



Fun, Fitness, Friendship

**American Volkssport Association
National Executive Council XXI Meeting**
Wednesday, June 7, 2017 / 11:00a.m.-1:45p.m./Parlor 1001
Red Lion Hotel and Convention Center, Billings, Montana

AVA: America's Walking Club

Agenda

1. **Welcome & Call to Order**
2. **Introduction of NEC**
3. **Introduction of Guests**
4. **Approval of Agenda**
5. **Reports of Officers**
 - a. **Treasurer's Report – Lawrence Lehman**
 - (1.) **Approval of 2017 -2018 AVA Budget**
6. **Report of Executive Director**
 - a. **Results of Big Give Annual Fundraising Campaign**
7. **Reports of Standing Committees**
 - a. **Convention – Frank Sayers**
8. **Reports of Special Committees and Ad Hoc Committees**
 - a. **Ad Hoc Programs – Debbie Kruep**
9. **Next Meeting**
10. **Audience Comments**
11. **Executive Council Comments**
12. **Adjournment**

Attachment A

5(a)

AMERICAN VOLKSSPORT ASSOCIATION OFFICER REPORT

FOR THE OFFICE OF AVA Treasurer

FOR THE 07 June 2017, EXECUTIVE COUNCIL MEETING

FROM: Lawrence Lehman

ACCOMPLISHMENTS:

Monitored Financials.

ACTIVITIES:

Prepared worksheet budget for ED to review.

CONCERNS:

Anticipated Revenue sources are not producing as anticipated with the 2017 budget.

At the current level of income, we may end up with a \$60,000 to \$70,000 deficit against budget.

New Quick Books Enterprise Pro software has been installed and training has begun. Will be implemented for the 2018 Fiscal Year.

Understand that another avenue for Non-Profit Companies, has been investigated but no report on progress.

Current Accounting staff person, due to decrease in experience manpower in the AVA Office, has assumed many of the duties and it is showing a decrease in her productivity in the Financial Management area. Monthly Financial reports are still not being completed and sent to AVA Treasurer by the 10th of the month.

Payroll concerns regarding additional staff. No board approval for new hires. Is Teresa being replaced. How are we funding the part time worker for Maria's position?

RECOMMENDATIONS:

2018 Budget to be in line with 2017 Expenses, and true projections on revenue. Provision for input of reserve funds to compensate for lower participation and sanction fee income, to meet expenses.

Expenses appear to be line with yearly goals.

Add a true Budget for Convention Revenue and Expenses.

Recommend that the bidders for the next AVA Convention, submit a budget prior to selection so that it can be incorporated into the yearly budget, presented to the members.

Budget Notes for June 2017 NEC Meeting

Quickly, End of Month April 2017 has the AVA at a yearly loss of \$150,145.

Items of concern are ongoing.

Annual Dues -- (\$3,000)

Sanction Fee Income -- (\$14,000)

Participation Fee Income -- (\$19,000)

YRE Seasonal/Quarterly Sanction Fees -- (\$14,000)

Grants and Sponsorship -- (\$48,000)

Donations, Unrestricted (\$41,000) - Big Give 68,146 will wipe this out.

Convention Income -- (121,711) Convention Expense 98,529 - (23,182)

This was only estimated and will be reconciled end of June.

Expenses are in line with projected estimates

BALANCE SHEET

Savings Account has been reduced by \$15,000, balance remaining -- \$5,500

Money Market -- \$48,500

CD Portfolio -- \$358,800

Bond Portfolio -- \$421,600

Projected final yearly loss will be the approximate range of \$100,000.

2018-2019 Budget has a line item for drawing from Reserves to offset the continuing decline.

Request proposed Budget be approved with an optimistic eye to future successes.

5(a)-1

AMERICAN VOLKSSPORT ASSOCIATION, INC. (AVA)				
BUDGET PROPOSAL FY 2017-2018				
			2017	2018
REVENUE			ANNUAL BUDGET	PROPOSED ANNUAL BUDGET
400-40-700	VOLKSSPORTS ASSOCIATE MEMBERS		14,934.00	40,450.00
400-50-000	CHARTER MEMBERSHIPS		300.00	300.00
401-50-000	ANNUAL DUES		11,700.00	11,700.00
410-50-400	SANCTION FEE INCOME		60,830.00	59,640.00
411-50-400	PARTICIPATION FEE INCOME		58,395.00	55,000.00
412-50-400	PARTICIPATION FEE YRE/SEAS INC		88,643.00	78,500.00
413-30-400	E.C. EVENT FEES		100.00	100.00
414-50-400	YRE/SEASONAL QRTL SANCTION FEES		32,320.00	37,860.00
415-50-100	ALTERNATE SANC FEE		294.00	500.00
420-10-300	SALES-SPLTY		25,362.00	20,362.00
423-10-100	SALES-AWARDS		100.00	100.00
424-10-200	SALES-IVV BOOKS		24,180.00	21,780.00
425-10-200	SALES-NEWWALKER PACKETS		9,610.00	9,000.00
430-10-300	SALES RETURNS AND ALLOWANCES		(50.00)	(50.00)
435-10-300	MEMBER DISCOUNTS		(8,888.00)	(7,686.00)
441-40-500	SUBSCRIPTION INCOME "TAW"		30,540.00	0.00
442-40-500	ADVERTISING INCOME "TAW"		5,000.00	5,000.00
442-70-550	ADVERTISING INCOME-WEB SITE		300.00	300.00
444-80-800	YOUTH PROGRAM INCOME		2,000.00	3,000.00
445-10-000	IN-KIND DONATIONS		1,000.00	2,000.00
446-90-700	GRANT AND SPONSORSHIP INCOME		49,000.00	30,000.00
445-10-000	ROYALTIES		100.00	100.00
452-50-400	INSURANCE CERTIFICATE - INCOME		1,800.00	1,800.00
453-20-800	CONVENTION INCOME 2017		121,711.00	0.00
455-80-800	SPECIAL PROGRAM INCOME		3,600.00	3,600.00
456-70-700	SPEC MARKETING INCOME		740.00	0.00
458-10-000	DONATIONS - UNRESTRICTED		72,000.00	60,000.00
460-10-000	DONATIONS - RESTRICTED- GIFTS		5,300.00	2,250.00
461-50-000	INCOME - OTHER		4,000.00	0.00
462-10-000	INCOME - INTEREST		100.00	100.00
463-10-000	INCOME - INVESTMENT INTEREST		15,000.00	15,000.00
464-10-300	INCOME - FREIGHT CHARGES		6,000.00	6,000.00
TOTAL REVENUE			636,021.00	456,706.00
COST OF SALES				
500-10-100	COST OF GOODS SOLD - AWARDS		100.00	500.00
500-10-200	COST OF GOODS SOLD - IVV BOOKS		1,088.00	2,000.00
500-10-300	COST OF GOODS SOLD - SPECIALTY		14,203.00	14,000.00

5(a)-1

501-10-100		COST OF GOODS SOLD - AWARDS ISSUED	4,321.00		4,500.00
501-10-200		COST OF GOODS SOLD - NEWWALKER	1,759.00		2,000.00
501-10-800		COST OF GOODS SOLD - YOUTH	-		0.00
550-10-300		SHIPPING/FREIGHT/ROUNDING	3,540.00		3,540.00
TOTAL COST OF SALES			25,011.00		26,540.00
		Deposit from Investment Account			110,000.00
GROSS PROFIT			611,010.00		540,166.00
EXPENSES					
600-50-000		BAD DEBT	60.00		25.00
601-10-000		BANK SERVICE CHARGES	148.00		200.00
601-10-300		CREDIT CARD SERVICE CHARGE	1,468.00		2,000.00
601-60-600		RATE EXCHANGE DIFFERENCE	(280.00)		(300.00)
602-20-800		CONVENTION EXPENSE - 2017	99,923.00		0.00
603-10-000		CONTRACT PROFESSIONAL FEES	5,000.00		7,000.00
603-40-500		TAW CONTRACT	27,368.00		28,000.00
604-10-000		EQUIPMENT MAINTENANCE	972.00		1,100.00
605-10-000		EQUIPMENT RENTAL	6,725.00		8,220.00
606-10-000		FINANCIAL SERVICES	12,100.00		12,100.00
607-10-000		INTEREST EXPENSE	458.00		0.00
607-50-400		INSURANCE - EVENT LIABILITY	36,250.00		36,250.00
608-10-000		INSURANCE - NAT HQ LIABILITY	2,065.00		2,400.00
609-10-000		LEGAL SERVICES	3,000.00		3,000.00
609-30-650		EXECUTIVE COUNCIL - TRAVEL & NEC MEETINGS	12,000.00		26,800.00
610-10-000		OPERATIONS - MISCELLANEOUS	2,900.00		2,500.00
610-30-650		EXECUTIVE COUNCIL - SUPPLIES & POSTAGE	1,000.00		1,250.00
610-70-650		NATIONAL COMMITTEES	1,000.00		1,000.00
611-10-000		HQ MANAGEMENT EXPENSE	2,500.00		2,500.00
612-10-000		COMPUTER SUPPORT	2,000.00		0.00
612-70-550		WEB SITE SUPPORT	(5,105.83)		0.00
613-10-000		PUBLICATIONS	400.00		400.00
614-10-000		MEMBERSHIP DUES	700.00		700.00
616-10-000		NON-DEPREC ASSET PURCHASES	910.00		600.00
617-10-000		DEPRECIATION EXPENSE	8,813.00		8,813.00
620-10-000		POSTAGE NATIONAL HEADQUARTERS	3,000.00		2,500.00
620-30-650		POSTAGE - EXECUTIVE COUNCIL	250.00		0.00
620-40-500		POSTAGE - "TAW"	8,541.00		9,000.00
621-10-000		OFFICE REPAIR & IMPROVEMENT	500.00		500.00
625-50-700		PROMOTIONAL - CLUB EVENTS	4,000.00		1,200.00
626-70-700		PROMOTIONAL - MARKETING/PUBLIC RELATIONS	2,000.00		3,700.00
627-40-700		PROMOTIONAL - VOLKSSPORT ASSOCIATES	2,000.00		0.00
629-90-700		PROMOTIONAL - SPONSOR RECRUIT	3,000.00		3,000.00
630-70-700		PROMOTIONAL - PUBLIC RELATIONS	1,700.00		0.00
631-10-000		RENT - NATIONAL HEADQUARTERS	39,000.00		40,908.00

5(a)-1

632-10-100	AWARD PROGRAM EXPENSE	5,035.00	6,000.00
632-40-700	MEMBERSHIP PROGRAM EXPENSE	2,500.00	4,000.00
632-50-400	EVENT PROGRAM EXPENSE	2,743.00	4,000.00
634-10-000	SUPPLIES - NATIONAL HEADQUARTERS	4,800.00	5,000.00
635-10-000	TELEPHONE - NATIONAL HEADQUARTERS	2,436.00	4,584.00
636-10-000	STAFF DEVELOPMENT	2,550.00	2,000.00
640-30-650	TRAVEL - EXECUTIVE COUNCIL	12,000.00	0.00
642-70-700	STRATEGIC PLANNING	2,000.00	3,000.00
643-70-800	SPECIAL PROGRAMS EXPENSE	350.00	1,500.00
644-70-800	YOUTH PROGRAM EXPENSE	1,000.00	2,500.00
650-60-600	IVV DUES	3,610.00	3,610.00
651-60-600	IVV LIAISON	50.00	100.00
652-30-600	INTERNATIONAL IVV MEETINGS	3,300.00	3,000.00
653-50-400	IVV STAMPS	4,200.00	3,800.00
657-80-800	SPECIAL FUND DEVELOPMENT	2,000.00	3,000.00
660-10-000	PAYROLL TAX	21,644.00	23,000.00
661-10-000	PAYROLL BENEFITS	27,418.00	30,000.00
662-10-000	WAGES- NATIONAL HQ STAFF	224,125.00	234,825.00
TOTAL EXPENSES		608,126.17	539,285.00
NET INCOME FROM OPERATIONS		2,883.83	881.00

Capital Purchases	
Stamp Machine	3000
2 Desks	1000
Database Development	6000

Actual to Annual Budget
For The 10 Periods Ended 4/30/2017

AMERICAN VOLKSSPORT ASSOCIATION, INC (AVA)

		Year to Date	16/17 Annual Budget	Variance	Variance %
REVENUE					
400-40-700	VOLKSSPORTS ASSOCIATE MEMBERS	6,050.00	14,934.00	(8,884.00)	(59.49)
400-50-000	CHARTER MEMBERSHIPS	150.00	300.00	(150.00)	(50.00)
401-50-000	ANNUAL DUES	8,775.00	11,700.00	(2,925.00)	(25.00)
410-50-400	SANCTION FEE INCOME	46,730.00	60,830.00	(14,100.00)	(23.18)
411-50-400	PARTICIPATION FEE INCOME	39,502.75	58,395.00	(18,892.25)	(32.35)
412-50-400	PARTICIPATION FEE YRE/SEAS INC	54,442.50	88,643.00	(34,200.50)	(38.58)
413-30-400	E.C. EVENT FEES	177.00	100.00	77.00	77.00
414-50-400	YRE/SEASONAL QRTL Y SANCTION FEES	18,392.50	32,320.00	(13,927.50)	(43.09)
415-50-400	ALTERNATE SANC FEE	364.00	294.00	70.00	23.81
420-10-300	SALES - SPLTY	14,721.59	25,362.00	(10,640.41)	(41.95)
423-10-100	SALES - AWARDS	112.85	100.00	12.85	12.85
424-10-200	SALES - IVV BOOKS	17,085.00	24,180.00	(7,095.00)	(29.34)
425-10-200	SALES - NEWWALKER PACKETS	6,942.00	9,610.00	(2,668.00)	(27.76)
426-10-800	SALES-OTHER	(16.50)	0.00	(16.50)	0.00
430-10-300	SALES RETURNS AND ALLOWANCES	0.00	(50.00)	50.00	100.00
435-10-300	MEMBER DISCOUNTS	(6,539.55)	(8,888.00)	2,348.45	26.42
440-40-500	TAW SUBS-NON-MEMBERS	0.00	0.00	0.00	0.00
441-40-500	SUBSCRIPTION INCOME-"TAW"	22,780.46	30,540.00	(7,759.52)	(25.41)
442-40-500	ADVERTISING INCOME * TAW "	2,510.00	5,000.00	(2,490.00)	(49.80)
442-70-550	ADVERTISING INCOME-WEB SITE	0.00	300.00	(300.00)	(100.00)
444-80-800	YOUTH PROGRAM INCOME	1,833.50	2,000.00	(166.50)	(8.33)
445-10-000	IN-KIND DONATIONS	0.00	1,000.00	(1,000.00)	(100.00)
445-30-650	DONATED EXPENSES/SERVICES	0.00	0.00	0.00	0.00
446-90-700	GRANT& SPONSORSHIP INCOME	1,000.00	49,000.00	(48,000.00)	(97.96)
450-10-000	ROYALTIES	0.00	100.00	(100.00)	(100.00)
452-20-800	CONVENTION INCOME-2015	0.00	0.00	0.00	0.00
452-50-400	INSURANCE CERTIFICATE - INCOME	1,400.00	1,800.00	(400.00)	(22.22)
453-20-800	CONVENTION INCOME-2017	0.00	121,711.00	(121,711.00)	(100.00)
455-80-800	SPECIAL PROGRAMS INCOME	6,147.26	3,600.00	2,547.26	70.76
456-70-700	SPEC MARKETING INCOME	175.15	740.00	(564.85)	(76.33)
457-80-800	SPECIAL FUND DEVELOPMEN INCOME	0.00	0.00	0.00	0.00
458-00-000	DO NOT USE-NOT AN ACCT	0.00	0.00	0.00	0.00
458-10-000	DONATIONS - UNRESTRICTED	31,063.20	72,000.00	(40,936.80)	(56.86)
460-10-000	DONATIONS - RESTRICTED GIFTS	2,975.00	5,300.00	(2,325.00)	(43.87)
461-50-000	INCOME - OTHER	3,092.93	4,000.00	(907.07)	(22.68)
462-00-100	INCOME-NONE-AWD	1.40	0.00	1.40	0.00
462-10-000	INCOME - INTEREST	50.05	100.00	(49.95)	(49.95)
463-10-000	INCOME - INVESTMENT INTEREST	5,432.90	15,000.00	(9,567.10)	(63.78)
464-10-300	INCOME - FREIGHT CHARGES	3,787.92	6,000.00	(2,212.08)	(36.87)
	Total REVENUE:	289,138.93	636,021.00	(346,882.07)	(54.54)
COST OF SALES					
500-10-100	COST OF GOODS SOLD - AWARDS	2,675.23	100.00	(2,575.23)	(2,575.23)
500-10-200	COST OF GOODS SOLD-IVV BOOKS	1,389.79	1,088.00	(301.79)	(27.74)
500-10-300	COST OF GOODS SOLD-SPECIALTY	10,846.89	14,203.00	3,356.11	23.63
501-10-100	COST OF GOODS SOLD-AWARDS ISSU	3,829.11	4,321.00	491.89	11.38
501-10-200	COST OF GOODS SOLD-NEW WALKER	2,825.88	1,759.00	(1,066.88)	(60.65)
501-10-800	COST OF GOODS SOLD-YOUTH	0.00	0.00	0.00	0.00
550-10-300	SHIPPING/FREIGHT/ROUNDING	3,700.37	3,540.00	(160.37)	(4.53)
	Total COST OF SALES:	25,267.27	25,011.00	(256.27)	(1.02)
	GROSS PROFIT:	263,871.66	611,010.00	(347,138.34)	(56.81)
EXPENSES					
600-50-000	BAD DEBT	2.75	60.00	57.25	95.42
601-10-000	BANK SERVICE CHARGES	206.82	148.00	(58.82)	(39.74)
601-10-300	CREDIT CARD SERVICE CHARGE	1,339.92	1,468.00	128.08	8.72
601-20-800	CONVENTION EXPENSE-2015	0.00	0.00	0.00	0.00
601-60-600	RATE EXCHANGE DIFFERENCE	0.00	(280.00)	(280.00)	(100.00)
602-20-800	CONVENTION EXPENSE-2017	1,393.20	99,923.00	98,529.80	98.61
603-10-000	CONTRACT PROFESSIONAL FEES	125.66	5,000.00	4,874.34	97.49
603-40-500	TAW CONTRACT	20,972.27	27,388.00	6,395.73	23.37

Actual to Annual Budget
For The 10 Periods Ended 4/30/2017

AMERICAN VOLKSSPORT ASSOCIATION, INC (AVA)

		Year to Date	16/17 Annual Budget	Variance	Variance %
604-10-000	EQUIPMENT MAINTENANCE	810.00	972.00	162.00	16.67
605-10-000	EQUIPMENT RENTAL	4,138.10	6,725.00	2,586.90	38.47
608-10-000	FINANCIAL SERVICES	12,300.00	12,100.00	(200.00)	(1.65)
607-10-000	INTEREST EXPENSE	515.49	458.00	(57.49)	(12.55)
607-50-400	INSURANCE - EVENT LIABILITY	26,571.48	36,250.00	9,678.52	26.70
608-10-000	INSURANCE - NAT HQ LIABILITY	2,398.81	2,065.00	(333.81)	(16.17)
609-10-000	LEGAL SERVICES	3,950.00	3,000.00	(950.00)	(31.67)
609-30-550	MEETINGS - EXECUTIVE COUNCIL	455.20	12,000.00	11,544.80	96.21
610-10-000	OPERATIONS - MISCELLANEOUS	3,966.08	2,900.00	(1,066.08)	(36.76)
610-30-650	MISCELLANEOUS - EXECUTIVE COUN	196.95	1,000.00	803.05	80.31
610-70-650	NATIONAL COMMITTEES	0.00	1,000.00	1,000.00	100.00
611-10-000	HQ MANAGEMENT EXPENSE	1,038.55	2,500.00	1,461.45	58.46
612-10-000	COMPUTER SUPPORT	704.31	2,000.00	1,295.69	64.78
612-70-550	WEB SITE SUPPORT	9,095.91	0.00	(9,095.91)	0.00
613-10-000	PUBLICATIONS	0.00	400.00	400.00	100.00
614-10-000	MEMBERSHIP DUES	190.00	700.00	510.00	72.86
615-10-000	DONATIONS TO OTHERS	0.00	0.00	0.00	0.00
616-10-000	NON-DEPREC ASSET PURCHASES	639.44	910.00	270.56	29.73
617-10-000	DEPRECIATION EXPENSE	6,157.17	8,813.00	2,655.83	30.14
618-50-400	DEPRECIATION EXP:STAMP HANDLES	0.00	0.00	0.00	0.00
619-10-700	DEPRECIATION EXP-MRKT VIDEO	0.00	0.00	0.00	0.00
620-10-000	POSTAGE - NATIONAL HEADQUARTER	2,734.48	3,000.00	265.52	8.85
620-30-650	POSTAGE - EXECUTIVE COUNCIL	161.14	250.00	88.86	35.54
620-40-500	POSTAGE - "TAW"	7,279.09	8,541.00	1,261.91	14.77
621-10-000	OFFICE REPAIRS&IMPROVEMENT	276.98	500.00	229.02	45.80
625-50-700	PROMOTIONAL-CLUB/EVENTS	1,334.08	4,000.00	2,665.92	66.65
626-70-700	PROMOTIONAL - MARKETING	2,033.56	2,000.00	(33.56)	(1.68)
627-40-700	PROMOTIONAL - VOLKSSPORT ASSOC	30.00	2,000.00	1,970.00	98.50
629-90-700	PROMOTIONAL-SPONSOR RECRUIT	1,268.10	3,000.00	1,731.90	57.73
630-70-700	PROMOTIONAL PUBLIC RELATIONS	126.33	1,700.00	1,573.67	92.57
631-10-000	RENT - NATIONAL HEADQUARTERS	34,090.00	39,000.00	4,910.00	12.59
632-10-100	AWARD PROGRAM EXP	4,832.98	5,035.00	202.02	4.01
632-40-700	MEMBERSHIP PROG EXPENSE	1,842.66	2,500.00	657.34	26.29
632-50-400	EVENT PROG EXPENSE	2,904.73	2,743.00	(161.73)	(5.90)
632-50-700	supplies:CLUB-MRKT	0.00	0.00	0.00	0.00
634-10-000	SUPPLIES - NATIONAL HEADQUARTE	6,374.98	4,800.00	(1,574.98)	(32.81)
635-10-000	TELEPHONE - NATIONAL HEADQUART	2,265.78	2,436.00	170.22	6.99
635-30-650	PHONE& CONF CALLING - EXECUTIVE COUN	0.00	0.00	0.00	0.00
636-10-000	STAFF TRAINING	319.67	2,550.00	2,230.33	87.46
640-30-650	TRAVEL - EXECUTIVE COUNCIL	7,467.90	12,000.00	4,532.10	37.77
642-70-700	STRATEGIC PLANNING	1,200.00	2,000.00	800.00	40.00
643-70-800	SPECIAL PROGRAMS EXPENSE	1,377.98	350.00	(1,027.98)	(293.71)
644-70-800	YOUTH PROGRAM EXPENSE	682.38	1,000.00	317.62	31.76
646-90-700	GRANT EXPENSE	0.00	0.00	0.00	0.00
647-90-700	CORPORATE SPONSORSHIP EXPENSE	0.00	0.00	0.00	0.00
650-60-600	IVV DUES	3,278.25	3,610.00	331.74	9.19
651-60-600	IVV LIAISON	44.44	50.00	5.56	11.12
652-30-600	INTERNATIONAL/IVV MEETINGS	0.00	3,300.00	3,300.00	100.00
653-50-400	IVV STAMPS	3,813.40	4,200.00	386.60	9.20
657-80-800	SPECIAL FUND DEVELOPMENT	22.69	2,000.00	1,977.31	98.87
660-10-000	PAYROLL TAX	18,699.78	21,644.00	2,944.22	13.60
661-10-000	PAYROLL BENEFITS	28,180.81	27,418.00	(762.81)	(2.78)
662-10-000	WAGES - NATIONAL HQ STAFF	184,400.09	224,125.00	39,724.91	17.72
697-10-000	LOSS ON DISPOSITION OF EQUIP	0.00	0.00	0.00	0.00
697-10-300	LOSS ON OBSOLETE MERCHANDISE	0.00	0.00	0.00	0.00
699-10-000	SUSPENSE ACCOUNT	(187.50)	0.00	187.50	0.00
Total EXPENSES:		414,016.90	613,232.00	199,215.10	32.49
NET INCOME FROM OPERATIONS:		(150,145.24)	(2,222.00)	(147,923.24)	(6,657.21)
EARNINGS BEFORE INCOME TAXES:		(150,145.24)	(2,222.00)	(147,923.24)	(6,657.21)
Net Income (Loss):		(150,145.24)	(2,222.00)	(147,923.24)	(6,657.21)

Balance Sheet
As of 4/30/2017

AMERICAN VOLKSSPORT ASSOCIATION, INC (AVA)

		Period to Date	Year to Date
ASSETS			
CURRENT ASSETS			
100-00-000	CASH OPERATIONS/TEXSTAR BANK	18,929.94	27,839.68
101-00-000	SPECIALTY ACCT/TEXSTAR BANK	893.25	3,248.17
102-00-000	CASH/BANK OF AMERICA	0.00	0.00
102-10-000	PETTY CASH FUND	0.00	100.00
103-10-000	CASH REGISTER FUND	0.00	172.55
104-00-000	SAVINGS ACCOUNT/TEXSTAR	(15,000.00)	5,697.41
104-20-800	CASH-BIENNIAL CONV 2017	0.00	2,311.00
104-60-100	CASH:IVV-AWD	0.00	3,351.11
104-60-600	CASH-IVV/GERMANY BANK ACCT	0.00	368.36
105-10-000	MONEY MARKET - ED JONES & CO.	0.00	48,457.28
105-20-800	CASH-BIENNIAL CONVENTION 2015	0.00	0.00
106-10-000	CD-PORTFOLIO	0.00	358,768.60
107-10-000	BOND PORTFOLIO	0.00	421,640.93
108-10-000	RETURNED CHECKS	0.00	0.00
110-10-000	ACCOUNTS RECEIVABLE - TRADE	(3,107.66)	8,276.65
112-10-000	ACCOUNTS RECEIVABLE - OTHER	0.00	0.00
113-10-000	INTEREST RECEIVABLE	0.00	0.00
114-10-000	ACCRUED PARTICIPATION	0.00	0.00
116-10-000	SECURITY DEPOSIT	0.00	0.00
120-50-400	PRE-PAID INSURANCE-EVENT	0.00	26,406.00
121-10-000	PRE-PAID INSURANCE-WRK/COMP	0.00	570.00
122-10-000	PRE-PAID INSURANCE-OFFICE LIAB	0.00	784.82
123-40-500	PRE-PAID POSTAGE	0.00	1,071.22
125-10-000	PRE-PAID OTHER EXPENSES	0.00	0.00
126-10-000	PRE-PAID EQUIPMENT RENTAL	0.00	545.98
127-10-000	PRE-PAID MAINT- SOFTWARE & IT	0.00	0.00
128-10-100	AWARD PURCHASES CLEARING	0.00	4,695.73
128-10-300	SPLTY PURCHASES/INVEN CLEARING	0.00	(6,472.06)
129-20-800	PRE-PAID CONVENTION EXP 2015	0.00	0.00
130-20-800	PRE-PAID CONVENTION EXP 2017	0.00	460.23
130-30-000	PRE-PAID EXECUTIVE COUNCIL EXP	0.00	0.00
140-10-100	INVENTORY-AWARDS	(153.34)	8,314.60
140-10-200	INVENTORY-IVV BOOKS	(46.31)	2,151.44
140-10-300	INVENTORY-SPLTY	(296.56)	31,576.94
141-10-200	NEW WALKER PACKETS	(226.79)	(209.70)
141-10-800	INVENTORY-YOUTH PROGRAM	0.00	62.54
145-10-800	INVENTORY-CONV CLOSE OUTS	0.00	0.00
	Total CURRENT ASSETS:	992.53	950,189.48
FIXED ASSETS			
150-10-000	FIXED ASSET-FURN/FIXT&EQUIP	0.00	151,837.99
151-10-000	ACCUMULATED DEPRECIATION F/E	0.00	(128,792.44)
152-10-000	FIXED ASSET- IVV STAMPS	0.00	34,655.19
153-10-000	ACCUMULATED DEPRECIATION-STAMP	0.00	(34,655.19)
154-10-000	PROMOTIONAL VIDEOS	0.00	0.00
155-10-000	ACCUMULATED DEPRECIATION VIDEO	0.00	0.00
	Total FIXED ASSETS:	0.00	23,045.55
	Total ASSETS:	992.53	973,235.03

Balance Sheet
As of 4/30/2017

AMERICAN VOLKSSPORT ASSOCIATION, INC (AVA)

		Period to Date	Year to Date
LIABILITIES			
CURRENT LIABILITIES			
200-10-000	ACCOUNTS PAYABLE - TRADE	(3,985.00)	19,366.09
205-10-000	ACCTS PAYABLE-OTHER	0.00	0.00
206-10-000	SUNSHINE FUND	0.00	427.21
209-10-000	EARNED INCOME WITHHOLDING	0.00	0.00
210-10-000	FICA WITHHOLDING PAYABLE	1,200.86	1,187.70
211-10-000	FIT WITHHOLDING PAYABLE	865.30	869.63
212-10-300	SALES TAX PAYABLE	0.00	12.65
213-10-000	TEC TAX PAYABLE	721.67	3,700.77
215-10-000	GEN. LIAB. INSURANCE PAYABLE	0.00	0.00
216-10-000	ACCRUED WAGES PAYABLE	0.00	0.00
217-10-000	ACCRUED VACATIONS/SICK PAY	0.00	8,168.46
219-10-000	LEASE OBLIGATION	6,600.00	10,620.34
220-10-000	CUST DEPOSIT CLEARING (NET)	0.00	0.00
221-10-300	REFUNDS PAYABLE	0.00	4.80
222-10-300	GIFT CERTIFICATES	0.00	0.00
231-50-000	DEFERRED ANNUAL DUES	0.00	2,700.00
232-50-400	DEFERRED SANCTION FEES	470.00	11,106.68
233-20-800	DEFERRED CONVENTION 2015	0.00	0.00
233-40-500	DEFERRED "TAW" SUBSCRIPTIONS	840.00	4,996.52
234-20-800	DEFERRED CONVENTION 2017	0.00	711.00
236-50-400	DEFERRED INSURANCE CERTIFICATE	220.00	620.00
236-90-700	DEFERRED SPONSORSHIP INCOME	0.00	0.00
238-10-000	DEFERRED 403b ADMIN FEE INCOME	0.00	80.00
	Total CURRENT LIABILITIES:	6,932.83	64,571.85
LONG TERM LIABILITIES			
235-40-000	DEFERRED LIFE VAM MEMBERSHIP	150.00	19,870.00
235-40-500	DEFERRED VAMLIFE SUBSCRIPTION	150.00	20,020.00
	Total LONG TERM LIABILITIES:	300.00	39,890.00
	Total LIABILITIES:	7,232.83	104,461.85
EQUITY			
300-10-000	WISH LIST RESTRICTED NON-TECH	0.00	0.00
301-10-900	Heritage Walk	0.00	0.00
302-10-900	MW Youth Program	0.00	0.00
303-10-900	Marketing Fund	0.00	0.00
306-10-900	Special Funds Development-Tech	0.00	0.00
307-10-900	Unrestricted Donations	0.00	0.00
308-10-900	Restricted Donations	0.00	0.00
309-10-900	Staff Bonus Fund	0.00	0.00
310-10-000	FUND BALANCE - UNRESTRICTED	0.00	341,797.68
320-10-900	PRIOR PERIOD ADJUSTMENTS	0.00	0.00
321-10-900	Retained Earnings-Current Year	(6,240.30)	(150,145.24)
321-10-900	RETAINED EARNINGS - PRIOR	0.00	677,120.74
	Total EQUITY:	(6,240.30)	868,773.18
	Total LIABILITIES & EQUITY:	992.53	973,235.03

5(a)-1

2017/2018 BUDGET NARRATIVE FOR FISCAL YEAR
JULY 1, 2017 Through JUNE 30, 2018

Prepared by: Erin Grosso

CAPITAL EXPENDITURES

Capital expenditures for depreciable fixed assets do not show in the profit/loss statement, they become an asset shown on the balance sheet. The following are fixed assets we will need in the coming fiscal year. The amounts are vendor estimates:

2 new desk sets \$1000, Stamp Machine \$3,000, Database Development \$6,000.

INCOME LESS COGS LESS EXPENSES = \$881.00 Net Profit

INCOME ACCOUNTS \$456,706

400-40-700 Associate Memberships: \$40450

Based on 976 individual members at \$25 plus 535 family memberships at \$30 with year-end adjustment to recognize in June.

400-50-000 Charter memberships: \$300

These are the charter fees of \$50 charged to new clubs. This is a one-time fee. Expected no more than this current fiscal year of six new clubs.

401-50-000 Annual dues: \$11,700

Billed in May 2017, 221 clubs and 11 state associations \$50 each. At the end of this fiscal year those clubs that have not held a traditional event will be billed a \$50 fee not extra dues.

410-50-400 Sanction fee income: \$59,640

Based on 63 non-walking events at \$20, 684 walking traditional events at \$30, and 1,893 year-round/seasonal at \$20. Based on types and number sanctioned for 2017.

411-50-400 Participation fee traditional events: \$55,000

Based on paid participation from traditional events through 2017 plus recognition of June income that will be received in July and August. **35,530 paid participants.**

412-50-400 Participation fee YRE/Seas income: \$78,500

62,800 paid participants at \$1.25 estimated. Pulled from data base summary report of all regions and clubs; calendar year.

413-30-400 E.C. event fees: \$100

These events are Executive Council/RD fundraiser events. Only one RD is hosting these types of events.

414-50-400 YRE/seasonal quarterly sanction fees: \$37,860

This income is the \$5 per quarter charged as a deferred sanction fee on walks only. Based on 1,893 walks X 4 quarters X \$5.

415-50-400 Pilot Alternate sanction fee: \$500

This is the per participant sanction fee of \$1 added to the regular participation instead of the standard sanction fee. There is little history on this so the \$500 revenue earned to date is annualized for this budget.

420-10-300 Specialty sales: \$20,362

Sales continue to decline compared to past years. 2017 Starting Point books order was 505 books. Old inventory that is not selling could be sold at cost without member or club discounts.

423-10-100 Sales Awards: \$100

Currently we sell IVV awards at \$3 for patch or pin. There are very few sales, currently we have sold \$54.

424-10-200 Sales IVV books: \$21,780

We projected sales of 4030 books for the current year, so far we have sold 3,060 which is a 25% difference. For 2017-2018 the best estimate is 3630.

425-10-200 Sales new walker packets: \$9,000

The sale of new walker packets remains consistent. This projection is taking actual to date and increasing by 8%.

430-10-300 Sales returns and allowances: \$(50)

This is a contra account to sales for damaged goods at cost.

435-10-300 member discounts: \$(7,686)

These are the discounts for clubs of 20%, individual and family members of 10%, and life members of 15% off merchandise. Average discount is 15% X projection of all sales, \$51,242.

442-40-500 Advertising income TAW: \$5,000

Currently we have earned \$2,510; we will push to increase the number of ads in the coming year to help offset the expense of the TAW.

442-70-550 Advertising income web site: \$300

Based on decrease in website advertising.

444-80-800 Youth program income: \$3,000

Girl scout and master walker programs. To date we have earned \$1,833 against a budget of \$2,000. Projection for 2018 is an increase in participation for both the GS and MWP.

445-10-000 In-Kind donations: \$2000

This budget represents professional non-profit discounts from IT, Audit, and Legal services.

446-90-700 Grant and Sponsorship Income: \$30,000

Amount for this category is determined by ED.

450-10-000 Royalties: \$100

To date we have not realized any royalties. In previous years, we have earned revenues from CafePress and Good Search. There is no other information available.

452-50-400 Insurance certificate income: \$1,800

Fees for additional insured requested by clubs. Previous year \$1,650, to date 1,400. At \$10-\$15. \$15 X 50 plus 105 X \$10.

455-80-800 Special program income: \$3,600

Special Programs has shown an increase this year even though club hosted special programs are being reduced, the sales of National special program books has increased.

458-10-000 Unrestricted donations: \$60,000

Big Give and Corporate Sponsor donations.

460-10-000 Restricted donations: \$2,250

Donations for staff/volunteer Holiday party and expected other donations.

462-10-000 Interest income: \$100

Interest from bank accounts, short term savings account, and money market account.

463-10-000 Investment portfolio interest: \$15,000

Interest earned on investments and market fluctuations per investment statements. Estimate is based on broker information and historical data.

464-10-300 Freight charges income: \$6,000

Based on current to date and previous years. This account is to track merchandise only postage. These charges are shipping & handling.

COST OF GOODS SOLD \$ (26,540)

COGS are dependent upon sales-add to general expenses to arrive at total expenditures. The AVA uses the FIFO method of inventory.

500-10-100 COGS Awards: \$500

A small number of awards are sold. The cost of awards represented here is from individuals that want more than one set. We have not been charging for those lost in the mail that we need to replace.

500-10-200 IVV Books: \$2,000

The cost of IVV books is averaging about 5.0% of sales. Projections of book sales through the fiscal year are \$21,180 (see IVV Book sales).

500-10-300 COGS Specialties: \$14,000

The largest cost are the Starting Point books. For the 2017 edition of 505 books the cost was about \$16 per book. At current, costs are running 59% of sales. Specialty sales were developed as a benefit to associate members. 59% X sales of \$20,362.

501-10-100 Awards issued: \$4,500

The amount estimated that will be processed for the year is of \$4,321. The cost of awards issued to participants in our awards program is a cost of doing business and a cost of meeting AVA's mission and chartered purpose. There is no income category directly tied to this expense. Participation is an indirect indicator of whether the number of awards issued will increase or decreases from one year to the next. Convention years have an impact, as books processed usually increase and therefore awards issued increases. The dollar value of awards processed in a month not only depends on

how many books/ awards are sent in to process, but also how many the awards person can process in a month's time. The cost of higher level patches and pins is increasing.

501-10-200 New Walker Packets: \$2,000

New walker packets average 17% of sales. Taking the projected sales of \$9000 X 17% equals \$1,759 in projected cost. New Walker sales are the only category that exceeded budget.

550-10-300 Shipping/Freight costs: \$3540

Our freight cost to freight income on goods shipped on average is 59%, HQ ships by the most economical means whenever possible. Customers may request special delivery; which will cost extra. We are required to use the software as mandated by the USPS to barcode packages to receive commercial rates.

EXPENSES \$(539,285)

Some expenses will remain the same from year to year, but that is no guarantee they will not change. Many variable expenses could change later in the year, so these projections are best guess estimates for budget purposes.

600-50-000 Bad debt: \$25

Occasionally a club will deactivate still owing a balance. This past fiscal year \$2.75 was deemed uncollectible after more than 120 days. The cost of collecting these small amounts due usually outweighs what is owed.

601-10-000 Bank service charges: \$200

Monthly bank service charges on the account held in Germany and TexStar National Bank.

601-10-300 Credit card processing fees: \$2,000

Sales less discount plus shipping. The average processing fee, depending on type of card varies between 4- 5%. Credit card fees charged for onsite purchases.

601-60-600 Rate exchange difference: \$(300)

The exchange rate is not recognized monthly; only at year end on the IVV bank account maintained in Germany. This budget represents either an expense if the exchange rate of dollars to euros is unfavorable or a contra amount if exchange rate is favorable as in this budget.

603-10-000 Consulting Services: \$7,000

Per the ED this budget is to hire professionals in publicity, funds development, and grant writing.

603-40-500 TAW contract: \$28,000

Current contract ends November 2018. Calculations based on current contract and amounts quoted by Donna Seline for contract renewal based on average of 40 pages for 3,000 copies.

604-10-000 Equipment Maintenance: \$1100

Portion attributed to maintenance on copier capital lease is \$81 per month and other office equipment repairs.

605-10-000 Equipment rental: \$8220

Postal machine, current virtual server, office 365, AVA's own cloud.

606-10-000 Financial Services: \$12,100

Based on what was charged by new auditors for yearend 2016 annual audit.

607-50-400 Event liability insurance: \$36,250

Based on current costs for the last two years which has included a 2% increase. This 2% increase is not due to AVA's risk factor; it is based on the increases across the board for sports insurance from underwriters.

608-10-000 National Office insurance: \$2,400

This insurance covers general liability and building content for \$68.08 per month and director's/officers liability for \$104 per month. This insurance is not expected to change.

609-10-000 Legal services: \$3,000

Based on 12 hours at the rate of \$250 per hour.

609-30-650 Executive Travel and NEC Meetings Expense: \$26,800

Per the NEC President 3 meetings are planned; the first of fiscal year for two nights and in January for two nights. This also includes the one meal provided for at NEC meetings.

610-10-000 Operations miscellaneous: \$2,500

Expenses not accounted for in other expense accounts. Water cooler and service, Coffee room supplies, leased property taxes, staff and volunteer Christmas party and changing locks and keys.

610-30-650 Executive Council Supplies and Postage : \$1,250

NEC and Deputy RD reimbursement requests for supplies, printer cartridges, stationary, business cards, and name badges.

610-70-650 National Committees: \$1,000

Committee's expense reimbursement requests.

611-10-000 HQ management expense: \$2,500

Executive director expenses for NEC meetings and other meetings/travel. This includes gas, car rental, hotel, and meals.

613-10-000 Publications: \$400

Nothing was spent in 2016-2017. Publications necessary for informed decision making by National office staff.

614-10-000 Membership dues: \$700

National non-profit Council, San Antonio Non-profit council, Texas non-profit.

616-10-000 Non-depreciable asset purchases: \$600

Any equipment under \$1000 per unit is not depreciated but expenses directly to this account. Calculators, chairs, replacement of monitors, computer accessories and small office equipment.

617-10-000 depreciation FF&E: \$8,813

Furniture, fixtures, and equipment over \$1,000 cost per unit. This includes estimated depreciation on new equipment listed at beginning of this budget such as new stamp machine and desks.

620-10-000 Postage HQ: \$2,500

Accounts for general mail. Events, memberships, awards, and merchandise are accounted for in their own expense accounts. If postage is for marketing or other purposes; it is accounted for in that expense account. Based on 2016-2017 actual plus buffer for next fiscal year increases by the USPS.

620-40-500 Postage TAW: \$9,000

Mailing service for the TAW via FedEx, bulk mailing and overseas mail.

621-10-000 office repairs and improvements: \$500

This would be repairs not covered by our office lease agreement. None are expected.

625-50-700 Promotional club/events: \$1,200

This account tracks free anniversary slugs to clubs, free brochures and other items specifically for clubs as well as free shipping if deemed necessary by the ED. This also where the cost of TAWS being bound for our history and the 50 state plaque expenses.

626-70-700 Promotional marketing: \$3,700

General marketing brochures, paper, color copies at .085 per sheet. Merchandise ordered or written out of inventory for promotional items or other items classified for general marketing.

629-90-700 Promotional Sponsor recruitment: \$3,000

Mail outs, ED travel, promotional items, printing. Any expense specifically directed to recruit sponsors and or partners.

631-10-000 Rent National Office: \$40,908

Based on current rent contract.

632-10-100 Award program expense: \$6,000

Supplies, certificates, ribbons, gold seals, red & blue passports sent to all award recipients, as well as postage for Karen to administer the awards program.

632-40-700 Membership program expense: \$4,000

Supplies, renewal notices, membership cards, envelopes and return envelopes, and postage necessary for Karen to administer the membership program.

632-50-400 Event and Program Supplies: \$4,000

Supplies, envelopes, bubble bags, postage necessary for Marie to mail out stamps and slugs, new club supplies. Does not include slug costs or handles.

634-10-000 Supplies National office: \$5,000

All general office supplies to included copy paper, invoices, statements, paper clips, pencils, pens, rubber bands, printer cartridges and any other necessary general supplies for staff. Amount is based on actual spent to date.

635-10-000 Telephone/Website Host/Utilities for National office: \$4,584

Phone service from Time Warner for fiscal year and Go Daddy website host.

636-10-000 Staff training: \$2,000

Workshops, classes, travel, hotel, meals for staff other than ED.

642-70-700 Strategic planning: \$3,000

Amount designated by ED for implementation.

643-70-800 Special program expense: \$1,500

Each time a National program book is sold, or the NPFSM or NVM patches the cost is accumulated here. Includes A-Z, 50/51, Centurion.

644-70-800 Youth program expenses: \$2,500

Cost of girl scout patches sold to clubs and Master walker costs to include replenishing the patches and awards for such programs and other related program expenses.

650-60-600 IVV dues: \$3,610

Based on number of active clubs as of December 31 of every year. 13 euros per club and state associations at the going exchange rate. Budget based on 232 clubs/state associations.

651-60-600 IVV Liaison: \$100

Printer cartridges or supplies to manage our bank account in Germany.

652-30-600 International and IVV meetings: \$3,000

Travel and hotel for President to attend international meetings. Amount based on previous per President.

653-50-400 IVV stamp slugs: \$3,800

Cost of producing two-digit year slugs for year-round, seasonal, and traditional events plus replacement of event stamp numbers lost or degraded. 2,363 slugs at estimated \$1.78 each.

657-80-800 Special funds development: \$3,000

Expenses for Big Give and other fund raisers.

660-10-000 Payroll taxes: \$23,000

Fica taxes on gross wages at 7.65%, state unemployment tax 6.80%, on first \$9,000 of wages.

661-10-000 Payroll benefits: \$30,000

Includes Workmen's Compensation, dental, life insurance and health insurance. This is based current rates.

662-10-000 Wages National office: \$234,825

This includes the wages of 6-7 staff members and Christmas bonuses.

Accounts Receivable Aged Invoice Report
 Sorted by Customer Number
 All Open Invoices - Aged as of 1/31/2017

AMERICAN VOLKSSPORT ASSOCIATION, INC (AVA)

Division Number: 00 MAIN DIVISION

Customer/ Invoice Date	Invoice Number	Due Dates		Discount Amount	Balance	Current	1 Month	2 Months	3 Months	4 Months	Days Delq
		Invoice	Discount								
DONATE	DONATE WELL										
		Contact:									
		Phone:									
		Credit Limit:									
		Customer DONATE Totals:		0.00	1,000.00-	1,000.00-	0.00	0.00	0.00	0.00	0.00
KFOUND	The K Foundation										
		Contact:									
		Phone:									
		Credit Limit:									
		Customer KFOUND Totals:		0.00	23.01-	23.01-	0.00	0.00	0.00	0.00	0.00
Division 00 Totals:				0.00	1,023.01-	1,023.01-	0.00	0.00	0.00	0.00	0.00
Number of Customers:					2						

Accounts Receivable Aged Invoice Report
 Sorted by Customer Number
 All Open Invoices - Aged as of 1/31/2017

AMERICAN VOLKSSPORT ASSOCIATION, INC (AVA)

Division Number: 01 NATIONAL HEADQUARTERS

Customer/ Invoice Date	Invoice Number	Due Dates		Discount Amount	Balance	Current	1 Month	2 Months	3 Months	4 Months	Days Delq
		Invoice	Discount								
REG MA	AVA - Mid-America Region			Contact: Linda Neu			Phone: (812) 425-3886			Credit Limit:	0.00
	Customer REG MA Totals:			0.00	6.10	6.10	0.00	0.00	0.00	0.00	0.00
REG NW	AVA - Northwest Region			Contact: Nancy Wittenberg			Phone: (253) 208-1331			Credit Limit:	0.00
	Customer REG NW Totals:			0.00	7.50	7.50	0.00	0.00	0.00	0.00	0.00
REG PA	AVA - Pacific Region			Contact: Suzi Glass			Phone: (408) 592-3935			Credit Limit:	0.00
	Customer REG PA Totals:			0.00	440.00	440.00	0.00	0.00	0.00	0.00	0.00
REG SE	AVA - Southeast Region			Contact: J. David Bonewitz			Phone: (865) 984-1513			Credit Limit:	0.00
	Customer REG SE Totals:			0.00	84.00	84.00	0.00	0.00	0.00	0.00	0.00
Division 01 Totals:				0.00	525.40	525.40	0.00	0.00	0.00	0.00	0.00
Number of Customers:					4						

Accounts Receivable Aged Invoice Report
Sorted by Customer Number
All Open Invoices - Aged as of 1/31/2017

AMERICAN VOLKSSPORT ASSOCIATION, INC (AVA)

Division Number: 02 ATLANTIC REGION

Customer/ Invoice Date	Invoice Number	Due Dates		Discount Amount	Balance	Current	1 Month	2 Months	3 Months	4 Months	Days Delq
		Invoice	Discount								
AAA MD	Maryland Volkssport Assn.	Contact: Darrell Nelly				Phone: (410) 960-6226			Credit Limit:		0.00
	Customer AAA MD Totals:	0.00		100.25	100.25	0.00	0.00	0.00	0.00	0.00	0.00
AAA PA	Keystone State Volkssport Assn	Contact: Patricia Eby				Phone: (215) 529-5686			Credit Limit:		0.00
	Customer AAA PA Totals:	0.00		86.25	86.25	0.00	0.00	0.00	0.00	0.00	0.00
AAA VA	Virginia Volkssport Assn.	Contact: Sam Tollett				Phone: (757) 814-1417			Credit Limit:		0.00
	Customer AAA VA Totals:	0.00		324.75	324.75	0.00	0.00	0.00	0.00	0.00	0.00
AVA0013	Gator Volksmarsch Club	Contact: Elaine Thompson				Phone: (757) 576-0966			Credit Limit:		0.00
	Customer AVA0013 Totals:	0.00		472.25	472.25	0.00	0.00	0.00	0.00	0.00	0.00
AVA0027	Lee Lepus Volksverband	Contact: Monica Gowin				Phone: 8047680055			Credit Limit:		0.00
	Customer AVA0027 Totals:	0.00		170.50	170.50	0.00	0.00	0.00	0.00	0.00	0.00
AVA0065	First State Webfooters	Contact: Lore O'Ferrall				Phone: (302) 222-8269			Credit Limit:		0.00
	Customer AVA0065 Totals:	0.00		30.00	30.00	0.00	0.00	0.00	0.00	0.00	0.00
AVA0069	Ft Belvoir - DFMWR	Contact: Kristin B. Mayer				Phone: (703) 805-2394			Credit Limit:		0.00
	Customer AVA0069 Totals:	0.00		30.00	0.00	0.00	30.00	0.00	0.00	0.00	0.00
AVA0142	Peninsula Pathfinders of Virgi	Contact: Don Blazek				Phone: (757) 357-5355			Credit Limit:		0.00
	Customer AVA0142 Totals:	0.00		333.75	333.75	0.00	0.00	0.00	0.00	0.00	0.00
AVA0151	Northern Virginia Volksmarsher	Contact: Barry Platt				Phone: (703) 971-6458			Credit Limit:		0.00
	Customer AVA0151 Totals:	0.00		481.40	481.40	0.00	0.00	0.00	0.00	0.00	0.00
AVA0171	Cumberland Valley Lead Foot Cl	Contact: Anne Gale				Phone: (717) 261-2467			Credit Limit:		0.00
	Customer AVA0171 Totals:	0.00		35.00	35.00	0.00	0.00	0.00	0.00	0.00	0.00
AVA0190	Freestate Happy Wanderers	Contact: William Reaves				Phone: (301) 879-6898			Credit Limit:		0.00
	Customer AVA0190 Totals:	0.00		750.75	750.75	0.00	0.00	0.00	0.00	0.00	0.00
AVA0236	York White Rose Wanderers	Contact: Pamela Copenhaver				Phone: (717) 817-9724			Credit Limit:		0.00
	Customer AVA0236 Totals:	0.00		387.25	387.25	0.00	0.00	0.00	0.00	0.00	0.00
AVA0238	Liberty Bell Wanderers	Contact: Doris Simon				Phone: (610) 906-8252			Credit Limit:		0.00
	Customer AVA0238 Totals:	0.00		458.85	458.85	0.00	0.00	0.00	0.00	0.00	0.00
AVA0264	Columbia Volksmarsch Club	Contact: Paul Lubell				Phone: 4102906510			Credit Limit:		0.00
	Customer AVA0264 Totals:	0.00		480.00	480.00	0.00	0.00	0.00	0.00	0.00	0.00
AVA0306	Wood and Dale Wanderers	Contact: Tim Miner				Phone: (703) 583-2916			Credit Limit:		0.00
	Customer AVA0306 Totals:	0.00		252.50	252.50	0.00	0.00	0.00	0.00	0.00	0.00
AVA0328	Susquehanna Rovers Volksmarsch	Contact: Gloria Grabenstein				Phone: (717) 805-9540			Credit Limit:		0.00
	Customer AVA0328 Totals:	0.00		161.25	161.25	0.00	0.00	0.00	0.00	0.00	0.00
AVA0333	Garden State Wanderers *** On Credit Hold ***	Contact: Vasily Serpikov				Phone: 6095875251			Credit Limit:		0.00
	Customer AVA0333 Totals:	0.00		141.25	0.00	0.00	11.25	0.00	130.00	0.00	0.00
AVA0365	Virginia Vagabonds	Contact: Sam Tollett				Phone: 7577663085			Credit Limit:		0.00
	Customer AVA0365 Totals:	0.00		132.50	132.50	0.00	0.00	0.00	0.00	0.00	0.00
AVA0418	Baltimore Walking Club	Contact: Frank Kupres				Phone: (410) 638-7043			Credit Limit:		0.00
	Customer AVA0418 Totals:	0.00		417.50	417.50	0.00	0.00	0.00	0.00	0.00	0.00
AVA0419	Seneca Valley Sugarloafers	Contact: Alice Filemyr				Phone: (301) 570-4235			Credit Limit:		0.00
	Customer AVA0419 Totals:	0.00		967.17	506.25	0.00	460.92	0.00	0.00	0.00	0.00
AVA0481	Great Greenbelt Volksmarschers,	Contact: Yvonne Pennington				Phone: (571) 217-9851			Credit Limit:		0.00
	Customer AVA0481 Totals:	0.00		108.75	108.75	0.00	0.00	0.00	0.00	0.00	0.00
AVA0579	Penn-Dutch Pacers Volksmarsch C	Contact: Maria Roshon				Phone: (717) 330-8751			Credit Limit:		0.00
	Customer AVA0579 Totals:	0.00		197.50	197.50	0.00	0.00	0.00	0.00	0.00	0.00
AVA0595	Annapolis Amblers	Contact: John Carolus				Phone: (410) 960-6226			Credit Limit:		0.00
	Customer AVA0595 Totals:	0.00		38.75	38.75	0.00	0.00	0.00	0.00	0.00	0.00
AVA0610	Germanna Volkssport Associati	Contact: Kay Shoemaker				Phone: (540) 809-6227			Credit Limit:		0.00
	Customer AVA0610 Totals:	0.00		341.45	326.45	15.00	0.00	0.00	0.00	0.00	0.00
AVA0725	Bad Pennies, The	Contact: Mathew Pernick				Phone: 7036205892			Credit Limit:		0.00
	Customer AVA0725 Totals:	0.00		15.00	0.00	0.00	15.00	0.00	0.00	0.00	0.00
AVA0726	Nittany Nomads	Contact: Harvey Holter				Phone: (814) 237-5759			Credit Limit:		0.00
	Customer AVA0726 Totals:	0.00		70.00	70.00	0.00	0.00	0.00	0.00	0.00	0.00
AVA0776	Princeton Area Walkers	Contact: Susan E. Molloy				Phone: (908) 309-8398			Credit Limit:		0.00
	Customer AVA0776 Totals:	0.00		428.75	428.75	0.00	0.00	0.00	0.00	0.00	0.00
AVA0892	Loudoun Walking & Volkssport C	Contact: Jay Oakley				Phone: 7037372175			Credit Limit:		0.00
	Customer AVA0892 Totals:	0.00		86.25	86.25	0.00	0.00	0.00	0.00	0.00	0.00
AVA0901	U.S. Freedom Walk Festival Clu	Contact: Dolores Grenier				Phone: (703) 209-0174			Credit Limit:		0.00
	Customer AVA0901 Totals:	0.00		1,075.00	31.25	60.00	983.75	0.00	0.00	0.00	0.00

Accounts Receivable Aged Invoice Report
 Sorted by Customer Number
 All Open Invoices - Aged as of 1/31/2017

AMERICAN VOLKSSPORT ASSOCIATION, INC (AVA)

Division Number: 02 ATLANTIC REGION

Customer/ Invoice Date	Invoice Number	Due Dates		Discount Amount	Balance	Current	1 Month	2 Months	3 Months	4 Months	Days Delq
		Invoice	Discount								
AVA0958	Cavalier Volkssporting Club			Contact: Jason Davis		Phone: (434) 924-3791				Credit Limit:	0.00
	Customer AVA0958 Totals:			0.00	10.00	10.00	0.00	0.00	0.00	0.00	0.00
AVA0972	Penn Mary Walkers			Contact: Sarah Garcia		Phone: (915) 471-1134				Credit Limit:	0.00
	Customer AVA0972 Totals:			0.00	6.25	6.25	0.00	0.00	0.00	0.00	0.00
AVA0978	Chester County Red Rovers			Contact:		Phone: 610-280-2631 work				Credit Limit:	0.00
	Customer AVA0978 Totals:			0.00	25.00	25.00	0.00	0.00	0.00	0.00	0.00
Division 02 Totals:				0.00	8,488.37	6,782.45	75.00	1,485.92	15.00	130.00	
Number of Customers:					32						

Accounts Receivable Aged Invoice Report
 Sorted by Customer Number
 All Open Invoices - Aged as of 1/31/2017

AMERICAN VOLKSSPORT ASSOCIATION, INC (AVA)

Division Number: 03 MID AMERICA REGION

Customer/ Invoice Date	Invoice Number	Due Dates		Discount Amount	Balance	Current	1 Month	2 Months	3 Months	4 Months	Days Delq
		Invoice	Discount								
AVA0025	Michigan Pathfinders *** On Credit Hold ***			Contact: Tom Martin		Phone: (317) 787-9776				Credit Limit:	0.00
	Customer AVA0025 Totals:	0.00	190.00		0.00	0.00	0.00	0.00	0.00	190.00	
AVA0047	Illinois Trekkers Volkssport C			Contact: Dee Woitysiak		Phone: (618) 726-7030				Credit Limit:	0.00
	Customer AVA0047 Totals:	0.00	2,123.75		387.50	42.50	1,693.75	0.00	0.00	0.00	
AVA0049	Valley Vagabonds, Inc.			Contact: Donna Brianes		Phone: (440) 915-0161				Credit Limit:	0.00
	Customer AVA0049 Totals:	0.00	78.75		78.75	0.00	0.00	0.00	0.00	0.00	
AVA0062	Three Rivers Strollers			Contact: Susan Budd		Phone: 2609255091				Credit Limit:	0.00
	Customer AVA0062 Totals:	0.00	81.25		81.25	0.00	0.00	0.00	0.00	0.00	
AVA0067	Bloomington Flying Fish Volkss			Contact: Carol Parkinson		Phone: (812) 498-1560				Credit Limit:	0.00
	Customer AVA0067 Totals:	0.00	35.00		35.00	0.00	0.00	0.00	0.00	0.00	
AVA0089	Indy 'G' Walkers			Contact: Cliff Terry		Phone: (317) 776-1848				Credit Limit:	0.00
	Customer AVA0089 Totals:	0.00	198.75		198.75	0.00	0.00	0.00	0.00	0.00	
AVA0229	Bulls Run Ramblers			Contact: Judy Hawkins		Phone: (513) 465-3886				Credit Limit:	0.00
	Customer AVA0229 Totals:	0.00	53.60		53.60	0.00	0.00	0.00	0.00	0.00	
AVA0397	Lebanon Cedar Cruisers			Contact: William E. Malina		Phone: (618) 588-4097				Credit Limit:	0.00
	Customer AVA0397 Totals:	0.00	10.00		10.00	0.00	0.00	0.00	0.00	0.00	
AVA0453	Bedford Hiking Club			Contact: Ann Steele		Phone: 8122784862				Credit Limit:	0.00
	Customer AVA0453 Totals:	0.00	20.00		20.00	0.00	0.00	0.00	0.00	0.00	
AVA0458	River City Ramblers			Contact: Stanley P. Neu		Phone: (812) 425-3886				Credit Limit:	0.00
	Customer AVA0458 Totals:	0.00	20.00		20.00	0.00	0.00	0.00	0.00	0.00	
AVA0522	Heart of Ohio Hikers			Contact: Janice Fry		Phone: (614) 530-1557				Credit Limit:	0.00
	Customer AVA0522 Totals:	0.00	230.55		230.55	0.00	0.00	0.00	0.00	0.00	
AVA0526	Xenia Walking Club			Contact: Jim Medzviega		Phone: (937) 372-1302				Credit Limit:	0.00
	Customer AVA0526 Totals:	0.00	90.00		90.00	0.00	0.00	0.00	0.00	0.00	
AVA0544	Gemulich Wanderers			Contact: Nancy Burkholder		Phone: (330) 495-5740				Credit Limit:	0.00
	Customer AVA0544 Totals:	0.00	12.50		12.50	0.00	0.00	0.00	0.00	0.00	
AVA0609	Ridgewalkers Walking Club			Contact: Kimberly Bradley		Phone: (217) 778-1718				Credit Limit:	0.00
	Customer AVA0609 Totals:	0.00	61.25		61.25	0.00	0.00	0.00	0.00	0.00	
AVA0694	Derby City Walkers			Contact: Frances Taylor		Phone: 5028964127				Credit Limit:	0.00
	Customer AVA0694 Totals:	0.00	70.00		70.00	0.00	0.00	0.00	0.00	0.00	
AVA0722	Windy City Walkers			Contact: Therese Glatzhofer		Phone: 7084250211				Credit Limit:	0.00
	Customer AVA0722 Totals:	0.00	200.00		110.00	0.00	90.00	0.00	0.00	0.00	
AVA0723	Hoosier Hikers			Contact: Susan Cameron		Phone: (574) 339-9140				Credit Limit:	0.00
	Customer AVA0723 Totals:	0.00	121.25		121.25	0.00	0.00	0.00	0.00	0.00	
AVA0724	Goodtime Trailblazers *** On Credit Hold ***			Contact: Tom Martin		Phone: 3177879776				Credit Limit:	0.00
	Customer AVA0724 Totals:	0.00	100.00		0.00	0.00	30.00	70.00	0.00	0.00	
AVA0930	Washtenaw Wanderers Volkssport			Contact: Georgia Washington-Reum		Phone: (517) 682-1056				Credit Limit:	0.00
	Customer AVA0930 Totals:	0.00	106.25		106.25	0.00	0.00	0.00	0.00	0.00	
AVA0974	Gateway Milers NFP			Contact: Cindy Stucky		Phone: (618) 692-4337				Credit Limit:	0.00
	Customer AVA0974 Totals:	0.00	125.00		125.00	0.00	0.00	0.00	0.00	0.00	
	Division 03 Totals:	0.00	3,927.90		1,811.65	42.50	1,813.75	70.00	190.00		
	Number of Customers:	20									

Accounts Receivable Aged Invoice Report
Sorted by Customer Number
All Open Invoices - Aged as of 1/31/2017

AMERICAN VOLKSSPORT ASSOCIATION, INC (AVA)

Division Number: 04 NORTH CENTRAL REGION

Customer/ Invoice Date	Invoice Number	Due Dates		Discount Amount	Balance	Current	1 Month	2 Months	3 Months	4 Months	Days Delq
		Invoiced	Discount								
AVA0016	Nebraska Wanderfreunde Trailbl	Contact: Sandy Spaulding				Phone: (712) 322-2797			Credit Limit:		0.00
	Customer AVA0016 Totals:	0.00		198.75	198.75	0.00	0.00	0.00	0.00	0.00	0.00
AVA0032	Red River Volkssport Assn.	Contact: Rufus Jefferson				Phone: (218) 236-0527			Credit Limit:		0.00
	Customer AVA0032 Totals:	0.00		209.25	209.25	0.00	0.00	0.00	0.00	0.00	0.00
AVA0102	Lincoln Volkssport Club, Inc.	Contact: Carol Fraas				Phone: 4024646972			Credit Limit:		0.00
	Customer AVA0102 Totals:	0.00		107.50	107.50	0.00	0.00	0.00	0.00	0.00	0.00
AVA0114	Twin Cities Volkssport	Contact: Lynne Grigor				Phone: (612) 861-3053			Credit Limit:		0.00
	Customer AVA0114 Totals:	0.00		597.50	91.25	60.00	446.25	0.00	0.00	0.00	0.00
AVA0250	Greater Des Moines Volkssport	Contact: Mark Conway				Phone: (515) 783-5251			Credit Limit:		0.00
	Customer AVA0250 Totals:	0.00		674.40	138.75	170.00	365.65	0.00	0.00	0.00	0.00
AVA0274	Black Hills Volkssport Assn.	Contact: James Margadant				Phone: (605) 342-6188			Credit Limit:		0.00
	Customer AVA0274 Totals:	0.00		596.25	326.25	270.00	0.00	0.00	0.00	0.00	0.00
AVA0406	Koda Manipe Volkssport Club	Contact: Wayne H. Bayer				Phone: 7018991700			Credit Limit:		0.00
	Customer AVA0406 Totals:	0.00		12.50	12.50	0.00	0.00	0.00	0.00	0.00	0.00
AVA0601	NorthStar Trail Travelers	Contact: Donna Seline				Phone: (507) 362-8760			Credit Limit:		0.00
	Customer AVA0601 Totals:	0.00		110.00	110.00	0.00	0.00	0.00	0.00	0.00	0.00
AVA0697	Central Minnesota Volkssports	Contact: Judy Seht				Phone: (320) 293-9441			Credit Limit:		0.00
	Customer AVA0697 Totals:	0.00		11.25	11.25	0.00	0.00	0.00	0.00	0.00	0.00
AVA0835	Madison Area Volkssport Assn.	Contact: Diane Thornbery				Phone: (608) 821-0263			Credit Limit:		0.00
	Customer AVA0835 Totals:	0.00		603.75	593.75	10.00	0.00	0.00	0.00	0.00	0.00
AVA0870	Bismarck-Mandan CVB	Contact: Rita Horner				Phone: 7012224308			Credit Limit:		0.00
	Customer AVA0870 Totals:	0.00		17.50	17.50	0.00	0.00	0.00	0.00	0.00	0.00
AVA0885	Hawkeye Hikers	Contact: Kathleen Kearney				Phone: (319) 338-2071			Credit Limit:		0.00
	Customer AVA0885 Totals:	0.00		61.25	61.25	0.00	0.00	0.00	0.00	0.00	0.00
AVA0956	Lake Country Wanderers	Contact: Bonnie Johnson				Phone: (763) 571-8041			Credit Limit:		0.00
	Customer AVA0956 Totals:	0.00		142.60	142.60	0.00	0.00	0.00	0.00	0.00	0.00
Division 04 Totals:				0.00	3,342.50	2,020.60	510.00	811.90	0.00	0.00	0.00
Number of Customers:				13							

Accounts Receivable Aged Invoice Report
Sorted by Customer Number
All Open Invoices - Aged as of 1/31/2017

AMERICAN VOLKSSPORT ASSOCIATION, INC (AVA)

Division Number: 05 NORTHEAST REGION

Customer/ Invoice Date	Invoice Number	Due Dates		Discount Amount	Balance	Current	1 Month	2 Months	3 Months	4 Months	Days Delq
		Invoice	Discount								
AVA0269	Walk 'N Moss Volkssport Club	Contact: Karen Plichia				Phone: (617) 387-1577			Credit Limit:		0.00
	Customer AVA0269 Totals:	0.00	704.05		704.05	0.00	0.00	0.00	0.00	0.00	
AVA0341	Twin State Volkssport Assn.	Contact: Carolyn L. Adams				Phone: (802) 757-2500			Credit Limit:		0.00
	Customer AVA0341 Totals:	0.00	39.00		0.00	39.00	0.00	0.00	0.00	0.00	
AVA0410	Empire State Capital Volksspor	Contact: Warren Lavery				Phone: (518) 370-0585			Credit Limit:		0.00
	Customer AVA0410 Totals:	0.00	608.75		608.75	0.00	0.00	0.00	0.00	0.00	
AVA0505	Volkssport Club at West Point	Contact: Andrew Schmidt				Phone: (845) 446-4709			Credit Limit:		0.00
	Customer AVA0505 Totals:	0.00	182.50		182.50	0.00	0.00	0.00	0.00	0.00	
AVA0573	Two Town Walking Club	Contact: Karen Campbell				Phone: (978) 777-4619			Credit Limit:		0.00
	Customer AVA0573 Totals:	0.00	87.50		87.50	0.00	0.00	0.00	0.00	0.00	
AVA0589	Niagara Frontier Volkssport Cl	Contact: Barbara Stafford				Phone: 7167419315			Credit Limit:		0.00
	Customer AVA0589 Totals:	0.00	283.60		0.00	131.25	152.35	0.00	0.00	0.00	
AVA0784	Connecticut Valley Volkssport *** On Credit Hold ***	Contact: Lee West				Phone: (860) 342-3062			Credit Limit:		0.00
	Customer AVA0784 Totals:	0.00	123.75		93.75	30.00	0.00	0.00	0.00	0.00	
AVA0790	Finger Lakes Volkssports Club,	Contact: Jerry Portland				Phone: (607) 835-6595			Credit Limit:		0.00
	Customer AVA0790 Totals:	0.00	50.00		50.00	0.00	0.00	0.00	0.00	0.00	
AVA0969	NH Patriot Pathfinders	Contact: Linda Kennedy				Phone: (603) 542-6359			Credit Limit:		0.00
	Customer AVA0969 Totals:	0.00	15.00		15.00	0.00	0.00	0.00	0.00	0.00	
	Division 05 Totals:	0.00	2,064.15		1,711.55	200.25	152.35	0.00	0.00	0.00	
	Number of Customers:	9									

Accounts Receivable Aged Invoice Report
Sorted by Customer Number
All Open Invoices - Aged as of 1/31/2017

AMERICAN VOLKSSPORT ASSOCIATION, INC (AVA)

Division Number: 06 NORTHWEST REGION

Customer/ Invoice Date	Invoice Number	Due Dates Invoice Discount	Discount Amount	Balance	Current	1 Month	2 Months	3 Months	4 Months	Days Delq
AVA0115	Evergreen Wanderers	Contact: Tess Sutton								0.00
	Customer AVA0115 Totals:		0.00	70.00	70.00	0.00	0.00	0.00	0.00	0.00
AVA0133	Sea-Tac Volkssports Club	Contact: Dina Johnson								0.00
	Customer AVA0133 Totals:		0.00	79.40	79.40	0.00	0.00	0.00	0.00	0.00
AVA0148	Capitol Volkssport Club	Contact: Sheila Morrison								0.00
	Customer AVA0148 Totals:		0.00	654.25	654.25	0.00	0.00	0.00	0.00	0.00
AVA0242	Columbia River Volkssport Club	Contact: Megan Gobble								0.00
	Customer AVA0242 Totals:		0.00	386.25	386.25	0.00	0.00	0.00	0.00	0.00
AVA0249	FS Family Wanderers *** On Credit Hold ***	Contact: Lisa Robertson								0.00
	Customer AVA0249 Totals:		0.00	332.41	0.00	0.00	87.41	245.00	0.00	0.00
AVA0318	Emerald City Wanderers	Contact: Dina Johnson								0.00
	Customer AVA0318 Totals:		0.00	717.85	436.25	281.60	0.00	0.00	0.00	0.00
AVA0326	Lilac City Volkssport Assn.	Contact: Jenny Harding								0.00
	Customer AVA0326 Totals:		0.00	187.00	172.00	15.00	0.00	0.00	0.00	0.00
AVA0336	Daffodil Valley Volkssport Ass	Contact: Chyrl Coscorosa								0.00
	Customer AVA0336 Totals:		0.00	522.50	522.50	0.00	0.00	0.00	0.00	0.00
AVA0360	Central Washington Sun Strider	Contact: Russ Kruse								0.00
	Customer AVA0360 Totals:		0.00	236.25	0.00	236.25	0.00	0.00	0.00	0.00
AVA0362	Willamette Wanderers	Contact: Susan Hoskins								0.00
	Customer AVA0362 Totals:		0.00	131.25	131.25	0.00	0.00	0.00	0.00	0.00
AVA0384	Interlaken Trailblazers Volkss	Contact: Sharon Moats								0.00
	Customer AVA0384 Totals:		0.00	364.35	363.75	0.60	0.00	0.00	0.00	0.00
AVA0425	Silverton Walk Abouts	Contact: Diane McDermott								0.00
	Customer AVA0425 Totals:		0.00	51.25	51.25	0.00	0.00	0.00	0.00	0.00
AVA0446	Rose City Roamers	Contact: Barbara Baker								0.00
	Customer AVA0446 Totals:		0.00	376.25	376.25	0.00	0.00	0.00	0.00	0.00
AVA0455	Eugene Springfield Mossback Vo	Contact: Cherle Chevalier								0.00
	Customer AVA0455 Totals:		0.00	98.75	98.75	0.00	0.00	0.00	0.00	0.00
AVA0474	Albany Fitwalkers	Contact: Don Reed								0.00
	Customer AVA0474 Totals:		0.00	135.00	135.00	0.00	0.00	0.00	0.00	0.00
AVA0482	NW Tulip Trekkers	Contact: Barb Lynn								0.00
	Customer AVA0482 Totals:		0.00	278.75	278.75	0.00	0.00	0.00	0.00	0.00
AVA0498	Rogue Valley Walkers	Contact: Marie Jewett								0.00
	Customer AVA0498 Totals:		0.00	65.00	65.00	0.00	0.00	0.00	0.00	0.00
AVA0517	Olympic Peninsula Explorers	Contact: George Christensen								0.00
	Customer AVA0517 Totals:		0.00	238.25	238.25	0.00	0.00	0.00	0.00	0.00
AVA0530	Border Crossers	Contact: Pat Schauer								0.00
	Customer AVA0530 Totals:		0.00	88.75	88.75	0.00	0.00	0.00	0.00	0.00
AVA0534	Four-Plus Foolhardy Folks	Contact: Pat Campbell								0.00
	Customer AVA0534 Totals:		0.00	13.50	13.50	0.00	0.00	0.00	0.00	0.00
AVA0549	Cedar Millers	Contact: Sami Cook								0.00
	Customer AVA0549 Totals:		0.00	238.75	238.75	0.00	0.00	0.00	0.00	0.00
AVA0551	All Weather Walkers *** On Credit Hold ***	Contact: Tom Bates								0.00
	Customer AVA0551 Totals:		0.00	523.75	175.00	0.00	0.00	348.75	0.00	0.00
AVA0552	East County Windwalkers	Contact: Janet Lee								0.00
	Customer AVA0552 Totals:		0.00	6.10	6.10	0.00	0.00	0.00	0.00	0.00
AVA0557	Vancouver USA Volkssporters	Contact: Mary McMonagal								0.00
	Customer AVA0557 Totals:		0.00	313.75	313.75	0.00	0.00	0.00	0.00	0.00
AVA0679	Turnaround Trekkers	Contact: Debra Brown								0.00
	Customer AVA0679 Totals:		0.00	30.00	30.00	0.00	0.00	0.00	0.00	0.00
AVA0695	Yachats Coastal Gems Volksspor	Contact: Sally Ross								0.00
	Customer AVA0695 Totals:		0.00	87.50	87.50	0.00	0.00	0.00	0.00	0.00
AVA0754	Over-The-Hill-Gang Volkssport	Contact: Ken Grieser								0.00
	Customer AVA0754 Totals:		0.00	151.25	151.25	0.00	0.00	0.00	0.00	0.00
AVA0759	International Wanderers	Contact: Dan Friesen								0.00
	Customer AVA0759 Totals:		0.00	160.00	160.00	0.00	0.00	0.00	0.00	0.00
AVA0766	Treasure Valley Volkssports	Contact: SueLynn Williams								0.00
	Customer AVA0766 Totals:		0.00	160.00	160.00	0.00	0.00	0.00	0.00	0.00

Accounts Receivable Aged Invoice Report
 Sorted by Customer Number
 All Open Invoices - Aged as of 1/31/2017

AMERICAN VOLKSSPORT ASSOCIATION, INC (AVA)

Division Number: 06 NORTHWEST REGION

Customer/ Invoice Date	Invoice Number	Due Dates		Discount Amount	Balance	Current	1 Month	2 Months	3 Months	4 Months	Days Delq
		Invoice	Discount								
Customer AVA0766 Totals:				0.00	40.00	40.00	0.00	0.00	0.00	0.00	
AVA0779	Third Planet Volkstours	Contact: Gorman Balson				Phone: (253) 517-9634			Credit Limit:	0.00	
Customer AVA0779 Totals:				0.00	6.50	6.50	0.00	0.00	0.00	0.00	
AVA0886	Anchorage Volkssport Club	Contact: Linda Phillips				Phone: (907) 522-0219			Credit Limit:	0.00	
Customer AVA0886 Totals:				0.00	157.50	157.50	0.00	0.00	0.00	0.00	
AVA0925	Sound Steppers Volkssport Club	Contact: Susan LeDeuc				Phone: (425) 697-3728			Credit Limit:	0.00	
Customer AVA0925 Totals:				0.00	216.25	216.25	0.00	0.00	0.00	0.00	
AVA0951	Volkssport USA	Contact: Curtis D. Myron				Phone: (360) 679-3638			Credit Limit:	0.00	
Customer AVA0951 Totals:				0.00	36.25	36.25	0.00	0.00	0.00	0.00	
Division 06 Totals:				0.00	6,658.31	5,443.70	533.45	87.41	593.75	0.00	
Number of Customers:				33							

Accounts Receivable Aged Invoice Report
 Sorted by Customer Number
 All Open Invoices - Aged as of 1/31/2017

AMERICAN VOLKSSPORT ASSOCIATION, INC (AVA)

Division Number: 07 PACIFIC REGION

Customer/ Invoice Data	Invoice Number	Due Dates		Discount Amount	Balance	Current	1 Month	2 Months	3 Months	4 Months	Days Delq
		Invoice	Discount								
AVA0157	Low Desert Roadrunners	Contact: Jean H. Vik				Phone: 9517350457					Credit Limit: 0.00
	Customer AVA0157 Totals:			0.00	712.96	379.50	0.00	333.46	0.00	0.00	
AVA0204	Bay Bandits Volksmarch Club	Contact: Ann Opperman				Phone: (415) 467-9319					Credit Limit: 0.00
	Customer AVA0204 Totals:			0.00	119.50	33.25	0.00	86.25	0.00	0.00	
AVA0265	Sacramento Walking Sticks	Contact: Steve Hughart				Phone: (916) 283-4650					Credit Limit: 0.00
	Customer AVA0265 Totals:			0.00	896.50	896.50	0.00	0.00	0.00	0.00	
AVA0285	Green Valley Gaiters, Inc.	Contact: Dee Nemceff				Phone: 9519242208					Credit Limit: 0.00
	Customer AVA0285 Totals:			0.00	48.75	48.75	0.00	0.00	0.00	0.00	
AVA0338	South Bay Striders	Contact: Chris Zegelin				Phone: (408) 269-5157					Credit Limit: 0.00
	Customer AVA0338 Totals:			0.00	427.95	397.95	0.00	30.00	0.00	0.00	
AVA0374	Tucson Volkssport Klub	Contact: Carolyn Barton				Phone: 5202984340					Credit Limit: 0.00
	Customer AVA0374 Totals:			0.00	510.60	510.60	0.00	0.00	0.00	0.00	
AVA0376	Vaca Valley Volks	Contact: Jill Simmons				Phone: (707) 447-8067					Credit Limit: 0.00
	Customer AVA0376 Totals:			0.00	170.00	170.00	0.00	0.00	0.00	0.00	
AVA0416	Delta Tule Trekkers	Contact: Judy Rosendin				Phone: (209) 298-5829					Credit Limit: 0.00
	Customer AVA0416 Totals:			0.00	288.75	190.00	10.00	88.75	0.00	0.00	
AVA0458	Menehune Marchers	Contact: Dennis Romig				Phone: (808) 626-3575					Credit Limit: 0.00
	Customer AVA0458 Totals:			0.00	173.75	173.75	0.00	0.00	0.00	0.00	
AVA0489	Tahoe Trail Trekkers	Contact: Bruce McDevitt				Phone: (530) 412-4453					Credit Limit: 0.00
	Customer AVA0489 Totals:			0.00	21.25	0.00	21.25	0.00	0.00	0.00	
AVA0556	Davis Dynamos	Contact: Joanne Bowen				Phone: (530) 756-2315					Credit Limit: 0.00
	Customer AVA0556 Totals:			0.00	82.50	82.50	0.00	0.00	0.00	0.00	
AVA0686	Placer Pacers	Contact: Judy Stroud				Phone: (916) 645-8280					Credit Limit: 0.00
	Customer AVA0686 Totals:			0.00	548.07	0.00	0.00	548.07	0.00	0.00	
AVA0720	Sonoma County Stompers	Contact: Shirley Hightower				Phone: (707) 539-8083					Credit Limit: 0.00
	Customer AVA0720 Totals:			0.00	153.75	153.75	0.00	0.00	0.00	0.00	
AVA0746	Thunder Mountain Trekkers	Contact: Nancy Breen				Phone: 5203781763					Credit Limit: 0.00
	Customer AVA0746 Totals:			0.00	231.25	231.25	0.00	0.00	0.00	0.00	
AVA0857	Laguna Turf 'N Surf Walkers	Contact: Sherry Colvin				Phone: (949) 487-7673					Credit Limit: 0.00
	Customer AVA0857 Totals:			0.00	98.75	0.00	0.00	98.75	0.00	0.00	
AVA0913	Saguaro Sun Striders	Contact: Diana Fredlund				Phone: 2069093944					Credit Limit: 0.00
	Customer AVA0913 Totals:			0.00	445.00	445.00	0.00	0.00	0.00	0.00	
AVA0932	Shasta Sundial Strollers	Contact: Debbie Thomas				Phone: (530) 246-4130					Credit Limit: 0.00
	Customer AVA0932 Totals:			0.00	27.50	27.50	0.00	0.00	0.00	0.00	
Division 07 Totals:				0.00	4,956.83	3,740.30	31.25	1,185.28	0.00	0.00	
Number of Customers:					17						