

USPC Southern California Region



Treasurer's Report for the Annual Meeting on November 2, 2020

As of September 30, year to date revenues exceed expenditures by \$5,866.36. This is due primarily to the cancelation of Championships in Kentucky. Below is a summary of the last two years of financial information to include net income and the cash balances. The region has two separate bank accounts with Union Bank, a checking account used for General Fund transactions and a savings account designated to support Championships each year as determined in the budget. Recommend that the Region Dues remain at \$40, collect a rally participation fee of \$10 per participant for Qualifying Rallies, and collect an annual \$50 Application fee for those members intending to qualify for Championships.

Respectfully Submitted,
/s/ Nancy Palm
Nancy Palm, Treasurer

Summary Information

YTD Financials:

- Revenues:	\$13,435.08
- Expenses:	\$ 7,568.72
- Net Income through 9/30/20:	\$ 5,866.36

Cash Balance as of 09/30/2020: \$35,539.23

General Fund	\$17,753.89
Champs Fund	\$17,785.34

2019 Financial Information:

Net Income:	\$ (1,048.57)
Cash Balance at 12/31/19:	\$29,672.87
General Fund	\$11,888.86
Champs Fund	\$17,784.01

2018 Financial Information:

Net Income:	\$ 461.62
Cash Balance at 12/31/19:	\$30,721.44
General Fund	\$24,937.70
Champs Fund	\$ 5,783.74

Attachments (5):

Income Statement

Balance Sheet

Budgets: 2020 Original / 2021 Proposed

Inventory Summary

Income Statement
Southern California Region
1/1/2020 - 9/30/2020

Income:

Administration

Other \$148.75

Total Administration \$148.75

Certifications

National Testing Fees \$1,750.00

Total Certifications \$1,750.00

Championship Fees

Championship Fees \$1,100.00

Total Championship Fees \$1,100.00

Fundraising and Contributions

Other \$960.00

Spirit Wear \$675.00

Total Fundraising and Contributions \$1,635.00

Interest Income

Interest Income \$1.33

Total Interest Income \$1.33

Membership Dues

Regional Dues \$7,330.00

Total Membership Dues \$7,330.00

Rally Entry Fees

Dressage \$240.00

Quiz \$820.00

Total Rally Entry Fees \$1,060.00

Refund

Refunds \$410.00

Total Refund \$410.00

Total Income \$13,435.08

Expenses:

Administration

Advertising & Promotion Expenses \$38.32

Banking Fees Expenses	\$60.09
Books, Pins and Awards Expenses	\$1,151.23
Insurance Expenses	\$40.00
Meeting Expense	\$25.00
Officer Expenses	\$71.69
Postage Expenses	\$24.60
Rally Equipment Expenses	\$423.88
Tax Filing Fees Expenses	\$22.50
Total Administration	\$1,857.31
Annual Meeting	
Annual Meeting Additional Expenses	\$1,227.88
Registration Fees Expenses	(\$135.00)
Total Annual Meeting	\$1,092.88
Certifications	
National Testing Expenses	\$1,149.50
Total Certifications	\$1,149.50
Championship	
Entry Fees Expenses	\$1,350.00
Total Championship	\$1,350.00
Fundraising and Contributions	
Spirit Wear Expenses	\$1,007.00
Total Fundraising and Contributions	\$1,007.00
Membership Dues	
Regional Dues Expenses	\$90.00
Total Membership Dues	\$90.00
Rally Expenses	
Dressage Expenses	\$332.20
Quiz Expenses	\$139.83
Total Rally Expenses	\$472.03
Refund	
Refund Expenses	\$550.00
Total Refund	\$550.00
Total Expenses	\$7,568.72
Net Income	\$5,866.36

Balance Sheet
Southern California Region
As of 9/30/2020

Assets:

Southern California Union Bank-USPC So Cal	\$17,753.89	
Southern California Union Bank-USPC So Cal Savings	\$17,785.34	
Total Cash		\$35,539.23

Net Fixed Assets

Total Assets		\$35,539.23
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Liabilities:

Unapplied Income

Equity		\$35,539.23
Total Liabilities & Equity		\$35,539.23

**2020 Year to Date/Budget Comparison
Southern California Region
As of 9/30/2020 Report Run: 10/23/2020**

Income:

Administration	Actual	Budget	Variance
Other	\$148.75	\$148.75	\$0.00
Total Administration	\$148.75	\$148.75	\$0.00

Certifications	Actual	Budget	Variance
National Testing Fees	\$1,750.00	\$1,750.00	\$0.00
Total Certifications	\$1,750.00	\$1,750.00	\$0.00

Championship Fees	Actual	Budget	Variance
Championship Fees	\$1,100.00	\$5,164.25	(\$4,064.25)
Total Championship Fees	\$1,100.00	\$5,164.25	(\$4,064.25)

Fundraising and Contributions	Actual	Budget	Variance
Other	\$960.00	\$960.00	\$0.00
Spirit Wear	\$675.00	\$675.00	\$0.00
Total Fundraising and Contributions	\$1,635.00	\$1,635.00	\$0.00

Interest Income	Actual	Budget	Variance
Interest Income	\$1.33	\$2.00	(\$0.67)
Total Interest Income	\$1.33	\$2.00	(\$0.67)

Membership Dues	Actual	Budget	Variance
Regional Dues	\$7,330.00	\$8,500.00	(\$1,170.00)
Total Membership Dues	\$7,330.00	\$8,500.00	(\$1,170.00)

Rally Entry Fees	Actual	Budget	Variance
Dressage	\$240.00	\$480.00	(\$240.00)
Quiz	\$820.00	\$820.00	\$0.00
Total Rally Entry Fees	\$1,060.00	\$1,300.00	(\$240.00)

Refund	Actual	Budget	Variance
Refunds	\$410.00	\$0.00	\$410.00
Total Refund	\$410.00	\$0.00	\$410.00

Total Income	\$13,435.08	\$18,500.00	(\$5,064.92)
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Expense:

Administration	Actual	Budget	Variance
Advertising & Promotion Expenses	\$38.32	\$600.00	(\$561.68)
Banking Fees Expenses	\$60.09	\$75.00	(\$14.91)
Books, Pins and Awards Expenses	\$1,151.23	\$800.00	\$351.23
Donation	\$0.00	\$100.00	(\$100.00)
Insurance Expenses	\$40.00	\$0.00	\$40.00
Meeting Expense	\$25.00	\$300.00	(\$275.00)
Officer Expenses	\$71.69	\$0.00	\$71.69
Other Equipment Expenses	\$0.00	\$500.00	(\$500.00)
Postage Expenses	\$24.60	\$0.00	\$24.60
Rally Equipment Expenses	\$423.88	\$0.00	\$423.88
Tax Filing Fees Expenses	\$22.50	\$0.00	\$22.50
Travel & Entertainment Expenses	\$0.00	\$400.00	(\$400.00)
Total Administration	\$1,857.31	\$2,775.00	(\$917.69)

Annual Meeting	Actual	Budget	Variance
Annual Meeting Additional Expenses	\$1,227.88	\$2,000.00	(\$772.12)
Registration Fees Expenses	(\$135.00)	\$0.00	(\$135.00)
Total Annual Meeting	\$1,092.88	\$2,000.00	(\$907.12)

Certifications	Actual	Budget	Variance
National Testing Expenses	\$1,149.50	\$1,800.00	(\$650.50)
Regional Testing Expenses	\$0.00	\$1,500.00	(\$1,500.00)
Total Certifications	\$1,149.50	\$3,300.00	(\$2,150.50)

Championship	Actual	Budget	Variance
Entry Fees Expenses	\$1,350.00	\$7,000.00	(\$5,650.00)
Other Expenses	\$0.00	\$500.00	(\$500.00)
Total Championship	\$1,350.00	\$7,500.00	(\$6,150.00)

Fundraising and Contributions	Actual	Budget	Variance
Spirit Wear Expenses	\$1,007.00	\$1,100.00	(\$93.00)
Total Fundraising and Contributions	\$1,007.00	\$1,100.00	(\$93.00)

Instruction Program	Actual	Budget	Variance
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Other Expenses	\$0.00	\$400.00	(\$400.00)
Total Instruction Program	\$0.00	\$400.00	(\$400.00)
Membership Dues	Actual	Budget	Variance
National Dues Expenses	\$0.00	\$360.00	(\$360.00)
Regional Dues Expenses	\$90.00	\$0.00	\$90.00
Total Membership Dues	\$90.00	\$360.00	(\$270.00)
Rally Expenses	Actual	Budget	Variance
Dressage Expenses	\$332.20	\$1,250.00	(\$917.80)
Other Expenses	\$0.00	\$650.00	(\$650.00)
Quiz Expenses	\$139.83	\$0.00	\$139.83
Total Rally Expenses	\$472.03	\$1,900.00	(\$1,427.97)
Refund	Actual	Budget	Variance
Refund Expenses	\$550.00	\$0.00	\$550.00
Total Refund	\$550.00	\$0.00	\$550.00
Total Expense	\$7,568.72	\$19,335.00	(\$11,766.28)
Net Income:	\$5,866.36	(\$835.00)	\$6,701.36

2021 Budget for Southern California Region

Income:

Certifications

National Testing Fees	8 @ \$175 each	\$1,400.00
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Total Certifications		\$1,400.00
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Championship Fees

Championship Fees	10 @ \$50 each	\$500.00
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Championship Fees	Transfer from Savings for Championships	\$7,500.00
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Total Championship Fees		\$8,000.00
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Fundraising and Contributions

Other	Transfer from Savings for NYC	\$800.00
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Total Fundraising and Contributions		\$800.00
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Membership Dues

Regional Dues	180 @ \$40	\$7,200.00
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Total Membership Dues		\$7,200.00
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Rally Entry Fees

Other	60 @ \$10	\$600.00
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Total Rally Entry Fees		\$600.00
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Total Income		\$18,000.00
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Expense:

Administration

Advertising & Promotion Expenses	Includes Hospitality, Ambassador, National Youth Congress	\$800.00
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Banking Fees Expenses		\$50.00
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Books, Pins and Awards Expenses	Includes Awards Banquet	\$800.00
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Donation	USPC Annual Fund	\$100.00
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Insurance Expenses		\$90.00
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Meeting Expense	Region Annual Meeting	\$300.00
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Office Expense	Consumable Office Supplies	\$250.00
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Officer Expenses	Background Checks, etc.	\$200.00
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Other Equipment Expenses		\$200.00
Postage Expenses		\$50.00
Supplies Expenses		\$200.00
Tax Filing Fees Expenses	Includes tax forms	\$50.00
Travel & Entertainment Expenses	Includes mileage @ .36/mile	\$400.00
Total Administration		\$3,490.00
Annual Meeting		
Annual Meeting Additional Expenses	USPC Annual Meeting	\$2,000.00
Total Annual Meeting		\$2,000.00
Certifications		
National Testing Expenses	For NE and IO expenses	\$1,400.00
Regional Testing Expenses	Education Programs - Standards & Certs, Upper Level Clinics	\$2,500.00
Total Certifications		\$3,900.00
Championship		
Entry Fees Expenses		\$6,000.00
Other Expenses	Includes Shirts & Swag	\$1,500.00
Total Championship		\$7,500.00
Instruction Program		
Clinician Fee Expenses (1099)	Region Supported Clinics	\$2,000.00
Total Instruction Program		\$2,000.00
Membership Dues		
National Dues Expenses	Corporate Members 6 @ \$60	\$360.00
Total Membership Dues		\$360.00
Rally Expenses		
Quiz Expenses	Quiz Books, etc.	\$250.00
Rally Other Expense (1099)	CHMJ Expense	\$1,000.00
Total Rally Expenses		\$1,250.00
Total Expense		\$20,500.00
Net Income		(\$2,500.00)

Date	Payment	Description of Items Obtained	Amount	Location of Items	Comments
1/10/2020	EFT	Horse Leg Displays for Quiz	\$157.59	Ramona Vicente PC	Purchased by DC Chisholm / reimbursed by Region
2/7/2020	EFT	Various Rule Books (for Quiz) and Pins for RS/Officers	\$71.51	Ramona Vicente PC	Purchased by VRS /reimbursed by Region
2/20/2020	EFT	Union Bank - Self Inking Deposit Stamp	\$60.09	Treasurer - Nancy Palm	Purchased by Treasurer / reimbursed by Region
3/20/2020	Ck #3086	Regions Pins (500) - Vendor: Accuprint	\$595.00	Treasurer - Nancy Palm	Purchased by Treasurer / reimbursed by Region
3/31/2020	Ck #3087	Banners - 2 for Quiz	\$60.65	RS Tauni in Lake Elsinore	Purchased by RS / reimbursed by Region
3/31/2020	Ck #3087	Banners - 10 for other disciplines	\$205.64	RS Tauni in Lake Elsinore	Purchased by RS / reimbursed by Region
7/26/2020	Ck# 3109	Amazon Books (for Quiz) Grooming to Win	\$44.95	VRS Bo in Ramona	Purchased by Treasurer / reimbursed by Region
7/26/2020	Ck# 3109	Amazon Books (for Quiz) USPC Manual - Advanced Horsemanship HB-A Level	\$24.54	VRS Bo in Ramona	Purchased by Treasurer / reimbursed by Region
7/26/2020	Ck# 3109	Amazon Books (for Quiz) USPC Manual - Intermediate Horsemanship C-Level	\$19.85	VRS Bo in Ramona	Purchased by Treasurer / reimbursed by Region
7/26/2020	Ck# 3109	Amazon Books (for Quiz) USPC Manual - Horsemanship Basics for Beginners D-Level	\$15.49	VRS Bo in Ramona	Purchased by Treasurer / reimbursed by Region
7/26/2020	Ck# 3109	Amazon Books (for Quiz) Storey's Barn guide to Horse Healthcare & First Aid	\$24.95	VRS Bo in Ramona	Purchased by Treasurer / reimbursed by Region
8/22/2020	Ck#3155	Farrier Knife	\$22.25	Ramona Vicente PC	Purchased by VRS /reimbursed by Region
August	Donation	Farrier Tools	\$150.00	Ramona Vicente PC	via VRS Bo - used for HB-HA Testing
August	Donation	Horseshoes	n/a	Ramona Vicente PC	Used for HB-HA Testing

Older Inventory

Older Inventory	Location of Items	Comments
16 black 5 gal buckets	Fallbrook - Riders' Field	Stored in Fallbrook Pony Club's Shed Items inventoried by Jt-DC Nancy Chamberlain
10 turquoise 1 gal buckets	Fallbrook - Riders' Field	
12 turquoise grooming kits (empty)	Fallbrook - Riders' Field	
8 white 5 gal (old feed) buckets	Fallbrook - Riders' Field	
10 helmet bags	Fallbrook - Riders' Field	
18 boot bags	Fallbrook - Riders' Field	
4 gear (?) bags	Fallbrook - Riders' Field	
9 matching saddle covers	Fallbrook - Riders' Field	
2 other color-coordinated saddle covers	Fallbrook - Riders' Field	
12 garment bags	Fallbrook - Riders' Field	
2 small Ariat boot bags	Fallbrook - Riders' Field	
4 grooming aprons	Fallbrook - Riders' Field	
2 metal blanket hangers	Fallbrook - Riders' Field	
1 wooden blanket hanger	Fallbrook - Riders' Field	
1 lightweight SoCal banner	Fallbrook - Riders' Field	
1 turquoise tablecloth(?)	Fallbrook - Riders' Field	
1 black tablecloth (?)	Fallbrook - Riders' Field	
Several yards of spare turquoise fabric	Fallbrook - Riders' Field	
11 turquoise stacking bins	Fallbrook - Riders' Field	
1 4 place bridle rack/board	Fallbrook - Riders' Field	
1 6 place bridle rack/board	Fallbrook - Riders' Field	
3 boards with hangers	Fallbrook - Riders' Field	
1 4 place saddle rack with 11 hangers	Fallbrook - Riders' Field	

Older Inventory

Miscellaneous donated items - bridle
Pinnies - various olders ones
Pinnies - various olders ones
Folding table

Location of Items

VRS Bo in Ramona
VRS Bo in Ramona
RS Tauni in Lake Elsinore
HMO Dana in Riverside

Comments

Chairs were with previous RS