

# WESTERN CONFERENCE

To: Board of Directors  
From: Tom Shulman, Treasurer  
Date: January 21, 2018  
Re: Financial Report for December 1, 2016 to November 30, 2017 (FY 2017)

## *Summary*

For the fiscal year ending November 30, 2017, Western Conference lost -\$11,157. As of November 30, 2017, Western Conference had a net worth of \$36,485, including cash-on-hand of about \$24,000.

## **Historical WC Net Worth:**

As of	11/30/1997:	\$16,376
	1998:	2,643
	1999:	8,475
	2000:	16,522
	2001:	16,799
	2002:	28,051
	2003:	31,945
	2004:	37,997
	2005:	48,382
	2006:	39,937
	2007:	58,851
	2008:	63,233
	2009:	60,960
	2010:	70,568
	2011:	77,283
	2012:	85,943*
	2013:	79,784
	2014:	59,083
	2015:	48,075
	2016:	47,641
	2017:	36,485

\*Modified to reflect the dates the postage and printing billings were actually received, so the 2012 net worth may be considered to be somewhat overstated.

In FY2017, **the cost of publishing the Forum was \$235,444**, including the following expenses:

Publisher \$110,256 (\$110,256 in 2016)  
Postage \$70,529 (\$69,574)  
Printing \$54,431 (\$53,379)

FY2017 **major sources of income** were as follows:

- Sanction fees \$65,366; (\$63,622 in 2016)
- Page charges \$81,600; (\$81,900)
- Ads \$23,480 (11,580 Regional ads; 11,900 outside ads); (\$31,780: 11,880; 19,900)
- December 2016 STAC \$24,294 (net); (\$21,819)
- May 2017 STAC \$23,999 (net); (\$22,849)
- 2017 Summer STAC \$16,367 (net) (\$21,964).

***FY 2017 v. FY 2016***

For the fiscal year ending November 30, 2017, Western Conference lost -\$11,157, mostly because outside advertising income was down \$8,000. Income from the STACs in December 2016 and May 2017 were up compared to the prior year, but the summer STAC net income was down significantly. **The summer STAC has lost 1100 tables since 2015 so it might be time to consider new dates or some other change that might help stop the drop off.** Regional sanction fees were up \$1,700 because there was one more regional in 2017 than in 2016. Forum printing and postage costs were each up about \$1,000 over the prior year.

***FY 2017 v. Budget***

The 2017 budget was mostly based on 2016's actual results, with adjustments for anticipated differences in regional sanction fees. The budget projected a 2017 profit of \$4,798, but the actual result was a loss of about -\$11,000. This poor result was because outside ad income was \$8,000 under budget, and regional sanction fees were nearly -\$4,500 under budget. STAC net income was also under budget.

***Draft Budget FY 2018***

The draft budget for FY 2018 projects a loss of about -\$2,300 through March. This projection excludes the receipt of any sanction fees from the San Diego regional which ends on April 1, 2018. That tournament would normally pay about \$3,800 in sanction fees to WC. After March, we've got a completely new scenario and I haven't prepared any formal budget for April onward.

Assuming D22 remains, all indications are that after March the financial situation will be greatly improved due to the printing and postage savings, with or without D17. (If D22 also leaves, I assume that WC ends and it's every district for itself.) The guess is that a 2-district WC will annually take in about \$6,000 in regional ad income and maybe \$9,000 in outside ad income. STAC income is likely to drop from about \$60,000/yr to about \$39,000/yr if D17 doesn't let its clubs participate, and could go even lower if D17 moves forward with its announced plan to run competing STACs. Recent preliminary estimates are that total costs for an all-digital Forum (2-district) would be about \$115,000/yr. To print and mail a 2-district paper would add about \$73,000/yr (\$6,100/mo) to that number (postage 3,500/mo; printing 2,600/mo).