

June 9, 2024, ASGS Treasurers report

Greetings

I have included in my report a Profit and Loss comparison sheet dating from January 1, 2022, to December 2022 and January 2023 – December 2023. This will allow us to compare the P&Ls from corresponding dates over a 2-year window. I am also including the P&L sheet from January 2023 to December 2023 (which we already looked at and discussed at the January/February BOD meeting) as well as a profit and loss for January to May 2024, for reference to how things are going so far this year. The first thing that you notice on the P&L, 22 to 23 is the disparity from membership income from 2023 as compared to membership in 2022. Our membership income has declined by \$20,027. The reason for this is not entirely clear. Jim has stated that the numbers have rebounded somewhat, but as of this report we are down by around 80 members, give or take that's around \$10,000.00. We are also down on Fusion receipts, \$24,848.00 in 2022 versus \$10,854.00 in 2023, that's a difference of \$13,984.00.

Membership:

Being down 80 members is a huge problem, That's undeniable. Some of the differences of the membership receipts, \$63,647.00 in 2022, compared to \$43,619.00 in 2023, are in part, how we do our billing. We have done our billing in different ways over the years. In the past few years, we have used QuickBooks. Our current software is called MembershipWorks, it is supposed to take some of the labor out of how we bill and keep track of our membership, this has only been used after July of 2023. In 2021 renewal for 2022 was billed late in the year (December, early January), money started coming in late January to October 2022. This meant that all the money from 2022 membership renewal came in 2022, plus the 2023 renewal the money from October to December 2022. With MembershipWorks the billing for 2024 was billed in early October 2023, that meant that that part of the 2024 membership income was received in October to December 2023.

Publications:

In 2022 the *Fusion* Receipts were \$24,848. And in 2023 they were \$10,864.00, that's a difference of \$13,984.00, give or take. This is partially due to how we do our billing for

advertisers. For whatever reason billing was partially delayed from 2021 for the last quarter. That last quarter was added to the 2022 billing as well as the corrected billing for the fourth quarter 2022. The billing for 2024 is \$5,205.20, which more than likely is partial billing from the 4th quarter 2023 and does not include income from the 2nd quarter 2023, as they don't bill advertisers until after the extra copies are distributed in May and copies are sent out. In addition, *Fusion* bills are 30 days to pay. I guess the point is, it's a moving target.

The Society seems to have been holding steady for the last couple of years, with increases in membership in 2022 and early 2023, however, we continue to spend more than we make, for the members we have. Overall, we are operating at a \$32,792.00 deficit as compared to 2022. These numbers do not include receipts for the 2024 symposium, as income from the Symposium will not come in until after the new year (24). As we talked about in last year's treasurers' report the money from membership is somewhat fluid, in that the money may not come in at any specific time schedule. The income may still be made up in 2024, and it appears that some of it has come in after the new year.

More indicative of our overall health is the way that we are going through our savings.

2020 \$216,817.00

2021 \$191,276.21

2022 \$188,004.31

2023 \$160,748.40

Loss in 4 years is \$56,068.60, which is an average of \$14,000.00 per year.

We have placed a portion of our savings in high yield savings, and at present that interest is \$182.00. This is a step in the right direction, but we need to take more of those steps. We have cut all that we can without giving up some of the benefits that we have enjoyed for years. The 2023 Symposium made some money or at least came in even if you factor in the proceedings. *Fusion* does a valuable job, not only providing our membership with glass-related information, but on information pertaining to the annual Symposium, Minutes from the board meetings, communication with our national officers, and a host of other things. At this point I would think a dues increase would hurt more than it would help. Our membership loss may be due in part to the last increase we had after Lido Beach. The bottom line is that we need more members if we want to continue to be solvent. Unlike most businesses that is the only way we can increase revenue.

I would like to Thank Jim and Laura Cornell for their insight and tireless help as well as Kelly from our National Office. I would not have been able to do this without their help. As you

must submit a report sometime, this one like many lacks some current information. As the board meeting is a few weeks off, any updated information I get will be submitted to the board at the board meeting.

Bob Singer

Treasurer, ASGS

American Scientific Glassblowers Society
Profit and Loss
 January - May, 2024

		Total
Income		
40000 National Office Receipts		
40105 Membership		23,311.88
40108 Promotional Discount-New Member		19.50
40115 Interest		80.89
Total 40000 National Office Receipts	\$	23,412.27
41000 Symposia Receipts		
41100 Registration		24,521.39
41101 Member Workshop		1,440.00
41103 Exhibits Only		50.00
41104 ASGS Member Day Card		500.00
41105 Non Member Day Card		1,230.00
41110 Seminars		
41111 Seminar 1		200.00
41113 Seminar 3		500.00
41114 Seminar 4		1,600.00
41116 Seminar 6		700.00
41117 Seminar 7		225.00
41118 Seminar 8		1,200.00
41119 Seminar 9		3,000.00
41120 Seminar 10		650.00
41121 Seminar 11		900.00
41122 Seminar 12		100.00
41123 Seminar 13		888.44
41124 Seminar 14		400.00
41125 Seminar 15		50.00
41126 Seminar 16		300.00
41127 Seminar 17		1,100.00
Total 41110 Seminars	\$	11,813.44
41130 Exhibits		11,375.00
41140 Spouse Program		2,865.17
41150 Special Event		100.00
41160 Sponsorship		3,750.00
41190 Miscellaneous		
41191 Proceedings		60.00
Total 41190 Miscellaneous	\$	60.00
Total 41000 Symposia Receipts	\$	57,705.00
42000 Fusion Receipts		
42135 Advertisers-Classified		30.00

42140 Advertisers-General		4,848.00
42145 Subscriptions-Fusion		327.20
Total 42000 Fusion Receipts	\$	5,205.20
Unapplied Cash Payment Income		0.00
Total Income	\$	86,322.47
Gross Profit	\$	86,322.47
Expenses		
60000 Symposia		
62000 Committee		
62270 Registration Refunds		690.00
Total 62000 Committee	\$	690.00
64000 Technical Papers/Posters		
64150 Proceeding - Printing		2,040.00
64175 Proceedings - Postage/Supplies		342.80
Total 64000 Technical Papers/Posters	\$	2,382.80
66000 Exhibits		
66115 Food & Beverage		1,290.35
Total 66000 Exhibits	\$	1,290.35
Total 60000 Symposia	\$	4,363.15
70000 National Office		
72000 National Office Operations		
72215 Postage		336.67
72230 Printing		0.20
72305 Service Contract		23,575.02
72315 Storage		810.00
72325 Telephone		206.17
Total 72000 National Office Operations	\$	24,928.06
73000 Publications-Fusion		
73120 Fusion		11,040.00
73215 Postage		2,050.84
73243 Proceedings - Editor		2,420.00
Total 73000 Publications-Fusion	\$	15,510.84
74000 Organizational Expense		
74060 Delaware Agent		262.00
74075 Dues & Refunds		127.00
74110 Bank Service Charges		2,959.42
74170 Liability Insurance		5,391.00
74190 Bookkeeping Service		528.35
74240 Proceedings		2,420.00
74242 Proceedings Postage		341.52
Total 74240 Proceedings	\$	2,761.52
Total 74000 Organizational Expense	\$	12,029.29
77000 Presidential Committees		
77015 Awards		543.75

77050 Information Services		703.21
77180 Membership		299.50
Total 77000 Presidential Committees	\$	1,546.46
Total 70000 National Office	\$	54,014.65
Total Expenses	\$	58,377.80
Net Operating Income	\$	27,944.67
Net Income	\$	27,944.67

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American Scientific Glassblowers Society

Profit and Loss

January - December 2023

	TOTAL
Income	
40000 National Office Receipts	
40105 Membership	43,619.50
40108 Promotional Discount-New Member	59.73
40110 Fusion-Single Issues	88.00
40115 Interest	71.82
40200 National Office Receipts Other	500.00
Total 40000 National Office Receipts	44,339.05
41000 Symposia Receipts	
41100 Registration	18,399.08
41101 Member Workshop	3,884.19
41104 ASGS Member Day Card	210.00
41105 Non Member Day Card	125.00
41110 Seminars	
41111 Seminar 1	990.00
41112 Seminar 2	810.00
41114 Seminar 4	2,075.00
41115 Seminar 5	370.00
41116 Seminar 6	2,700.00
41117 Seminar 7	3,060.00
41118 Seminar 8	125.00
41119 Seminar 9	125.00
41120 Seminar 10	875.00
41121 Seminar 11	375.00
41123 Seminar 13	540.00
Total 41110 Seminars	12,045.00
41130 Exhibits	8,350.00
41135 Banquet	6,495.00
41160 Sponsorship	350.00
41190 Miscellaneous	150.00
41192 Charity Auction	6,229.00
41195 T Shirts/Hats/Pins/BookAuction	500.00
41199 Miscellaneous- Other	5,000.00
Total 41190 Miscellaneous	11,879.00
Total 41000 Symposia Receipts	61,737.27
42000 Fusion Receipts	
42135 Advertisers-Classified	60.00
42140 Advertisers-General	10,049.00
42145 Subscriptions-Fusion	755.00
Total 42000 Fusion Receipts	10,864.00

Profit and Loss
January - December 2023

	TOTAL
Unapplied Cash Payment Income	0.00
Total Income	\$116,940.32
GROSS PROFIT	\$116,940.32
Expenses	
60000 Symposia	
62000 Committee	
62015 Awards	354.73
62145 Insurance	790.00
62175 Lodging	2,282.48
62190 Miscellaneous	5,194.67
62215 Postage	1.20
62220 Shipping	1,908.22
62230 Printing	1,030.00
62270 Registration Refunds	21.74
62320 Supplies	241.96
62330 Transportation	2,176.43
62335 Registration Expenses	750.27
Total 62000 Committee	14,751.70
63000 Seminars	
63065 Speaker Expense	784.90
63115 Food & Beverage	547.84
63265 Refunds	300.00
63320 Supplies	546.90
63400 Seminars- Other	0.00
Total 63000 Seminars	2,179.64
64000 Technical Papers/Posters	
64215 Postage	0.57
64240 Proceedings	
64243 Editor	2,420.00
Total 64240 Proceedings	2,420.00
Total 64000 Technical Papers/Posters	2,420.57
65000 Workshops	
65010 Audio & Visual	929.39
65115 Food & Beverage	5,048.03
65320 Supplies	2,604.15
65321 Gas - Symposium Workshops	3,869.27
65340 Refunds	275.00
Total 65000 Workshops	12,725.84

Profit and Loss
January - December 2023

	TOTAL
66000 Exhibits	
66115 Food & Beverage	3,806.67
66320 Supplies	12.91
Total 66000 Exhibits	3,819.58
67000 Banquet	
67110 Banquet A/V	760.90
67115 Food & Beverage	7,826.40
67230 Printing	4.80
67265 Refunds	89.00
Total 67000 Banquet	8,681.10
69000 Special Events	
69115 Food & Beverage	2,439.24
69500 Art Auction-Other Expenses	
69520 Audio Visual	260.88
69540 Food & Beverage	478.28
69590 Miscellaneous	239.23
Total 69500 Art Auction-Other Expenses	978.39
Total 69000 Special Events	3,417.63
69900 Miscellaneous	
69992 Charity Auction	5,000.00
Total 69900 Miscellaneous	5,000.00
Total 60000 Symposia	52,996.06
70000 National Office	
72000 National Office Operations	
72045 Computer	3,000.00
72215 Postage	715.94
72230 Printing	109.20
72305 Service Contract	39,633.37
72315 Storage	1,338.20
72320 Supplies	92.83
72325 Telephone	671.28
72335 Refunds-Membership	121.00
Total 72000 National Office Operations	45,681.82
73000 Publications-Fusion	
73120 Fusion	22,317.73
73185 Methods & Materials	4,406.78
73215 Postage	3,403.12
Total 73000 Publications-Fusion	30,127.63

Profit and Loss
January - December 2023

	TOTAL
74000 Organizational Expense	
74005 Annual Report (990)	510.00
74060 Delaware Agent	564.00
74075 Dues & Refunds	345.00
74110 Bank Service Charges	3,941.55
74170 Liability Insurance	3,454.00
74190 Bookkeeping Service	1,093.06
74250 Educational Materials/Resale	1,990.00
Total 74000 Organizational Expense	11,897.61
75000 Officers	
75286 Treasurer Expense	34.95
75340 Travel Reimbursement	
75342 President	2,391.69
Total 75340 Travel Reimbursement	2,391.69
75351 Symposium Site Coordinator	817.30
Total 75000 Officers	3,243.94
76000 Board of Directors	
76020 Meeting Expense	1,535.58
Total 76000 Board of Directors	1,535.58
77000 Presidential Committees	
77015 Awards	988.80
77020 Memorial Award	2,802.93
77050 Information Services	409.50
77180 Membership	1,436.52
77250 Publications	1,990.00
Total 77000 Presidential Committees	7,627.75
Total 70000 National Office	100,114.33
PayPal Fees	-6.28
Total Expenses	\$153,104.11
NET OPERATING INCOME	\$ -36,163.79
NET INCOME	\$ -36,163.79

FY 2022-2023 Profit & Loss Comparison Report

Profit and Loss
January - December 2023

	TOTAL		
	JAN - DEC 2023	JAN - DEC 2022 (PY)	CHANGE
Income			
40000 National Office Receipts			
40105 Membership	43,619.50	63,647.39	-20,027.89
40108 Promotional Discount-New Member	59.73	43.75	15.98
40110 Fusion-Single Issues	88.00	272.00	-184.00
40115 Interest	71.82	76.08	-4.26
40160 Shipping and Handling		14.25	-14.25
40175 Exhibitors Group Dues-Passthru		125.00	-125.00
40200 National Office Receipts Other	500.00		500.00
Total 40000 National Office Receipts	44,339.05	64,178.47	-19,839.42
41000 Symposia Receipts			
41100 Registration	18,399.08	12,960.00	5,439.08
41101 Member Workshop	3,884.19	2,350.00	1,534.19
41104 ASGS Member Day Card	210.00	150.00	60.00
41105 Non Member Day Card	125.00	420.00	-295.00
41110 Seminars			
41111 Seminar 1	990.00		990.00
41112 Seminar 2	810.00		810.00
41113 Seminar 3		-240.00	240.00
41114 Seminar 4	2,075.00	1,280.00	795.00
41115 Seminar 5	370.00	360.00	10.00
41116 Seminar 6	2,700.00	990.00	1,710.00
41117 Seminar 7	3,060.00	820.00	2,240.00
41118 Seminar 8	125.00	145.00	-20.00
41119 Seminar 9	125.00	700.00	-575.00
41120 Seminar 10	875.00	1,050.00	-175.00
41121 Seminar 11	375.00		375.00
41123 Seminar 13	540.00		540.00
Total 41110 Seminars	12,045.00	5,105.00	6,940.00
41130 Exhibits	8,350.00	4,360.00	3,990.00
41135 Banquet	6,495.00	6,250.00	245.00
41150 Special Event		1,080.00	-1,080.00
41160 Sponsorship	350.00		350.00
41190 Miscellaneous	150.00	59.00	91.00
41192 Charity Auction	6,229.00	7,529.00	-1,300.00
41195 T Shirts/Hats/Pins/BookAuction	500.00	375.00	125.00
41199 Miscellaneous- Other	5,000.00		5,000.00
Total 41190 Miscellaneous	11,879.00	7,963.00	3,916.00
Total 41000 Symposia Receipts	61,737.27	40,638.00	21,099.27

Profit and Loss
January - December 2023

	TOTAL		
	JAN - DEC 2023	JAN - DEC 2022 (PY)	CHANGE
42000 Fusion Receipts			
42135 Advertisers-Classified	60.00	30.00	30.00
42140 Advertisers-General	10,049.00	23,574.00	-13,525.00
42145 Subscriptions-Fusion	755.00	1,244.40	-489.40
Total 42000 Fusion Receipts	10,864.00	24,848.40	-13,984.40
Unapplied Cash Payment Income	0.00	0.00	0.00
Total Income	\$116,940.32	\$129,664.87	\$ -12,724.55
GROSS PROFIT	\$116,940.32	\$129,664.87	\$ -12,724.55
Expenses			
60000 Symposia			
62000 Committee			
62015 Awards	354.73	642.81	-288.08
62115 Food & Beverage		17,740.17	-17,740.17
62145 Insurance	790.00		790.00
62175 Lodging	2,282.48	2,232.68	49.80
62190 Miscellaneous	5,194.67		5,194.67
62215 Postage	1.20	1.59	-0.39
62220 Shipping	1,908.22		1,908.22
62230 Printing	1,030.00	775.00	255.00
62270 Registration Refunds	21.74	505.00	-483.26
62320 Supplies	241.96	387.99	-146.03
62330 Transportation	2,176.43		2,176.43
62335 Registration Expenses	750.27		750.27
Total 62000 Committee	14,751.70	22,285.24	-7,533.54
63000 Seminars		40.00	-40.00
63065 Speaker Expense	784.90		784.90
63110 Seminars-A/V		2,556.17	-2,556.17
63115 Food & Beverage	547.84		547.84
63265 Refunds	300.00	415.00	-115.00
63320 Supplies	546.90	1,153.55	-606.65
63330 Transportation		1,543.67	-1,543.67
63400 Seminars- Other	0.00	5,000.00	-5,000.00
Total 63000 Seminars	2,179.64	10,708.39	-8,528.75

Profit and Loss
January - December 2023

	TOTAL		
	JAN - DEC 2023	JAN - DEC 2022 (PY)	CHANGE
64000 Technical Papers/Posters			
64215 Postage	0.57		0.57
64240 Proceedings			
64243 Editor	2,420.00		2,420.00
Total 64240 Proceedings	2,420.00		2,420.00
Total 64000 Technical Papers/Posters	2,420.57		2,420.57
65000 Workshops			
65010 Audio & Visual	929.39		929.39
65115 Food & Beverage	5,048.03	429.66	4,618.37
65320 Supplies	2,604.15	218.85	2,385.30
65321 Gas - Symposium Workshops	3,869.27		3,869.27
65340 Refunds	275.00		275.00
Total 65000 Workshops	12,725.84	648.51	12,077.33
66000 Exhibits			
66115 Food & Beverage	3,806.67	182.76	3,623.91
66150 Audio/Visual		1,015.00	-1,015.00
66320 Supplies	12.91		12.91
Total 66000 Exhibits	3,819.58	1,197.76	2,621.82
67000 Banquet			
67110 Banquet A/V	760.90		760.90
67115 Food & Beverage	7,826.40		7,826.40
67230 Printing	4.80	85.80	-81.00
67265 Refunds	89.00		89.00
Total 67000 Banquet	8,681.10	85.80	8,595.30
69000 Special Events			
69085 Entertainment		1,000.00	-1,000.00
69115 Food & Beverage	2,439.24		2,439.24
69265 Refunds		146.23	-146.23
69500 Art Auction-Other Expenses		140.00	-140.00
69520 Audio Visual	260.88		260.88
69540 Food & Beverage	478.28		478.28
69590 Miscellaneous	239.23	140.00	99.23
Total 69500 Art Auction-Other Expenses	978.39	280.00	698.39
Total 69000 Special Events	3,417.63	1,426.23	1,991.40
69900 Miscellaneous			
69992 Charity Auction	5,000.00	6,750.00	-1,750.00
Total 69900 Miscellaneous	5,000.00	6,750.00	-1,750.00
Total 60000 Symposia	52,996.06	43,101.93	9,894.13

Profit and Loss
January - December 2023

	TOTAL		CHANGE
	JAN - DEC 2023	JAN - DEC 2022 (PY)	
70000 National Office			
72000 National Office Operations			
72045 Computer	3,000.00		3,000.00
72095 Equipment Rental		215.08	-215.08
72215 Postage	715.94	2,019.82	-1,303.88
72230 Printing	109.20	578.40	-469.20
72305 Service Contract	39,633.37	41,000.04	-1,366.67
72315 Storage	1,338.20	1,253.20	85.00
72320 Supplies	92.83	84.97	7.86
72325 Telephone	671.28	659.21	12.07
72335 Refunds-Membership	121.00		121.00
Total 72000 National Office Operations	45,681.82	45,810.72	-128.90
73000 Publications-Fusion			
73120 Fusion	22,317.73	20,888.16	1,429.57
73185 Methods & Materials	4,406.78	340.00	4,066.78
73215 Postage	3,403.12	6,529.38	-3,126.26
73243 Proceedings - Editor		26.25	-26.25
Total 73000 Publications-Fusion	30,127.63	27,783.79	2,343.84
74000 Organizational Expense			
74005 Annual Report (990)	510.00	4,625.00	-4,115.00
74060 Delaware Agent	564.00	791.00	-227.00
74075 Dues & Refunds	345.00		345.00
74110 Bank Service Charges	3,941.55	3,893.40	48.15
74170 Liability Insurance	3,454.00	2,531.00	923.00
74190 Bookkeeping Service	1,093.06	768.48	324.58
74240 Proceedings		325.00	-325.00
74250 Educational Materials/Resale	1,990.00		1,990.00
Total 74000 Organizational Expense	11,897.61	12,933.88	-1,036.27
75000 Officers			
75286 Treasurer Expense	34.95		34.95
75340 Travel Reimbursement			
75342 President	2,391.69		2,391.69
Total 75340 Travel Reimbursement	2,391.69		2,391.69
75351 Symposium Site Coordinator	817.30	770.83	46.47
Total 75000 Officers	3,243.94	770.83	2,473.11
76000 Board of Directors			
76020 Meeting Expense	1,535.58		1,535.58
Total 76000 Board of Directors	1,535.58		1,535.58

Profit and Loss
January - December 2023

	TOTAL		
	JAN - DEC 2023	JAN - DEC 2022 (PY)	CHANGE
77000 Presidential Committees			
77015 Awards	988.80	1,096.89	-108.09
77020 Memorial Award	2,802.93		2,802.93
77050 Information Services	409.50	378.00	31.50
77180 Membership	1,436.52	6.72	1,429.80
77205 Marketing		104.73	-104.73
77250 Publications	1,990.00		1,990.00
Total 77000 Presidential Committees	7,627.75	1,586.34	6,041.41
79000 Non Budgeted Expenses		1,049.10	-1,049.10
Total 70000 National Office	100,114.33	89,934.66	10,179.67
PayPal Fees	-6.28		-6.28
Total Expenses	\$153,104.11	\$133,036.59	\$20,067.52
NET OPERATING INCOME	\$ -36,163.79	\$ -3,371.72	\$ -32,792.07
NET INCOME	\$ -36,163.79	\$ -3,371.72	\$ -32,792.07

Audit Committee Report

6-2-2024

Apologies for my slow start in leadership. We hope to bring the ASGS into consistent reporting of the handling of funds. Erich Moraine has set up the Audit Committee page of the website that is accessible by members of the committee. Presently Financial Documents from 2016-2022 are available as well as the guidelines. I also found a publication by the Virginia Society of CPA which I have attached. It looks like there are several items we have not had on our scope of investigation, primarily dealing with actual handling of funds. We will try to incorporate these practices and propose a revised guideline.

I have been in contact with Marylin Brown alerting her to the fact that we have reactivated the Audit Committee. Soon we will contact vendors that advertise in Fusion and or have a booth at the Symposium. Their receipts should match the money posted by the National Office. This was a missed opportunity that cost us dearly in the past well over a decade ago. Membership numbers can also be compared with receipts from the National Office.

Marylin sounds positive on publishing a report from the Audit Committee. It is very important given the abuse of trust in the past to let members and vendors know what is going on in the society. If we find an issue it will be presented quickly to the Executive committee but we as a committee should not release any details as we may be in error and do not want to impugn anyone unfairly.

My committee is highly motivated:

Robin DeGroof: Volunteered to join the committee at the General Meeting in Vancouver, WA.

Sally Prasch: former Treasurer of ASGS , dedicated to the principle that non-profit money should be spent wisely. Sally is involved in many non-profits