

NEWSLETTER
for Members of
CALLERLAB

Direction



The International Association of Square Dance Callers

October Special Issue Vol XI No 4

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FUTURE CONVENTIONS

Apr 16-18 Hyatt O'Hare, Chicago, IL
2 Apr 1-3 Hyatt Phoenix, AZ
4 Mar 26-28 Hyatt Baltimore, MD

LETTER FROM VICE CHAIRMAN

In October, Cal Golden, Vice Chairman of the Board and Chairman of the Ways & Means Committee, sent a letter to each of you asking for your help in soliciting new subscribers as a means of reducing the budget deficit and/or keeping the dues increase to a minimum. This special issue of Direction calls the financial considerations to your attention in such a way as to dramatize the situation. We sincerely hope that you respond to the needs of the organization.

Let us add our concern from the office and ask that each of you make a sincere effort to obtain at least one new subscriber. It would also be great if you could get some additional callers to attend the annual convention. We have a great one scheduled for Chicago in a fabulous facility - the HYATT REGENCY O'HARE.

A reminder is also in order for each of you to plan your financial support for attending conventions well in advance. By setting aside a selected portion of each evening's dance fees, you can greatly reduce the burden of the cost of attending a CALLERLAB convention. Since each of you is calling a minimum of 50 times per year, just setting aside \$5.00 each night generates a minimum of \$250. If you set aside \$10.00 each evening or call more often than once a week, the results are even more dramatic. By planning ahead, it is easy to save enough money to attend.

MAINSTREAM CONSIDERATIONS

In the near future, Jack Murtha will be preparing a straw ballot asking for your views on the current Mainstream list of calls. As most of you realize, the current list was frozen for a three year period in Kansas City in 1981 and is therefore open to changes this year. The currently approved procedure is that we cannot add or delete more than three calls to the current list.

It may be advisable to vote to freeze the list for a period of time after any revisions are made. We are not trying to get you to lean in any direction - rather we are asking that you begin to consider your actions. Check with the dancers for whom you call - get their views. Solicit opinions from dance leaders whom you respect.

Everyone wants to feel their views are important and we have a good opportunity here to get the reactions from many dancers. Do not allow your personal bias to determine which way you will vote, however, since we are dealing with the Mainstream Program and that is one designed for dancers who dance once a week or perhaps only twice a month.

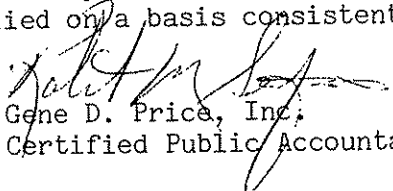
We are also dealing with a recommended teaching order that we all have had an opportunity to use for a two year period. Does it need to be changed? Can we get a better mix if we adjust the teaching order? Give it some thought and respond to Jack's survey as soon as you get it from the office.

ACCOUNTANTS' REPORT

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

We have examined the balance sheet of Callerlab as at May 31, 1983 and the related financial statements 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, 1983 and the results of its operations for the year then ended, in conformity with generally accepted accounting principles applied on a basis consistent with that of the preceding year.


Gene D. Price, Inc.
Certified Public Accountants

Stroudsburg, Pa.
September 22, 1983

BALANCE SHEET AS AT MAY 31, 1983

ASSETS

Current Assets:		
Cash in bank		\$272.08
Cash in savings		561.78
Cash in trust account		<u>84,381.54</u>
Total Current Assets		85,215.40
 Fixed Assets:		
Furniture and fixtures	\$2,987.23	
Equipment	<u>24,251.59</u>	
	27,238.82	
Less: Accumulated depreciation	<u>9,621.84</u>	<u>17,616.98</u>
Total Assets		<u><u>\$102,832.38</u></u>

LIABILITIES AND TRUST PRINCIPAL

Liabilities:		
Accrued and withheld taxes		\$2,661.64
 Trust Principal		<u>100,170.74</u>
Total Liabilities and Trust Principal		<u><u>\$102,832.38</u></u>

See Accountants' Report

CALLERLAB - THE INTERNATIONAL ASSOCIATION OF SQUARE DANCE CALLERS
 STATEMENT OF RECEIPTS AND EXPENDITURES
 FOR THE YEAR ENDED MAY 31, 1983

Receipts:		Expenditures:	
Dues - M	\$54,530.50	Salaries	\$54,879.47
Dues - S	7,585.65	Office supplies	612.22
Dues - AM	110.00	Postage	11,771.37
Dues - AFC	947.00	Printing services	9,410.25
Deposits for convention	83,468.84	Professional services	580.00
Room fees	529.00	Rent	2,750.00
Exhibitor fees	1,695.00	Telephone	1,000.05
Sales - pads, decals & other	2,089.52	Computer service	11,766.12
Belt buckles	543.00	Payroll tax expense	4,616.71
Interest income	13,112.64	Convention planning	5,788.61
Accreditation fees	4,600.00	Convention expense - includes postage, printing, phone, travel, badges, pins & etc.	74,958.93
Caller coach fees	375.00	Convention refunds	4,026.00
Fundraising projects & donations	732.00	Travel	1,510.00
Postage	713.62	Outside services	363.96
Printing fees	137.35	Executive committee expense	1,171.98
NSDC seminars	<u>1,025.00</u>	Committee expense	392.89
Total Receipts	172,194.12	Licenses	15.00
Less: Expenditures	<u>197,226.77</u>	Insurance	1,984.50
	(25,032.65)	Bank management fees	757.49
Other Expenses:		Belt buckle costs	111.00
Depreciation	<u>4,322.76</u>	NSDC seminars	1,081.73
		Site selection costs	1,402.86
Excess Expenditures over Receipts	<u><u>(\$29,355.41)</u></u>	Fees paid to oral examiners	712.40
		Contingency	745.52
		Executive secretary education	39.00
		Service maintenance contract	749.88
		Sales expense	2,259.61
		Education grants	650.00
		Sales tax on fixed assets	<u>1,119.22</u>
		Total Expenditures	<u><u>\$197,226.77</u></u>

See Accountants' Report

BUDGET FOR 1983-1984

<u>EXPENSES</u>	<u>83-84</u>	<u>INCOME</u>	<u>83-84</u>
OFFICE STAFF	57,000	DUES - Members	56,000
POSTAGE	12,000	DUES - Subscribers	8,000
PRINTING	10,000	DUES - Associate Members	100
RENT	3,000	DUES Affiliate Organizations	1,000
TAXES	5,000	SEMINAR NSDC	1,000
COMPUTER SERVICES	1,500	ACCREDITATION	4,000
EXEC SEC TRAVEL	1,500	SALES	1,000
EXEC COMMITTEE	500	DONATIONS & FUND RAISING	500
MAINTENANCE CONTRACTS	2,500	BANK INTEREST	12,000
PROFESSIONAL SERVICES	900	CONVENTION SURPLUS	<u>6,000</u>
LICENSES	100	TOTALS	89,600
MANAGEMENT FEE (BANK)	1,000		
INSURANCE	2,500		
COMMITTEE EXPENSE	1,000	PROJECTED DEFICIT	19,400
ACCREDITATION	300		
SEMINAR NSDC	1,000		
CONTINGENCY	1,000		
FURNITURE & FIXTURES	500		
TELEPHONE	1,200		
OFFICE SUPPLIES	1,500		
EDUCATION GRANTS	2,000		
ACCREDITATION (CC)	1,000		
DEPRECIATION	<u>2,000</u>		
TOTALS	109,000		

A look at the above figures reflects the importance of Cal's letter which is being piggy-backed to this mailing. Please do your bit to help keep the dues at their current level or to minimize the dues increase.