

NEWSLETTER  
for Members of  
CALLERLAB

# Direction



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The International Association of Square Dance Callers

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Volume VIII Number Five October 1980

## In This Issue

Pot Pourri p 1  
Financial Report pp 2 & 3  
Organization Chart revised p 4

Pot Pourri: This special edition of Direction is being mailed along with Guidelines for October in order to piggyback mailing costs. Our auditor did not get the completed financial reports back to us in time to include it with the September Direction and we felt it important for you to be aware of your Association's financial status.

Ballots for the election to the Board of Governors are arriving in reasonable fashion. However, some of them do not have return addresses on the outer envelope and this makes the job of verification more difficult. Please, if you have not already voted, do so right away. We need your vote in order to select the candidates for office that you want. (As an aside, we already have more than 450 ballots in house.) Our membership is over 1300 so we are not yet at the halfway point. Our previous high percentage vote has been 62% and it would be great if we could exceed that this year. With this election, all members of the Board of Governors will have been elected by the membership.

Dues Delinquencies. There are still a few members who have not yet paid their dues for the 1980-81 year. In the last issue of Direction we placed a delinquency sticker on the front page of Direction to call this to your attention. We are still not at 100% response. Please, if you are not planning to renew, tell us so that we don't continue to pester you.

Financial Notes: As you review the financial statements, we would like to call your attention to several items. Dues have remained at \$40.00 for the fourth year in a row. This was made possible by the fact that so many of you have paid your dues early and we were able to invest the money in interest-bearing accounts. As most of you know, we send out the Dues notices in January and ask you to pay them early. We also take all of the deposits for the convention and place these funds into the same account to earn us interest. As you see, this has resulted in a considerable sum of money that we have earned in interest. The Board appreciates your cooperation and it does make a difference to you as individuals.

You will also note that we have planned a relatively small deficit for this year. This could change based upon a number of factors. If we get more Subscribers or Affiliate Caller Associations than we budgeted for or if we earn more interest than we scheduled or if we have a larger Earned Surplus form the Convention in Kansas City.

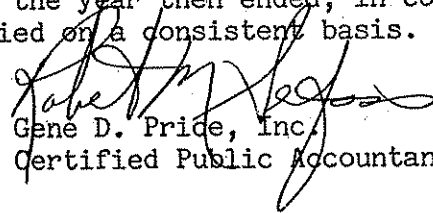
Committee Assignments: Please remember, if you wish to serve on a committee, write to the office or the Committee Chairman involved (see Septemebr Direction) directly and specify which committee you would like to get involved with. When you filled out the questionnaire at the Convention in Miami, this merely gave us an indication of what to schedule for 1981. You don't have to serve on any committee, but if you sign up, please correspond quickly when asked. All of the Chairmen are volunteers and they depend on your prompt responses in order to schedule their work.

ACCOUNTANTS' REPORT

To the Board of Directors  
Callerlab - The International Association  
of Square Dance Callers  
Pocono Pines, Pennsylvania

We have examined the balance sheet of Callerlab as at May 31, 1980 and the related statement of receipts and expenditures for the year then ended. Our examination was made in accordance with generally accepted auditing standards, and accordingly included such tests of the accounting records and such other auditing procedures as we considered necessary in the circumstances.

In our opinion, the accompanying statements present fairly the financial position of Callerlab, The International Association of Square Dance Callers as at May 31, 1980 and the results of its operations for the year then ended, in conformity with generally accepted accounting principles applied on a consistent basis.

  
Gene D. Price, Inc.  
Certified Public Accountants

Stroudsburg, Pa.  
July 31, 1980

BALANCE SHEET AS AT MAY 31, 1980

ASSETS

Current Assets:		
Cash in bank		\$682.92
Cash in savings		928.13
Cash in trust account		<u>109,659.09</u>
Total Current Assets		111,270.14
Fixed Assets:		
Furniture and fixtures	\$3,109.92	
Equipment	<u>3,159.94</u>	
	6,269.86	
Less: Accumulated depreciation	<u>2,932.06</u>	<u>3,337.80</u>
Total Assets		<u>\$114,607.94</u>

LIABILITIES AND TRUST PRINCIPAL

Liabilities:		
Accrued payroll taxes		<u>\$1,584.75</u>
Total Liabilities		1,584.75
Trust Principal		<u>113,023.22</u>
Total Liabilities and Trust Principal		<u>\$114,607.97</u>

STATEMENT OF RECEIPTS AND EXPENDITURES FOR THE YEAR ENDED MAY 31, 1980

Receipts:		Expenditures:	
Dues	\$50,261.00	Executive secretary salary	\$20,475.00
Donations	207.20	Office help	10,771.94
Convention	81,760.07	Office supplies	1,126.43
Convention exhibitors	1,265.00	Postage	5,931.88
Convention hotel rooms	1,568.00	Printing services	4,497.53
Sales - pads, decals & other	1,364.56	Professional services	675.00
Belt buckles	20.00	Rent	2,125.00
Interest income	10,715.50	Telephone	700.24
Accreditation	2,180.00	Computer service	822.34
Caller - coach accreditation	350.00	Payroll tax expense	3,213.56
Commissions	326.16	Convention expense - include postage, printing, phone, travel, badges, pins & etc.	80,236.65
Total Receipts	150,017.49	Convention refunds	5,105.00
Less: Expenditures	<u>142,098.55</u>	Travel	2,203.64
	7,918.94	Accreditation costs	1,546.68
Other Expenses:		Committee expenses	719.16
Depreciation	<u>1,140.56</u>	Site selection	176.68
		Licenses	25.50
Excess of Receipts over Expenditures	<u>\$6,778.38</u>	Insurance	959.00
		Management fees	39.46
		Caller seminar	<u>747.86</u>
		Total Expenditures	<u>\$142,098.55</u>

FINANCIAL DATA FOR 1980-81

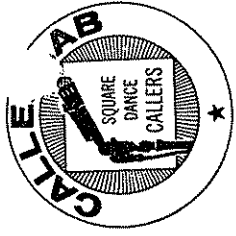
1980-81 Budget Expenses

Executive secretary salary	\$21,600.00
Assistant executive secretary	9,000.00
Office salary	12,000.00
Printing	7,000.00
Postage	8,000.00
Rent	2,400.00
Office supplies	1,000.00
Executive secretary travel	1,500.00
Taxes	2,700.00
Furniture and equipment	1,000.00
Computer service	1,000.00
Telephone	1,200.00
Accreditation (general callers)	300.00
Accreditation (caller coaches)	1,000.00
Committee expenses	750.00
Insurance	2,500.00
Callerlab seminar - NSDC	900.00
Contingency	750.00
Total Budget Expenses (Non-Convention)	<u>\$74,600.00</u>

1980-81 Budget Income (estimate)

Dues	\$48,000.00
Fund raising and donations	1,500.00
Sales over costs	2,000.00
Accreditation	4,000.00
Interest on deposits	8,000.00
Affiliate memberships	<u>6,000.00</u>
Total Income	69,500.00
Earned surplus	<u>5,100.00</u>
Total Budget Income (Non-Convention)	<u>\$74,600.00</u>

If the 1980-81 budget year convention expenses will include approximately \$15,000.00 for site selection visits, convention planning, phone, printing, postage and etc. However, convention income will more than offset this by an earned surplus of approximately \$5,000.00. The above budget was approved on April 2, 1980 at the Miami Beach, Florida convention.



# CALLERLAB

Organizational Structure  
As Approved 8/18/80

