

2014 IPMS/USA Annual Meeting

Saturday, August 9, 2014
Hampton, Virginia

2014 Officers

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

Support Staff

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

Support Staff - Website

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

Membership

	Aug-13	Aug-14	Change	%	Result
Memberships	4226	4261	35	1%	Increase
Members	4546	4593	47	1%	Increase
Adult Memberships	3943	3950	7	0%	Increase
Family Memberships	194	204	10	5%	Increase
Family Members	514	549	35	6%	Increase
Junior Memberships	24	24	0	0%	No Change
Life Memberships	28	27	-1	-4%	Decrease
COMP Memberships	37	43	6	14%	Increase

DLC Nationals Report

- ▶ 224 chapters as of August 2014, down from 236 in August 2013.
- ▶ Chapter Fact Sheets being updated by Director of Local Chapters (DLC) with latest member expiration dates.
- ▶ Fact Sheets will be sent out to Regional Coordinators (RCs) in September. RCs will forward revised Fact Sheets to the chapters to kick off the charter renewal process.
- ▶ Charter renewal cycle begins October 1, 2014 and closes December 31, 2014 . RC's will update the Fact Sheets and send those to the Chapter Contacts before October 1, 2014.

Chapters by Region

Region #	Region Description	Current # of Chapters	New Since Sep 2013	Non-renewals Since Sep 2013	Change (+/-)
1	Northeast	22	0	2	-2
2	Mid-Atlantic	14	0	1	- 1
3	Southeast	16	1	1	0
4	Central US	24	1	0	+ 1
5	Midwest	41	2	1	+ 1
6	TX, LA, AR, OK, KS	21	2	5	- 3
7	Northwest	12	0	0	0
8	S. CA & NV	7	0	0	0
9	N. CA & NV	10	1	4	-3
10	Southwest	17	0	2	-2
11	Florida	16	1	0	+1
12	Carolinas	17	0	2	-2
13	Outside CONUS	6	0	2	-2
TOTAL		224	8	20	-12

Regional Coordinators

Director, Local Chapters
Larry Randel



Region 1
Doc Wiseman



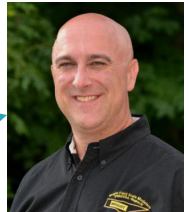
Region 2
Tim Ward



Region 3
Phil Hale



Region 4
Dave Koukol



Region 5
Kelly Quirk



Region 6
Sean Glaspell



Region 7
Dave Fletcher



Region 8
James Woody



Region 9
Chris Bucholtz



Region 10
Mike Mackowski



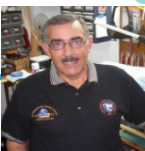
Region 11
Tony Ivone



Region 12
Dave Corvino



Region 13
Jorge Mustafa



Make N Take Report

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

Make N Take Program: Orders & Costs

	Events	Models Shipped	Model Costs	Shipping Costs	Gross Cost
Aug - Sep - 2013	13	900	\$ 2708.73	\$ 445.64	\$ 3154.37
Oct - Nov 2013	9	549	\$ 1529.00	\$ 344.12	\$ 1873.12
Dec 13 – Jan 14	3	500	\$ 1619.00	\$ 331.34	\$ 1950.34
Feb - Mar 2014	12	491	\$ 1529.05	\$ 329.81	\$ 1858.86
Apr - May 2014	19	971	\$ 2848.10	\$ 698.25	\$ 3546.35
Jun - Jul 2014	8	450	\$ 1259.15	\$ 301.31	\$ 1560.46
Totals	64	3861	\$ 11493.03	\$ 2450.47	\$ 13642.19

Make N Take Program: Offsets & Net Costs

	Gross Costs	Offset Payments	Donations		Net Costs
Aug - Sep - 2013	\$ 3154.37	\$ 575.00	0		\$ 2579.37
Oct - Nov 2013	\$ 1873.12	\$ 356.00	0		\$ 1517.12
Dec 13 - Jan 14	\$ 1950.34	\$ 500.00	0		\$ 1450.34
Feb - Mar 2014	\$ 1858.86	\$ 676.50	0		\$ 1182.36
Apr - May 2014	\$ 3546.35	\$ 1307.00	0		\$ 2239.35
Jun - Jul 2014	\$ 1560.46	\$ 600.00	0		\$ 960.46
Total	\$ 13642.19	\$ 4014.50	0		9627.69

Website

- ▶ IPMS/USA Home (www.ipmsusa.org)
 - Sessions: 187,119
 - Users: 70,317
 - Page views: 831,382
 - Desktop: 84%, Mobile: 16%
 - USA: 88%, Canada: 2.6%, UK: 1.3%

- ▶ IPMS/USA Store (www.ipmsusa2.org)
 - Sessions: 18,672
 - Users: 15,407
 - Page views: 54,126
 - Desktop: 84%, Mobile: 16%
 - USA: 77%, Canada: 2.9%, UK: 2.7%

Website

- ▶ IPMS/USA Forum (forum.ipmsusa3.org)
 - Sessions: 50,779
 - Users: 11,448
 - Pageviews: 329,891
 - Desktop: 84%, Mobile: 16%
 - USA: 92%, Canada: 1%, UK: 1%

- ▶ IPMS/USA Reviews (web.ipmsusa3.org)
 - Sessions: 269,922
 - Users: 153,361
 - Pageviews: 602,534
 - Desktop: 83%, Mobile: 16%
 - USA: 39%, Canada: 3%, UK: 7%, Germany: 4%, France: 3.5%

Website Status

- ▶ The software for the Reviews site and Forums will require a major version upgrade in the next 6-8 months. These sites will be offline for a few days, in the case of the Forums, and possible a week or two, in the case of the Review site.
- ▶ There have been preliminary discussions on building a new IPMS/USA online store which would more suit the needs of the Society. This could include creating an online membership database for member information and purchases, voting, Forum access, etc.
- ▶ The rebuilding of the main IPMS/USA web site continues as does building a new Events/Calendar system and Chapter/Region database and map.

Finances - Income

Income	2011	2012	2013	2014 Through 6/31	2014 Projected(est)
Membership	\$101,078	\$94,539	\$101,313	\$54,685	\$102,000
Chapters	\$3,795	\$3,995	\$3,880	\$1,110	\$4,000
Clothing	\$2,641	\$1,219	\$799	\$272	\$3,000
Journals-Old sales	\$445	\$440	\$548	\$239	\$478
Make and Take Donations	\$1,472	\$1,160	\$4,120	\$413	\$5,000
National Convention Income	\$18,245	\$0	\$14,717	\$0	\$14,185
Advertising	\$16,400	\$18,401	\$20,305	\$7,565	\$20,000
CC CONV CHGS	\$1,018	\$0	\$1,208	\$0	\$1,000
Tax Refund	\$0	\$600	\$0	\$0	\$0
Total Income	\$145,095	\$120,354	\$146,890	\$64,284	\$149,663

Finances - Expenses

Expenses	2011	2012	2013	2014 Through 6/31	2014 Projected(est)
Operating Costs	\$52,593	\$61,831	\$58,896	\$23,638	\$55,000
Reviewer Corps	\$3,702	\$4,663	\$4,873	\$2,247	\$4,495
Internet	\$2,329	\$2,304	\$2,792	\$486	\$3,000
Journal Costs	\$80,641	\$74,255	\$80,768	\$32,326	\$72,000
National Convention Cost	\$1,576	\$3,768	\$2,596	\$71	\$3,000
Make and Take	\$5,833	\$8,066	\$12,352	\$9,541	\$19,082
Regional Costs	\$800	\$385	\$795	\$797	\$1,595
Sale Items	\$1,856	\$2,759	\$345	\$5,163	\$6,000
Total Expenses	\$149,330	\$158,031	\$163,417	\$74,270	\$164,172

Finances – Net Income

	2011	2012	2013	2014 Through 6/31	2014 Projected(est)
Total Income	\$145,095	\$120,354	\$146,890	\$64,284	\$149,663
Total Expenses	\$149,330	\$158,031	\$163,417	\$74,270	\$164,172
Net Gain/Loss	(\$4,235)	(\$37,677)	(\$16,527)	(\$9,986)	(\$14,509)

Current Assets

Convention Accounts	2013	Current
2013	\$52,296	\$0
2014	\$29,006	\$52,268
2015	\$1,000	\$942
Total		\$53,210
Operating Money		
Wire Transfer account	\$0	\$2,264
Savings	\$2,640	\$0
M & T	\$647	\$0
Convention Account	\$14,284	\$14,288
Regular Checking	\$34,703	\$28,451
Total	\$52,274	\$45,003
Savings		
CD's	\$128,300	\$129,542
Total Assets	\$262,876	\$227,755
Total Operating Assets	\$180,574	\$174,545
3 Year Change		
Total Assets		-\$74,933
Total Operating Assets		-\$58,348

Summary

- ▶ Current trend is not sustainable
- ▶ Reduce Costs
 - Journal
 - Operating Costs
- ▶ Increase Revenue
 - Increase Membership
 - Increase Dues
 - Increase Re-charter Fees

Expense Detail - Operating Costs

EXPENSES	2011	2012	2013	Through June 2014
Accounting	\$1,000	\$2,400	\$1,400	
Legal	\$200			
Off supplies	\$972	\$1,071	\$1,520	\$558
Phone	\$150	\$1,550	\$1,513	\$415
POBox &Postage	\$3,138	\$3,589	\$3,227	\$1,651
Storage	\$408	\$407	\$410	\$205
Insurance	\$12,595	\$19,036	\$13,458	\$5,627
Bank Service chgs	\$5,165	\$6,870	\$7,289	\$823
Eq rental/maint	\$1,114	\$1,128	\$1,217	\$824
Printing	\$2,656	\$825	\$897	
Internet	\$1,800	\$1,128	\$687	\$336
Taxes	\$1,925	\$2,000	\$2,000	
Off manager	\$21,471	\$21,828	\$25,276	\$13,200
Total	\$52,593	\$61,831	\$58,896	\$23,638

Expense Detail- Journal Costs

Journal Costs	2011	2012	2013	Through June 2014
Journal Printing	\$62,207	\$50,894	\$53,039	\$21,559
Journal Storage	\$210	\$180	\$180	\$180
Journal Postage	\$13,654	\$14,413	\$15,779	\$6,742
Art Director	\$4,570	\$8,768	\$11,770	\$3,845
Total	\$80,641	\$74,255	\$80,768	\$32,326

Income Detail - Membership

		2011	2012	2013	Through June 2014
Income					
Membership					
	Adult Membership	\$94,137	\$86,196	\$92,875	\$50,556
	Junior Membership	\$384	\$432	\$264	\$132
	Family Membership	\$4,228	\$5,187	\$5,067	\$2,819
	Foreign Membership	\$2,329	\$2,724	\$3,107	\$1,178
	Totals	\$101,078	\$94,539	\$101,313	\$54,685
Chapters					
	Chapter Charter	\$3,795	\$3,995	\$3,880	\$1,110