

Virginia Master Gardener Association
Bimonthly Director's Meeting December 10, 2016
Manassas, VA

The meeting was called to order at 10:05 am by President Joe Kelly. He welcomed everyone on this busy December day.

Joe introduced Nancy Berlin, Prince William Natural Resource Specialist / Master Gardener Coordinator. Nancy introduced Larry Lehowicz who is president of their association, and the helpers for the meeting: Jan, Jean and Jane. Some of the highlights and accomplishments for their 2016 program are:

- They have 194 active Extension Master Gardeners, and are graduating 15 new students on Monday night;
- Their volunteer hours to date for the year are o/a 14,000 hours;
- Currently they are supporting 88 acres in the Virginia Healthy Lawns Program- 12 shy of their goal of 100;
- They collected 11,300 pounds of food at farmer's markets, or an equivalent of \$18,100.00;
- They actively work/support 50 community and school gardens;
- They provide an in-service training program for teachers annually;
- They acquired a Prince William grant (\$1,000.00) for two new school gardens.

President's report: Joe Kelly (Arlington/Alexandria) thanked Nancy and the Prince William Master Gardeners for hosting the December meeting. Joe asked that everyone introduce themselves before getting into the topics of the meeting. Joe mentioned the "topic of the day" that will be discussed later. He informed the group that the board is now complete since Erica Jones had volunteered to chair the education committee, and after a little arm twisting, Jody Purches agreed to chair the Fundraising committee!

Vice-President's report: Joan Richards (Green Spring) still needs one signature on the conflict of interest statements, per the requirements of our By-Laws. After she has all of the forms, they will be filed in the secretary's handbook. She thanked Betty Villers (Virginia Beach) for sharing the unit Newsletters with us. Joan reviews them to look for articles that would be perfect for the VMGA newsletter.

Secretary's report: Wanda Gerard (Suffolk) reported that the minutes for the October 8, 2016 meeting had been distributed electronically and asked if there were any changes other than a name being misspelled and the incorrect date on the attendance sheet, and being none, she motioned that they be approved as written. Diane Kean seconded the motion, and all were in favor of this. The clipboard with the unit representative roster began its way around the room for verification of contact information. Please sign the get well cards for Jim Kincaid and Betty Villers that are attached to the clipboard.

Treasurer's report: Diane Kean (Northern Neck) presented the financial report. There were no activities during November, and the primary activity for this entire reporting period was associated with the State Fair (Program support). She asked John Freeborn if the VCE office at VT was going to submit a request for reimbursement since this year's expenses didn't reach the \$500.00 level that was budgeted. There will be an increase in activity the next reporting period due to the purchase of additional merchandise and subsequently, sales of that merchandise. George Graine asked about the MG college entry on the report. Diane explained that the budgeted \$1200.00 for the scholarships plus the \$1,000.00 budged for the sponsorship of the college totaled the \$2,200.00 we see in the report. The report is provided at the very end of these minutes, after the attendance sheet.

Standing Committees

Communication Committee

Submitted by Frank Reilly (Stafford / MAGCRA), Chair

Members: David Banks, Tom Bolt, Lynn Hamm, and Henry Hurricane Thompson and whomever else we can get. Frank reported that we've had some issues with our web page during that last two months, which primarily were from the host shutting the site down because of what they thought was a problem. David Banks single handedly found another host for our site – and at a cost savings of o/a \$100.00 a year! A volunteer is still needed to assist with managing the VMGA calendar (calendarvmga.net). Six people have volunteered to assist with our newsletter, but the latest issue has not gone out yet. It will be released in early January, and will be email based. Articles to be considered for the newsletter should be sent to Frank as soon as possible.

Education Committee

Submitted by Wanda Gerard, committee member. Erica Jones (New River Valley), Chair

Members: Wanda Gerard, Betty Jo Hendrix and Angela Cingale. Erica has done some preliminary research into possible programs. The group hopes to meet in person during the week between Christmas and New Year's Day to discuss and plan ahead for how best to come up with educational events, possible themes, etc.

Finance Committee

Pat Waring (Bedford), Chair, was unable to attend. He informed the secretary that he had nothing to report.

Fund Raising Committee

Jody Purches (Appomattox), Chair, reported that the order of new merchandise delivered this morning was printed incorrectly; therefore the anticipated items are not available for sale as hoped today. She introduced Jennifer Gallion who is the new 'piece' of the fundraising committee – Jennifer stores the merchandise, handles inventory and ships items that are purchased electronically.

Pat Reilly (who was unable to attend) provided the following information concerning the Endowment portion of the fund raising committee. Many thanks for the increased support from the CALS Development Office for VMGA's Endowment! Dave Close authored a solicitation letter that was sent by the Development Office at the end of November. The letter explained the ways that the VMGA Endowment is funding efforts to produce the new online training modules. The increase of the account over the period of October 1 through November 30, 2016 is \$4,558.65 which shows a good result for the efforts behind the solicitation effort. We hope that many others will take the opportunity to donate in response to the letter.

The Endowment cash account balance is \$275,870, an increase of \$16,576 since November 30, 2015. The market value has increased \$32,591 over the past year to \$344,841. Outstanding pledges are at \$1,250 and the amount of deferred commitments stands at \$233,386. A table of account balances since 2014 will be published in the minutes.

VMGA is grateful for all those who have contributed through direct donations and through purchases of VMGA's auction items and MG logo merchandise. Please continue to contribute! It is only through your generosity that the endowment and our Virginia Master Gardener program can grow.

The account balances over a period of time are as follows:

	1-Feb-14	5-Aug-14	3-Feb-15	1-Aug-15	1-Feb-16	1-Aug-16	30-Nov-16
Fund balance / Market value	\$270,530	\$307,776	\$310,818	\$321,272	\$ 317,945	\$ 324,462	\$ 344,841
Cash gifts and	\$210,817	\$235,514	\$240,651	\$249,250	\$ 260,244	\$ 269,361	\$ 275,870

pledge payments							
Outstanding pledges	\$5,075	\$6,275	\$5,175	\$4,100	\$ 3,000	\$ 1,850	\$ 1,250
Deferred commitments	\$190,000	\$233,986	\$233,986	\$233,986	\$ 233,386	\$ 233,286	\$ 233,386
Income Earned*	\$14,159	\$19,931	\$26,112	\$26,442	\$ 21,058	\$ 27,938	\$ 19,471

*Funds are withdrawn for online modules and other program support

Unit Support Committee

Mary Ann Kincaid (Virginia Beach), Chair was unable to attend.

The Unit Support Committee is available to advise MG units throughout the state on issues that benefit from the diverse experience of its members – from dealing without an agent to 501C3 organization and others. No requests of the Committee have been made since our October meeting.

Membership Committee

Submitted by Deb Ayers Straw, (Hill City MGA, Lynchburg), Chair

	12/10/2016	10/8/2016
<u>ACTIVE</u>	364 (inc. 4 VCE Emeritus)	349 (inc. 4 VCE Emeritus)
<u>AUXILIARY</u>	2	2
<u>LIFETIME</u>	162 (inc. 10 VCE Emeritus)	162 (inc. 10 VCE Emeritus)
<u>TOTAL CURRENT</u>	528	513

As of 12/10/2016 the membership total is 528 current members. The committee thanks those who have renewed their membership and who have encouraged new members to join. An application must accompany your dues in order for the committee to process your membership application. Members that join or renew their membership after January 1, 2017 will not need to renew until 5/31/2018. Discussion was made as to how many new members renew when their initial membership is provided by their unit as new Interns. Deb Straw suggested adding another column to the spread sheet noting those members that their membership was provided by their unit as a new Intern. This information may be helpful in determining the value of this benefit for other units that are considering adding this for their new Interns. The Membership Committee has Membership lists by unit for the Unit Representatives. Our largest VMGA membership Unit is Green Spring with 69 current members. Followed by Loudoun at 45, Hill City at 41, Prince William at 35, James City County at 24 and Virginia Beach at 22. Deb encouraged Unit representatives to continue encouraging their members to support our VMGA. Please remember that all correspondence is done electronically. Therefore members have the responsibility to update the Membership Chair of any contact information changes. We want to be able to keep our membership informed. Deb Straw reminded everyone that the VMGA Representative must also be a member of VMGA.

Special Committees:

There were none for this report

VCE

Submitted by John Freeborn, VCE representative

1. Leadership Development Training was completed on November 2. We had more than 30 participants, nine agents, 18 EMGs, and seven Coordinators. Topics covered included conflict management, strategic planning from vision to mission, empowering volunteers, working with

youth, and program update topics.

2. The PDF version of the EMG Training Handbook is completed and is ready for ordering! With over 700 working links and an interactive Table of Contents and Index, thus putting it together took some time. This publication is subject to copyright laws, so our hope is that EMGs do not 'share' the file with one another; folks are on the honor system to not copy and share the PDF. The new PDF version will be available in two formats. The first will be on a flash drive as a PDF, sent out from our office. The second method for those who do not have USB capabilities will be via download through a special instance (Unit) set up in the VMS. Individuals will be added to the Online Handbook section of the VMS after purchase, and the Handbook will be available for download. Ordering is available in the Coordinator Section of the EMG website. The pricing for the digital Handbook is the same as the print version, \$85.00 for new trainees and \$50.00 for existing EMGs. If a new trainee chooses to purchase both, the price will be discounted to a total of \$135.00 for the print and digital versions. Due to our billing system, orders still need to come through the normal way that Handbooks are ordered. Shipping is free if three of the handbooks are purchased.

3. EMG / VCE Tablecloths. First bulk order of table cloths is complete. We ordered 36 table clothes with 35 of those are going to various units. The final price was \$105.00 each with shipping at \$10.00. We will probably do another bulk order this spring after folks around the State get to see this great promotional item. (*John hand delivered as many of the table clothes to unit representatives as possible at today's meeting.*)

4. Upcoming bi-monthly Webinar will be held on December 15. You are invited to join the State EMG Coordinator's Office as we discuss frequent questions that we receive and some that were submitted during the recent Leadership Development Training. We will also have an open forum for questions from listeners during this time.

5. Temporary Name Badges have been designed for EMG training classes. They can be downloaded and printed at the home or office and can be placed in a holder and can be then used throughout the duration of the training class. We have three different options co-branded with VCE. Badges can be customized in PowerPoint and are 3.5 x 2.5 inches.

6. Update on Battlefield Farms educational day being held on March 28, 2017 - Focus will be on bulbs. Cole Burrell will be the main keynote speaker. There will also be a speaker from Holland to discuss the history of bulb production and the current state of the market regarding bulbs. Battlefield Farms is one of the largest bulb growers on the east coast, and will also offer a tour of their facilities and bulb production areas. Attendees will also help to select perennials and annuals in various retail displays as part of a consumer market research study. The fee will most likely be \$25.00 since Battlefield Farms is providing lunch; the number of attendees is probably limited to 150. Registration will be handled by the VCE VT office electronically.

7. MG College - Save the date: June 22-25, advanced training this year will be Land Care Stewards. David Gibby and Holly Scroggins are two of the speakers lined up so far for the event.

8. Propagation videos on our YouTube channel. The newest addition to the library on our YouTube Channel is a series of how-to videos on plant propagation featuring: seeding, transplanting, grafting, air layering, tomato grafting, and plant division, each filmed in the Virginia Tech greenhouses. Each video is about three to five minutes in length and goes step-by- step into how each method is used as well as tips for making sure your plant propagates. You can visit our channel to view these videos.

9. Six training modules are now complete and three are being created.

VMGA Recruiting Kits

Deb asked about the status of the recruiting kits. Diane Kean reported that she talked with Pat Reilly about this during the exchange of information as she assumed the position of Treasurer. The information on our trifold will be converted into the table-top display. Riley Sixta at VCE VT is assisting with this and needs new pictures for this endeavor. Five table top displays will be purchased – one for each of the four districts in the state, and one for the membership chair. Units within the district will have to share these displays. Additional brochures will be needed to accompany the table-top displays. \$250.00 was budgeted for these displays two years ago. The membership

chair has \$100.00 in the budget to promote membership that possibly can be used for this.

Old Business: None

New Business: None

Announcements/For the Good of the Order:

"How and when do you communicate with your unit on the subject of the VMGA?" The comments below were brought up during this discussion period. Not all are about the specific topic, but are of importance to unit representatives.

1. George Graine (Fairfax) hosts a booth at their annual sign-up fair for the 225+ Fairfax EMGs on a Saturday during their annual training class time frame in March. He provides information about VMGA, the endowment and MG College at this time. Applications are available at the sign up booth. The sign-up fair is where the EMGs come to sign up for the projects they will volunteer with during the year, so it is a good time to explain VMGA, etc. No class time given for introducing VMGA to the students.
2. Tina Chaleki (CVMG Louisa) encourages the VMGA members in her unit to talk about the organization to new students and EMGs that are not members. She stated that all of the information regarding VMGA is shared with her unit members by her alternate VMGA unit rep. They also give a small talk at the training class about VMGA.
3. Deb Straw (Hill City / Lynchburg) mostly duplicates the efforts of Tina Chaleki for her promotion of VMGA. She also puts a display of merchandise out for the members to see since her unit only orders Unit polo shirts one time a year. She explains that the VMGA merchandise is available year round, especially since the inventory person is in their unit. They too give a talk about what is VMGA near the end of the training class.
4. George Graine commented that many EMGs assume that they are members of VMGA. Many do not understand that being a Virginia EMG but not a member of the VMGA is confusing – and when paying local dues, they assume this includes the state association membership. Deb added that we should suggest saying "that for one dollar a month you can join the state MG association." We also see a lot of confusion on the membership status during the registration period for our educational events. Wanda added that some also confuse the Virginia Gardener magazine as something related to the state MG association.
5. Marilyn Riddle (James City County / Williamsburg) reported that she provides her VMGA report via their monthly newsletters and at their monthly business meetings. She stated that they concentrate on reporting in the odd months (after the VMGA meetings) and beginning in February, she advertises MG College. She tries to steer clear of giving the Coordinator's report verbatim when giving a report.
6. Marilyn also mentioned/questioned:
 - a. Her unit will begin awarding partial scholarships (2-4) to their interns for the first time this year.
 - b. The request to host MG College in the eastern part of Virginia would be appreciated. Even a smaller event would be welcomed to introduce EMGs to some great educational opportunities and to meet fellow EMGS from across the state.
 - c. Could an EMG with emeritus status be transferred to another unit? John explained that yes, this could be done easily.
 - d. Should the idea of "unified membership" be considered? One would pay their local and state membership at the same time. Should we entertain the idea of including a fee for International membership as well? There are both advantages and disadvantages to this type of membership.
 - e. Competition is one way to improve numbers. Perhaps the unit with the largest number of members attending MG College (based on percentage ratios) could be introduced. Just a simple recognition at the milestone ceremony would encourage other MGs to try to win that title next year.
7. Ellen Kuriata, a 2013 graduate of the Green Spring unit, shared her enthusiasm about being an EMG and learning more about the overall program, including VMGA. Her interest goes beyond that for her personal information, but to share with others who are also somewhat new to the EMG program. Other comments she had are:
 - a. There is a lot of confusion to newer volunteers on local versus state associations, etc. She also said there was an overload of acronyms in the program overall.
 - b. Could students/interns be introduced to VMGA and told what they can expect from it to possibly erase some of their concerns and questions.

- c. The confusion of computer lingo is foreign to her (Webinars), and thinks many EMGs across the state feel the same. John Freeborn explained that his emails go to the units and to all Virginia EMGs – so the information about what is happening at the state level, information and across the state about the Webinars, etc. is being provided to everyone. He invites anyone with questions to contact him so he and his office can provide assistance to understanding how to access these things. He also reported that the webinars are being converted to an easier to watch format – much like watching a ‘movie’. Diane Keane asked if the emails about the Webinar training sessions included an advance sign up procedure, and he explained that was no longer needed. One can just click and view to participate in the Webinar.
 - d. Can we advertise the Webinars, such as all of them for the year being announced at one time so EMGs can plan accordingly?
 - e. She thought that offering the information for signing up to be a VMGA member at their annual recertification day would be helpful. Joan Richards (Green Spring) reported that they have an “All Hands” meeting twice a year in conjunction with their annual sign up opportunity. At their annual recertification, they also pitch VMGA. Currently they sell/take orders for VMGA gear every three years.
8. The question was brought up about having a paragraph or two on the weekly reports about VMGA. John will look into this. He suggested that they could put a link on the Facebook page to the VMGA site.
 9. Joe Kelly (Arlington/Alexandria) shared that his unit collects dues when they do their annual VGE recertification. He questioned that too much information might be coming at one time to the EMG and perhaps this is why they confuse the local unit with the state association. He attends the board meetings and shares information about VMGA at their four general membership meetings a year. He stated again that his goal as president is to better promote the entire Master Gardener program.
 10. Christy Brennan (Hanover) sneaks the VMGA brochure into her plant clinic boxes so that volunteers can read about it during any downtime while out volunteering (she had it at the state fair booth too!) She suggests that we say VMGA at any opportunity the presents itself, including placing a brochure in with mg merchandise ordered via our web site. She also provides information to her members at their annual recertification day.
 11. Christy explained she always asks ‘what do we get for our \$12.00 membership fees?’ Overall we need to be better able to answer this question. She questioned if we could promote the Battlefield Farms event as a VMGA educational event by offering a 5.00 discount to VMGA members?
 12. Christy also talked about her ‘one shot’ list of VGE documents to carry along to plant clinics, or wherever instead of carrying along boxes and boxes of paper handouts.
 13. Marilyn Riddle made a suggestion that we ‘sell’ the life membership to VMGA. At year nine, it has sold itself. Many other professional organizations have a good success rate of obtaining and keeping members by doing this, and their fee for life membership is much higher.
 14. Deb Straw reported that some MG units give outgoing presidents a VMGA life membership. She also stated that a few units give their graduates a one year membership to VMGA (Loudon, Green Spring). Many of these individuals do not renew their membership. She will put together a document with the percentages of members that are retained from one year to the next. She will mark them as an intern and see at the end of that period if they’ve advanced to Master Gardener.
 15. Wanda Gerard (Suffolk) asked John Freeborn if our name tags at MG College could reflect our membership in VMGA – by a color, stripe, etc. Jody Purches (Appomattox) suggested that perhaps we could wear a pin showing VMGA membership, or could the badges have a place for us to put a pin. Deb Straw felt that a pin was too much, except for those who are life members.
 16. It was suggested we have a membership drive one month of the year like many other organizations do. Offer prizes for winning unit.
 17. Marilyn Riddle explained that Angela Cingale will be stepping down from her VMGA responsibilities for the time being, starting in February but she will remain a master gardener in her unit. Marilyn explained that Angela has served on the board twice during her many years of being a unit representative, and has had a few unexpected things happen that require her attention at this time. Expressions of ‘thanks’ were given to Angela with best wishes too.
 18. Harriot Frost (Norfolk) suggested we do a better job of explain the benefits of VMGA to all newly graduated students. The benefits are: scholarships to MG College, the educational events, and our newsletter. Deb Straw added “the endowment is now also helping support the EMG education program by covering the expenses to create training modules in addition to building a monetary fund to pay for the state coordinator position at VT if that support is ever needed.” We all must remember that VMGA is active to keep the EMG program open and operating for everyone. Maybe a ‘canned’ email can go to all graduating MG students explaining these things. An introduction to the program might be a way to offer nonmembers a way for them to inquire about VMGA if they have any questions.

Information about our future meetings:

Wanda gave an update on her research for units to host our bi-monthly meetings. Discussion was held on meeting locations since a unit hasn't yet signed up to host the February meeting. We talked about having an electronic meeting, possibly meeting at one of the ARECs, or using conference or training room space at VSU, 4H training centers, VT/UVA training sites across the state. John will check into this. Deb mentioned that getting a quorum for an electronic meeting is sometimes a challenge. Joe asked John if VT would support the electronic requirements associated with us hosting a meeting where we all had to call in, and John was certain that they could do that.

The chart for upcoming meetings is shown. The information in red was obtained after the meeting on December 10.

2017		2018		2019	
2/11	Louisa	2/10			
4/8	Lynchburg	4/14	Gloucester		
8/12	Chesapeake	8/11	Rockbridge		
10/14	Eastern Shore	10/13			
12/9		12/8			

Deb Straw announced that her unit (Hill City / Lynchburg) is hosting the April meeting, and that Human Kind – a Presbyterian Church Home is across the street from our meeting site. She encouraged us to build a little extra time into our schedule so we could visit the garden(s) at Human Kind.

Wanda will work with the Unit on the Eastern Shore to gather information for their meeting so that folks can plan for hotels, possibly at reduced rates, etc.

Unit announcements

1. Joan Richards (Green Spring) reported that they will host their Eco Savy Program on February 18th (8:30-12:00)
2. Tina Chaleki (Louisa) reported that they will have their five weekend Backyard Gardening Series during the month of March. These programs are from 9:30 – 12:00, free of charge.
3. Leslie Paulson (Prince William) reported that they have programs planned for the Potomac Library on 2/11, 18 and 25 from 1:00 – 4:00. They also have a two Saturday Sustainable Gardening program on growing vegetables scheduled for 3/18 and 3/25 at the library. The Classes are free.
4. Joe suggested that these items be placed on our calendar. Frank commented that our calendar page of the website currently receives a/a 2,000 visits a month.

Closing

Frank Reilly invited us to visit the Merrifield Garden Center, especially the Christmas tree area where we could see, and say hi to Elf Pat Reilly since she is helping Santa today. He said it was roughly nine minutes from our current location on Wellington Road. 45 acres of glee.

Thanks again to Prince William Master Gardeners for hosting our bi-monthly meeting.

The meeting was adjourned at noon. Those who ordered lunch had lunch before departing.

For the record (this was not stated during the meeting), 15 units were represented at the December meeting.

Respectfully submitted
Wanda Gerard, Secretary

Attendees at VMGA Meeting, December 10, 2016

Amherst, Campbell and City of Lynchburg (Hill City MGA)	Deb Straw, Jennifer Gallion
Appomattox	Jody Purches
Arlington, Alexandria	Joe Kelly
CVMG Louisa	Tina Chaleki, Edna Musser
Fairfax	George Graine
Franklin	Nelda Purcell
Green Spring	Joan Richards (Don), Ellen Kuriata, Ruth Nussbaum, Karen Margansey
Hanover	Christy Brennan
James City County/Williamsburg	Marilyn Riddle, Angela Cingale
Norfolk	Harriette Frost
Northumberland, Lancaster, Richmond, Westmoreland, Essex (Northern Neck)	Diane Kean
Prince George	Cheryl Sebera
Prince William	Jan Gubrud, Jeanne Lamczyk, Harriot Carter, Terri Anderson, Jane Wyman, Maria Stewart, Leslie Paulson, Eileen Murphy, Jean Bennett, Larry Lehowicz, Ray Mahoney
Stafford / MAGCRA	Frank Reilly, Gwen Pote
Suffolk	Wanda Gerard
VCE	John Freeborn

New unit reps attending for the first time: None

Financial Activities to Date

Revenue	Unrestricted	Temp Restr	Total
Contributions (Scholarships+ Endowment)	\$ -	\$ 1,244.04	\$ 1,244.04
Fundraising (Gross Sales)	\$ -	\$2,342.16	\$ 2,342.16
Interest Income	\$ 6.55	\$ -	\$ 6.55
Membership Dues	\$4,007.06	\$ 1,191.81	\$ 5,198.87
Programs	\$1,786.66	\$ -	\$ 1,786.66
Total Revenue	\$ 5,800.27	\$ 4,778.01	\$ 10,578.28
Expenses			
Program Support (Ed. Event, Communications)	\$ 1,335.00	\$ -	\$ 1,335.00
Donation Expenses (Endowment, St. Fair, Scholarships, Sponsorships)	\$ 1,221.98	\$ -	\$ 1,221.98
Program Services Total	\$ 2,556.98		\$ 2,556.98
General (Administrative)	\$ 76.41	\$ -	\$ 76.41
Fund Raising (Supplies, Merchandise, Gifts)	\$ 357.50	\$ -	\$ 357.50
Cost of Goods Sold	\$1,225.71		\$ 1,225.71
Total Expenses	\$ 4,216.60	\$ -	\$ 4,216.60
Change in Net Assets (Net Income)	\$ 1,583.67	\$ 4,778.01	\$ 6,361.68
Net Assets, Beginning of Year	\$ 19,962.91		
Net Assets, Year to Date	\$ 27,233.04		

Financial Position to Date

Assets	Total to Date
Cash - gross sales of merchandise	\$ 2,342.16
Cash - all other sources	\$ 6,927.72
Cash total	\$ 9,269.88
PayPal Balance	\$ 313.09
Petty Cash Fund	\$ 40.00
CD 002 Balance	\$ 14,524.34
Money Market Savings Account	\$ 5,038.08
Fundraising Inventory	\$ 1,689.46
Total Assets	\$ 30,874.85
Liabilities	
Unearned Income – Future Dues	\$ 1,191.81
Board Designated (college sponsorship scholarships)	\$ 2,200.00
Membership Recruitment Displays	\$ 250.00
Total Liabilities	\$ 3,641.81
Net Assets	
Unrestricted (Current FY Dues, Merchandise Sales)	\$ 4,432.27
Temporarily Restricted (Savings, CD, Future Dues, Board Designated scholarships, sponsorships)	\$ 22,800.77
Total Net Assets	\$ 27,233.04
Total Liabilities and Net Assets	\$ 30,874.85

Financial Activities to Budget December

REVENUE		FY16 Actual	FY17 Budget	FY 17 YTD	% of budget
	Temporarily Restricted				
	MG College Scholarship Donations	\$ 238.89	n/a		n/a
	MG College Scholarship Donations FY17			\$321.04	
	MG College Scholarship Donations FY18				
	State Coordinator Endowment Donations	\$ -	n/a	\$923.00	n/a
	Fundraising (Merchandise Gross Sales)	\$ 4,350.54	\$ 3,600.00	\$2,342.16	65%
	Membership Dues FY18-26	\$ 3,852.21	\$ 960.00	\$1,191.81	124%
	Total Temporarily Restricted	\$ 8,441.64	\$ 4,560.00	\$ 4,778.01	
	Unrestricted				
	Membership Dues Current FY	\$ 5,025.86	\$ 4,200.00	\$4,007.06	95%
	Interest Income	\$ 25.81	n/a	6.55	
	Programs (Education Events)	\$ 1,753.38	\$ 3,000.00	\$1,786.66	60%
	Total Unrestricted	\$ 6,805.05	\$ 7,200.00	\$ 5,800.27	
Total Income		\$ 15,246.69	\$ 11,760.00	\$10,578.28	90%
EXPENSES	Unrestricted	FY 16 YTD	FY17 Budget		% of budget
Administration	President	\$ -	\$ 250.00		
	Vice President	\$ -	\$ 25.00		
	Secretary	\$ 10.76	\$ 50.00		
	Treasurer	\$ 77.32	\$ 75.00	76.41	102%
	Professional and Legal Fees	\$ 26.95	\$ 25.00		
	Membership	\$ 105.15	\$ 100.00		
	VMGA Recruitment Kits - 5	\$ -	\$ 255.00		
	Nominations and Elections	\$ -	n/a		
	Subtotal Expenses-Admin	\$ 220.18	\$ 780.00	\$ 76.41	10%
Fund Raising	Fundraising (Merchandise purchase, shipping)	\$ 2,056.52	\$ 2,100.00	\$357.50	17%
	State Coordinator Endowment (incl. auction)	\$ 1,129.86	\$ 1,200.00		0%
	Subtotal Expenses-Fundraising	\$ 3,186.38	\$ 3,300.00	\$ 357.50	11%
Programs	State Fair	\$ 409.91	\$ 500.00	\$298.98	60%
	MG College Scholarships	\$ 1,950.00	\$ 1,200.00		0%
	MG College Sponsorship	\$ 1,000.00	\$ 1,000.00		0%
	Merchandise Profits to VT Foundation	\$ 1,463.91	\$ 1,200.00		0%
	Donation to VT Foundation-Coord Endowment		\$ -	\$923.00	n/a
	Education	\$ 3,172.35	\$ 3,000.00	\$1,335.00	45%
	Communications	\$ 142.80	\$ 250.00		0%
	Coordinator Endowment (pass-thru)	\$ -	\$ -		
	Cost of Goods Sold	\$ 2,841.63	\$ -	\$1,225.71	
	Subtotal Expenses-Programs	\$ 10,980.60	\$ 7,150.00	\$ 3,782.69	53%
Subtotal Expenses		\$ 14,387.16	\$ 11,230.00	\$ 4,216.60	38%
	Unbudgeted donation to Coordinator Endowmen	\$ 7,993.00			
Total Expenses		\$ 22,380.16	\$ 11,230.00	\$ 4,216.60	