



Meeting Book - Special International Board of Trustees Meeting

Agenda

1.0 Call to Order		Eric McHenry
2.0 Roll Call	Approval	Terri Warren
10.0 New Business		
10.1 Remove Requirement for Printed Directory and Blue Beret	Approval	Matt Hackney
2023-29 Hackney Remove Requirement for Printed Directory and Blue Beret.pdf - 2		
10.2 Elimination of Printed Directory and Reduction in Print Blue Beret Issues	Approval	Matt Hackney
2023-30 Hackney Elimination of Printed Directory and Reduction in Print Blue Beret Issues.pdf - 5		
10.3 FY 2023/2024 Budget Adoption		
2023-36 Hackney Adoption of Operating Budget for 2023-2024.pdf - 12		
12.0 Adjournment		Eric McHenry

WALLY BYAM CARAVAN CLUB INTERNATIONAL, INC.
IBT MOTION

Motion / Item Number: 2023-38

Meeting Location and Date: Virtual – July 13, 2023

Motion Maker: Matt Hackney, International Treasurer

Title: Remove Requirement for Printed Directory and Blue Beret

Summary: This motion updates the way publications are provided to club membership by providing the following:

- Publication of a monthly electronic edition of the Blue Beret,
- Publication of 4 editions of the Blue Beret annually, which may be received as an electronic or print edition,
- Creation of an updated, downloadable pdf version of the Club Directory,
- Continued use of the online Club Directory, and
- Availability for a printed copy of the Club directory.

Motion: I move that **WBCCI** Bylaws, Article III Committees, Article IV Membership and Membership Privileges, Article XII Official Publications, and Article XIII Use of Club Name and Emblem be revised to remove the requirement that the Blue Beret and Directory be issued in print form and to remove the language **of** a single directory update during the year.

Specific Changes proposed are:

- In Article III, Sec. 3 Item A. Delete and insert a new Item A.
- In Article IV, Sec. 12 Item B. Delete and insert a new Item B.
- In Article XII, Delete Sec. 1 and insert a new Sec. 1
- In Article XII, Delete Sec. 3 and insert a new Sec. 3.
- In Article XIII, Sec 5 Delete Item B. and insert a new Item B.

REQUIRED Attachments (for Policy, Bylaws and/or Constitutional Amendments):

- **Exhibit 1: Redlined Current Blue Book text**
- **Exhibit 2: Proposed (new) Blue Book text**

SECONDED BY: _____

Purpose / Impact(s): This motion would eliminate the printing of an "Annual" Membership Directory and replace it with a downloadable pdf version of the Club Directory, updated on a quarterly basis. Furthermore, members have the option to request one **printed** spiral-bound copy of the Club Directory, which will be available in the first quarter of each calendar year. The handling and shipping costs will be covered by the member. This motion will also reduce the

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number of print editions of the Blue Beret to four per year, while maintaining a monthly electronic edition.

Background: The cost of printing and mailing the Blue Beret and Membership Directory is one of the largest single costs in the club operating budget. The timeline for submitting articles, editing, printing, and mailing the Blue Beret limits the timeliness of information contained in each edition. Digital issues have far fewer restrictions on size and offer authors, readers, and advertisers additional features and options. Finally, the renewal period for members is no longer based on a single expiration for all members, making a single printing of the Membership Director an outdated practice. Additionally, advertisers have expressed interest in moving to digital publications, where effectiveness of ads may be measured.

Financial Impact: These changes are estimated to bring approximately \$95,000 in savings and could result in an additional \$30,000 in advertising revenue per year.

ATTACHMENTS

Exhibit 1:

Article III, Sec. 3

~~A. Names and contact information of each Standing Committee Chair shall be published in the WBCCI Directory and on the website to allow members to contact the Chairs directly and volunteer for any committee based upon their interest, experience, or expertise.~~

Article IV, Sec. 12

~~B. Renewals of International dues of Regular Members and Members at Large shall be paid after August 1 for the subsequent calendar year. When dues are not received at Headquarters by December 31, a member may not be listed in the print directory for the following year.~~

Article XII, Sec. 1

~~The Board of Trustees may publish or cause to be published certain documents, which shall be designated official publications of the international club. At present, the *Blue Beret* and annual membership directory are is the official club publications.~~

Article XII, Sec. 3

~~The Executive Council shall specify the overall format of the *Blue Beret* and the Annual Membership Directory.~~

Article XIII, Sec. 5

~~B. Neither the name, emblems nor the annual membership directory of the International Club shall be used for any purpose other than that authorized by the International Board of Trustees.~~

Exhibit 2:

IBT MOTION

Article III, Sec. 3

A. Names and contact information of each Standing Committee Chair shall be provided on the website to allow members to contact the Chairs directly and volunteer for any committee based upon their interest, experience, or expertise.

Article IV, Sec. 12

B. Only Regular Members and Members at Large, current on payment of dues, will be listed in the directory.

Article XII, Sec. 1

The Board of Trustees may publish or cause to be published certain documents, which shall be designated official publications of the international club. At present, the digital Membership Directory and the *Blue Beret* are the official Club publications.

Article XII, Sec. 3

The Executive Council shall specify the overall format of the *Blue Beret*.

Article XIII, Sec. 5

B. Neither the name, emblems nor the Digital Membership Directory (including the pdf or printed form) of the International Club shall be used for any purpose other than that authorized by the International Board of Trustees.

Motion:

- Reviewed by (Constitution and Bylaws Committee):
- Reviewed by (Parliamentarian):

Motion Resolution (Office Use Only – check one):

- Adopted
- Defeated
- Amended
- Referred
- Postponed
- Tabled (cannot be postponed beyond session)
- Withdrawn (will lie on table only until end of present session)

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Motion / Item Number: 2023-37

Meeting Location and Date: Virtual – July 13, 2023

Motion Maker: Matt Hackney, International Treasurer

Title: Update the Methods of Publication for the Club Directory and Print Blue Beret

Summary: Revise WBCCI Policies regarding publication of an Annual Membership Directory and revise the method of publication of the Blue Beret.

I move that WBCCI Policy 12.4.1 Club Publications be deleted and a new Policy 12.4.1 be inserted.

Further, delete WBCCI Policy 16.6.5 Caravans, Items G. and H. and insert new Items G. and H.

Also delete WBCCI Policy 16.6.6 Intra-Cubs and Special Interest Groups Item D. and re-lettering items E. and F. as D. and E..

Also delete WBCCI Policy 16.6.10 Airstream Numbers, Item C.3. and insert a new Item C.3.

REQUIRED Attachments (for Policy, Bylaws and/or Constitutional Amendments):

- **Exhibit 1: Redlined Current Blue Book text**
- **Exhibit 2: Proposed (new) Blue Book text**

SECONDED BY: _____

Purpose / Impact(s): The Club Directory is updated on a daily basis and the current information is available by electronic means. Both the online version and a downloadable pdf version (updated quarterly) provide more useful and current information to the membership. Those wishing a print version of the online information may request a copy each year by payment of handling and mailing costs.

A printed version of the Blue Beret will be published and distributed quarterly, however the electronic Blue Beret, with greater flexibility on content, will be published monthly.

Financial Impact: Elimination of the printed Directory and reduction in the number of Printed Blue Beret issues will reduce publications costs by \$95,000 per year. In addition, the Corporate Manager indicates revenue from advertisers could increase by \$30,000 per year with digital editions.

Proviso: After passage of this motion, the content of the downloadable pdf may be adjusted and cost of printing, handling and postage will be determined. These costs will be published on the

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club webpage. It is recommended that the President name a Special Committee, including Historical Standing Committee members, for the purpose of determining these details.

ATTACHMENTS

Exhibit 1:

12.4.1 Club Publications

~~from Article XII, Bylaws~~

~~A. Annual Membership Directory~~

~~WBCCI will publish an annual directory in both digital and printed form and each member will be provided an opportunity, upon their annual renewal, to state the form or forms they wish to receive. The digital form will be delivered by email to the member. (6/27/14)~~

- ~~1. The Annual printed Membership Directory will list the names and addresses of members whose International dues have been received at Headquarters on or before December 31 in the year preceding the publication of the Annual Membership Directory. Members who have requested their personal information not be published, i.e., address, email, courtesy parking status, Club offices and numbered Club activities, will only have their name, Region, Local Club number and Airstream Number published. Those offering courtesy parking may not opt out of publication of their personal information. (7/19/21)~~
- ~~2. The current, password protected, Digital Directory will contain the same information as the printed, but will show new members since the publication of the printed directory. (7/19/21)~~
- ~~3. Special titles or ranks (i.e. Dr., Col., etc.) shall not be included in the listing of members in the Annual Membership Directory. (1/20/17)~~
- ~~4. Co-owners shall each pay International dues in order to be listed separately in the Annual Membership Directory. (1/20/95)~~
- ~~5. Special designations for the listing of Lifetime Members shall be included in the Annual Membership Directory. (1/20/17)~~
- ~~6. Except as authorized by the Executive Committee, the Annual Membership Directory of the International Club or the Membership Directories or Rosters of Local Clubs shall not be made available to any individual who is not a member or to organizations not a part of the International Club in order to prevent the use of such Directories or Rosters for mailing lists and soliciting purposes. (1/19/96)~~
- ~~7. A listing of approved Heritage Numbers with corresponding owner names at the time of the historically significant event and qualifying criteria shall be included in the Annual Membership Directory. (1/11/18)~~
- ~~8. Except as authorized by the Executive Committee, the Annual Membership Directory of the International Club and the Membership Directories of Local and Intra Clubs shall not be used by any member of the International Club for campaigning or soliciting purposes. (7/21/22)~~

~~B. The Blue Beret~~

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- ~~1. The *Blue Beret*, the official publication of the club, is published monthly except February, July and December. The Annual Directory, printed version, will be published in February. Updates will be available digitally online. (6/24/20)~~
- ~~2. A maximum of 400 column inches of publicity for the upcoming International Rally will be allowed not including registration coupons, in issues selected by the Rally Committee. (1/21/91)~~
- ~~3. Articles describing Local Club activities from Local Club publications and member activities may be included in the *Blue Beret* at the discretion of the publication editors in consultation with the chair of the Publication Committee. Coupons for National and Regional Rallies as well as International and Region Caravans may be printed a maximum of three times as designated by the requestor. International Rally coupons may be printed a maximum of six times. (1/21/21)~~
- ~~4. Each region is allowed 60 column inches per year to promote region rallies, caravans and multi-Local Club rallies as well as other news, specifically about the region, deemed newsworthy to its members by the Region President. Further Regions will be permitted an additional 11 column inches for each caravan conducted. Articles will be permitted for multi-Local Club rallies provided the Region Executive Committee has approved the rally and authorized the charge of space required against the region space allowance. All region news submitted for publication must be accompanied by the written authorization of the Region President or his/her designate. State rallies within the borders of a region shall be exempt from the region space allocation. (1/21/00)~~
- ~~5. Each Region President shall appoint one person as a Contributing Editor who shall submit news copy to the *Blue Beret* Editor, and the Corporate Manager shall be informed of the name of each Region Contributing Editor by August 1st of each calendar year. (1/20/17)~~
- ~~6. WBCCI Intra-clubs shall be allowed 20 column inches per year to promote club activities and to provide pertinent Intra-club information to its members. All articles submitted for publication must be accompanied by written authorization of the Intra-club President. (1/21/00)~~
- ~~7. WBCCI State, Commonwealth, Provincial and National Rallies shall be permitted 14 column inches per year, excluding coupons, within the *Blue Beret* for promotional purposes. State Rally publicity shall be coordinated with the Region President and/or Contributing Editor within whose Region the rally shall occur. Such rally articles submitted for publication shall be accompanied by the written authorization of the Region President or his/her designate. (01/23/20)~~

~~C. Distribution~~

- ~~1. Members in good standing in the International Club shall receive, each calendar year, one Annual Membership Directory and one each of the nine issues of the *Blue Beret* in either printed or digital format as they have selected upon membership renewal. (1/20/17)~~
- ~~2. Airstream, Inc. is furnished a supply of Annual Membership Directories and issues of the *Blue Beret* for public relations and business purposes for use and distribution by Airstream, Inc. Supply needs are reviewed and re-established annually with Airstream, Inc., by the Corporate Manager. (1/20/17)~~

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3. ~~The Annual Membership Directory, the computer generated membership roster, the membership rosters of Local Clubs and Regions of the International Club may, with the authorization of the Executive Committee, be made available to Corporate Sponsors of the International Club and to business organizations. Such Corporate Sponsors and business organizations shall be charged a fee for the authorized use of such directories and rosters. The fees to be charged shall be determined by the Corporate Manager of the International Club and such fees shall be approved by the Executive Committee. (1/20/17)~~
4. ~~First Class handling and postage for the *Blue Beret* and the Annual Membership Directory are available by prepaying the prevailing rate to Headquarters. Prevailing rate to be established by the Corporate Manager. (1/20/17)~~
5. ~~The Corporate Manager shall determine the most cost effective way to distribute WBCCI publications outside of the United States. (1/20/17)~~
6. ~~Subscriptions to the *Blue Beret* (magazine only) are available to members and interested public alike at the prevailing subscription rate. (1/20/17)~~
7. ~~Courtesy copies of the *Blue Beret* may be mailed to individuals or businesses for public relations or business purposes. Individuals or businesses may be placed on the courtesy mailing list by notifying Headquarters in writing and shall include justification for the request. Cost of the courtesy mailing list will be borne by the appropriate General Fund accounts. Members who have changed their mailing address or changed seasonal locations and not notified Headquarters may receive a courtesy copy if they are willing to pay the cost of postage. (1/20/17)~~
8. ~~Members requesting an additional copy of the printed Membership Directory will be charged current publications costs plus postage. (1/20/17)~~

16.6.5 Caravans

- G. ~~National and Regional Caravans, which meet the CRITERIA hereunder, shall be listed in the annual membership directory and the caravan number assigned by the Caravan Committee Chair shall follow each Caravanner's name in the directory. (7/22/17)~~
 1. ~~CRITERIA:~~
 2. ~~Duration of nine (9) or more nights not including nights spent at organized rallies.~~
 1. ~~(1/21/21)~~
 3. ~~Park in three (3) or more cities or geographic locations, not including organized rallies. (7/20/19)~~
 4. ~~Number 10 or more trailers, motorhomes, including the leader. (7/22/17)~~
 5. ~~Use the kitty fee method for handling financial matters. (7/22/17)~~
 6. ~~Adhere to provisions in the current Club Caravan Handbook, the Bylaws and established Policy and Financial Management practices of the WBCCI. (7/22/17)~~
- H. ~~Local Club Caravans, which meet the CRITERIA hereunder, shall be listed in the annual membership directory and the caravan number assigned by the Caravan Committee Chair shall follow each Caravanner's name in the directory. (7/22/17)~~

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1. ~~CRITERIA:~~
2. ~~Duration of 6 or more nights not including nights spent at organized rallies.~~
 1. ~~(7/22/17)~~
3. ~~Park in 3 or more cities or geographic locations, not including organized rallies.~~
 1. ~~(7/22/17)~~
4. ~~Number 7 or more trailers and/or motorhomes, including the leader. (7/22/17)~~
5. ~~Use the kitty fee method for handling financial matters. (7/22/17)~~
6. ~~Adhere to provisions in the current Club Caravan Handbook, the Bylaws and established Policy and Financial Management practices of the WBCCI. (7/22/17)~~

16.6.6 Intra-Clubs and Special Interest Groups

- D. ~~Intra Clubs shall provide Headquarters, on or before December 31st, a written list of the Intra Club's elected or appointed officers for publication in the Annual Membership Directory of the International Club. Intra Club articles or notices of interest to the membership of the International Club may be published in the Blue Beret. (8/18/22)~~

16.6.10 Airstream Numbers, B.

~~3. Club members may request a change to a different available Airstream Number, under the restrictions noted below, by contacting Headquarters with a request and the payment of the shipping and the cost of the new number. In the event that duplicate requests for a specific number are received at Headquarters, the request with the earliest contact date will be honored. New numbers for one recreational vehicle manufactured by Airstream, Inc. will be furnished, and the new number will be noted in the next issue of the ANNUAL MEMBERSHIP DIRECTORY.~~

Exhibit 2:

Policy 12.4.1 Club Publications

from Article XII, Bylaws

A. Digital Membership Directory

1. WBCCI will maintain a digital membership directory and each member in good standing will be provided access to that directory.
2. The digital directory will include:
 - a. Names and address of members and Big Red Number;
 - b. Email and telephone information;
 - c. A special designation for Life Members of WBCCI;
 - d. Listing of all Local and International Offices held by the member;
 - e. Listing of any numbered Caravan(s) they have participated in.
3. The digital and pdf directories will not contain the personal information of any member who has requested it to remain private, but their name, Region and Local Club number and Big Red Number will be published.

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4. A pdf version of the directory will be made available for download on the Club webpage and will be updated on a quarterly basis.
5. The pdf version of the directory will include:
 - a. Names and address of members and Big Red Number;
 - b. Email and telephone information.
6. Once each year, a printed, spiral bound copy of the January version of the pdf will be available to members, for the cost of handling and postage.
7. Except as authorized by the Executive Council the contents of the Membership Directory or Rosters of Local Clubs shall not be made available to any individual or organization not a part of the International Club to avoid unwanted solicitations.
8. Except as authorized by the Executive Council, any Membership Directory of the International Club and the Membership Directories of Local and Intra-Clubs shall not be used by any member of the International Club for campaigning or soliciting purposes.

B. The *Blue Beret*

1. The *Blue Beret*, the official publication of the club, is published in both print and digital editions. Print editions are provided four times each year. Digital only editions are provided monthly.
2. Articles describing Club events from members may be included in the *Blue Beret* at the discretion of the publication editors.

C. Distribution

1. Members in good standing in the International Club may elect to receive, each calendar year, the four print issues and access to the digital issues of the *Blue Beret*. Members may also choose to receive digital copies only by updating the preference in their membership profile .
2. First Class handling and postage for the *Blue Beret* are available by prepaying the prevailing rate to Headquarters. Prevailing rate to be established by the Corporate Manager.
3. The Corporate Manager shall determine the most cost effective way to distribute WBCCI publications outside of the United States.
4. Subscriptions to the printed *Blue Beret* are available to past members at the prevailing subscription rate.
5. Courtesy copies of the *Blue Beret* may be mailed to individuals or businesses for public relations or business purposes. Cost of the courtesy mailing list will be borne by the appropriate General Fund accounts. Members who have changed their mailing address or changed seasonal locations and have not updated their membership profile may receive a courtesy copy provided that member pays the cost of postage.

16.6.5 Caravans

- G. National and Regional Caravans, which meet the CRITERIA hereunder, shall be listed for registration on the Club webpage.

CRITERIA:

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1. Duration of nine (9) or more nights not including nights spent at organized rallies.
 2. Park in three (3) or more cities or geographic locations, not including organized rallies.
 3. Number 10 or more trailers, motorhomes, including the leader.
 4. Use the kitty fee method for handling financial matters.
 5. Adhere to provisions in the current Club Caravan Handbook, the Bylaws and established Policy and Financial Management practices of the WBCCI.
- H. Local Club Caravans, which meet the CRITERIA hereunder, may also be listed ~~on the~~ on the Club webpage if authorized by the Caravan Committee Chair.

CRITERIA:

1. Duration of 6 or more nights not including nights spent at organized rallies.
2. Park in 3 or more cities or geographic locations, not including organized rallies.
3. Number 7 or more trailers and/or motorhomes, including the leader.
4. Use the kitty fee method for handling financial matters.
5. Adhere to provisions in the current Club Caravan Handbook, the Bylaws and established Policy and Financial Management practices of the WBCCI.

16.6.10 Airstream Numbers, C

C. Airstream Number Assignment Policy shall be as follows:

3. Club members may request a change to a different available Airstream Number, under the restrictions noted below, by contacting Headquarters with a request and the payment of the shipping and the cost of the new number. In the event that duplicate requests for a specific number are received at Headquarters, the request with the earliest contact date will be honored. New numbers for one recreational vehicle manufactured by Airstream, Inc. will be furnished, and the new number will be listed in the MEMBERSHIP DIRECTORY.

Motion:

- Reviewed by (Constitution and Bylaws Committee):
- Reviewed by (Parliamentarian):

Motion Resolution (Office Use Only – check one):

- Adopted
- Defeated
- Amended
- Referred
- Postponed
- Tabled (cannot be postponed beyond session)
- Withdrawn (will lie on table only until end of present session)

WALLY BYAM CARAVAN CLUB INTERNATIONAL, INC.
IBT MOTION

Motion / Item Number: 2023-39

Meeting Location and Date: Virtual - July 13, 2023

Motion Maker: Matt Hackney, International Treasurer

Title: Adoption of Operating Budget for 2023-2024

Summary: Adopt the Operating Budget for the Fiscal Year beginning August 1, 2023.

I move that the International Board of Trustees (IBT) adopt the attached Operating Budget for the Fiscal Year beginning August 1, 2023, under the powers provided in WBCCI Bylaws Article VIII Board of Trustees and Executive Council, **Sec. 1, General Powers**, Item A. 3.

Notable changes in this budget include elimination of funding for the **Abenity** Benefits Program, initiated last year and changes associated with the publications motions separately provided.

REQUIRED Attachments (for Policy, Bylaws and/or Constitutional Amendments):

- **Exhibit 1: Redlined Current Blue Book text**
- **Exhibit 2: Proposed (new) Blue Book text**

SECONDED BY: _____

Purpose / Impact(s): The budget provided will fully fund club operations for the coming year, while incorporating the initiatives agreed to at the recent IBT strategy meetings. The implementation of this budget will require adoption of 3 motions being presented at this meeting.

Attachment 1

See attached Budget Document

Motion:

- **Reviewed by (Constitution and Bylaws Committee):**
- **Reviewed by (Parliamentarian):**

Motion Resolution (Office Use Only – check one):

- Adopted
- Defeated
- Amended
- Referred

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- Postponed
- Tabled (cannot be postponed beyond session)
- Withdrawn (will lie on table only until end of present session)

	2022-2023 Actual 2023 Memb	Memb. Count	2022-2023 Budget	Memb. Count	2022-2023 Variance	2022-2023 % of Budget	2022-2023 EST EOY	2022-2023 Actual + EST = EST EOY	Memb. Count	Budget
INCOME										
40000+ Club Income										
410000 Membership Dues										
41100 New Member Dues	\$ 103,200	1376	\$ 187,200	2,496	\$ (84,000)	55.13%	\$ 50,700	\$ 153,900	2,184	\$163,800
41105 AANW Pilot	\$ 11,175	149	\$ 14,625	195	\$ (3,450)	76.41%	\$ 3,450	\$ 14,625	100	\$ 7,500
Total 41100 New Members	\$ 114,375	1,525	\$ 201,825	2,691	\$ (87,450)	56.67%	\$ 54,150	\$ 168,525	2,284	\$ 171,300
41200 International Renewal	\$ 471,616	6,572	\$ 512,969	6,840	\$ (41,353)	91.94%	\$ 37,908	\$ 509,524	7,523	\$ 564,234
41300 Lifetime Members	\$ 17,720	334	\$ 15,150	303	\$ 2,570	116.96%	\$ -	\$ 17,720	327	\$ 17,658
41400 Member at Large	\$ 8,010	534	\$ 5,865	391	\$ 2,145	136.57%	\$ 2,670	\$ 10,680	777	\$ 11,655
Total Membership Dues	\$ 611,721	8,965	\$ 735,809	10,225	\$ (124,088)	83.14%	\$ 98,178	\$ 706,449	10,911	\$ 764,847
OTHER INCOME										
42000 Membership Promo/Airstream	\$ 6,600		\$ 7,920		\$ (1,320)	91.67%	\$ 1,320	\$ 7,920		7,920
44000 Merchandise Sales	\$ 10,795		\$ 12,000		\$ (1,205)	122.42%	\$ 3,600	\$ 14,395		15,000
44500 Lifemember Discounts	\$ (51)						\$ -	\$ (51)		
45000 Caravan Support	\$ 1,286,588		\$ 25,000		\$ 1,261,588	222.42%	\$ (1,261,588)	\$ 25,000		25,000
46000 Blue Beret Advertising										
46100 - Airstream	\$ 33,400		\$ 40,800		\$ (7,400)	98.24%	\$ 7,400	\$ 40,800		\$ 40,800
46200 - Premier Partner Packages	\$ 73,460		\$ 100,000		\$ (26,541)	67.08%	\$ 24,486	\$ 97,946		\$ 100,000
46300 - Advertisers / Classifieds	\$ 5,948		\$ 5,000		\$ 948	349.80%	\$ 850	\$ 6,798		\$ 2,500
46400 - Annual Directory	\$ 656		\$ 1,250		\$ (594)		\$ -	\$ 656		\$ -
46500 - Subscriptions/ Firstclass	\$ 64		\$ 200		\$ (136)	273.50%	\$ -	\$ 64		\$ 128
Total Blue Beret	\$ 113,527		\$ 147,250		\$ (33,723)	77.10%	\$ 32,736	\$ 146,263		\$ 143,428
47100 Interest Income	11		\$ 5,000		\$ (4,989)	0.22%	\$ -	\$ 11		\$ 1,000
47300 Miscellaneous Income	\$ 2,634		\$ 4,300		\$ (1,666)	61.26%	\$ -	\$ 2,634		\$ 1,900
*Lease Income from 707										\$ 20,000
47400 IR Admin Fees	\$ 6,250		\$ 5,000		\$ 1,250	125.00%	\$ 1,250	\$ 7,500		\$ 92,500
50000 International Rally	\$ 684,750		\$ 545,051		\$ 139,899	125.63%	\$ -	\$ 684,750		\$ 667,690
Total Other Income	\$ 693,645		\$ 559,351		\$ 134,494	124.01%	\$ 1,250	\$ 694,895		\$ 783,090
Cost of Goods Sold										
Purchases										
59999 Inventory Expense	\$ (2,789)		\$ (4,200)		\$ 1,411	66.40%	(2,353.00)	\$ (5,142)		\$ (4,200)
TOTAL INCOME	\$ 2,720,088		\$ 1,483,130		\$ 1,237,158	183.40%	\$ (1,126,857)	\$ 1,589,780		\$ 1,735,085

	2022-2023 Actual	Memb. Count	2022-2023 Budget	Memb. Count	2022-2023 Variance	2022-2023 % of Budget	2022-2023 EST EOY	2022-2023 Actual + EST =	Memb. Count	Budget
Expenses										
Publications										
60100 Blue Beret / Directory Production	\$ 139,283		\$ 140,000		\$ (717)	99.49%	\$ 50,000	\$ 189,283		\$ 90,000
60210 Blue Beret / Directory Postage US Bu	\$ 44,520		\$ 54,000							
60220 Blue Beret / Directory Postage Europ	\$ 2,805									
60230 Blue Beret / Directory Postage Cana	\$ 8,086									
60240 Blue Beret / Directory Postage First C	\$ 273									
Total Postage	\$ 55,684		\$ 54,000		\$ 1,684	85.14%	\$ 18,000	\$ 63,976		\$ 20,000
60300 Blue Beret Publication / Liability	\$ 2,008		\$ 2,250		\$ (242)	96.58%	\$ 500	\$ 2,673		\$ 2,250
Total Publications	\$ 196,975		\$ 196,250		\$ 725	76.33%	\$ 68,000	\$ 217,804		\$ 112,250
Headquarters Office										
* 707 Mortgage/Loan Payment										\$ 49,857.00
62510 Utilities	\$ 6,962		\$ 9,500		\$ (2,538)	73.28%	\$ 2,320	\$ 9,282		\$ 11,875
62520 Building Maintenance	\$ 6,087		\$ 17,500		\$ (11,413)	34.78%	\$ 11,413	\$ 17,500		\$ 17,500
Capital Improvements										
62530 Phone / Internet	\$ 6,220		\$ 9,600		\$ (3,380)	64.79%	\$ 2,300	\$ 8,520		\$ 12,840
62540 Real Estate Tax	\$ 5,279		\$ 5,300		\$ (21)	99.60%	\$ -	\$ 5,279		\$ 12,900
62600 Office Supplies & Expense	\$ 7,599		\$ 8,500		\$ (901)	89.40%	\$ 901	\$ 8,500		\$ 8,500
62610 Office Equipment	\$ 1,961		\$ 3,500		\$ (1,539)	56.03%	\$ 1,540	\$ 3,501		\$ 4,000
62620 HQ Tech Support, Software & Subscriptions								\$ -		
62630 Software & Subscriptions	\$ 26,023		\$ 26,750		\$ (727)	97.28%	\$ -	\$ 26,023		\$ 28,000
*62635 WBCCI Owned Emails	\$ 7,371						\$ 3,500	\$ 10,871		\$ 12,000
62640 HQ Tech Support	\$ 5,403		\$ 10,000		\$ (4,597)	54.03%	\$ 4,500	\$ 9,903		\$ 10,000
62650 Equipment Rental & Maintenance	\$ 10,359		\$ 12,700		\$ (2,341)	81.57%	\$ 2,341	\$ 12,700		\$ 12,700
62700 Salaries	\$ 252,476		\$ 315,000		\$ (62,524)	80.15%	\$ 62,524	\$ 315,000		\$ 381,000
62720 Payroll Tax Expense	\$ 25,379		\$ 30,000		\$ (4,621)	84.60%	\$ 4,621	\$ 30,000		\$ 35,000
62730 Employee Benefits	\$ 21,317		\$ 38,000		\$ (16,683)	56.10%	\$ 16,683	\$ 38,000		\$ 42,000
62740 Retirement Expense	\$ 15,480		\$ 16,000		\$ (520)	96.75%	\$ -	\$ 15,480		\$ 20,000
62750 Employee Training	\$ 1,914		\$ 3,500		\$ (1,586)	54.69%	\$ 1,586	\$ 3,500		\$ 5,000
Corporate Reserve										\$ 45,194
Total Headquarters Office	\$ 399,830		\$ 505,850		\$ (106,020)	79.04%	\$ 114,229	\$ 514,059		

	2022-2023 Actual	Memb. Count	2022-2023 Budget	Memb. Count	2022-2023 Variance	2022-2023 % of Budget	2022-2023 EST EOY	2022-2023 Actual + EST =	Memb. Count	Budget
General Club Expense										
65100 Membership Promotion & Advertising										
65110 Outside Advertising	\$ 1,710		\$ 2,280		\$ (570)	75.00%	\$ 570	\$ 2,280		\$ 2,280
65120 Brochures/Materials for Units	\$ 7,811		\$ 11,500		\$ (3,689)	67.92%	\$ 3,689	\$ 11,500		\$ 11,500
65150 Other Giveaways/Materials	\$ -				\$ -	#DIV/0!		\$ -		
Total 65100 · Member Recruiting/Advertising	\$ 9,521		\$ 13,780		\$ (4,259)	69.09%	\$ 4,259	\$ 13,780		\$ 13,780
65200 Insurance Premiums	\$ 26,071		\$ 26,500		\$ (429)	98.38%	\$ -	\$ 26,071		\$ 26,500
65230 Insurance Claims			\$ -		\$ -			\$ -		\$ -
65240 Federal Tax			\$ 4,500		\$ (4,500)	0.00%	\$ 4,500	\$ 4,500		\$ 4,500
65250 Postage	\$ 7,002		\$ 10,200		\$ (3,198)	68.64%	\$ 3,198	\$ 10,200		\$ 10,200
65300 Membership Supplies								\$ -		
65310 Service/Appreciation Awards	\$ 620		\$ 2,500		\$ (1,880)	24.80%	\$ 1,880	\$ 2,500		\$ 3,500
65320 Membership Renewals	\$ 2,578		\$ 3,750		\$ (1,172)	68.74%	\$ 1,172	\$ 3,750		\$ 3,750
65330 New Member Packets	\$ 38,135		\$ 61,000		\$ (22,865)	62.52%	\$ 17,500	\$ 55,635		\$ 60,000
65340 Lifetime Supplies	\$ -		\$ 200		\$ (200)	0.00%	\$ 200	\$ 200		\$ 200
65350 · Club / Region Supplies	\$ 2,563		\$ -		\$ 2,563	0.00%	\$ -	\$ 2,563		
65360 · Membership Benefit Program	\$ 6,800		\$ 10,200		\$ (3,400)	0.00%	\$ 3,400	\$ 10,200		\$ -
Total 65300 · Membership Supplies	\$ 50,697		\$ 77,650		\$ (26,953)	65.29%	\$ 24,152	\$ 74,849		\$ 67,450
65375 Caravan Expense	\$ 1,294,327				\$ -					\$ 7,500
65400 License/Permits	\$ 157				\$ 157	#DIV/0!		\$ 157		\$ 250
65410 Professional Legal	\$ -		\$ 4,500		\$ (4,500)	0.00%	\$ 4,500	\$ 4,500		\$ 4,500
65420 Professional Accounting	\$ 11,070		\$ 6,500		\$ 4,570	170.31%	\$ -	\$ 11,070		\$ 6,500
65430 Travel / Expense	\$ 3,182		\$ 5,000		\$ (1,818)	63.63%	\$ 1,818	\$ 5,000		\$ 5,000
65440 Banking Fees - Renewals & Joins Exp	\$ 31,563		\$ 46,500		\$ (14,937)	67.88%	\$ 3,500	\$ 35,063		46,500
65450 Donations	\$ 100		\$ 750		\$ (650)	13.33%	\$ 650	\$ 750		\$ 750
65460 Miscellaneous Expense	\$ 2,829		\$ 3,500		\$ (671)	80.84%	\$ 671	\$ 3,500		\$ 3,500
65500 Officer Appreciation Dinner & Gifts										
65525 Officer Appreciation Dinner			\$ 4,800		\$ (4,800)	0.00%	\$ 4,800	\$ 4,800	??	\$ 6,000
65550 Officer Appreciation Gifts	\$ 3,117	Qty 150	\$ 2,250		\$ 867	138.53%	\$ -	\$ 3,117		\$ 3,000
65575 Officer Training at IR			\$ 360		\$ (360)	0.00%		\$ -		
65599 BoardEffect	\$ 5,640		\$ 5,500		\$ 140	102.55%	\$ -	\$ 5,640		\$ 5,640
Total Officer Appreciation	\$ 8,757		\$ 12,910		\$ (4,153)	67.83%	\$ 4,800	\$ 13,557		\$ 14,640
65600 Strategy Meeting										
65601 -Election Cost	\$ -		\$ -		\$ -		\$ -	\$ -		
65610 - Strategy Meeting Cost	\$ 4,783		\$ -		\$ 4,783		\$ -	\$ 4,783		\$ 6,000

	2022-2023 Actual	Memb. Count	2022-2023 Budget	Memb. Count	2022-2023 Variance	2022-2023 % of Budget	2022-2023 EST EOY	2022-2023 Actual + EST =	Memb. Count	Budget
Total Meeting Expense	\$ 4,783		\$ -		\$ 4,783		\$ -	\$ 4,783		\$ 6,000
65998 Int Rally Expenses	\$ 126,326		\$ 608,732		\$ (482,406)	0.00%	\$ 482,406	\$ 608,732		\$ 601,440
Total General Club Expense	\$ 1,576,385		\$ 821,022		\$ (538,964)	192.00%	\$ 534,454	\$ 816,512		\$ 819,010

	2022-2023 Actual	Memb. Count	2022-2023 Budget	Memb. Count	2022-2023 Variance	2022-2023 % of Budget	2022-2023 EST EOY	2022-2023 Actual + EST =	Memb. Count	Budget
Officers Expense										
67500 Executive Council Travel										
67500a · International President	\$ -		\$ -		\$ -	#DIV/0!	\$ -	\$ -		
67500b · Executive Council Travel	\$ -		\$ -		\$ -	#DIV/0!	\$ -	\$ -		
67500 Executive Council Travel Total	\$ -		\$ -		\$ -	#DIV/0!	\$ -	\$ -		
67550 Executive Council Strategy Travel										
67550a · Executive Council Strategy Travel	\$ 2,930		\$ 15,767		\$ (12,837)	18.58%	\$ 12,837	\$ 15,767		\$ 30,900
67550 Executive Council Strategy Travel Total	\$ 2,930		\$ 15,767		\$ (12,837)	18.58%	\$ 12,837	\$ 15,767		\$ 30,900
68000 Region Officers - Club Visits in Region										
68001a · Region 1	\$ 800		\$ 800		\$ -	15.38%	\$ -	\$ 800		\$ 2,068
68002a · Region 2	\$ -		\$ 3,310		\$ (3,310)	2.36%	\$ 3,310	\$ 3,310		\$ 3,548
68003a · Region 3	\$ 3,472		\$ 7,561		\$ (4,089)	1.63%	\$ 4,089	\$ 7,561		\$ 7,425
68004a · Region 4	\$ 512		\$ 2,342		\$ (1,830)	30.19%	\$ 1,830	\$ 2,342		\$ 3,142
68005a · Region 5			\$ 1,122		\$ (1,122)	21.39%	\$ 1,122	\$ 1,122		\$ -
68006a · Region 6			\$ 2,784		\$ (2,784)	1.22%	\$ 2,784	\$ 2,784		\$ 4,121
68007a · Region 7	\$ 132		\$ 2,878		\$ (2,746)	26.82%	\$ 2,746	\$ 2,878		\$ 3,058
68008a · Region 8	\$ 341		\$ 1,581		\$ (1,240)	88.55%	\$ 1,240	\$ 1,581		\$ 2,022
68009a · Region 9			\$ 2,187		\$ (2,187)	5.40%	\$ 2,187	\$ 2,187		\$ 2,536
68010a · Region 10	\$ 3,538		\$ 5,199		\$ (1,661)	24.27%	\$ 1,661	\$ 5,199		\$ 5,815
68011a · Region 11	\$ 5,183		\$ 5,577		\$ (394)	41.03%	\$ 394	\$ 5,577		\$ 6,808
68012a · Region 12	\$ -		\$ 3,445		\$ (3,445)	16.17%	\$ 3,445	\$ 3,445		\$ 2,393
620 Region Officers - TOTAL	\$ 13,978		\$ 38,786		\$ (24,808)	36.04%	\$ 24,808	\$ 38,786		\$ 42,936

	2022-2023 Actual	Memb. Count	2022-2023 Budget	Memb. Count	2022-2023 Variance	2022-2023 % of Budget	2022-2023 EST EOY	2022-2023 Actual + EST =	Memb. Count	Budget
68500 Region Strategy Travel										
630 Region Strategy Travel TOTAL	\$ 1,705		\$ 16,084		\$ (14,379)	10.60%	\$ 14,379	\$ 16,084		\$ 18,623
69000 Standing & Special Committee										
Historical	\$ -		\$ 1,000		\$ (1,000)	0.00%	\$ 1,000	\$ 1,000		\$ 1,000
ITC	\$ 288		\$ 2,000		\$ (1,712)	14.40%	\$ 1,712	\$ 2,000		\$ 2,000
69000 Standing & Special Committee TOTAL	\$ 288		\$ 3,000		\$ (2,712)	9.60%	\$ 2,712	\$ 3,000		\$ 3,000
Total Officers Expense	\$ 18,901		\$ 73,637		\$ (54,736)	25.67%	\$ 54,736	\$ 73,637		\$ 95,459
TOTAL EXPENSE	\$ 2,192,091		\$ 1,596,759		\$ 595,332	137.28%	\$ 771,419	\$ 1,622,012		\$1,026,719
NET PROFIT/LOSS	\$ 527,997		\$ (113,629)		\$ 641,826			(32,231)		\$708,366
*This is a cash budget does not include depreceation										