2020 or to provide a high level of detail in some cases. This is so for a number of reasons including maintaining confidentiality. However, here is summary of significant developments, roughly organized by geographical region. AANR has developed a brief video presentation summarizing Government Affairs work which is available here:

https://drive.google.com/file/d/13ULvWzKqaQsY6x7v8ye3lvtAXDhUAfYI/view?usp=sharing

Canada

As this report was being finalized, AANR took a *significant* step forward as it secured an agreement with AANR's legislative tracking service (formerly CQ Track, as acquired by Fiscal Note). The agreement adds Canadian federal legislative tracking, as well as some provincial level resources to the coverage of reports that may be accessed and reviewed. In the past doing so had presented significant challenges. I personally thank AANR Financial Supervisor Judy Mason and Government Affairs Chair Tim Mullins for making it possible to do the year-end negotiations necessary to make this happen. This comes at an opportune moment.

Several new volunteers have joined monthly GAT team meeting calls representing Canada. Our office has equipped these volunteers with resources in their efforts to explore establishing new clothing optional beaches there. AANR is also currently sending out tailored messages to our Canadian Associate members with links to Canadian Television stories, coverage of participation at NCSL where we address provincial leaders, and much more.

Elsewhere in Canada AANR continues to assist a nudist grandmother encountering challenges with visits with her grandchildren prompted, in part, due to her participation in a nudist community.

Supporting British Naturism and Family Naturism – After violent activists recently targeted nude family swim nights that have taken place over the past 25 years, future family swims were canceled. AANR assisted leadership in British Naturism with numerous communications that have been helpful on

the subject of family nudism, youth activities including past *Bulletin* articles and media coverage. AANR received significant thanks for this assistance. AANR Executive Director Erich Schuttauf attended an online session with members to discuss these events as well as answer a number of questions about the different experiences of naturists abroad versus North America. AANR also fielded inquiries from individual members used in responding to discussions with friends and family about this issue.

Weeks later, AANR President Kathy Watzel addressed participants of an online global conference organized by British Naturism.

Legislative Conferences – Preparation and Participation. AANR is already making preparations for the National Conference of State Legislatures (NCSL) in Chicago next August. AANR arranged for deposits made prior to the canceled Indianapolis show to be carried over to this year. Staff have participated in booth selection for space at the Chicago conference and AANR's "field position" exceeds that held by most major corporations, including Facebook and Google. Beyond NCSL, this year AANR also participated in an all-electronic legislative conference in early December, 2020. This was an opportunity to educate the lawmakers who participated, but also a learning experience in conducting purely online trade show in this time of Covid. AANR operated a "kiosk" which Kathy Watzel and Erich Schuttauf "staffed" during hours. The kiosk made downloads of basic fact sheets available, offered surveys to the lawmakers, and more.

Florida – AANR fielded a number of calls on "neighbor issues." For example, what is the appropriate response when the neighbor's children use a recently installed trampoline that now "overlooks" a nudist's yard? How about using a back yard nude when it is located on a waterway that is normally discrete but becomes more public when a boat gets too close? AANR further provided information to Florida members on those issues, as well as on the scope of a county nudity ordinance as applied to private gatherings in residences and yards. Also possible steps to research if planning a boating excursion where a small number of passengers would like to go nude.

Legislative Visits – Carolyn Hawkins and Erich Schuttauf joined representatives from Lake Como, Tampa Bay Free Beaches, and South Florida Free Beaches in visiting the capital in February 2020 to champion bills that would specifically recognize nude beaches and pave the way for additional clothing optional areas.

Fish and Wildlife Area – AANR facilitated having charges dropped against a nudist cited after he was observed on a trail camera.

County Parks – In Lee County - AANR provided assistance to a member and club following a citation for nudity violation; AANR helped challenge the citation through multiple stages of court proceedings. While a minor park rule citation was upheld against the member, there was *no criminal penalty* imposed and absolutely no allegation made of indecency.

In Pinellas County, after officials denied various permits to those planning an event to celebrate the 100th anniversary of women's suffrage that includes top freedom for male and female participants, AANR / AANR Florida got involved. Multiple letters and contact with county legal staff on this issue to date.

Other Issues and Assistance:

Information supplied – On application of county nudity ordinances as alleged in private gatherings in residences and yards.

Information supplied – Concerning photo releases and other issues ancillary to a nudist documentary.

Information supplied – Concerning homeowner association documents and how they may be applied in nudist situations.

Information supplied – Response concerning allegations of a guest comfort and security issue.

Information supplied – Nude Hiking (legal) experiences of members.

Information supplied- Concerning alternatives for resources providing / obtaining risk mitigation including insurance.

Communications when merchant accounts denied to nudist clubs based on the nature of their business.

AANR East

- Assisted member going through a difficult divorce after many years of marriage; Though no child custody issues were present, deep concerns were expressed that the presiding judge would adversely base spousal support decisions and other outcomes against the member after the exspouse brought up nudism. AANR provided information to the member's attorney, who had indicated he might withdraw from case. Instead, case was resolved equitably and judge gave a "blessing" to get on with life and enjoy future nudist travels.
- Discussed AANR's legislative work with state lawmakers and legal/ historical background of age-old state anti-nudity provisions.
- Assisted with information concerning precedents and legal materials to a mother with minor daughters who had visited Pennsylvania nudist club, prompting complaint by her ex-spouse.
- Information supplied Response, options, and resources with member whose neighbor complained about nude backyard guests despite fencing.
- Information supplied to member reported to authorities after neighbor looked *under* their fence at ground level and complained. No action against member taken.
- Basic information supplied concerning defamation as applied in a nudist setting.
- Information supplied and analysis regarding ongoing female topless rights and emerging federal precedents using equal protection arguments.
- Response when privately-owned recreation area changed long-standing policy allowing nudity.

- Information Supplied to an AANR club concerning how other clubs have addressed the issue of vehicles with cameras in nudist environments.
- Monitoring and responding to ongoing developments at Sandy Hook beach in New Jersey, including changes in beach boundaries / dimensions prompted by oceanic erosion / deposits of sand.

AANR Midwest

- Child Custody provided information about specific state recognition of family nudism to the attorney representing parent in a proceeding. Initially some threats were made that police would be involved. Note that due to different home addresses of the parents, two regions were impacted by this case.
- Child Custody In a different state than the entry above, child welfare officials investigated complaints about a family who brought children to a nudist club. AANR assisted these parents with information.
- Supplied information about social nudism and its recognition to a candidate seeking county political office.
- Provided information to an attorney representing an individual (not member) in a criminal matter in which nudist materials were a portion of evidence.
- Continued contact with member and the attorney representing him concerning a complaint of being seen nude by a delivery person.
- Detailed analysis of Michigan HB 5607 concerning nude images.
- Responded to amendments to a county nudity ordinance adjusting associated penalties for violations (downward). AANR also filed legal memoranda on studies showing the benefits to communities from nudist businesses which may be used in future legal challenges to the law should they be necessary.

AANR NorthWest

- Exploring options for addressing guest comfort and security issues with club.
- Reviewed information concerning club visitation policies and seminar promotions.
- Basic information supplied including state bar association information when a nudist was denied promotion by an employer which may have been motivated by opinion of nudism.
- Supplied key legislative history and testimony, as well as fact sheets, to attorney representing parent in a child custody proceeding. Note that due to the different addresses of parents and grandparents, those in two regions assisted: Northwest and Florida.
- Landlord / Tenant issue(s) regarding nudists.

AANR SouthWest

- Information on possible attorneys / state bar association to member with custodial challenges along with fact sheets to help educate the attorney.
- Assisting potential purchaser of a nudist club with legal information and resources on existing legal recognition of nude recreation by local and state government.
- Discussions with member of experiences concerning operation of a motor vehicle while nude.
- Challenges to guardianship of adult mother on basis of the guardian's participation in nudism.
- Basic information supplied to the owner of a club facing possible litigation over nudism.

AANR West

- Assistance provided such as attorney contact information and more after a citation issued when member was spotted through a narrow gap in their fence with a neighbor.
- Actively monitored and reviewed a video voyeurism bill introduced and pending in Wyoming.
- Information about privacy issues and applicable laws.
- Contacted and extended offer to legal counsel to supply case precedents, legal information, and explore expert testimony in a custodial matter involving a step mom who appeared nude in presence of step children.
- In two separate states, (i) providing information to attorney on child custody matters involving 13 year old daughter seeking to accompany their parent on future visits to a club; (ii) other custody matter.
- Information concerning basics on defamation as related to a nudist environment / participation.
- Information supplied- concerning alternatives for resources providing / obtaining risk mitigation including insurance.
- Responded to a merchant account denied to a California nudist club based on the nature of its business.

December 28, 2020

TO: AANR Officers, Trustees, Chairs, Clubs and Members FROM: Tim Mullins, AANR Government Affairs Chair SUBJECT: GAT Activity Updates July 2020 to January 2021

With the exception of the election which Gary Mussell and Bob Morton write extensively about in their reports, not much has happened with GAT since the last report. We have had training in bill tracking and our newest members are on-board. Here is a rundown of what we have seen since July.

AANR F-GAT - Chair John Hunter

In early October, at the request of a GAT team member, I prepared a brief "white paper" on what effects the accession to the US Supreme Court of Amy Coney Barrett might have on nudists and nudism. I concluded that it was unlikely that Justice Barrett would have any more influence than anyone else on the court should a nudism case ever come up.

I maintained contact with AANR members in Northeast who are working to have Lighthouse Beach at Fire Island National Seashore once again be available to nudists, including helping a member prepare a letter to the New York State Assembly and advising on how to deal with National Park Service officials.

Otherwise, there is nothing to report at the Federal level. My comments on Federal legislative and administrative matters in my last report still hold.

AANR-Florida - Chair Jonathan Duffield

The government affairs arena has been mercifully quiet in Florida since our report of last July.

We are, however, excited and delighted to welcome a new volunteer to our Government Affairs Team. Following a long and illustrious career as Vice President of Western Illinois University, in Moline, Joe Rives has joined us as our Regional Representative for the Caribbean and Mexico.

A recent transplant to Dorado, Puerto Rico, Joe will be monitoring and reporting on legislative concerns arising throughout the area, and will have additional responsibilities representing our Marketing and Club Liaison interests in that part of the world.

The Florida Legislative Session gets off to a late start this year. Convening on March 2nd, running for sixty consecutive days, and adjourning on April 30th, our major lobbying efforts will be a continuation of those begun at this time a year ago.

AANR-Florida is seeking to:

- strengthen protections of nudist and naturist rights through a modification of the language in Florida Statute 800.03 -- Florida's indecent exposure law; and
- 2. expand clothing-optional recreation opportunities on public lands controlled by the Florida Department of Environmental Protection -- State Parks, Water Management Districts, etc.

Spearheading these initiatives, once again, will be Ramon Maury, our professional lobbyist and political consultant; and Jeff Kottcamp, former Florida Lieutenant Governor.

Funded by AANR-Florida, Ramon will be focused on the Senate side of the legislature, while Jeff concentrates his attention on the House of Representatives with the financial support of B.E.A.C.H.E.S. Foundation Institute.

Building upon our collaborative success in last year's Session, we have high hopes for achieving our goals this year.

AANR-Midwest - Chair Fred Roessler

No new items to report. Attended State Track training

AANR-Northwest - Chair Dave Smith

For the Northwest Region, the Covid Virus and election has kept things quiet in our region this year. I am eager to use the StateTrack System, or the updated system if chosen, when reports for this area start coming. Most regional clubs are either closed for the winter or at significantly reduced activity due to Covid mandates. Regional clubs are always encouraged to watch for, and report concerns in the region.

AANR-East

John Hunter and Ken Ettlinger are working on a letter to the Superintendent and possible contact with the the New York legislature with ideas for pronudity legislation.

AANR-Southwest Report prepared by Bob Morton

SUMMARIES OF SELECTED ISSUES

Oklahoma Legislature

The first session of the 2021-2022 Oklahoma legislature will convene on February 1, 2021, and is scheduled to adjourn on May 28. No bills from the 2019-2020 session carry over to 2021. However, due to the extraordinary scheduling impact imposed by the COVID-19 pandemic, more than a few sponsors will be refiling unsuccessful measures that they believe were given too little attention in the previous session.

Oklahoma allows bills to be prefiled, so many legislative bills already have their toes at the starting line, awaiting the opening gavel.

To make the deadline for document distribution, this report has been prepared more than a month before the Oklahoma legislative session is called to order. Much can change in a month. However, here are a couple of selected prefiled Oklahoma measures that your Government Affairs Committee is already watching for 2021:

• **OK 2021 SB 156** chemical castration. Prefiled 12/17/20 by Sen Mark Allen (R-Spiro, far eastern OK), a 71-year old owner of an oilfield service company, Allen Rathole, Inc. A state senator since 2010, Sen. Allen was among 14 Republicans who signed a pledge in 2012 to vote against further bond issues for the Oklahoma Native American Cultural Center, an Oklahoma City-based museum featuring Native American art.

This bill seeks to punish or "treat" - your choice - a "sexually violent offender" who has violated certain laws. The "treatment," which is mandatory prior to release, is chemical castration, although this bill carefully avoids using that evocative term. The specified drug to be used is medroxyprogesterone acetate, unless the offender "chooses" to be surgically castrated. The punishment / release condition is to be applied to those convicted of 21 OK Stat § 21-1123.

IMPORTANCE TO NUDISTS. Section 21-1123 of the OK Statutes includes language that's troubling to naturists. Specifically, it's a felony to "cause, expose, force or require a child to look upon the body or private parts of another person." Does this apply to someone who loads the kids up in the SUV and takes them to Oaklake Trails? If we've seen no trouble with such to this point, are we guaranteed never to have any?

• **OK 2021 SB 171** prohibits court web sites from publishing certain documents. Prefiled 12/22/20 by Sen Julie Daniels (R-Bartlesville), a 66-year-old Methodist lawyer, with no declared profession. She lists her occupation as "community volunteer." Former mayor of Bartlesville. A state senator since 2016.

This bill is an extension of the victim protection policies that have been promoted lately in the Oklahoma legislature. It refines the prohibition, in place since 2005, against court websites' publishing of documents related to cases concerning specific sections of the Oklahoma Statutes.

IMPORTANCE TO NUDISTS. Among the statutes for which publication of information is prohibited are 21-1021 and 21-1021.2, statutes that address indecent exposure and child pornography, respectively. Longtime Detroit Judge Damon Keith coined the phrase "Democracy dies in the dark." Reporter Bob Woodward popularized a variant, which the Washington Post subsequently adopted as its motto.

Not only does democracy die in the darkness, justice does, too. Denying the public any details of cases involving "indecent exposure" charges for public nudity, for example, does little to protect "victims." If someone is nude and minding his own business, who's the "victim," anyway? All that's accomplished by this censorship of public information is a perpetuation of the ignorance surrounding the government's insistence that it should establish and enforce dress codes for citizens.

Arkansas Legislature

The short regular session of the Arkansas General Assembly will take place from January 11, 2021, to March 12, 2021. This is intended to be the state's "general session," with fiscal legislation being saved for sessions in even-numbered years. As with the fiscal sessions, the relative brevity of this session will cause bill activity to be concentrated and intense. COVID requirements impinged on the 2020 legislative session. (Lawmakers had to meet in a basketball arena, spread out to meet social distancing criteria.) We expect that will cause fiscal issues to be brought up in this year's session.

Louisiana Legislature

The Louisiana legislature will convene April 12, 2021 and is scheduled to be completed by June 10, 2021. That's a relatively short period of time, but Louisiana lawmakers are expected to consider more than 1,700 legislative bills in a period of less than two months. That's an astounding pace. Unfinished Louisiana bills do not carry over from the 2020 session, so everything starts on an equal footing. Because Louisiana gets started some three months later than the sessions of other states, it's inevitable that, in addition to their own home-grown concerns, Louisiana lawmakers are influenced by legislation in other states.

Texas Legislature

The Texas legislature did not meet in regular session in 2020. And, of course, many things happened in 2020 that Texas lawmakers believe can be

remedied only by their very special brand of attention. As a result, the regular legislative session of 2021 is expected to be a quite busy one, likely with record numbers of bills being introduced. The session runs from January 12, 2021 to May 31, 2021.

special issues

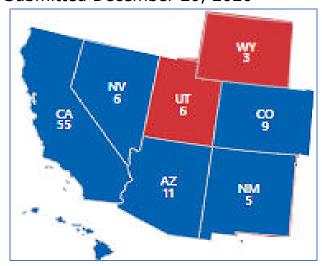
• As has been observed at the U.S. national level, the personality quirks of those in leadership positions often eclipse the issues. In fact, they can become the issues. In Texas, the personalities of two individuals, the Speaker of the House and the Lieutenant Governor, are of great importance, because they shape and control the pace and priorities of state lawmaking. Dade Phelan (R-Beaumont) is the likely new Speaker. Remember the name. Meanwhile Lt. Governor Dan Patrick will continue to preside over the Texas Senate. Everyone already knows his name and his politics.

In Oklahoma, Governor Kevin Stitt (R) leads by example. Though some have questioned that example, they're in the minority.

In the recent November election, all of the states comprising AANR-Southwest remained solidly red. (E.g., President-elect Joe Biden didn't carry a single county in Oklahoma.) That's neither a boast nor a complaint. It's an observation that may help

AANR-West - Chair Gary Mussell, AANR-West President

Submitted December 20, 2020



The AANR-West region covers eight states and western Mexico. This map shows how the Western Region voted for president, November 2020 (Blue = Biden, Red = Trump).

A. State Legislation

While a few bills of interest were introduced during 2020, they never got out of committee because the legislatures recessed prematurely this spring due to the COVID-19 pandemic, the nudist community has had an easy time of it

this election year. Often there is some politician somewhere hoping to use us as scapegoats for his sagging campaign, but we did not see this in 2020.

In California, the only new law of interest that was passed and signed is AB 1775 which provides stiff financial penalties if a person make a false claim of illegal activity by another person. Nudists might be able to use this should a neighbor harass a nudist for sunning in their own backyard if the neighbor has to go out of their way to see the nudist.

The following bills all died in committee this year, but that doesn't mean they won't make a return in 2021:

Wyoming 2020 HB 48 - This "voyeur" bill makes it a felony to use any device to take "intimate" photos of another person without their consent. The bill was cosponsored by 10 House and 2 Senators but died without a hearing in the State Senate.

Arizona 2020 HB 2703 - This proposed law allows a civil penalty after an alleged invasion of privacy caused by any unauthorized capture and dissemination of "a live visual image, sound or other physical impression that is captured or taken in this state. IT also died in the House Judiciary Committee without a hearing.

California 2020 SB 798 The intent of this bill is to make it illegal to send photos to anyone through a phone without their consent. It's a civil bill not a criminal one. The bill was held by the Senate Judiciary Committee without a hearing.

California 2020 AB 2065 - Existing law makes the sharing of intimate images of another person, as specified, that were intended to remain private, and that result in the serious emotional distress of the person depicted, a misdemeanor. This bill would make the offense a felony and require the offender to register as a sex offender. That bill died in the Judiciary committee without a hearing.

New Legislation in 2021:

California 2021 SB 53. This bill would make it a crime for a person to knowingly send an unsolicited image by electronic means depicting any person engaging in an act of sexual intercourse, sodomy, oral copulation, sexual penetration, or masturbation or depicting the exposed genitals or anus of any person. The bill would make the crime punishable as an infraction by a fine of \$500 for a first offense and \$1,000 for a 2nd or subsequent offense. This is essentially a repeat of last year's AB 2065 except it makes it an infraction instead of a felony.

We are opposed to the bill in its current form as it directly affects our nudist web sites, publications, and and sharing of images between members. We hope to amend it before it gets to a committee hearing. It also misstates CA state law (section 314-318.6) as the current law requires lewd intent and the language in this bill implies that is no longer required for enforcement.

The Nevada legislature is also allowing bills to be filed early before the official start of its session. So far, we are not finding anything that directly affect nude recreation in the state.

B. CA Beach Report

All California beaches controlled by the State Parks Department continue to be closed. Beaches controlled by the various counties are open or closed depending on that county's ever-changing rules.

Several open beaches have seen increases in use by beachgoers from towns farther away because their local beaches were closed. We have schooled our nude users to be very careful to observe distance on the sand to avoid user conflict with visitors who did not know our nude area was allowed. In some cases, we advised beachgoers to visit the beach mid-week instead of on weekends because crowds would be less, nd that proved to be a successful strategy.

We know several cities have sent deputies to the beaches to enforce social distancing. For example, we had a report of two deputies mounted on horseback on Labor Day Sunday trying to enforce mask wearing and social distancing. They did not bother the few nudists were there that day.

Santa Barbara County

Since the July 2020 GAT report, we have received no reports of any tickets issued on any nude/clothing-optional beach, lake, hot springs, or hiking trail in the region.

At More Mesa Beach (Santa Barbara County), we know of one ticket issued in June for nudity, and that person was caught during a social distancing sweep.

During much of September, the air quality along the entire Southern California coast was extremely poor and actually hazardous as smoke from the dozens of nearby forest fires blew to the ocean and refused to dissipate. This kept the beach crowds down, but the acrid haze kept many of our members away until things cleared mid-month.

The annual California Beach Cleanup Day on Saturday September 19 was cancelled by the Coastal Commission. Instead, people were encouraged to clean up "neighborhood streets, their local natural area, even their beach if they can safely access it - but only alone or with the people with whom they've been sheltering-in-place." During the week of September 19-25, we asked members visiting the beach to bring along extra trash bags to help clean up during Coastal Cleanup Week.

In Carpinteria, adjacent to Bates Beach, the 34th annual California Avocado Festival originally scheduled for the first weekend of October was cancelled. Usually the Friends of Bates Beach would have an information booth there and distribute AANR-West literature and spiffs. Instead, Festival organizers converted the even into a single booth as part of that week's Farmer's

Market, where they sold AvoFest souvenirs and clothing to raise funds for local nonprofits like the Boys and Girls Club. Friends of Bates Beach members were encouraged to show up and buy things using \$2 bills.

On August 19, at Gaviota State Beach (alongside the former nude beach there), the Santa Barbara County Sheriff's Office announced its largest drug bust in the county's history, when 33 people were arrested on Aug 19 at the (now closed) Gaviota State Beach. Recovered from a panga boat as it landed onshore were 3,164 pounds of methamphetamine. Without nudists being on that beach anymore, the smugglers thought this was a perfect deserted spot to land their illegal drugs from Mexico.

Pirates Cove

- 1. In August, we received an email from Gene Quayle, one of the leaders of the WCC that a "No Parking Zone" has suddenly appeared at the Bluffs Coastal Parking lot above the beach and along on the downhill side of the road leading to the lot, in violation of the Ontario Ridge Specific Plan. There was no public notice or hearing. Gene concluded someone in the HOA above the beach is once again trying to take away public parking used by hikers and Pirate's Cove beachgoers. The HOA has a long history of harassing beachgoers by putting up gates and posting security guards in the past, all of which were ruled illegal by the Coastal Commission. All were eventually removed after WCC intervened.
- 2. A follow-up to what was reported in July: At the Cal Parks & Recreation Association trade show AANR-West attended in early March, we met Nick Franco, Director of Parks & Recreation for San Luis Obispo County (two hours north of Santa Barbara), when he visited the booth. We spoke for about 15 minutes, discussing ideas for the Pirates Cove nude beach near San Luis Obispo that will keep the area in its beautiful natural state while curtailing the college (non-nudist) party problems we often face there. He acknowledged the local nudist group there, the Whales Cave Conservancy (WCC), and their many volunteers help keep the area clean and the behavior guidelines enforced. We agreed to meet soon, but the pandemic put those plans on hold.

In September the plan suddenly gained momentum as it was introduced by Mr. Franco along the lines of what I had discussed with him and Gene had subsequently followed up with his thoughts. By October there was a funding proposal on the table with matching funds coming from the CA Coastal Commission grant and half from San Luis Obispo County. Gene asked AANR-West and the SCNA club to send letters of support, which we did.

On 11/26/20, we received the following Gene & Cathy Quayle:

"Good News from Pirates Cove Beach: Permanent Status Granted

. San Luis Obispo County Parks Department has been granted a Coastal Development Permit to improve the parking lot area of Pirates Cove. The

plan includes improving the parking lot by adding fill and leveling out all the deep ruts in the parking lot, adding a few ADA parking spaces, adding trash enclosures, interpretive signs, and a maintenance and operation plan.

But the most important part for us is that the project includes specific language retaining the current clothing optional use of our favorite nude beach, Pirates Cove, to remain "clothing optional" valid for the life of the project (30 years).

I cannot overemphasize the importance of this permit. If you have dealt with government regulations and permits you will understand. This permit is now final and the period for appear has expired. Part of permit DRC2020-00097 ongoing conditions of approval (valid for the life of the project) is this item 19: "THE CLOTHING OPTIONAL BEACH USE SHALL CONTINUE ON-SITE." In the past, nude beach access at other beaches across the country has been taken away when local Parks Departments simply changed their rules and regulations to prohibit nudity. Or when County Supervisors vote to ban all public nudity. Once that happens, it is very difficult to get clothing optional use back again. (Look at what happened to Bates Beach in 1999). Nothing is impossible, but having this permit means that our right for nudity at this one beach cannot be taken away without a public hearing to amend an existing Coastal Development Permit.

On October 19 the project gained another milestone. Roughly half the necessary funding was granted when the Coastal Conservancy awarded a \$250,000 matching grant to complete this project. Usually what happens, when half the funding is granted, the County will find a way to fund the rest rather than lose those funds. So, hopefully, at this time next year the project will be complete.

On this Thanksgiving Day 2020, we are truly thankful that at Pirates Cove, we can have Thanksgiving without "dressing". And for many more years to come. If you want additional information, contact Gene Quayle at genequayle@sbcglobal.net.

3. The other issue we have is the recent sudden death of SLO County Supervisor Adam Hill. WCC considered him a good friend of the nudists at the beach. A replacement will be appointed by the Governor, but he is not likely to do anything until after the November elections. WCC is searching for a candidate to support. A letter writing campaign to Newsom may be necessary to ensure the beach stays protected.

Lake Tahoe, Nevada Side

The local club there (Tahoe Area Naturists, or TAN) reports the beaches around the lake have seen an unusually high number of beach attendees this spring due to the virus lockdowns elsewhere. The club also reports the non-nudists are leaving lots of trash along the trails and the highway as the authorized trash cans full and not being collected due to the shutdown.

["Trash is everywhere - and we mean everywhere!"] The Tahoe club arranged for several cleanup events during the summer the highways and trails near their beach area. It is hopeful these activities will provide some positive public relations for the club.

Starting August 14, TAN reported a sudden crackdown on cars parked illegally along State Route 28 adjacent to the two nude beaches at Sand Cove and Zephyr Beach. The increase in use of the nearby textiled beaches by mostly people driving cars with out-of-state license plates has forced everyone else onto the main highway. While it is perfectly legal to park in the designated spots on SR 28, the cars must park within the white line, and most cars don't do that, trying to squeeze into irregular spaces between other parked cars. Fines range from \$300 to more than \$500 dollars depending upon how far the car is over the white line. Typically, state park rangers hand out about 600 citations a year. But this summer they are up to 1600 so far--and that is just rangers. Nevada Highway Patrol and Washoe Coun¬ty Sheriff's Office have their own tallies. NHP also reported it has towed at least 50 vehicles.

TAN sent out a bulletin to its members to get parked as early as possible or else to or wait for the late afternoon. However, even with maximum enforcement in effect TAN reported there was little improvement in the parking situation during August.

Then, on September 13, the Forest Service made announce¬ments over a loudspeaker from the fire road that all beaches south of Sand Harbor are closed and all had to pack up and depart due to nearby fire danger. Rangers threatened to issue tickets during frequent visits to both nude beaches during the next two weeks. None were issued and the closure was lifted on September 30.

TAN maintains a friendly relationship with local law enforcement.

Deep Creek Hot Springs (Apple Valle)

The national forest land, where Deep Creek exists, remains officially closed due to the pandemic. Rangers did not cite those who chose to ignore the closure order. However, Due to nearby fires during August and September, there was very heavy smoke on the area and that kept most day hikers away.

Before and after the fire threat, perhaps a dozen or more people hike down to the site every weekend. The parking lot is on private land and the new owner there has reduced his daily parking fee from \$10 to \$5/car. Overnight camping in the parking lot is no longer allowed. A new and longer path to the creek is now being used.

Black's Beach

Ron Weimer reports this summer has seen a large influx of textiles visiting and partying at Black's beach this summer, despite its official closure by the

state due to the pandemic. These visitors are leaving a large amount of trash behind when they leave that the Friends of Black's Beach and the NitOC club are having to pick up and carry out at the end of each day.

Carpinteria Rincon Trail Gets Another Hearing

On November 17, the Carpinteria Planning Commission held an online hearing on the proposed extension of the "California Coastal Trail (planned to transverse the entire 1500 miles of coastline) from Carpinteria south to the Ventura County line, about 5 miles. If approved, this "Rincon Trail" portion of the California Trail will be built on the cliffside above our clothing-optional area at Bates Beach. Both Helen O'Neill and Gary Mussell attended the meeting, representing AANR-West and Friends of Bates Beach.

The hearing was to collect public comment about the Environmental Impact Report to be written during the next few months. After the report is released there will be more public comment before the Trail proposal goes before the Carpinteria City Council and ultimately to the California Coastal Commission before construction can begin, probably in 2022.

Most of the public comments were from paraglider enthusiasts who expressed fear that the Trail would remove the top half of the cliff above the beach and thus destroy onshore wind patterns that allow them to soar. Gary testified that wind pattern changes needed to be part of the EIR. This was accepted by the committee.

The other concern we raised was that the Trail project terminates in the Bates Beach parking lot and it may be unsafe for bikers with all the car traffic there, plus the eastern end of the driveway is a steep 30-degree incline and not within ADA (American Disabilities Act) guidelines required of the project.

The hearing leaders took our comments under advisement. Another hearing will be held in mid-February when the EIR is published.

C. Campaign 2020: State by State Results

Arizona

This state narrowly went for President-elect Joe Biden over President Donald Trump by about 60,000 votes and after several recounts confirmed the results.

Former astronaut and gun-control activist Mark Kelly defeated incumbent U.S. Senator. Martha McSally (R) by 53% to 47%. This is the first time since 1953 that the state has been represented by two Democrat senators.

The state's nine U.S. House seats remain split between five Democrats and four Republicans.

In the legislature, Arizona remains a Republican "trifecta" at the state level. Democrats thought they had a chance at winning a majority in the state

House, but they fell short by 3 seats. Bottom line is no change in policy is expected for nudists.

Last, Arizona voters decided by a wide margin to legalize possession and recreational use of marijuana.

California

This state remains the "bluest" of the "blue" states, with Democrats holding all statewide elected offices, and holding a 2/3 majority in both the State Assembly and State Senate. The California Senate will go from a 29-11 Democratic majority before the election to a 32-8 majority following the election as three Republican incumbents lost their races. By comparison, no incumbents in the Assembly lost their race on election night. The first openly bisexual, 25-year-old Alex Lee was elected to the Assembly.

Fifty-three members of Congress come from California. Democrats flipped one seat and Republicans flipped four seats. The current count is now 37 Democrats, 16 Republicans going into the 2021 reapportionment.

There was no election this year for U.S. Senator from the state. However, with the election of Kamala Harris to the Vice Presidency, Governor Gavin Newsome gets to appoint her successor (who will need to run again in 2022).

California Beaches Towns

Carpinteria

Our favored candidates won their seats on the Carpinteria City Council in last Tuesday's election. As expected, Mayor Wade Nomura was re-elected in a landslide and Natalia Alarcon won the open seat vacated by our friend Council member Fred Shaw. McIntire, who opposed our beach, came in a distant third.

Pirates Cove, San Luis Obispo

Farther north in Pismo Beach, we had mixed results. Scott Newton, a friend of nearby Pirate's Cove nude beach came in first place for city council, but incumbent Erik Howell, another friend of the beach placed third and lost his seat since only the top two won. Howell is also on the CA Coastal Commission and has been a staunch champion of the beach, but his loss also means he loses that appointment.

The Governor gets to appoint Howell's replacement and so local nudists are lobbying for him to appoint Newton. We will not know his choice for a few more weeks.

Colorado

Ex-Gov. John Hickenlooper (D) won the Colorado U.S. Senate seat currently held by Sen. Cory Gardner (R) by a 55% - 45% margin.

Democrats also picked up a Congressional seat making now that count four Dems and four Republicans. Congressman Jared Polis will be the country's first openly gay man to serve as governor.

Colorado's State Senate also flipped with 18 Dems and 17 Republicans, while the state House now has a Democratic majority 37-23, a net gain of four for the Democrats.

Coloradans also approved the state joining the National Popular Vote Interstate Compact.

Hawaii

Hawaii has been a Democratic trifecta for many years, controlling all state elected offices, and both state houses by wide margins. The party won the single US Congressional seat by a 50% vote margin. Of the seven seats up for election in the State Senate, Democrats won 6 and Republicans won 1. In the State House of Representatives, Democrats won 27 and Republicans won 3.

Biden won the state's 4 presidential electors, 64% to 34%. Hawaii has not supported a Republican candidate for president since 1984.

Nevada

Biden defeated Trump in the presidential election by nearly 3%, despite several recounts. No Republican presidential candidate has carried Nevada since 2004.

Two incumbent U.S. House members, Republican Mark Amodei in northern Nevada and Democrat Dina Titus in Las Vegas won reelection. The other House race is still too early to call. Democrats continue to control both houses of the state legislature by wide margins.

Nevada voters overwhelmingly agreed to make the state the first in the nation to protect same-sex marriage in its constitution.

New Mexico

Biden won the state 54%-43%. Democrats expanded their domination of the state's legislature. State Senate: 26 Dems to 15 GOP, State House: 42 Dems and 25 GOP. Women are expected to hold a majority of seats in the state House for the first time. New Mexico elected its first Black senator. Harold Pope Jr., a Democrat, defeated a three-term incumbent to win Albuquerque's District 23. Three Senate races and five House races remain undecided

Democrat Ben Ray Luján won the open U.S. Senate seat. His victory ends a 44-year hiatus from Hispanic leadership in New Mexico's U.S. Senate delegation. The last was Democratic Sen. Joseph Montoya, who lost reelection in 1976.

Utah

Utah remains a Republican trifecta, controlling the governorship as well as a large majority in both the State Senate and State House although the Democrats had a net gain of four seats in the lower house. Gov. Gary Herbert (R) did not run for re-election, so Spencer Cox (R) defeated Chris Peterson (D) by 61% to 34%. This is the 11th consecutive gubernatorial election Utah Republicans have won, the longest current winning streak nationwide. Utah Republicans have controlled both U.S. Senate seats since 1947.

Wyoming

President Trump won 70% of the vote in this state. Republican Cynthia Lummis also won the open U.S. Senate seat with 73% of the vote. The state's sole member of Congress, Liz Cheney, daughter of the former U.S. Vice President, won with 68% of the vote.

Wyoming is also a Republican trifecta, with that party holding the governorship and a wide majority in both the legislative branches. Republican state representative Roy Edwards (R) died a day before the election but he won anyway.

AANR Office - Kissimmee Erich E. Schuttauf, Executive Director

Erich's items are covered in his report to the Board.

Summary: That covers the key items since the last report. Thank you to the members of GAT and NAC who contributed to the report. Please read the weekly updates from the AANR office for current and breaking Government Affairs items. Opinions expressed in the reports are those of the respective authors and may not represent AANR policy. If you want change you have to initiate it. The members of your GAT team are here to make that happen.

Respectfully submitted,
Tim Mullins
AANR Government Affairs Chair

Membership Marketing Report – February 2021.

Since the August meetings, our committee has been working closely with the PR committee.

There was a joint meeting of the AANR PR Committee and AANR Membership Marketing Committee. This special meeting was a diversity training meeting. I am attaching the minutes from this meeting so that you can see both the interest that AANR leadership had in this meeting and what happened at the meeting.

We have started online conversations about two new topics that have applicability during this difficult time of pandemic.

The first question is:

Ways for clubs to participate virtually

Do you have any ideas of ways for clubs to have virtual events? In the Northwest, we have had Meet and Greets over gotomeeting. But it would be nice to try something else. What other ideas do people have? Kathy Watzel suggested:

What if you start interest social get togethers. Talk about a subject everyone in the group likes to do or learn about. All can be done with food and drink.

The meet and greets can turn into nudist political discussions, disenchanting other who are not that involved. If you want to grow you can discuss interests. Here are a few ideas. I'm sure there are dozens of other topics. If you go to an interest group other than I am a nudist you might get others, to join, who are not nudist yet. Kathy

Photography: show your work, learn how to improve, use the equipment better, use software etc.

Knit and Crochet: share patterns, new projects

Sports: pick a sport, talk about the game

Drawing: Share techniques, latest art materials

Cycling: Best places to ride, trips to cycle on, equipment

Food:

Books:

Music:

Vacations:

The second discussion was about member communications:

Let's start a discussion about what communications we want to see sent to our members. Once we start to have the list, we can work on what the communications might look like. Please reply all and make your changes/recommendations.

- New member three days welcome
- New member three months any questions
- Non-renewing member ?
- Yearly AANR anniversary Thanks. What has happened in last year.
- Birthday Happy Birthday
- Happy New Year message
- First or Fourth of July message about freedom

We are still waiting for further discussions about both topics. Any ideas that you have would be very welcome.

Naturally,

Karen Lahey



PR & MEMBERSHIP & MARKETING JOINT COMMITTEE MEETING REPORT

Friday, September 11, 2020, 8 PM (EDT)

Attending:

Guest Speaker: Jason (Jay) Summers, Diversity Trainer & member Black Naturists Association, Ronna Krozy, Chair, PR Committee & Trustee; Karen Lahey, Chair, Membership & Marketing Committee & Trustee; Arlette Lowery, AANR HQ; Charlotte James, Branding & marketing specialist—We Are Nekked, (organization focuses on inclusion of BIPOC populations in nudism); Donna Jennings, Pres AANR NW; Eric Schuttauf, AANR Exec Director; Evan Nix, So Cal AANR West, Young Adults Committee; Gary Mussell, Pres AANR West (& diversity committee); John Waldron, PR Chair, FL; Judy Mason, AANR HQ; Kathy Watzel, Pres AANR; Margie Cantlon, VP AANR; Ted Peck, Trustee & Chair, Committee on Discrimination; Tim Mullins, Chair, Govt Affairs Team; Timothy Sargent, Chair, Youth & Diversity Committee

- 1. All participants were introduced, each providing a brief description of their association with AANR
- 2. Ronna introduced Jason (Jay) Summers, a member of the Black Naturists Association since its inception in 2017, Resident Director at a private university and a diversity trainer for campus cluhs and organizations who focuses on facilitating conversations on diversity and inclusion.

Recognition goes to Timothy who followed Jay on social media and connected him to Ronna.

3. Overview and discussion of diversity, inclusion and diversity training:

Jay: What is diversity training? Diversity is what we see on websites: breakdowns by gender, race, etc. But inclusion is how we collaborate, come together, share spaces. It tries to build community that benefits all members regardless of how they identify. It challenges limiting ideas and thoughts. Diversity training's goal is to open the floor for conversations to happen. Then, peel back the layers and figure out the gaps, then fill them.

Inclusion is the action, how we practice, how do we bring our lived experiences to the table and share them. The goal is to create spaces where we are all heard, valued, feel safe. It comes from conversations, because we cannot assume common sense.

One comment: Don't' say "safe space," say "brave space," because everyone may not leave feeling empowered. We must be willing to be uncomfortable. Use activities to open dialogue and show us who we are.

Kathy: diversity is our differences; inclusion is how we talk about them.

Jay: Not every club is as welcoming and inclusive as we'd like them to be. This is the crux of our discussion.

Charlotte: Naturists think we're so free, but we are actually just a reflection of our society. Nudism is not the equalizer we think it is. It focuses on clothing and occupation as the things that divide us. But the concept is based on classism. Discrimination might even be worse because now I am in your space. (Cites episode of naked camping and being subjected to racial epithets and inappropriate behavior by an individual.)

Ted: there need to be measures to prevent unwanted attention, however well meaning. Applies not just for racial situations.

Ronna – re making the space safe for women. Training needed re what is appropriate to say. How do we remediate when club has treated someone disrespectfully, hurtfully, with racial undertones (plus those who overtly discriminate – e.g., no single men, but yes, single women). How do we make our clubs uphold a standard of behavior?

Evan suggests anonymous way to report incidents of all kinds with clubs. Per Erich: AANR has process under Carolyn Hawkins to register all kinds of complaints against member clubs. It's called IA, formerly chaired by Ralph Collinson. However, there are a lot of obstacles (anonymity, timeliness, retaliation) as well as flaws in the process. How do you prove that a club did these things? (They can deny it, per Karen's example.)

4. How can we as an organization support more inclusivity?

Arlette: current contract with clubs contains no penalties – there should be penalties for not following AANR standards which include inclusivity.

Jay: must have standard we can hold clubs accountable to.

Evan appreciates AANR's willingness, via representation on this call, to change. So why aren't Black Naturists in the AANR ranks and in on these conversations about how to change. We really need to start with a Black Lives Matter statement.

Jay: Cited Why Do All the Black Kids Sit Together in the Cafeteria? Book by Dr Beverly Tatum. Explained

it's not malice or not wanting to know others; It's about comfort. You identify with them. This kind of group is not divisive.

Timothy: As Ronna sought me out, we need to seek out people who are currently missing in leadership roles.

John: recommends AANR create a task force to address this in a serious way, using data, facilitators, etc.

Ronna: reminded group of the new committe to examine discrimination in clubs that is being headed up by Ted Peck, with one member, Tim Mullins, identified.

Jay: AANR needs to make statements that will ripple out and down, e. g., Nike example re Black Lives Matter.

- 5. Ronna summarized the points made at this meeting. To be truly inclusive and welcoming, these are the recommendations for AANR:
 - As the leading nudist organization, be vocal and take a strong stand about our way of life and our support for social and racial justice
 - Hold clubs to AANR's standards
 - Document and aggregate data regarding clubs displaying or tolerating discriminatory behavior
 - Embrace differences
 - Have more diversity represented at the 'ruling level.'
 - Actively reach out to those we want at the table
 - Make young and BIPOC people feel more welcomed and involved so that they are willing to seek a higher position with AANR
 - Provide training for clubs, boards and others to get to the root causes for discriminatory actions utilizing a skilled facilitator to uncover and reshape the attitudes underlying such actions.
 - Be willing to institute disciplinary action upon clubs that continue to discriminate

THANK YOU to all who attended. Your contributions to the discussion of this important topic were both powerful and helpful in providing direction for AANR's future growth!

AND SPECIAL THANKS to Jay who was well received and did a great job in fostering discussion of sensitive issues.

Respectfully submitted: Ronna E Krozy

Notes taken by Nancy Greenhouse

Report: Public Relations Committee



Date: 2020-12-27

AANR PR Chair: Ronna Krozy, Club Trustee; Regional PR Chairs: Mel Bage, East;, John Waldron, FL: Amy Rollins, MW; John Hazard, SW; Daniel Jackson, WC; Karen Lahey, NW; Andrew Walden, West; Members: Nancy Greenhouse, Evan Nix, Director WNRL: Timothy Sargent (Chair, Youth & Diversity Advisory Committee); Kathy Watzel, AANR President

Invited: Presidents Larry Deschenes, East; Ralph Collinson, FL; Kevin Miltner, MW; Donna Jennings, NW; Mitch London, SW; Gary Mussell, West; Mark Huenison, WC; Consultant: Jeff Baldasarre (AANR Director, Communic/Mktg); Executive Director, Erich Schuttauf: FL Trustee, BG Parkes

In accordance with the AANR Governance Manual (Apr/'20), "The Public Relations Committee shall be responsible for the following and related aspects of the Association: Publicity, publications, international cooperation, speakers' bureau, and all media for internal and external education.

The PR Committee met 5 times since the summer meeting (using GoToMeeting...with Karen Lahey's help). The Chair remains an active member of the Membership and Marketing Committee (M&M) which allows the two committees to continue collaborating on ideas and issues of mutual importance.

Bi-weekly meetings of the PR Office Staff ceased last April but there is hope that Mary Jane Kolassa, PR specialist, will return in 2021 to resume pitching AANR PR activities to the media.

The coronavirus pandemic has continued presenting health, safety and economic challenges to our organization, regions and clubs. Despite this, AANR and its regions have held online meetings with relative success. Zoom meet ups and other types of online gatherings reported such activities as nude yoga, meditation, exercise, wine and cheese, cooking lessons and games.

The following highlights the achievements of the Committee since the last report:

Social Media: The Committee focused a majority of time discussing the best means for augmenting its social media presence and attracting a much younger audience. (It must be emphasized here that the PR focus is directed at a broadly diverse population which includes people of all ages and backgrounds.) Input from the Youth and Diversity Advisory Committee

(YDAC) provided valuable insight regarding the information younger people find interesting (i.e., fresh material, blogs, depictions of activities), the social media sites often used (Facebook, Twitter, Instagram), the need to have younger folks represented in an integrated way on the website rather than in a special section, and the need to have all AANR communication demonstrating consistency in branding. Charlotte James, a marketing strategist and creative entrepreneur, had included these recommendations in a proposal while briefly employed by AANR and was included in the Summer 2020 PR Report. Also, YDAC has 20 people in regional areas interested in helping to blog.

To determine the PR budget request, Nancy Greenhouse consulted with a web developer and social media specialist to determine the general cost for assessing our current social media presence, creating an action plan and working with appropriate people to implement changes. However, with much good fortune and gratitude, George Oberle, a long-standing member of AANR, volunteered to analyze AANR's social media impact and craft a more engaging website with no fee to AANR. George is ideal for this undertaking. This is his professional work and includes running *Review Resorts* and *Naturist Hub* websites. George met a number of times with the AANR administration and with the PR Committee.

Naturist Hub is now live, dedicated to genuine naturists and nudists and quite successful with national and international participants. Porno or suggestive content (such as one finds on Twitter) is prohibited and members who wish to join must be vetted, specifically invited to the site and removed if any content is judged inappropriate. y. The AANR website 'facelift' will be executed in exchange for AANR accepting and promoting Naturist Hub as its approved site. As a result of George's generous offer and expertise, the Committee accepted a reduced budget for additional consultation should it be desired.

Feedback to the Future Planning Committee (FPC): The FPC developed a document summarizing AANR's Strengths, Weaknesses, Threats and Opportunities (SWOT), demonstrating that many of the SWOT items are reflected in the PR Goals and Objectives particularly in relation to social media. The relevant items were identified and shared with both PR and FPC (See Appendix A). Strongly recommended was that AANR needs to increase its communication regarding mission/cause-based goals and advocacy as primary benefits for all members. We still need to enlighten the public as to who nudists are and who they are not, especially in relation to "lifestylers." Plus, AANR needs to find more ways to present itself as interesting, vibrant and worth the cost of membership.

Diversity and Inclusion: A well-attended joint online meeting of the PR Committee and the M&M Committee was held with guest speaker Jason (Jay) Summers. Jay is a resident director and staff member of his university's Center for Diversity and Inclusion, specializing in conversations around race and other marginalized groups. He also has an interest in marketing and community building. (Thanks must be given to Charlotte James who helped moderate when Jay was called away for an emergency during the call.)

The conversation was lively and productive and the following were takeaway messages for AANR to be truly inclusive and welcoming:

• As the leading nudist organization, be vocal and take a strong stand about our way of life and our support for social and racial justice

- Hold clubs to AANR's standards
- Document and aggregate data regarding clubs displaying or tolerating discriminatory behavior
- Embrace differences
- Have more diversity represented at the 'ruling level.'
- Actively reach out to those we want at the table
- Make young and Black, Indigenous and People of Color (BIPOC) individuals feel more welcomed and involved so that they are willing to seek a higher position with AANR
- Provide training for clubs, boards and others to get to the root causes for discriminatory actions utilizing a skilled facilitator to uncover and reshape the attitudes underlying such actions.
- Be willing to institute disciplinary action upon clubs that continue to discriminate

What's in a Name: In an effort to ascertain that AANR communicates in ways that are completely understandable, up to date and inclusive, we questioned the need to substitute existing terminology for more acceptable language, i.e., *Associate Member* vs. *Member, Landed Club, Non-landed Club, welcoming and inclusive* vs. *non-discrimination* and *family-friendly*. Feedback came from an initial survey that included AANR organization and region officials, a nudist community association, PR members, M&M members and others. Additional responses followed the Chair's presentation at the summer meeting and a *Bulletin* article.

- Associate to Member. Concerns had been voiced that being classified as Associate (i.e. unaffiliated with a club) gave a sense of being less valued than being a Member (a basic member, affiliated with a club). Yet, about 40% of AANR's current membership do not join through a club, are classified as Associates and are trending upwards. Feedback from the above sources supported that belonging to AANR, whether through club affiliation or direct, should confer the title Member. As a result, AANR President Watzel stated there was no reason this could not proceed and the new Impexium membership cards will be changing Associate to Member.
- Landed and Non-landed Club. Both terms are often unclear to outsiders but still need further discussion and consensus. Some suggestions included Destination Club or Resort for clubs with a physical address. However, due to the vast and varied nature of our landed clubs, some felt that the only consistent characteristic was being situated on an actual piece of property. Although travel/events club might be most descriptive, one caveat: events are also held at landed clubs.
- The terms *welcoming* and *inclusive* were supported as a friendlier alternative to *non-discrimination*, although the latter term was also considered useful and well understood. There was considerable consensus that irrespective of term, it is the club's behavior that counts. Thus, AANR should counsel clubs that don't act welcoming (rather than rescinding their affiliation as some suggested) and reinforce the need for club policies to be clearly understood and published on their websites...i.e., 21 and over, family friendly, single/gay friendly. Fortunately, a new committee, chaired by Ted Peck, addressed the issue of non-discrimination policies and resolutions. This committee, with additional input, developed a substantially descriptive checklist on Impexium for clubs to identify

their guest and member policies and amenities. This information can be accessed prior to visiting.

• The term *family friendly* remains an important emphasis that will not being eliminated. The question revolved around its possible interpretation by younger people without children, that they might not be wanted or that the club is not appropriate for them. This again reinforces clearly publicizing visit/membership policies and activities and emphasizing a safe wholesome environment (think G-rated) even if a club only admits age 21+. It is anticipated that the above reference to the new Impexium club checklist will sufficiently inform prospective visitors.

Impexium: Office staff and the Executive Director are offering one-on-one training sessions—which the Chair had the fortune of receiving—of this new system. Impexium is fairly intuitive with a helpful written manual available for reference and will be extremely useful to officers, regional representatives, committees, clubs and the general membership.

Social media guidelines: This is a well thought through document that was created by Matthew McDermott, Evan Nix and Timothy Sargent (. It is still in draft form and was briefly reviewed with some initial feedback at our last meeting. The purpose is to provide standards for communicating appropriately and addressing responses constructively, especially comments that may not be positive. These guidelines will be discussed more thoroughly and edited as necessary at our next meeting. Please see Appendix B; input is welcome and comments can be sent to ronna.krozy@aanr.com

The PR Committee continues to strive to make AANR visible and valuable, educate the public, and normalize and create favorable impressions of social nudity.

APPENDIX A

FUTURE PLANNING COMMITTEE

SWOT ANALYSIS FOR STRATEGIC PLAN

Relevance to PR Committee

STRENGTHS

- 1. GAT
- 2. Defending naturists rights
- 3. Marketing
- 4. Socialize provide opportunities and venues for safe social nudism
- 5. Provide community for nudists: honor each other, accept individuality
- 6. Educating the public about AANR
- 7. Member support
- 8. Normalize nude recreation
- 9. Work with legislators and maintain relationships
- 10. Provide reasoned tone of outreach and negotiation
- 11. Longevity of organization
- 12. Multiple outlets clubs, resorts, beaches, etc
- 13. Dedicated staff
- 14. Written principals and standards
- 15. National and worldwide outreach

WEAKNESSES

- 1. Membership system (hoping Impexium is the answer)
- 2. Lack of real photographs when spotlighting clubs in the Bulletin
- 3. Lack of members who care about taking action joining committees, running for board positions
- 4. Continued use in the media and public of the term "nudist colony"
- 5. Not enough communication with members
- 6. Lack of revenue sources other than membership
- 7. Nudists stay to themselves and avoid exposure (pun intended)
- 8. Lack of outreach
- 9. Discrimination at clubs no way for AANR to sanction
- 10. AANR mission not well communicated
- 11. AANR non-discrimination policy is so weak and does not promote inclusiveness or diversity
- 12. Does not require clubs to do background checks on visitors
- 13. Organizational in fighting
- 14. Failing to define nudism

- 15. Failure to immediately respond to misleading information and articles in media
- 16. AANR website
- 17. Membership apathy
- 18. Name of organization (too straight out)
- 19. Inconsistency in purpose as you move through different areas

OPPORTUNITIES

- 1. Promote local events
- 2. Social media realm must stay on top of changes in social media
- 3. Trade shows, local festivals, regional events, radio shows, travel publications
- 4. Increase PR releases
- 5. Refer to associate members as "members" they are our base
- 6. Assist regions and clubs with websites
- 7. Find additional ways to promote social nudity to general public
- 8. Increase relationships with state and local official at all levels
- 9. Strengthen data regarding nudism impact on economy
- 10. Empower members and clubs to become ambassadors for nude recreation
- 11. Promote open discussions about problems within AANR
- 12. Pool resources for ads in mainstream media
- 13. Return to a spirit of social movement
- 14. Cooperate with other nudist and textile organizations
- 15. Promote a non-discrimination policy that affiliates can sign onto
- 16. Promote family outreach at clubs
- 17. Research
- 18. Training

THREATS

- 1. Lack of education among lawmakers about AANR's approach to nudism
- 2. Lifestylers cashing in on AANR's reputation
- 3. Lack of younger members
- 4. Keeping clubs viable
- 5. Political threats GAT must continue its leadership in monitoring these
- 6. Lack of way to address discrimination
- 7. Discrimination
- 8. Social ignorance about nudism

Other issues to address

Immediate goals (1-2 years) vs. long-range goals (3-5 years)

- 1. Members increase
- 2. Covid-19 impact on clubs
- 3. Need to develop disaster recovery assistance
- 4. Develop an alert network of people throughout North America to maintain gains made and address political threats

- 5. Ensure a strong revenue stream
- 6. Expansion of the AANR "brand" through targeted marketing
- 7. Increase/ensure safety for women at clubs
- 8. Privacy issues around technology

Long-term direction/goals

- 1. Wider acceptance of nudism
- 2. Increase membership and clubs by 10% over the next 5 years
- 3. Plan spot checks to clubs to be sure they are meeting standards
- 4. Diversify membership
- 5. Increase availability of public lands for nudists

Customer focus

- 1. Maintain proper balance between members and clubs
- 2. Identify our customer is it clubs, regions, individual members? Focus on getting all these people into our clubs

Marketing focus: Is our market segment growing and does it have opportunities for growth?

- 1. Prove to the millions of nudists in the world the value of AANR
- 2. Recruit younger members to assist with strategic planning

Human resources needed to achieve long-range goals

- 1. People who are web savvy, tech savvy and nudist oriented
- 2. ED must be held responsible to manage his resources effectively and to keep the board fully informed of adjustments when necessary
- 3. Can smaller board effectively do their job? Key: get other members involved on / chairing committees

Technology issues

- 1. Hardware, software, privacy and social media
- 2. Regions and nationally, AANR can set up sites for all clubs
- 3. Need a social media team to keep AANR in the news

Identify AANR's competition, and their strengths and weaknesses

- 1. Should change the approach to allies, not competition (TNS, FCN, INF, etc.)
- 2. Lifestyle clubs
- 3. other opportunities for nudists dollars must show value of AANR membership

Identify AANR's advantages over them

- 1. Monthly newsletter vs quarterly issue
- 2. Family friendly beliefs
- 3. AANR has developed a trusted brand
- 4. AANR's competency to deal with adversity

Identify the future competitive environment... The identified ones will always continue

Relevance to PR Committee

The PR Committee's function is to be "...responsible for the following and all related aspects of publicity, publications, international cooperation, speakers' bureau and all media for internal and external education. Important aspects of PR include the way we communicate, the impressions we make, and the relationships we establish. The items below were abstracted from italicized items in the SWOT Summary and are relevant to these functions.

Publicity:

Social media realm – must stay on top of changes in social media Assist regions and clubs with websites
Training
Recruit younger members to assist with strategic planning
Need a social media team to keep AANR in the news
Increase PR releases

Comment: Attracting new members needs to take place in the spaces where young and diverse populations are already spending time, identifying where they get information about new experiences, and what types of messaging appeals to them. According to PR's Youth & Diversity Advisory Committee, young people do not seek out information from websites the way older generations do. Rather, they rely on what they see in the timeline of their preferred social media platform (which may not be the same platform that older generations are familiar with), whether info from an ad, a post shared by a friend, or an experience they see that they would like to try themselves. Migrating a portion of AANR's recruiting efforts to the correct social media platforms now is just as important as it once was to migrate from newspaper ads to having an online presence.

At present the PR Committee has introduced Charlotte James, a young and diverse social media entrepreneur. She has written a proposal that would impact on much of AANR's publicity needs, especially creating a welcoming and attractive media presence among younger potential members. Ms. James has been hired on a very part time basis as a consultant. The Committee supports the implementation of Ms. James' proposal (See PR Committee Annual Meeting Report) and consideration of using her expert skills on a more permanent basis.

Education

Social ignorance about nudism
Wider acceptance of nudism
Prove to the millions of nudists in the world the value of AANR
Return to a spirit of social movement
Find additional ways to promote social nudity to general public
Lack of education among lawmakers about AANR's approach to nudism
Lifestylers cashing in on AANR's reputation

Comment: Online communication and information seeking is the mode used by the majority of younger individuals and a good proportion of older adults. AANR needs to broaden its social media platforms and presence to reach a diverse demographic of people. This should further promote the philosophy and values of nudism and naturism as well as attract new members into the organization.

Inter/national cooperation

Change the approach to allies, not competition (TNS, FCN, INF, etc.) Cooperate with other nudist and textile organizations

Comment: Cooperation between all groups advocating for nudism and naturism will increase the clout needed to normalize and destignatize our wholesome way of life. AANR should reach out to these organizations in the spirit of unity and foster all positive actions that bring the nudist community(ies) together. We are also currently discussing the impact of making all who belong to AANR, whether by club or direct, feel equally valued by changing "Associate" to "Member" on their card.

Communication, impressions and relationships

Refer to associate members as "members" – they are our base Discrimination
Lack of way to address discrimination

Comment: AANR should emphasize its role as the protector of nudists' rights to foster fervent support in potential members and prevent complacency in existing members. Advocacy must guarantee congruence with its Bylaws, that "AANR welcomes all people willing to conform to its principles and standards, regardless of age, gender, marital status, religious beliefs, ethnic origin or sexual orientation." AANR must face the challenge of admonishing clubs, members or businesses where any of these groups are rejected, marginalized or disrespected.

APPENDIX B

SOCIAL MEDIA GUIDELINES

AANR PR Social Media Guidelines

By Matthew McDermott, Timothy Sargent, & Evan Nix

Objective

This document outlines the policies and guidelines for the use of AANR social media accounts. It defines the content, messaging, platforms, and usage of the accounts to help create a consistent, responsible, and beneficial public voice for AANR and for nude recreation in general.

This document is designed to form part of, and also be informed by, a more general communications strategy document for AANR as it becomes available.

Social Media Guidelines

Content and Messaging

AANR's social media presence will be designed to achieve the following strategic goals.

Goal	Purpose	Content
Nudism is a fun, healthy, and beneficial practice that more people should try.	Improve public perception of nudism	General positive nudism messages Positive nudist news items
AANR helps its members to enjoy nudism more often, more happily.	Encourage people to consider AANR membership, and to renew their membership	Occasional posts about member benefits Updates about legal battles
AANR is the authoritative source for information and resources on nudism.	Encourage people to consider AANR membership, and to renew their membership Provide value to followers and members	Content about AANR's website AANR history AANR member benefits
AANR's affiliates (whatever we call clubs etc) have been carefully vetted and deserve your attention.	Encourage clubs to consider AANR membership, and to renew their membership Provide value to clubs	Information and semi- promotion for AANR clubs
AANR is an active, vital, diverse, and useful organization.	Build confidence and positive views of AANR as an organization Build bridges with content creators, clubs, groups, and members	Generally positive messages about AANR Highlights of AANR clubs, group, and members trying new projects, reaching new communities, etc.

Every social media message that goes out - including shares and retweets - should align with one or more of these messages. Without exception. (That means no castigating people for their views of AANR; no memes and cartoons that don't match with these messages; etc.)

A set (or alternating sets) of hashtags that are used consistently with each kind of message would also be useful.

Timing

It is useful to have a calendar that drives these messages (what are AANR's scheduled events? are there nudist "seasons" and "holidays" that AANR can mark?) as well as a plan for how often AANR puts messages out on each platform.

Platforms

There should be a description for what kinds of messages AANR sends out on each platform. For example, we'll use Twitter to announce that the Bulletin is being released today; Facebook would have a post each week with an excerpt from a Bulletin article. Twitter message: "The AGM is tomorrow"; Facebook, "Here's the agenda and joining details for the AGM - and here's the membership link to join and be a part of it."

Platform	Account	Approach	Messaging
Twitter	AANR_int		
Facebook	AANR Page		
	AANR Group		
Instagram			
LinkedIn			
Reddit			
???			

Accounts and Usage

Expected Conduct

All AANR Social Media Volunteers are required to have a thorough understanding of the policies of each social media platform they use. They are expected to abide by the platform's rules with respect to sharing nudity, collaborating with content creators, and common social etiquette. When in doubt, play it safe.

Account Verification

All official AANR accounts should apply for "verification" wherever it's an option. Becoming verified with a social media platform adds authenticity and authority to a twitter account and lets followers

know they are interfacing with AANR's official channels, and not a fake account. Social media volunteers should be familiar with the terms and conditions of the social media networks and never post content or engage in behavior that compromises AANR's verified status.

Image Content

Images posted to AANR accounts must adhere to the same standards as written posts, as outlined in this document. Written permission must be obtained for any images shared to official AANR social media accounts, and a photographic credit should be included wherever applicable. Informal written approval is acceptable where signed copyright releases are not available. In the case of historic photos, or images where written permission is not attainable but where it is believed sharing the image qualifies as "fair use", a source must be cited.

Approved Accounts

AANR must maintain a list of accounts that can be retweeted at any time. All the AANR regional accounts; certain AANR personalities; other nudist orgs (BN, TNS, FCN, INF). Any content from any of these sources could be retweeted at any time, preferably with an approving comment and hashtag. This helps to keep the twitter feed active.

Accounts of Interest

AANR requires a list of accounts whose content could be considered if it intersects with AANR. NakedWanderings visits an AANR club, NaturistLivingShow has an episode where an AANR member is interviewed. (Note that this pushes a member benefit: if you're an AANR member, AANR amplifies your voice!)

Follows and Blocks

AANR should only follow "official" accounts that are unlikely to change. This extends to essentially anyone included in the first list of retweetable accounts as well as a small selection of other accounts, like the Naturist Living Show, etc., which may provide valuable content.

And blocks. There should be specific criteria for blocking people:

- They make harassing or sexual comments in any AANR thread, or the threads of anyone AANR follows.
- They spam AANR posts (whether replying with repeated similar comments, or with actual spam like their OnlyFans link).
- They are clearly false nudist content, like the many nudist "dating" accounts, and accounts that repost images without permission. A list of these blocks should be maintained, to help identify other accounts.

Note that this does not include blocking people for:

- Being critical of AANR.
- Having sexually themed posts.
- Having an OnlyFans or Patreon.

Blocking is primarily concerned with the account's actions within the AANR context, not about the account itself.

Direct Messaging

Social media accounts are not considered "official channels" for communication. Generally speaking, AANR should not engage in direct messaging over social media. Exceptions can be made to direct followers to official channels for communications, such as providing links to email addresses or the AANR Website, or to request permission to share another user's content.

LEGISLATION REPORT – 2021 MIDWINTER MEETING

After I accepted my appointment as Legislation Chair, I was asked to look into a change to our Governance Manual to allow amendments to interim motions. My first thought was to look back to see why amendments are not currently permitted. In our current Governance Manual, amending a motion is one of the Subsidiary Motions listed in the Not Permitted group in section 3.03.02. While cleaning out accumulated 'stuff' in my basement, I ran across a copy of the AANR Procedure Manual (predecessor of the Governance Manual) from 1995 and found that back then, all interim motions were handled as mail ballots using paper and the US Postal Service. At that time, comment periods were 20 days long and votes were tabulated 30 days after initial distribution of the motion. This explains why amending has been prohibited in the past. With email and video conferencing, time frames have shrunk but the prohibition remains. I also noticed that with the changes in the time frames, the minimum time for voting and the minimum time for discussion of email amendments disappeared. Discussion for teleconference motions is set as the entire period of the teleconference.

I then looked at the changes needed to properly implement amending an interim motion. Besides the obvious shift of amending from the Not Permitted column to the Permitted column in 3.03.02, discussion time frames and voting on the amendment need to be addressed. The comment period on the original motion presently cannot exceed seven days and the voting period after the comment period cannot exceed three days. If the interim motion is being considered in a teleconference or video conference, the comment period is the duration of the teleconference but the voting period can be the same full three days long. Insertion of an amendment period would require suspension of the original comment period and delay of the vote on the motion, plus addition of an appropriate comment period and voting period on the amendment, since an amendment could be proposed as late as the last hours of the comment period on the original motion. Addition of the appropriate language to sections 3.03.01 (4) and (5) covering motions considered by email and by teleconference would not be brief.

While I support the concept of amending interim motions, I'm not certain we would be well served by adding complexity to our current process. In the last couple of years, we have had multiple motions that were proposed, then killed or withdrawn and rewritten because of errors in the original versions. I don't believe any of these rewrites changed the concept or idea under consideration, just the mechanics to correct dates, section numbers, or the way a document was identified. If more care is taken in the drafting of interim motions, these types of errors can be reduced substantially. If we allow amendments to interim motions, then we could end up with multiple amendments to the original motion and amendments to the amendments. My gut tells me we would be better served to implement an informal practice of having interim motions reviewed by multiple parties to consider only the language and specific references in the motion before presentation to the Board as a whole.

I also believe some minimum time frames for discussion and voting should be established, and I would like the thoughts of the rest of the Board before I set these. For email voting, the three day maximum looks good to me as the minimum as well. Teleconference voting can be considerably shorter, since all voting participants should have been present in the teleconference. For a motion considered by email, a

discussion period minimum of three days should be sufficient for all Trustees to have an opportunity to check email and participate in discussion, in my opinion.

If the Board wants to direct me to propose Governance Manual amendments to allow amendments to interim motions, I will be happy to do so. The resulting motion will not be short, but it will be precise and thorough. After considering your input on time frames, I will propose an amendment to reestablish minimum time frames for discussion and voting.

In other matters, I am continuing my review of our ruling documents looking for inconsistencies and conflicts. With luck, I will find none.

Terry Meek, Legislation Chair



Glen Miller Loan Committee

Date:	December 28, 2020
Chair:	Mike Parker
Members:	Patty Faber, Jeannie Diehl, Mike Parker
Charter:	Approve no-interest loans to qualifying clubs and oversee the loan program.
Status:	Three clubs sent information requests to AANR over the last year or so but none have applied for a loan. I contacted all of them. One went with other financing. One is still considering the loan and the third club is closed over the winter months and has not replied. All due yearly payments were received in a timely manner in 2020. Six clubs with outstanding loans owe a total of \$22,000. Three of those clubs will pay their final installments in 2021.
Details:	The investment balances as of September 25, 2020 were:
	The Miller Loan Fund (Bank Of America) is \$31,023.27 (plus \$2.000 received in November). The Miller Investment Fund in Raymond James is \$164,629.52.
	These account balances will update at years end.
	There are sufficient funds in the accounts available for loan to give a number of \$5,000 to 10,000 loans to clubs that are interested and qualify. Only about \$105,000 of the fund is restricted to investment only. That leaves over \$60,000 available for loans in the next few years, with the funds recycling as loans are paid back on up to a five year time frame.
	It was pointed out by AANR staff that there is some ambiguity in payback deadlines between the Governance Manual and the current Promissory Note. This information will be discussed by the committee and potential recommendations transferred to the Legislation committee for consideration prior to the summer board meeting.
	Informational postings will be made to get to all clubs within the first quarter of 2021 on the availability of the loan program.
	An additional volunteer would be appreciated for the committee.
	48 of 59

Planning Committee AANR Midwinter Meeting Report

2020 has been to say the least a remarkably interesting year. One of new forms of communications is something that leads me to my report for the end of the year. Both myself and many of the AANR office staff have made calls to members and clubs. Why? Because we really do care about our members, more than many may think. The AANR office is working hard by leaps and bounds to communicate personally one on one with members individually by calling them. They as well as the National Board are working with social media and legislation to get out to the world who we are, this is extremely important, and they have all done a great job.

I on the other hand am probably someone who is called "Old School", I believe in grassroots, and not losing touch with the people that are part of the organization's membership and club and resort owners who supply part of that chain. I, personally speaking, believe you have to work together in many ways. One of my goals in this coming year is to give back to the clubs. We need their support, and we need to help and do for them too. Many times, we lose touch with that reality.

I know that on the Governmental side they use Grassroots lobbying with the intention of reaching the legislature and making a difference in the decision- making process. It is a time for the general members etc to influence legislation as well. We visit Tallahassee and speak with our state government to stay in the loop. You know the time could come that one of our government does not like nudists which could affect us in many ways. You always must be involved to help protect your rights.

Social Media in many eyes is the way of the future. I believe and have proven that talking to people face to face is also especially important and works in selling memberships.

I do put out a suggestion to all clubs that they offer specials if not all the time some of the time for our Military, Police, Fire and EMS. It is an awesome way to say, "Thank You for your service" and has brought in many new members.

I have worked with AANR with the National Board in helping with the Budget and working to find better opportunities in some areas to help with saving money and having a better understanding of areas that help and protect AANR.

I have formed a group that has helped to call all clubs asking different questions about events and we have started a campaign about how to reach out to clubs to help them going forward with building their business and membership. We will be offering ideas on events and how to reach out to ordinary people and to build introductions to joining the nudist community. We will offer help with the proper way to run your business: covering topics of heads in beds, events, activities, etc done to what licenses, insurances and protection do you need. We have lost touch with those that truly help us build membership. It is a campaign to get back to basics.

I feel greatly confident about the rate increase, truly it is very minimal to support your rights for \$44 a year per person. Think about that is 13 cents a day to be given the rights to be nude. Really it is worth much more. It has helped us this year as locations are struggling with Covid 19 to keep us afloat.

BG Parkes Trustee – Florida AANR National Board Mid-Winter Board Meeting 2021 WINR Report

Members: Margie Cantlon, Terri Capshaw, Andee Rogers

The committee had one Zoom meeting in the fall of 2020. We discussed our vision for WINR for 2021, and came up with two main themes:

Creating a culture of confidence Women helping women.

We would like to develop a poster for clubs to put in their bathrooms, giving guests guidance on what to do if they experience discomfort at the hands of another guest. There are so many different types of clubs that there are many different ways this poster could look, so we are continuing that discussion.

We will continue our discussions in the new year.



Ted Peck- Trustee – AANR - SW 14201 Parkhurst San Antonio, TX 78232 (210) 240-4410 tdpeck@hotmail.com

Mission: the awareness and acceptance of social nudism and nude recreation in this region.

December 29, 2020

Midwinter Report from the Ad Hoc Committee for Diversity

Committee members were: Ted Peck (Texas), Chair, Gary Mussel (California), B.G. Parke (Florida), Dave Smith (Washington), Timothy Sargent (California), Heather Cheney (Oklahoma), and President Kathy Watzel (Colorado), ex-officio. Arlette Lowrey served as staff liaison.

The committee met several times via Zoom in August and September, 2020. B.G.'s participation was limited by such things as hurricane response.

Our charge was to design a method by which clubs could and would easily publish their rules and procedures. We developed a questionnaire for C.O.s to fill out on Impexium. This process included 6 revisions and input from others outside the committee including some club owners. The final version follows, not quite in the format as on the Impexium page.

The committee's charge was just the design, not implementation, and the committee was dissolved. Our understanding is that future revisions will be up to staff.

AANR Impexium Database Club Page: List of Available Services Check all that apply:

An	nenities (pull down menu)
	Cable
	Camping - RV sites
	Full hook up
	o Water
	 Sewer
	o 30 amp
	o 50 amp
	 Dump station
	Camping - Tent sites
	Dining - Bar (alcohol)
	Dining - Casual
	Dining – Full-service restaurant
	Dining - Snack bar
	Hot tub
	Laundry
	Library
	Lodging - Cabins
	Lodging - rooms

	Lodging - Vacation Villas
	Nightclub
	Shopping - Boutique
	Shopping - Sundries
	Spa
	Wheelchair Accessible
Re	creation (pull down menu)
	Children's Playground
П	Cornhole
	Frisbee golf
	Golf
	Hiking/Nature Trails
	Horseshoes
	Frisbee golf Golf Hiking/Nature Trails Horseshoes Ladder golf
1 1	Lake/Beach/River
	Petanque/Bocce ball Pickleball
	Pickleball
	Quiet Pool
Ц	Sand Volleyball
	Swimming Pool - Indoor
	Swimming Pool- Outdoor
	Paddle tennis
	Sand Volleyball Swimming Pool - Indoor Swimming Pool- Outdoor Tennis Paddle tennis Water Volleyball Hard court Volleyball
	Hard court Volleyball
	Indoor recreation
Ро	licies (pull down menu)
Gei	neral
	neral Limited Number of Non-Member Visits Policy
	Limited Number of Non-Member Visits Policy Ouiet hours
	Limited Number of Non-Member Visits Policy Quiet hours Gay Men's Club
	Limited Number of Non-Member Visits Policy Quiet hours Gay Men's Club
	Limited Number of Non-Member Visits Policy Quiet hours Gay Men's Club Retirement Community
□ □ □ Nuc	Limited Number of Non-Member Visits Policy Quiet hours Gay Men's Club Retirement Community lity Clothing Optional
□ □ □ Nuc	Limited Number of Non-Member Visits Policy Quiet hours Gay Men's Club Retirement Community lity Clothing Optional Nudity Required
□ □ □ Nuc	Limited Number of Non-Member Visits Policy Quiet hours Gay Men's Club Retirement Community lity Clothing Optional
D D Nuc	Limited Number of Non-Member Visits Policy Quiet hours Gay Men's Club Retirement Community lity Clothing Optional Nudity Required
D D Nuc	Limited Number of Non-Member Visits Policy Quiet hours Gay Men's Club Retirement Community dity Clothing Optional Nudity Required Nudity required at pool/jacuzzi/spa nder/Age/Marital/Family Age Discounts Available
D D Nuc	Limited Number of Non-Member Visits Policy Quiet hours Gay Men's Club Retirement Community lity Clothing Optional Nudity Required Nudity required at pool/jacuzzi/spa nder/Age/Marital/Family Age Discounts Available Club has Non-Discrimination Policy
D D Nuc	Limited Number of Non-Member Visits Policy Quiet hours Gay Men's Club Retirement Community lity Clothing Optional Nudity Required Nudity required at pool/jacuzzi/spa nder/Age/Marital/Family Age Discounts Available Club has Non-Discrimination Policy Families welcome
D D Nuc	Limited Number of Non-Member Visits Policy Quiet hours Gay Men's Club Retirement Community lity Clothing Optional Nudity Required Nudity required at pool/jacuzzi/spa nder/Age/Marital/Family Age Discounts Available Club has Non-Discrimination Policy Families welcome
D D Nuc	Limited Number of Non-Member Visits Policy Quiet hours Gay Men's Club Retirement Community lity Clothing Optional Nudity Required Nudity required at pool/jacuzzi/spa nder/Age/Marital/Family Age Discounts Available Club has Non-Discrimination Policy Families welcome
D D Nuc	Limited Number of Non-Member Visits Policy Quiet hours Gay Men's Club Retirement Community lity Clothing Optional Nudity Required Nudity required at pool/jacuzzi/spa nder/Age/Marital/Family Age Discounts Available Club has Non-Discrimination Policy Families welcome
	Limited Number of Non-Member Visits Policy Quiet hours Gay Men's Club Retirement Community lity Clothing Optional Nudity Required Nudity required at pool/jacuzzi/spa nder/Age/Marital/Family Age Discounts Available Club has Non-Discrimination Policy Families welcome Gender Quotas on Membership Gender Quotas on visiting LGBTQ ally Singles friendly
	Limited Number of Non-Member Visits Policy Quiet hours Gay Men's Club Retirement Community dity Clothing Optional Nudity Required Nudity required at pool/jacuzzi/spa nder/Age/Marital/Family Age Discounts Available Club has Non-Discrimination Policy Families welcome Gender Quotas on Membership Gender Quotas on visiting LGBTQ ally Singles friendly Under 18 Not Admitted
	Limited Number of Non-Member Visits Policy Quiet hours Gay Men's Club Retirement Community dity Clothing Optional Nudity Required Nudity required at pool/jacuzzi/spa Inder/Age/Marital/Family Age Discounts Available Club has Non-Discrimination Policy Families welcome Gender Quotas on Membership Gender Quotas on visiting LGBTQ ally Singles friendly Under 18 Not Admitted Under 21 Not Admitted
	Limited Number of Non-Member Visits Policy Quiet hours Gay Men's Club Retirement Community dity Clothing Optional Nudity Required Nudity required at pool/jacuzzi/spa Inder/Age/Marital/Family Age Discounts Available Club has Non-Discrimination Policy Families welcome Gender Quotas on Membership Gender Quotas on visiting LGBTQ ally Singles friendly Under 18 Not Admitted Under 21 Not Admitted Under 18 Restrictions on Activities
	Limited Number of Non-Member Visits Policy Quiet hours Gay Men's Club Retirement Community dity Clothing Optional Nudity Required Nudity required at pool/jacuzzi/spa nder/Age/Marital/Family Age Discounts Available Club has Non-Discrimination Policy Families welcome Gender Quotas on Membership Gender Quotas on visiting LGBTQ ally Singles friendly Under 18 Not Admitted Under 21 Not Admitted Under 18 Restrictions on Activities Chnology
	Limited Number of Non-Member Visits Policy Quiet hours Gay Men's Club Retirement Community dity Clothing Optional Nudity Required Nudity required at pool/jacuzzi/spa nder/Age/Marital/Family Age Discounts Available Club has Non-Discrimination Policy Families welcome Gender Quotas on Membership Gender Quotas on visiting LGBTQ ally Singles friendly Under 18 Not Admitted Under 21 Not Admitted Under 18 Restrictions on Activities hnology Electronics allowed
	Limited Number of Non-Member Visits Policy Quiet hours Gay Men's Club Retirement Community dity Clothing Optional Nudity Required Nudity required at pool/jacuzzi/spa nder/Age/Marital/Family Age Discounts Available Club has Non-Discrimination Policy Families welcome Gender Quotas on Membership Gender Quotas on visiting LGBTQ ally Singles friendly Under 18 Not Admitted Under 21 Not Admitted Under 18 Restrictions on Activities Chnology

AIC	conoi & Drugs & Jeweiry
	Alcohol Allowed
	Alcohol Restricted Area Only
	BYOB allowed
	Legal Drugs allowed
	Marijuana Allowed on grounds
	Marijuana Legal in Our State
	Piercings/Body Jewelry Allowed
	Body Art/Tattoos Allowed
	Smoking/Vaping Designated Areas Only
	No Smoking/Vaping
	Smoking/Vaping Allowed
Pet	S
	Pet friendly (check with club)
	Dog Park
	Kennel Available

Ted Peck, 12/30/2020

To: Trustees, Officers, Committee Chairs and Executive Administrative Staff

American Association for Nude Recreation, Inc.

From: The Finance Committee Sitting as The Budget Committee

Alan Harris, Chair

Date: January 6, 2021

Subject: Operating Budget for 2021

The Finance Committee, in accordance with the Association's ruling documents, is comprised of President Kathy Watzel, Secretary/Treasurer Kathy Smith, Chair of the Planning Committee BG Parkes, Executive Director Erich Schuttauf, and Chair of the Finance Committee Alan Harris. The Finance Committee met as the Budget Committee at the AANR offices and via ZOOM on December 8 and 9, 2020. Judy Mason, the Association's Director of Finance, participated in the meeting and updated budget worksheets as the discussion progressed.

The order of the columns is different from prior years. The first column is the full year budget for 2020 as distributed on December 31, 2019. The second column is actual results for the ten months through October 31, 2020. The third column is the best estimate of where actual results for 2020 will end up. If no additional revenue or cost was expected in November or December, the forecasted amount in column three is equal to the actual results through October in column two. If additional revenue or costs were expected in the last two months of the year, column three is the estimate of what the yearly total for 2020 will be.

Column four is the Budget Committee's consensus estimate of 2021 revenue and cost, given the costs that the committee approved. The last column is the difference between column three, the estimate of 2020 final results, and column four, the 2021 budget. All amounts in column five that are not in parentheses are those that improve estimated results in 2021 over 2020. All amounts in parentheses are those that make 2021 estimated results less than those estimated for 2020.

The final results (page 4) show a budgeted net income for the Association in 2021 of \$29,461. This is \$27,542 less than the current best guess for 2020 final net income of \$57,002.

These are some comments on specific departments and more material lines of revenue and expense:

Membership: The committee reviewed membership totals as of October 31, 2020 and December 31, 2019. The total number of members is down in the ten months from 30,250 to 27,595, and associate members are down from 12,350 to 11,617. The presumption is that the pandemic is the driving factor for the 8.8% decline in overall membership. Many members who could not visit their own or other clubs because they were not open, or chose not to visit because they were not comfortable with possible COVID-19 exposure, let their memberships lapse. As multiple vaccines have been approved and rolled out into communities, many of these lapsed members are expected to again visit clubs and renew their memberships. However, there is no good way of estimating where this revenue will fall so an estimated

amount of \$16,000 has been added to Associate Membership. The end result is about a \$7,000 increase in net membership contribution over the forecast for 2020, and it's hoped that this will turn out to be a very conservative estimate.

Trustees Committees & Officers: Election expenses of \$25,367 will not repeat in 2021. It's also assumed that we will be able to safely convene an in-person Convention in August so revenue and expenses related to that event have been added. On the other hand, expenses for a mid-winter meeting have been reduced as most people for whom the Association would reimburse travel expenses have already indicated that they do not plan to attend in person.

Publications: Bulletin Advertising Revenue has been increased by \$26,000 to reflect more advertising as life gradually returns to some form of "normal" and clubs increase advertising.

Government Affairs: Revenue generated by the SMS event and auction at Convention have been added. Also, the cost of attending the NCSL event has been added. This convention was canceled in 2020.

Restricted Funds: The committee budgeted \$11,100 of net income for the year. It's hoped that this is a very conservative amount and that actual results will be considerably better. Markets could truly go either way, Stock indexes are near record highs at the end of the year, but many analysts predict a near-term correction if not a bear market as price/earnings ratios are very high. The Federal Reserve cannot lower rates any further to help the economy as they are about as low as they can go.

Administration: Impexium: The most significant change in this department is that amortization of the cost of the Impexium, together with yearly cost for system maintenance, has started to be recognized.

Administration: Legal Expense: The 2021 budget at \$20,000 is \$12,523 less than the 2020 estimated total of \$32,523 as the particular case that the Board is aware of winds down.

Executive Office: Estimated costs in this department reflect wage, salary and benefit cost increases. It should also be noted that FICA taxes were reduced in 2020 as a result of the March 2020 CARES Act. No changes in the number of staff are planned.

As in prior years, the committee will appreciate learning of questions by email to the chair at alan.harris@aanr.com to allow a chance to do any necessary research before the mid-winter meeting in February. Questions and answers will be shared with the larger group as they are received and researched.

AMERICAN ASSOCIATION FOR NUDE RECREATION

Budget

Unaudited

For the Year Ended December 31, 2021

For the real Ended December 31, 2021						
		Yearly Total		Budget (Forecast)		
	12/31/2020	as of 10/31/20	12/31/2020	12/31/2021	Change	
	Budget	Actual	Forecast	Budget	fav (unfav)	
MEMBERSHIP						
Revenue						
Associates Membership	\$ 484,276.00	\$ 440,449.42	\$ 489,000.00	\$ 505,000.00	\$ 16,000.00	
AANR-E Regional Dues Income	120,024.00	82,511.50	88,000.00	88,000.00	-	
AANR-FL Regional Dues Income	139,212.00	104,210.22	124,000.00	124,000.00	-	
AANR-MW Regional Dues Income	93,240.00	80,764.00	83,000.00	83,000.00	-	
AANR-NW Regional Dues Income	42,228.00	35,403.50	39,600.00	39,600.00	-	
AANR-SW Regional Dues Income	26,676.00	18,841.00	20,000.00	20,000.00	-	
AANR-WC Regional Dues Income	8,856.00	8,275.50	8,400.00	8,400.00	-	
AANR-W Regional Dues Income	188,244.00	146,049.75	162,000.00	162,000.00	-	
Legacy Membership	-	-				
Premier Membership Processing Fees	5,000.00	4,470.00	4,850.00	5,000.00	150.00	
Young Adult - Associate Membership	500.00	615.00	675.00	500.00	(175.00)	
Student - Membership	52.00	-		52.00	52.00	
Total Revenue	1,108,308.00	921,589.89	1,019,525.00	1,035,552.00	16,027.00	
Expenses						
Membership Rebates	20,000.00	9,609.50	17,000.00	17,000.00	-	
Premier/Elite Promotional Supplies	5,000.00	1,759.20	2,160.00	3,000.00	(840.00)	
Postage & Shipping	38,000.00	24,583.14	29,000.00	34,000.00	(5,000.00)	
Membership Supplies	16,000.00	10,730.22	13,000.00	16,000.00	(3,000.00)	
Membership - Manpower Tfr	117,398.00	97,830.00	117,398.00	117,398.00	-	
Total Expenses	196,398.00			187,398.00	(8,840.00)	
Contribution Margin	\$ 911,910.00	\$ 777,077.83	\$ 840,967.00	\$ 848,154.00	\$ 7,187.00	

TRUSTEES COMMITTEES & OFFICERS	12/31/2020	as of 10/31/20	12/31/2020	12/31/2021	Change fav (unfav)
Revenue	Budget	Yearly Total	Forecast	Budget	
Convention Program Advertising	\$ 2,000.00	\$ -		\$ 2,000.00	\$ 2,000.00
Convention Donations	-	-		-	-
Annual Convention Revenue	2,500.00	-		2,500.00	2,500.00
AANR Youth Donations	-	5.00			-
Total Revenue	4,500.00	5.00	-	4,500.00	4,500.00
Expenses					
Youth Camp Subsidy	10,000.00	2,500.00	4,500.00	10,000.00	(5,500.00)
Election Process	22,000.00	25,367.12	25,367.12	-	25,367.12
Directors & Officers Insurance	3,000.00	8,174.68	10,200.00	10,500.00	(300.00)
Meeting - Annual Travel & Lodging	17,000.00	716.58	800.00	10,000.00	(9,200.00)
Meeting - Mid-Winter Travel & Lodging	14,000.00	9,355.56	9,400.00	5,000.00	4,400.00
Officer & Trustee Expense	300.00	-	-	300.00	(300.00)
Travel - President	4,500.00	1,289.47	1,300.00	4,500.00	(3,200.00)
President's Expenses	800.00	455.51	455.51	1,200.00	(744.49)
Officer & Trustee Travel	1,000.00	-	-	1,000.00	(1,000.00)
Ad Hoc Committee on Membership Issues	-	-			-
Planned Giving	500.00	-	-	500.00	(500.00)
Finance Committee	5,000.00	208.95	1,800.00	5,000.00	(3,200.00)
Research & Education	-	-			-
WINR	200.00	-		150.00	(150.00)
Convention Program	3,000.00	-	-	3,000.00	(3,000.00)
Convention Awards & Presentations	2,000.00	1,484.15	1,500.00	2,000.00	(500.00)
Convention Committee	-	-			
Sports Awards - Convention	-	-			
Total Expense	83,300.00	49,552.02	55,322.63	53,150.00	2,172.63
Contribution Margin	\$ (78,800.00)	\$ (49,547.02)	\$ (55,322.63)	\$ (48,650.00)	\$ 6,672.63

PUBLICATIONS	12/31/2020	as of 10/31/20	12/31/2020	12/31/2021	Change fav (unfav)
Revenue	Budget	Yearly Total	Forecast	Budget	Change lav (uniav)
Bulletin Advertising Income	\$ 120,000.00	-	\$ 94,000.00	_	\$ 26,000.00
_	5,000.00	1,451.99	1,500.00	2,000.00	500.00
Qtrly News Letter Income	125,000.00	81,638.91	95,500.00	122,000.00	26,500.00
Total Revenue	125,000.00	01,030.91	95,500.00	122,000.00	20,500.00
Expenses		440.40	440.00		(0.4.00
Bulletin Other	200.00 15.000.00	118.10	119.00 5.500.00	200.00	(81.00
Bulletin Distribution	.,	4,795.53		7,000.00	(1,500.00
Bulletin Editorial	14,000.00	10,414.57	12,600.00	14,000.00	(1,400.00
Bulletin Envelopes	10,000.00	4,884.33	4,900.00	5,000.00	(100.00
Publications - Manpower Tfr	44,300.00	36,920.00	44,304.00	44,300.00	4.00
Bulletin Postage	55,000.00	5,480.00	5,500.00	5,500.00	
Bulletin Printing	48,000.00	21,410.05	26,400.00	27,000.00	(600.00
Bulletin Photography	1,650.00	1,053.24	1,100.00	1,300.00	(200.00
Travel Publications	-	-			
Bulletin Graphic Consultant	24,000.00	19,725.00	24,000.00	24,000.00	
Quarterly Newsletter Expenses	3,500.00	1,631.24	1,800.00	2,000.00	(200.00
Total Expenses	215,650.00	106,432.06	126,223.00	130,300.00	(4,077.00
Contribution Margin	\$ (90,650.00)	\$ (24,793.15)	\$ (30,723.00)	\$ (8,300.00)	\$ 22,423.00
·	L				
ELECTRONIC INITIATIVES	12/31/2020	as of 10/31/20	12/31/2020	12/31/2021	Change fav (unfav)
Revenue	Budget	Yearly Total	Forecast	Budget	g. Jar (u.i.av)
Web Advertising Income/Undressed Press	\$ 9,000.00	\$ 2,168.34	\$ 2,356.34	\$ 5,000.00	\$ 2,643.66
Total Revenue	9,000.00	2,168.34	2,356.34	5,000.00	2,643.66
Fixpenses	5,000.00	2,100.34	2,330.34	3,000.00	2,043.00
Website Hosting/Maint	4,500.00	2,812.76	3,600.00	4,500.00	(900.00)
3,	10,250.00		10,250.00	10,250.00	(900.00
Electronic Services - Manpower Tfr		8,540.00	10,250.00		(0.000.00)
Additional Web Projects	2,000.00			2,000.00	(2,000.00)
Constant Contact/Web Surveys	3,200.00	2,258.97	2,800.00	3,000.00	(200.00)
Website Graphic Consultant	-	-			
Marketing - Electronic	-	-			
Total Expenses	19,950.00	13,611.73	16,650.00	19,750.00	(3,100.00)
· · · · · · · · · · · · · · · · · · ·					
Contribution Margin	\$ (10,950.00)	\$ (11,443.39)	\$ (14,293.66)	\$ (14,750.00)	\$ (456.34)
·	\$ (10,950.00)	\$ (11,443.39)	\$ (14,293.66)	\$ (14,750.00)	\$ (456.34)
·	\$ (10,950.00)	\$ (11,443.39)	\$ (14,293.66)	\$ (14,750.00)	\$ (456.34)
·	\$ (10,950.00) 12/31/2020	s (11,443.39) as of 10/31/20	\$ (14,293.66) 12/31/2020	\$ (14,750.00) 12/31/2021	\$ (456.34) Change fav (unfav)
Contribution Margin					
Contribution Margin BRAND MANAGEMENT. PUBLIC RELATIONS AND CLUB SUPPORT	12/31/2020	as of 10/31/20	12/31/2020	12/31/2021	
Contribution Margin BRAND MANAGEMENT. PUBLIC RELATIONS AND CLUB SUPPORT Revenue	12/31/2020 Budget	as of 10/31/20 Yearly Total	12/31/2020 Forecast	12/31/2021 Budget	Change fav (unfav) \$ 500.00
Contribution Margin BRAND MANAGEMENT. PUBLIC RELATIONS AND CLUB SUPPORT Revenue Promotional Items	12/31/2020 Budget \$ 1,800.00	as of 10/31/20 Yearly Total \$ 1,082.82	12/31/2020 Forecast \$ 1,300.00	12/31/2021 Budget \$ 1,800.00	Change fav (unfav)
Contribution Margin BRAND MANAGEMENT. PUBLIC RELATIONS AND CLUB SUPPORT Revenue Promotional Items Shipping and Handling Participating Business	12/31/2020 Budget \$ 1,800.00 1,600.00	as of 10/31/20 Yearly Total \$ 1,082.82 1,274.08	12/31/2020 Forecast \$ 1,300.00 1,400.00	12/31/2021 Budget \$ 1,800.00 1,600.00	\$ 500.00 200.00
Contribution Margin BRAND MANAGEMENT. PUBLIC RELATIONS AND CLUB SUPPORT Revenue Promotional Items Shipping and Handling	12/31/2020 Budget \$ 1,800.00 1,600.00 1,500.00	as of 10/31/20 Yearly Total \$ 1,082.82 1,274.08 3,600.00	12/31/2020 Forecast \$ 1,300.00 1,400.00 3,600.00	12/31/2021 Budget \$ 1,800.00 1,600.00 2,500.00	\$ 500.00 200.00 (1,100.00)
Contribution Margin BRAND MANAGEMENT. PUBLIC RELATIONS AND CLUB SUPPORT Revenue Promotional Items Shipping and Handling Participating Business Membership Marketing Income Special Events	12/31/2020 Budget \$ 1,800.00 1,600.00 1,500.00	as of 10/31/20 Yearly Total \$ 1,082.82 1,274.08 3,600.00	12/31/2020 Forecast \$ 1,300.00 1,400.00 3,600.00	12/31/2021 Budget \$ 1,800.00 1,600.00 2,500.00	\$ 500.00 200.00 (1,100.00)
Contribution Margin BRAND MANAGEMENT. PUBLIC RELATIONS AND CLUB SUPPORT Revenue Promotional Items Shipping and Handling Participating Business Membership Marketing Income	12/31/2020 Budget \$ 1,800.00 1,600.00 1,500.00 2,700.00	as of 10/31/20 Yearly Total \$ 1,082.82 1,274.08 3,600.00	12/31/2020 Forecast \$ 1,300.00 1,400.00 3,600.00	12/31/2021 Budget \$ 1,800.00 1,600.00 2,500.00 2,700.00	\$ 500.00 200.00 (1,100.00)
Contribution Margin BRAND MANAGEMENT. PUBLIC RELATIONS AND CLUB SUPPORT Revenue Promotional Items Shipping and Handling Participating Business Membership Marketing Income Special Events Planned Giving Donations	12/31/2020 Budget \$ 1,800.00 1,500.00 2,700.00	as of 10/31/20 Yearly Total \$ 1,082.82 1,274.08 3,600.00 2,400.00	12/31/2020 Forecast \$ 1,300.00 1,400.00 3,600.00 2,400.00	12/31/2021 Budget \$ 1,800.00 2,500.00 2,700.00	\$ 500.00 200.00 (1,100.00 300.00
Contribution Margin BRAND MANAGEMENT. PUBLIC RELATIONS AND CLUB SUPPORT Revenue Promotional Items Shipping and Handling Participating Business Membership Marketing Income Special Events Planned Giving Donations Total Revenue Expenses	12/31/2020 Budget \$ 1,800.00 1,500.00 2,700.00	as of 10/31/20 Yearly Total \$ 1,082.82 1,274.08 3,600.00 2,400.00	12/31/2020 Forecast \$ 1,300.00 1,400.00 3,600.00 2,400.00	12/31/2021 Budget \$ 1,800.00 2,500.00 2,700.00	\$ 500.00 200.00 (1,100.00 300.00
Contribution Margin BRAND MANAGEMENT. PUBLIC RELATIONS AND CLUB SUPPORT Revenue Promotional Items Shipping and Handling Participating Business Membership Marketing Income Special Events Planned Giving Donations Total Revenue Expenses Club Support	12/31/2020 Budget \$ 1,800.00 1,500.00 2,700.00	as of 10/31/20 Yearly Total \$ 1,082.82 1,274.08 3,600.00 2,400.00	12/31/2020 Forecast \$ 1,300.00 1,400.00 3,600.00 2,400.00	12/31/2021 Budget \$ 1,800.00 2,500.00 2,700.00	\$ 500.00 200.00 (1,100.00 300.00 1,000.00
Contribution Margin BRAND MANAGEMENT. PUBLIC RELATIONS AND CLUB SUPPORT Revenue Promotional Items Shipping and Handling Participating Business Membership Marketing Income Special Events Planned Giving Donations Total Revenue Expenses Club Support Club Co-Operative Advertising	12/31/2020 Budget \$ 1,800.00 1,600.00 1,500.00 2,700.00 1,000.00 8,600.00	as of 10/31/20 Yearly Total \$ 1,082.82 1,274.08 3,600.00 2,400.00	12/31/2020 Forecast \$ 1,300.00 1,400.00 3,600.00 2,400.00	12/31/2021 Budget \$ 1,800.00 1,600.00 2,500.00 2,700.00 1,000.00 9,600.00	\$ 500.00 (1,100.00 300.00 1,000.00 (2,000.00
Contribution Margin BRAND MANAGEMENT. PUBLIC RELATIONS AND CLUB SUPPORT Revenue Promotional Items Shipping and Handling Participating Business Membership Marketing Income Special Events Planned Giving Donations Total Revenue Expenses Club Support Club Co-Operative Advertising Club Direct Expense	12/31/2020 Budget \$ 1,800.00 1,500.00 2,700.00 1,000.00 8,600.00	as of 10/31/20 Yearly Total \$ 1,082.82 1,274.08 3,600.00 2,400.00 8,356.90	12/31/2020 Forecast \$ 1,300.00 1,400.00 3,600.00 2,400.00 8,700.00	12/31/2021 Budget \$ 1,800.00 2,500.00 2,700.00 1,000.00 9,600.00	\$ 500.00 200.00 (1,100.00 300.00 1,000.00 900.00 (2,000.00 (201.52
Contribution Margin BRAND MANAGEMENT. PUBLIC RELATIONS AND CLUB SUPPORT Revenue Promotional Items Shipping and Handling Participating Business Membership Marketing Income Special Events Planned Giving Donations Total Revenue Expenses Club Support Club Co-Operative Advertising Club Direct Expense Club Printing	12/31/2020 Budget \$ 1.800.00 1,500.00 2,700.00 1,000.00 8,600.00 9,500.00 300.00 100.00	as of 10/31/20 Yearly Total \$ 1,082.82 1,274.08 3,600.00 2,400.00	12/31/2020 Forecast \$ 1,300.00	12/31/2021 Budget \$ 1,800.00 2,500.00 2,700.00 1,000.00 9,600.00 7,000.00 300.00 100.00	\$ 500.00 200.00 (1,100.00 300.00 1,000.00 900.00 (2,000.00 (201.52 (100.00
Contribution Margin BRAND MANAGEMENT. PUBLIC RELATIONS AND CLUB SUPPORT Revenue Promotional Items Shipping and Handling Participating Business Membership Marketing Income Special Events Planned Giving Donations Total Revenue Expenses Club Support Club Co-Operative Advertising Club Direct Expense Club Printing Brochures/ Printing	12/31/2020 Budget \$ 1,800.00 1,500.00 2,700.00 1,000.00 8,600.00 9,500.00 300.00 100.00 500.00	as of 10/31/20 Yearly Total \$ 1,082.82 1,274.08 3,600.00 2,400.00 8,356.90 474.50 98.48 175.00	12/31/2020 Forecast \$ 1,300.00 1,400.00 3,600.00 2,400.00 8,700.00 5,000.00 98.48 - 175.00	12/31/2021 Budget \$ 1,800.00 2,500.00 2,700.00 1,000.00 9,600.00 7,000.00 300.00 100.00 500.00	\$ 500.00 200.00 (1,100.00 300.00 1,000.00 900.00 (2,000.00 (201.52 (100.00 (325.00
Contribution Margin BRAND MANAGEMENT. PUBLIC RELATIONS AND CLUB SUPPORT Revenue Promotional Items Shipping and Handling Participating Business Membership Marketing Income Special Events Planned Giving Donations Total Revenue Expenses Club Support Club Co-Operative Advertising Club Direct Expense Club Printing Brochures/ Printing Graphic Consultant - Brochures	12/31/2020 Budget \$ 1.800.00 1,500.00 2,700.00 1,000.00 8,600.00 9,500.00 300.00 100.00	as of 10/31/20 Yearly Total \$ 1,082.82 1,274.08 3,600.00 2,400.00	12/31/2020 Forecast \$ 1,300.00	12/31/2021 Budget \$ 1,800.00 2,500.00 2,700.00 1,000.00 9,600.00 7,000.00 300.00 100.00	\$ 500.00 200.00 (1,100.00 300.00 1,000.00 900.00 (2,000.00 (201.52 (100.00 (325.00
Contribution Margin BRAND MANAGEMENT. PUBLIC RELATIONS AND CLUB SUPPORT Revenue Promotional Items Shipping and Handling Participating Business Membership Marketing Income Special Events Planned Giving Donations Total Revenue Expenses Club Support Club Co-Operative Advertising Club Direct Expense Club Printing Brochures/ Printing Graphic Consultant - Brochures Legal - Trademarks & Copyrights	12/31/2020 Budget \$ 1,800.00 1,500.00 2,700.00 1,000.00 8,600.00 9,500.00 300.00 100.00 500.00	as of 10/31/20 Yearly Total \$ 1,082.82 1,274.08 3,600.00 2,400.00 8,356.90 474.50 98.48 175.00	12/31/2020 Forecast \$ 1,300.00 1,400.00 3,600.00 2,400.00 8,700.00 5,000.00 98.48 - 175.00	12/31/2021 Budget \$ 1,800.00 2,500.00 2,700.00 1,000.00 9,600.00 7,000.00 300.00 100.00 500.00	\$ 500.00 200.00 (1,100.00 300.00 1,000.00 900.00 (2,000.00 (201.52 (100.00 (325.00
Contribution Margin BRAND MANAGEMENT. PUBLIC RELATIONS AND CLUB SUPPORT Revenue Promotional Items Shipping and Handling Participating Business Membership Marketing Income Special Events Planned Giving Donations Total Revenue Expenses Club Support Club Co-Operative Advertising Club Direct Expense Club Printing Brochures/ Printing Graphic Consultant - Brochures Legal - Trademarks & Copyrights Marketing	12/31/2020 Budget \$ 1,800.00 1,600.00 2,700.00 1,000.00 8,600.00 9,500.00 500.00	as of 10/31/20 Yearly Total \$ 1,082.82 1,274.08 3,600.00 2,400.00 8,356.90 474.50 98.48 175.00	12/31/2020 Forecast \$ 1,300.00 1,400.00 3,600.00 2,400.00 5,000.00 98.48 - 175.00	12/31/2021 Budget \$ 1,800.00 2,500.00 2,700.00 1,000.00 9,600.00 7,000.00 300.00 100.00 500.00	\$ 500.00 (200.00 (1,100.00 300.00 1,000.00 (2,000.00 (201.52 (100.00 (325.00
Contribution Margin BRAND MANAGEMENT. PUBLIC RELATIONS AND CLUB SUPPORT Revenue Promotional Items Shipping and Handling Participating Business Membership Marketing Income Special Events Planned Giving Donations Total Revenue Expenses Club Support Club Co-Operative Advertising Club Direct Expense Club Printing Brochures/ Printing Graphic Consultant - Brochures Legal - Trademarks & Copyrights Marketing Marketing Other	12/31/2020 Budget \$ 1,800.00 1,500.00 2,700.00 1,000.00 8,600.00 9,500.00 500.00 500.00 400.00	as of 10/31/20 Yearly Total \$ 1,082.82 1,274.08 3,600.00 2,400.00 8,356.90 474.50 98.48 - 175.00 175.00 - 113.47	12/31/2020 Forecast \$ 1,300.00 1,400.00 3,600.00 2,400.00 8,700.00 5,000.00 98.48 - 175.00 175.00	12/31/2021 Budget \$ 1,800.00 2,500.00 2,700.00 1,000.00 9,600.00 7,000.00 300.00 100.00 500.00	\$ 500.00 200.00 (1,100.00 300.00 1,000.00 900.00 (2,000.00 (201.52 (100.00 (325.00 (325.00
Contribution Margin BRAND MANAGEMENT. PUBLIC RELATIONS AND CLUB SUPPORT Revenue Promotional Items Shipping and Handling Participating Business Membership Marketing Income Special Events Planned Giving Donations Total Revenue Expenses Club Support Club Co-Operative Advertising Club Direct Expense Club Printing Brochures/ Printing Graphic Consultant - Brochures Legal - Trademarks & Copyrights Marketing Marketing Other Marketing Mbr Incentive/Initiatives - Pride in AANR	12/31/2020 Budget \$ 1.800.00 1,500.00 2,700.00 1,000.00 8,600.00 9,500.00 300.00 500.00 500.00 400.00 5,500.00	as of 10/31/20 Yearly Total \$ 1,082.82 1,274.08 3,600.00 2,400.00 8,356.90 474.50 98.48 - 175.00 175.00 - 113.47 4,828.70	12/31/2020 Forecast \$ 1,300.00 3,600.00 2,400.00 8,700.00 5,000.00 98.48 - 175.00 175.00 113.47 6,155.70	12/31/2021 Budget \$ 1,800.00 2,500.00 2,700.00 1,000.00 9,600.00 7,000.00 300.00 100.00 500.00 200.00 6,635.00	\$ 500.00 200.00 (1,100.00 300.00 1,000.00 900.00 (2,000.00 (201.52 (100.00 (325.00 (325.00 (86.53 (479.30
Contribution Margin BRAND MANAGEMENT. PUBLIC RELATIONS AND CLUB SUPPORT Revenue Promotional Items Shipping and Handling Participating Business Membership Marketing Income Special Events Planned Giving Donations Total Revenue Expenses Club Support Club Co-Operative Advertising Club Direct Expense Club Printing Brochures/ Printing Graphic Consultant - Brochures Legal - Trademarks & Copyrights Marketing Marketing Other Marketing Other Marketing Other Marketing Mbr Incentive/Initiatives - Pride in AANR Advertising	12/31/2020 Budget \$ 1,800.00 1,500.00 2,700.00 1,000.00 8,600.00 9,500.00 300.00 100.00 500.00 400.00 5,500.00 1,000.00	as of 10/31/20 Yearly Total \$ 1,082.82 1,274.08 3,600.00 2,400.00 8,356.90 474.50 98.48 - 175.00 175.00 - 113.47	12/31/2020 Forecast \$ 1,300.00 1,400.00 3,600.00 2,400.00 8,700.00 5,000.00 98.48 - 175.00 175.00	12/31/2021 Budget \$ 1,800.00 2,500.00 2,700.00 1,000.00 9,600.00 7,000.00 300.00 100.00 500.00	\$ 500.00 200.00 (1,100.00 300.00 1,000.00 900.00 (2,000.00 (201.52 (100.00 (325.00 (325.00 (86.53 (479.30
Contribution Margin BRAND MANAGEMENT. PUBLIC RELATIONS AND CLUB SUPPORT Revenue Promotional Items Shipping and Handling Participating Business Membership Marketing Income Special Events Planned Giving Donations Total Revenue Expenses Club Support Club Co-Operative Advertising Club Direct Expense Club Printing Brochures/ Printing Graphic Consultant - Brochures Legal - Trademarks & Copyrights Marketing Marketing Other Marketing Mbr Incentive/Initiatives - Pride in AANR Advertising Marketing - Travel	12/31/2020 Budget \$ 1,800.00 1,500.00 2,700.00 1,000.00 8,600.00 9,500.00 300.00 100.00 500.00 400.00 5,500.00 1,000.00	as of 10/31/20 Yearly Total \$ 1,082.82 1,274.08 3,600.00 2,400.00 8,356.90 474.50 98.48 175.00 175.00 113.47 4,828.70 750.00	12/31/2020 Forecast \$ 1,300.00 1,400.00 3,600.00 2,400.00 8,700.00 5,000.00 98.48 - 175.00 175.00 113.47 6,155.70 750.00	12/31/2021 Budget \$ 1,800.00 2,500.00 2,700.00 1,000.00 9,600.00 7,000.00 300.00 100.00 500.00 200.00 1,000.00	\$ 500.00 200.00 (1,100.00 300.00 1,000.00 (2,000.00 (201.52 (100.00 (325.00 (325.00 (479.30 (250.00
Contribution Margin BRAND MANAGEMENT. PUBLIC RELATIONS AND CLUB SUPPORT Revenue Promotional Items Shipping and Handling Participating Business Membership Marketing Income Special Events Planned Giving Donations Total Revenue Expenses Club Support Club Co-Operative Advertising Club Direct Expense Club Printing Graphic Consultant - Brochures Legal - Trademarks & Copyrights Marketing Marketing Other Marketing Mbr Incentive/Initiatives - Pride in AANR Advertising Marketing - Travel Marketing Promotional Supplies	12/31/2020 Budget \$ 1,800.00 1,500.00 2,700.00 1,000.00 8,600.00 9,500.00 300.00 100.00 500.00 400.00 5,500.00 1,000.00	as of 10/31/20 Yearly Total \$ 1,082.82 1,274.08 3,600.00 2,400.00 8,356.90 474.50 98.48 - 175.00 175.00 - 113.47 4,828.70	12/31/2020 Forecast \$ 1,300.00 3,600.00 2,400.00 8,700.00 5,000.00 98.48 - 175.00 175.00 113.47 6,155.70	12/31/2021 Budget \$ 1,800.00 2,500.00 2,700.00 1,000.00 9,600.00 7,000.00 300.00 100.00 500.00 200.00 6,635.00	\$ 500.00 (200.00 (1,100.00 (200.00 (200.00 (200.00 (200.52 (100.00 (325.00 (325.00 (250.00 (250.00 (250.00 (250.00 (250.00 (250.00 (250.00 (250.00 (250.00 (250.00 (250.00 (250.00 (250.00 (200.00 (25
Contribution Margin BRAND MANAGEMENT. PUBLIC RELATIONS AND CLUB SUPPORT Revenue Promotional Items Shipping and Handling Participating Business Membership Marketing Income Special Events Planned Giving Donations Total Revenue Expenses Club Support Club Co-Operative Advertising Club Direct Expense Club Printing Brochures/ Printing Graphic Consultant - Brochures Legal - Trademarks & Copyrights Marketing Marketing Other Marketing Mbr Incentive/Initiatives - Pride in AANR Advertising Marketing - Travel Marketing Promotional Supplies Public Relations	12/31/2020 Budget \$ 1,800.00 1,600.00 1,500.00 2,700.00 300.00 9,500.00 500.00 500.00 400.00 5,500.00 1,000.00 5,500.00 2,000.00	as of 10/31/20 Yearly Total \$ 1,082.82 1,274.08 3,660.00 2,400.00	12/31/2020 Forecast \$ 1,300.00 1,400.00 3,600.00 2,400.00 5,000.00 98.48 - 175.00 175.00 113.47 6,155.70 750.00 - 46.44	12/31/2021 Budget \$ 1,800.00 2,500.00 2,700.00 1,000.00 9,600.00 7,000.00 300.00 100.00 500.00 200.00 6,635.00 1,000.00 - 2,000.00	\$ 500.00 200.00 (1,100.00 300.00 1,000.00 (2,000.00 (201.52 (100.00 (325.00 (86.53 (479.30 (250.00 (1,953.56
Contribution Margin BRAND MANAGEMENT. PUBLIC RELATIONS AND CLUB SUPPORT Revenue Promotional Items Shipping and Handling Participating Business Membership Marketing Income Special Events Planned Giving Donations Total Revenue Expenses Club Support Club Co-Operative Advertising Club Direct Expense Club Printing Brochures/ Printing Graphic Consultant - Brochures Legal - Trademarks & Copyrights Marketing Marketing Other Marketing Mbr Incentive/Initiatives - Pride in AANR Advertising Marketing - Travel Marketing Promotional Supplies Public Relations Special Events	12/31/2020 Budget \$ 1,800.00 1,500.00 2,700.00 1,000.00 8,600.00 9,500.00 500.00 500.00 5,500.00 1,000.00 5,500.00 1,000.00 1,000.00 1,000.00 1,000.00 1,000.00 1,000.00 1,000.00 1,000.00 1,000.00 1,000.00	as of 10/31/20 Yearly Total \$ 1,082.82 1,274.08 3,600.00 2,400.00 8,356.90 474.50 98.48 175.00 175.00 113.47 4,828.70 750.00	12/31/2020 Forecast \$ 1,300.00 1,400.00 3,600.00 2,400.00 8,700.00 5,000.00 98.48 - 175.00 175.00 113.47 6,155.70 750.00	12/31/2021 Budget \$ 1,800.00 2,500.00 2,700.00 1,000.00 9,600.00 7,000.00 300.00 100.00 500.00 6,635.00 1,000.00 - 2,000.00 1,000.00	\$ 500.00 200.00 (1,100.00 300.00 1,000.00 (201.52 (100.00 (325.00 (325.00 (479.30 (250.00 (1,953.56
Contribution Margin BRAND MANAGEMENT. PUBLIC RELATIONS AND CLUB SUPPORT Revenue Promotional Items Shipping and Handling Participating Business Membership Marketing Income Special Events Planned Giving Donations Total Revenue Expenses Club Support Club Co-Operative Advertising Club Direct Expense Club Printing Brochures/ Printing Graphic Consultant - Brochures Legal - Trademarks & Copyrights Marketing Marketing Other Marketing Mbr Incentive/Initiatives - Pride in AANR Advertising Marketing - Travel Marketing Promotional Supplies Public Relations Public Relations Public Relations Public Relations Committee	12/31/2020 Budget \$ 1.800.00 1,500.00 2,700.00 1,000.00 8,600.00 9,500.00 500.00 500.00 5,500.00 1,000.00 5,000.00 1,000.00 5,000.00 1,000.00 5,000.00 1,000.00 5,000.00 1,500.00 5,000.00 5,000.00 1,500.00 5,000.00	as of 10/31/20 Yearly Total \$ 1,082.82 1,274.08 3,600.00 2,400.00 8,356.90 474.50 98.48 - 175.00 175.00 113.47 4,828.70 750.00 - 46.44 102.85	12/31/2020 Forecast \$ 1,300.00 3,600.00 2,400.00 8,700.00 5,000.00 98.48 - 175.00 175.00 - 46.44 600.00	12/31/2021 Budget \$ 1,800.00 2,500.00 2,700.00 1,000.00 9,600.00 7,000.00 300.00 100.00 500.00 200.00 6,635.00 1,000.00 - 2,000.00 1,500.00 1,500.00	\$ 500.00 200.00 (1,100.00 300.00 1,000.00 900.00 (2,000.00 (201.52 (100.00 (325.00 (325.00 (479.30 (250.00 (1,953.56
Contribution Margin BRAND MANAGEMENT. PUBLIC RELATIONS AND CLUB SUPPORT Revenue Promotional Items Shipping and Handling Participating Business Membership Marketing Income Special Events Planned Giving Donations Total Revenue Expenses Club Support Club Co-Operative Advertising Club Direct Expense Club Printing Brochures/ Printing Graphic Consultant - Brochures Legal - Trademarks & Copyrights Marketing Marketing Other Marketing Mbr Incentive/Initiatives - Pride in AANR Advertising Marketing - Travel Marketing Promotional Supplies Public Relations Special Events	12/31/2020 Budget \$ 1,800.00 1,500.00 2,700.00 1,000.00 8,600.00 9,500.00 500.00 500.00 5,500.00 1,000.00 5,500.00 1,000.00 1,000.00 1,000.00 1,000.00 1,000.00 1,000.00 1,000.00 1,000.00 1,000.00 1,000.00	as of 10/31/20 Yearly Total \$ 1,082.82 1,274.08 3,660.00 2,400.00	12/31/2020 Forecast \$ 1,300.00 1,400.00 3,600.00 2,400.00 5,000.00 98.48 - 175.00 175.00 113.47 6,155.70 750.00 - 46.44	12/31/2021 Budget \$ 1,800.00 2,500.00 2,700.00 1,000.00 9,600.00 7,000.00 300.00 100.00 500.00 6,635.00 1,000.00 - 2,000.00 1,000.00	\$ 500.00 (1,953.56 (900.00 (1,000.00
Contribution Margin BRAND MANAGEMENT. PUBLIC RELATIONS AND CLUB SUPPORT Revenue Promotional Items Shipping and Handling Participating Business Membership Marketing Income Special Events Planned Giving Donations Total Revenue Expenses Club Support Club Co-Operative Advertising Club Direct Expense Club Printing Brochures/ Printing Graphic Consultant - Brochures Legal - Trademarks & Copyrights Marketing Marketing Other Marketing Other Marketing Mbr Incentive/Initiatives - Pride in AANR Advertising Marketing - Travel Marketing Promotional Supplies Public Relations Special Events Public Relations Public Relations Committee	12/31/2020 Budget \$ 1.800.00 1,500.00 2,700.00 1,000.00 8,600.00 9,500.00 500.00 500.00 5,500.00 1,000.00 5,000.00 1,000.00 5,000.00 1,000.00 5,000.00 1,000.00 5,000.00 1,500.00 5,000.00 5,000.00 1,500.00 5,000.00	as of 10/31/20 Yearly Total \$ 1,082.82 1,274.08 3,600.00 2,400.00 8,356.90 474.50 98.48 - 175.00 175.00 113.47 4,828.70 750.00 - 46.44 102.85	12/31/2020 Forecast \$ 1,300.00 3,600.00 2,400.00 8,700.00 5,000.00 98.48 - 175.00 175.00 - 46.44 600.00	12/31/2021 Budget \$ 1,800.00 2,500.00 2,700.00 1,000.00 9,600.00 7,000.00 300.00 100.00 500.00 200.00 6,635.00 1,000.00 - 2,000.00 1,500.00 1,500.00	\$ 500.00 200.00 (1,100.00 300.00 1,000.00 (201.52 (100.00 (325.00 (325.00 (479.30 (250.00 (1,953.56 (900.00 (1,000.00 (400.00
RAND MANAGEMENT. PUBLIC RELATIONS AND CLUB SUPPORT Revenue Promotional Items Shipping and Handling Participating Business Membership Marketing Income Special Events Planned Giving Donations Total Revenue Expenses Club Support Club Co-Operative Advertising Club Direct Expense Club Printing Brochures/ Printing Graphic Consultant - Brochures Legal - Trademarks & Copyrights Marketing Marketing Other Marketing Mbr Incentive/Initiatives - Pride in AANR Advertising Marketing - Travel Marketing Promotional Supplies Public Relations Special Events Public Relations Public Relations Public Relations - Other	12/31/2020 Budget \$ 1,800.00 1,500.00 2,700.00 1,000.00 8,600.00 9,500.00 300.00 100.00 500.00 1,000.00 5,500.00 1,000.00 1,000.00 1,500.00 1,500.00 1,500.00 1,500.00	as of 10/31/20 Yearly Total \$ 1,082.82 1,274.08 3,600.00 2,400.00	12/31/2020 Forecast \$ 1,300.00	12/31/2021 Budget \$ 1,800.00 2,500.00 2,700.00 1,000.00 9,600.00 7,000.00 300.00 500.00 500.00 2,000.00 1,000.00 1,000.00 2,000.00 1,000.00 500.00	\$ 500.00 (1,100.00 (2,000.00 (201.52 (100.00 (325.00 (479.30 (1,953.56 (900.00 (400.00 (8,550.00 (8,550.00
REVENUE SUPPORT Revenue Promotional Items Shipping and Handling Participating Business Membership Marketing Income Special Events Planned Giving Donations Total Revenue Expenses Club Support Club Co-Operative Advertising Club Direct Expense Club Printing Brochures/ Printing Graphic Consultant - Brochures Legal - Trademarks & Copyrights Marketing Marketing Other Marketing Mbr Incentive/Initiatives - Pride in AANR Advertising Marketing - Travel Marketing Promotional Supplies Public Relations Special Events Public Relations Committee Public Relations - Other Public Relations Consultant	12/31/2020 Budget \$ 1,800.00 1,600.00 1,500.00 2,700.00 300.00 100.00 500.00 500.00 1,000.00 1,000.00 1,000.00 1,000.00 1,000.00 1,000.00 1,000.00 1,000.00 1,000.00 1,000.00 1,000.00 1,000.00 1,000.00 1,000.00 1,000.00	as of 10/31/20 Yearly Total \$ 1,082.82 1,274.08 3,600.00 2,400.00 8,356.90 474.50 98.48 175.00 175.00 113.47 4,828.70 750.00 46.44 102.85 47.17 15,450.00	12/31/2020 Forecast \$ 1,300.00 1,400.00 3,600.00 2,400.00 5,000.00 98.48 - 175.00 175.00 175.00 - 46.44 600.00 - 100.00 15,450.00	12/31/2021 Budget \$ 1,800.00 2,500.00 2,700.00 300.00 7,000.00 300.00 100.00 500.00 6,635.00 1,000.00 -2,000.00 1,000.00 -1,000.00 -2,000.00 1,000.00 -2,000.00 1,000.00 -2,000.00 -2,000.00 -2,000.00 -2,000.00 -2,000.00	\$ 500.00 (1,100.00 (2,000.00 (2,000.00 (2,000.00 (2,000.00 (325.00 (325.00 (479.30 (250.00 (1,953.56 (900.00 (400.00 (400.00 (8,550.00 (2,500.00)
Revenue Promotional Items Shipping and Handling Participating Business Membership Marketing Income Special Events Planned Giving Donations Total Revenue Expenses Club Support Club Co-Operative Advertising Club Direct Expense Club Printing Graphic Consultant - Brochures Legal - Trademarks & Copyrights Marketing Marketing Other Marketing Mbr Incentive/Initiatives - Pride in AANR Advertising Marketing - Travel Marketing Promotional Supplies Public Relations Special Events Public Relations Consultant Public Relations Consultant Public Relations Consultant Public Relations Consultant Public Relations Promotional Supplies	12/31/2020 Budget \$ 1,800.00 1,600.00 1,500.00 2,700.00 300.00 1,000.00 500.00 500.00 1,000.00 5,500.00 1,000.00 1,000.00 1,000.00 1,000.00 1,000.00 1,000.00 1,000.00 1,000.00 1,000.00 1,500.00 1,500.00 1,500.00 1,500.00 1,500.00 1,500.00 1,500.00 1,500.00 1,500.00 1,500.00 1,500.00 1,500.00 1,500.00 1,500.00 1,500.00 1,500.00 1,500.00	as of 10/31/20 Yearly Total \$ 1,082.82 1,274.08 3,660.00 2,400.00	12/31/2020 Forecast \$ 1,300.00 1,400.00 3,600.00 2,400.00 5,000.00 98.48 - 175.00 175.00 175.00 - 46.44 600.00 - 100.00 15,450.00 2,000.00	12/31/2021 Budget \$ 1,800.00 2,500.00 2,700.00 1,000.00 9,600.00 7,000.00 300.00 100.00 500.00 2,000.00 1,000.00	\$ 500.00 200.00 (1,100.00 300.01 1,000.00 (2,000.00 (201.52 (100.00 (325.00 (325.00 (479.30 (250.00 (1,953.56 (900.00 (1,000.00 (8,550.00 (2,500.00 (2,500.00 (8,550.00 (5,55.10
Contribution Margin BRAND MANAGEMENT. PUBLIC RELATIONS AND CLUB SUPPORT Revenue Promotional Items Shipping and Handling Participating Business Membership Marketing Income Special Events Planned Giving Donations Total Revenue Expenses Club Support Club Co-Operative Advertising Club Direct Expense Club Printing Brochures/ Printing Graphic Consultant - Brochures Legal - Trademarks & Copyrights Marketing Marketing Other Marketing Mbr Incentive/Initiatives - Pride in AANR Advertising Marketing - Travel Marketing Promotional Supplies Public Relations Special Events Public Relations Committee Public Relations Committee Public Relations Promotional Supplies Public Relations Promotional Supplies Public Relations - Other Public Relations Promotional Supplies Public Relations - Travel Shipping Supplies	\$ 1,800.00 1,600.00 1,000.00 2,700.00 300.00 300.00 1,000.00 500.00 500.00 1,500.00 1,500.00 1,500.00 1,000.00 500.00 1,000.00 500.00 1,000.00 1,000.00 500.00 1,000.00 500.00 1,000.00 500.00 1,500.00 500.00 1,500.00 500.00 1,500.00 500.00	as of 10/31/20 Yearly Total \$ 1,082.82 1,274.08 3,600.00 2,400.00	12/31/2020 Forecast \$ 1,300.00 1,400.00 3,600.00 2,400.00 5,000.00 98.48 - 175.00 175.00 - 46.44 600.00 - 100.00 15,450.00 2,000.00 449.49	12/31/2021 Budget \$ 1,800.00 2,500.00 2,700.00 1,000.00 9,600.00 7,000.00 300.00 100.00 500.00 6,635.00 1,000.00 - 2,000.00 1,500.00 1,000.00 500.00 4,500.00 4,500.00	\$ 500.00 200.00 (1,100.00 300.01 1,000.00 (2,000.00 (201.52 (100.00 (325.00 (325.00 (479.30 (250.00 (1,953.56 (900.00 (1,000.00 (8,550.00 (2,500.00 (2,500.00 (8,550.00 (5,55.10
Contribution Margin BRAND MANAGEMENT. PUBLIC RELATIONS AND CLUB SUPPORT Revenue Promotional Items Shipping and Handling Participating Business Membership Marketing Income Special Events Planned Giving Donations Total Revenue Expenses Club Support Club Co-Operative Advertising Club Direct Expense Club Printing Brochures/ Printing Graphic Consultant - Brochures Legal - Trademarks & Copyrights Marketing Marketing Other Marketing Mbr Incentive/Initiatives - Pride in AANR Advertising Marketing - Travel Marketing Promotional Supplies Public Relations Public Relations - Other Public Relations Consultant Public Relations - Other Public Relations - Travel Shipping Supplies Manpower	\$ 1,800.00 1,600.00 1,000.00 2,700.00 300.00 300.00 1,000.00 500.00 500.00 1,500.00 1,500.00 1,500.00 1,000.00 500.00 1,000.00 500.00 1,000.00 1,000.00 500.00 1,000.00 500.00 1,000.00 500.00 1,500.00 500.00 1,500.00 500.00 1,500.00 500.00	as of 10/31/20 Yearly Total \$ 1,082.82 1,274.08 3,600.00 2,400.00	12/31/2020 Forecast \$ 1,300.00 1,400.00 3,600.00 2,400.00 5,000.00 98.48 - 175.00 175.00 - 46.44 600.00 - 100.00 15,450.00 2,000.00 449.49	12/31/2021 Budget \$ 1,800.00 2,500.00 2,700.00 1,000.00 9,600.00 7,000.00 300.00 100.00 500.00 6,635.00 1,000.00 - 2,000.00 1,500.00 1,000.00 500.00 4,500.00 4,500.00	\$ 500.00 200.00 (1,100.00 300.01 1,000.00 (2,000.00 (201.52 (100.00 (325.00 (325.00 (479.30 (250.00 (1,953.56 (900.00 (1,000.00 (8,550.00 (2,500.00 (2,500.00 (8,550.00 (5,55.10
Contribution Margin BRAND MANAGEMENT. PUBLIC RELATIONS AND CLUB SUPPORT Revenue Promotional Items Shipping and Handling Participating Business Membership Marketing Income Special Events Planned Giving Donations Total Revenue Expenses Club Support Club Co-Operative Advertising Club Direct Expense Club Printing Brochures/ Printing Graphic Consultant - Brochures Legal - Trademarks & Copyrights Marketing Marketing Other Marketing Mbr Incentive/Initiatives - Pride in AANR Advertising Marketing - Travel Marketing Promotional Supplies Public Relations Special Events Public Relations Committee Public Relations - Other Public Relations - Other Public Relations Promotional Supplies Public Relations - Other Public Relations - Other Public Relations - Travel Shipping Supplies	12/31/2020 Budget \$ 1.800.00 1,500.00 2,700.00 1,000.00 8,600.00 9,500.00 500.00 500.00 1,000.00 1,000.00 1,000.00 1,000.00 1,000.00 1,000.00 1,000.00 1,000.00 1,000.00 1,000.00 2,000.00 1,000.00 2,000.00 1,000.00 2,000.00 2,000.00	as of 10/31/20 Yearly Total \$ 1,082.82 1,274.08 3,600.00 2,400.00	12/31/2020 Forecast \$ 1,300.00 3,600.00 2,400.00 8,700.00 98.48 - 175.00 175.00 - 46.44 600.00 - 100.00 15,450.00 2,000.00 449.49 360.00	12/31/2021 Budget \$ 1,800.00 2,500.00 2,700.00 1,000.00 9,600.00 7,000.00 300.00 100.00 500.00 2,000.00 1,000.00 1,000.00 1,000.00 1,000.00 1,000.00 1,000.00 1,000.00 24,000.00 4,600.00 500.00 370.00	\$ 500.00 200.00 (1,100.00 300.00

Bob Page Memorial - Legal & Governm	12/31/2020	12/31/2021	Change fav (unfav)
Total Revenue Expenses 12,000,00 14,500	Forecast	Budget	
Expenses 100,00	0 \$ 3,200.00	0 \$ 10,000.00	\$ 6,800.00
Government Affairs Supplies Occowrrament Consultant - Legal NCSL Pois Occowrrament Consultant - Legal NCSL Pois Occowrrament Affairs - Manpower Tfr Legislative Tracking Travel Government Affairs - Manpower Tfr Legislative Tracking Travel Government Affairs - Manpower Tfr Legislative Tracking Travel Government Affairs / DC Government Travel OCR - Outdoor Received Fracking OCR - Outdoor Received Fracking Travel Government Affairs / DC Government Travel OCR - Outdoor Received Fracking OCR - Outdoor Received Fracking Travel Government Affairs / DC Government Travel OCR - Outdoor Received Fracking OCR - Outdoor Received Fracking Travel Government Affairs / DC Government Travel OCR - Outdoor Received Fracking OCR - Outdoor Received Fracking Travel Expenses Reservice Fracking Septiment Fracking Septiment Fracking Occoment Fracking Occ	0 3,200.00	0 10,000.00	6,800.00
Sovernment Consultant - Legal			
NCSL Pins NCSL Cats 6,000,000 3,000 Government Affairs - Mappower Tif Legislative Tracking Fed Parks & Rec Newsletter 1,000,000 Trovel Government Affairs/DC Government Travel OR- Outdoor Recreation Roundtable Total Expenses Contribution Margin RESTRICTED FUNDS	0 145.00	0 200.00	(55.00)
NCSL Cots 6,000,00 3.30,00 Government Affairs - Manpower Tif 12,900,00 10,750,00 Legislative Tracking 7,360,00 7,360,00 Fed Parks & Rec Newsletter 2,000,00 888,00 Tratal Expenses 30,300 1,353,00 OOR - Outdoor Recreation Roundrable \$ (21,300,00) \$ (19,00) RESTRICTED FUNDS 223,400,00 \$ (19,00) RESTRICTED FUNDS 100,000,00 \$ (19,00) Revenue Gesal Miller Fund Earnings \$ 10,000,00 \$ (47,785,30) Life Membership - Earnings \$ 10,000,00 \$ (47,853,0) Life Membership - Earnings \$ 10,000,00 \$ (3,368,44) Property Management Fund - Earnings \$ 6,000,00 \$ (3,368,44) Property Management Fees \$ 6,000,00 \$ (3,788,44) Total Expenses \$ 6,000,00 \$ (3,788,44) Total Expenses \$ 6,000,00 \$ (3,788,44) Total Expenses \$ 6,000,00 \$ (7,724,60) \$ (7,724,60) Revenue \$ 1,000,00 \$ (7,724,60) </td <td></td> <td>-</td> <td></td>		-	
Covernment Affairs - Manpower Tif	0 2,186.00	0 2,300.00	(114.00
Government Affairs - Manpower Tif	0 33.00	0 6,000.00	(5,967.00
Legislative Tracking Fed Parks & Rec Newsletter (17-10) (17-10	0 12,900.00	0 12,900.00	
Fed Parks & Rec Newsletter 3000 889.00 CORT CORT CONTRIVENCE 2.500.00 889.00 CORT	0 7,350.00	0 7,350.00	
Total Expenses		30.00	(30.00
Total Expenses 3,33,800 2,13,530	0 889.00	0 2,500.00	(1,611.00
Total Expenses		-	•
RESTRICTED FUNDS	0 23,503.00	0 31,280.00	(7,777.00
RESTRICTED FUNDS		(21,280.00)	
Revenue Revenue Aglustment S			
Revenue (0xxx) Budget Yearly Total Miller Fund Earnings 1,000.00 1,142,280.00 1,14	12/31/2020	12/31/2021	Change fav (unfav)
Miller Fund Earnings	Forecast	Budget	Change lav (umav)
Connett Fund - Earnings		_	\$ 10,000.00
Life Membership- Earnings Property Management Fees Total Earnings Sa,000.00 Total Expenses Portrollo Management Fees Total Expenses Contribution Margin ADMINISTRATON Revenue Budget Party Total Perty Tot			
Property Management Fund - Earnings			
Total Earnings 38,000.00 (31,386.42)		1	4,000.0
Expenses			6,000.0
Portfolio Management Fees	(19,000.00)	18,000.00	37,000.0
Total Expenses 6,300.00 5,879.58 Contribution Margin \$ 31,100.00 \$ (37,248.00 \$ \$ \$ (37,248.00 \$ \$ \$ \$ \$ \$ \$ \$ \$ \$			
Contribution Margin S 31,100.00 S (37,248,00) S			(900.00
Revenue		.,	(900.00
Revenue Budget Yearly Total Following Staff Meals Staff Meal) \$ (25,000.00)	0) \$ 11,100.00	\$ 36,100.0
Revenue Budget Yearly Total Following Staff Meals Staff Meal			
Revenue Budget Yearly Total Following Staff Meals Staff Meal			
Revenue Budget Yearly Total Following Staff Meals Staff Meal	12/31/2020	12/31/2021	Change fav (unfav)
Deferred Revenue Adjustment S 10,000.00 S S S New Club Registration Fee 700.00 500.00 Sustainability Fund - Farnings (Loss) Sustainability F	Forecast	Budget	- commission (minus)
New Club Registration Fee 700.00 Sustainability Fund - Earnings (Loss) Miscellaneous Income 500.00 2,081.47 Rental Income 500.00 2,081.47 Rental Income 500.00 2,081.47 Rental Income 5,500.00 6,135.50 Business Service - Contract Fee		_	1,000.0
Sustainability Fund - Earnings (Loss) 500.00 2,081.47 Miscellaneous Income 55,000.00 2,081.47 Rental Income 5,500.00 6,135.50 Business Service - Contract Fee - - Total Revenue 52,119.20 38,582.97 Expenses - - Audit-Accounting Fees 10,500.00 8,460.70 Data Offsite Storage & Retrieval 1,400.00 1,305.76 Impexium 44,000.00 20,180.28 Dues & Subscriptions 1,000.00 6,698.86 Building Insurance 11,580.00 9,805.17 Maintenance - Building 5,000.00 3,339.30 Telephone 9,700.00 6,995.73 Executive Director Expenses 2,000.00 321.16 Staff Meals 1,500.00 408.10 Travel Executive Director 5,000.00 985.07 Travel ANR Staff 300.00 - Graphic Consultant Office 300.00 - Utilities 100.00 7,447.04 Lice			100.0
Miscellaneous Income 35,419.20 2,986.60 Other Donations Income 5,500.00 6,135.50 Business Service - Contract Fee - - Total Revenue 52,119.20 38,582.97 Expenses - - Audit-Accounting Fees 10,500.00 8.460.70 Data Offsite Storage & Retrieval 1,400.00 1,305.76 Impexium 44,000.00 20,180.28 Dues & Subscriptions 1,000.00 1,194.00 Equipment Rental Expense 9,500.00 6,698.86 Building Insurance 11,590.00 9,805.17 Maintenance - Building 5,000.00 3,339.30 Executive Director Expenses 2,000.00 321.16 Staff Meals 1,500.00 408.10 Travel Executive Director 5,000.00 321.16 Travel Executive Director 5,000.00 325.07 Travel AANR Staff 300.00 126.65 Graphic Consultant Office 300.00 1.747.04 Utilities 1000.00 1.583.00	000.00	700.00	100.00
Rental Income 35,419.20 29,866.00 Other Donations Income 5,500.00 6,135.50 Business Service - Contract Fee - - Total Revenue 52,119.20 38,582.97 Expenses 10,500.00 8,460.70 Data Offsite Storage & Retrieval 1,400.00 1,305.76 Impexium 4,000.00 1,319.26 Dues & Subscriptions 1,000.00 1,194.00 Equipment Rental Expense 9,500.00 6,698.86 Building Insurance 11,580.00 9,805.17 Maintenance - Building 5,000.00 3,339.30 Executive Director Expenses 2,000.00 3,339.30 Executive Director Expenses 2,000.00 321.16 Staff Meals 1,500.00 408.10 Travel Executive Director 5,000.00 985.07 Executive Director 5,000.00 995.07 Executive Director 5,000.00 995.07 Executive Director 5,000.00 7,447.04 Utilities 1,000.00 7,447.04 <	7 2,200.00	0 500.00	(1,700.00
Other Donations Income 5,500.00 6,135.50 Business Service - Contract Fee - - Total Revenue 52,119.20 38,582.97 Expenses - - Audit-Accounting Fees 10,500.00 8,460.70 Data Offsite Storage & Retrieval 1,400.00 1,305.76 Impexium 44,000.00 20,180.28 Dues & Subscriptions 1,000.00 1,194.00 Equipment Rental Expense 9,500.00 6,698.86 Building Insurance 11,580.00 9,805.17 Maintenance - Building 5,000.00 3,339.30 Telephone 9,700.00 6,995.73 Executive Director Expenses 2,000.00 321.16 Staff Meals 1,500.00 408.10 Travel Executive Director 5,000.00 385.07 Travel Executive Director 5,000.00 985.07 Travel ANR Staff 300.00 126.65 Graphic Consultant Office 300.00 126.65 Utilities 10,000.00 7,447.04 Lic			150.00
Business Service - Contract Fee			(1,500.00
Expenses S2,119.20 S8,582.97 Expenses Audit-Accounting Fees 10,500.00 8,460.70 S4,60.70 S4,6	7,000.00	5,500.00	(1,500.00
Expenses Audit-Accounting Fees 10,500.00 8,460.70 Data Offsite Storage & Retrieval 1,400.00 1,305.76 Impexium 44,000.00 20,180.28 Dues & Subscriptions 1,000.00 1,194.00 Equipment Rental Expense 9,500.00 6,698.86 Building Insurance 11,580.00 3,339.30 Telephone 9,700.00 3,905.77 Maintenance - Building 5,000.00 3,339.30 Telephone 9,700.00 6,995.73 Executive Director Expenses 2,000.00 321.16 Staff Meals 1,500.00 408.10 Travel Executive Director 5,000.00 985.07 Travel Executive Director 5,000.00 126.65 Graphic Consultant Office 300.00 126.65 Graphic Consultant Office 10,000.00 7,447.04 License 100.00 1,583.00 Maintenance - Grounds 3,500.00 1,583.00 Maintenance - Office 4,500.00 2,198.95 ANRL 500.00 - 800 Bank/Credit Card Service Charges 24,000.00 22,500.42 Canadian Conversion Charge 1,000.00 1,289.30 Donations Made 250.00 45.24 Miscellaneous Expense 1,000.00 1,449.70 Office Supplies/Shred Expense 11,000.00 7,323.13 Taxes - General 100.00 69.98 Internet Services Office 1,800.00 1,449.70 Office Supplies/Shred Expense 11,000.00 7,750.00 Interest Expense - Capital Leases 600.00 4,94 Depreciation 15,000.00 1,313.55 Legal Direct Assistance 5,000.00 29,022.91 Total Expenses 500.00 29,022.91			// 050 00
Audit-Accounting Fees	7 54,669.20	0 52,719.20	(1,950.00
Data Offsite Storage & Retrieval 1,400.00 1,305.76 Impexium 44,000.00 20,180.28 Dues & Subscriptions 1,000.00 1,194.00 Equipment Rental Expense 9,500.00 6,699.86 Building Insurance 11,580.00 9,805.17 Maintenance - Building 5,000.00 3,339.30 Telephone 9,700.00 6,995.73 Executive Director Expenses 2,000.00 321.16 Staff Meals 1,500.00 408.10 Travel Executive Director 5,000.00 985.07 Travel Executive Director 5,000.00 985.07 Travel AANR Staff 300.00 126.65 Graphic Consultant Office 300.00 - Utilities 10,000.00 7,447.04 License 10,000.0 7,447.04 License 100.00 - Maintenance - Grounds 3,500.00 1,583.00 Maintenance - Office 4,500.00 2,198.95 ANRL 500.00 2,198.95 ANRL 500.00<		40 500 00	/400.00
Impexium	0 10,100.00	0 10,500.00	(400.00
Impexium	6 1,500.00	0 1,500.00	
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Equipment Rental Expense 9,500.00 6,698.86 Building Insurance 11,580.00 9,805.17 Maintenance - Building 5,000.00 3,339.30 Telephone 9,700.00 6,995.73 Executive Director Expenses 2,000.00 321.16 Staff Meals 1,500.00 408.10 Travel Executive Director 5,000.00 985.07 Travel AANR Staff 300.00 126.65 Graphic Consultant Office 300.00 - Utilities 10,000.00 7,447.04 License 100.00 - Maintenance - Grounds 3,500.00 1,583.00 Maintenance - Office 4,500.00 2,198.95 ANRL 500.00 - Bad Debt 400.00 8.00 Bank/Credit Card Service Charges 24,000.00 22,500.42 Canadian Conversion Charge 1,000.00 1,289.30 Donations Made 250.00 45.24 Miscellaneous Expense 11,000.00 1,449.70 Internet Services Office 1,800.00 1,449.70 Office Supplies/Shred Expense			, ,
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Maintenance - Building 5,000.00 3,339.30 Telephone 9,700.00 6,995.73 Executive Director Expenses 2,000.00 321.16 Staff Meals 1,500.00 408.10 Travel Executive Director 5,000.00 985.07 Travel AANR Staff 300.00 126.65 Graphic Consultant Office 300.00 - Utilities 10,000.00 7,447.04 License 100.00 - Maintenance - Grounds 3,500.00 1,583.00 Maintenance - Office 4,500.00 2,198.95 ANRL 500.00 2,198.95 ANRL 500.00 2,198.95 ANRL 500.00 2,2500.42 Canadian Conversion Charge 1,000.00 1,269.30 Donations Made 250.00 45.24 Miscellaneous Expense 300.00 69.98 Internet Services Office 1,800.00 1,449.70 Office Supplies/Shred Expense 11,000.00 7,323.13 Taxes - Real Estate 8,400.00 6,903.00 Computer Programming & Maintenance/Conetics Fees	6 8,679.90	9,500.00	(820.10
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Interest Expense - Capital Leases 600.00 4.94 Depreciation 15,000.00 14,313.55 Legal Direct Assistance 5,000.00 - Legal 5,000.00 29,022.91 Total Expenses 207,930.00 161,779.17	0 8,400.00	0 10,000.00	(1,600.00
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EXECUTIVE OFFICE	12/31/2020	as of 10/31/20	12/31/2020	12/31/2021	CI	hange fav (unfav)
Expenses	Budget	Yearly Total	Forecast	Budget		
Employee Benefit - Insurance	\$ 128,600.00	\$ 105,934.09	\$ 128,000.00	\$ 132,000.00	\$	(4,000.00)
Payroll - Administration	194,550.07	145,108.44	180,000.00	201,888.50		(21,888.50)
Payroll - Executive	317,949.93	246,714.84	300,000.00	321,687.00		(21,687.00)
Bonuses,Base Salary Adj	6,250.00		6,250.00	6,250.00		-
Temp Employment/Seasonal Staff						-
401K - Employer Contribution	5,300.00	3,895.70	4,650.00	5,000.00		(350.00)
Payroll/401k Fees	6,800.00	6,124.11	7,500.00	8,000.00		(500.00)
Taxes - Payroll	38,000.00	27,031.37	33,400.00	41,000.00		(7,600.00)
Staff Training	1,000.00	199.00	199.00	1,000.00		(801.00)
Total Expenses	698,450.00	535,007.55	659,999.00	716,825.50		(56,826.50)
Transfers to Operating Departments						
Manpower Tfr - Government Affairs	(12,900.00)	(10,750.00)	(12,900.00)	(12,900.00)		-
Manpower Tfr - Publications	(44,300.00)	(36,920.00)	(44,304.00)	(44,300.00)		(4.00)
Manpower Tfr - Electronic Services	(10,250.00)	(8,540.00)	(10,248.00)	(10,250.00)		2.00
Manpower Tfr - Membership	(117,398.00)	(97,830.00)	(117,396.00)	(117,398.00)		2.00
Manpower Tfr - Brand Management	(112,850.00)	(94,040.00)	(112,848.00)	(112,850.00)		2.00
Transfers to Operating Departments	(297,698.00)	(248,080.00)	(297,696.00)	(297,698.00)		2.00
Net Payroll Costs	\$ 400,752.00	\$ 286,927.55	\$ 362,303.00	\$ 419,127.50	\$	(56,824.50)
FINAL TOTAL						
Final Net Income (Loss)	\$ 11,817.20	\$ 115,069.73	\$ 57,002.34	\$ 29,460.70	\$	(27,541.64)

10 - CAPITAL EXPENDITURES

Computer equipment

4,000 22,500

Electrical work on federal pacific breakers for building