

MINUTES OF THE
WINTER BOARD MEETING
OF THE
CHILI APPRECIATION SOCIETY INTERNATIONAL
MAGNOLIA TEXAS
FEBRUARY 27, 2021

President Kris Hudspeth called the meeting to order. He said he appreciated that everyone was able to make the time to come to Magnolia for the meeting, to Michael and Keith for opening their home and to the Houston area cooks for providing the meals and service.

Secretary Nancy Hewlett called the roll with the following Directors in attendance:

Kris Hudspeth

Keith Karaff

Renee Moore

Nancy Hewlett

Mike Whitten

Brian Spencer

Scotty Parker

Jennifer Sherfield

Tiffany Messer

Steve Herries

James Burns

Keith Karaff presented the email votes for ratification. Mike Whitten made a motion to ratify the votes, seconded by Scotty Parker. **Motion passed.**

COMPLIANCE REPORT

The Compliance Report was presented by Keith Karaff. He reported that we are up to date and that the lawyer was working on the trademarks. Renee Moore made a motion to accept the Compliance Report, seconded by Jennifer Sherfield. **Motion passed.**

CMS REPORT

James Burns presented the CMS Report. He stated there were no major issues other than when it came time to roll over the points, but they managed to get through it. Jennifer Sherfield made a motion to accept the CMS Report, seconded by Brian Spencer. **Motion passed.**

TREASURER REPORT

The Treasurer's report was presented by Mike Whitten. He reported that Cindy Noe was working on the 990 tax reports. See pages 9 through 20 for financial statements.

Scotty Parker made a motion to accept the Treasurer's Report, seconded by Steve Herries. **Motion passed.**

TALLYMASTER REPORT

Brian Spencer gave the Tally Master Report.

Upon the opening of the new 2021 chili year, your IT Team and TallyMaster were presented with some immediate hard-stops in the tally process. The hard-stop was centered around the integration of our 2020 auto-qualifiers and point qualifiers into the new 2021 chili year. Through talented innovation to adapt, the areas of bridging two chili years into one were resolved. The merging of two chili years is a historic moment in CASI's history and one we hope will never be needed again.

2021 Highlights to Date:

- The successful integration of all those holding a 2020 auto-qualifier and qualified under points into the 2020-2021 chili year.

Summary of TallyMaster Cookoff Statistics

There are no delinquent cookoffs to date.

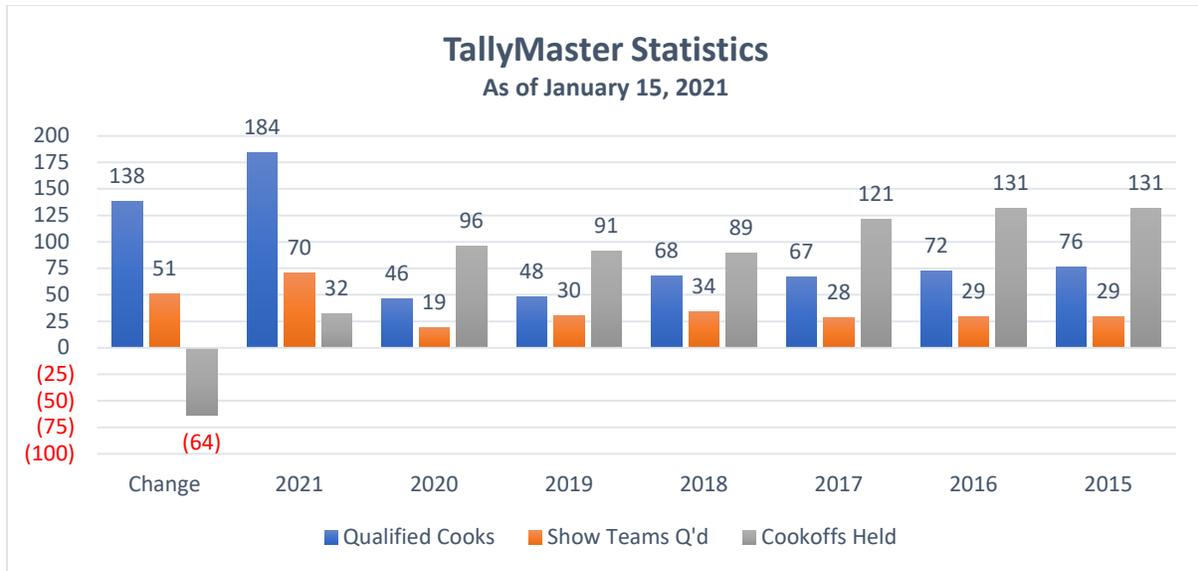
As of January 15, 2021, the 2021 chili year has 138 additional qualifiers in chili over the same reporting period in 2020. The sole contributor to this increase is the 2020 auto-qualifiers and those qualified-on points in 2020.

In terms to the 2019-2020 year-end statistics, the true impact of the pandemic can be seen. To summarize the table below:

- 192 cookoffs held in 2020 compared to 385 in 2019, equating to a delta of 193.
- 6,020 chilis judged in 2020 compared to 10,757 in 2019, equating to a delta of 4,737.
- 299 cooks Q'd in 2020 compared to 367 in 2019, equating to a delta of 68 under the 2020 reduced point structure. There would have been 161 cooks qualified in chili without this reduced point structure in place due to the pandemic.

**TallyMaster's Report
As of January 15, 2021**

	Change	2021	2020	2019	2018	2017	2016	2015
Qualified Cooks	138	184	46	48	68	67	72	76
Show Teams Q'd	51	70	19	30	34	28	29	29
Cookoffs Held	(64)	32	96	91	89	121	131	131
Chili's Judged	(2,153)	862	3,015	2,946	2,665	3,527	3,952	3,946
Money Raised	(\$249,675)	\$28,768	\$278,443	\$182,145	\$217,052	\$285,588	\$302,821	\$249,855



Tally Master 2019-2020 Yearend Results

TallyMaster Yearend Results

Cookoff Year	Cookoffs Held	Chilis Judged	Cooks Q'd	TICC Chilis Judged
2020	192	6,020	299	0
2019	385	10,757	367	230
2018	398	11,023	388	272
2017	451	12,032	397	246
2016	493	13,657	439	328
2015	492	14,178	430	296
2014	522	14,460	425	272
2013	550	15,000	434	273
2012	542	15,174	449	305
2011	558	15,570	470	306
2010	572	16,251	459	321

Note: The 54th TICC was postponed due to the COVID-19 pandemic.

Nancy Hewlett asked Brian if he was seeing an increase in the number of cooks attending the cookoffs. He replied that the average number of cooks was 30 so yes there had been an increase. He said more people are getting out and cooking and traveling distances to cook.

Nancy Hewlett made a motion to accept the Tally Master Report, seconded by Tiffany Messer. **Motion passed.**

James Burns reported that there was nothing to report from the Events Committee.

SPONSORSHIP REPORT

Kris Hudspeth reported on Sponsorship. He apologized that he did not have a report handy but that was because as of the day before he had nothing to report but, on the way, down to the meeting, he was informed that there was a 95% chance of a \$5000 sponsorship from Statewide. It will not come in as Statewide this year but will come in as Titan Remodeling. They bought Statewide and have many offices around the country. Putting this under the Titan Remodeling name would allow more cooks to take advantage of promotions that they run. When they asked Dusty Hudspeth what the normal sponsorship was, she replied \$5000.

The Renfros are good, and Doug is even trying to make his reservations for Terlingua. He does not have the contract back from Lajitas yet to review. As we get closer, he is taking a wait and see approach like we did last year. Until we know if we are going to have TICC it is hard for me to go back to these guys and say yes, we are having it or no we are not. I will send a “hey, how are you guys, hope you are well, we are still trying to figure out what is going on”. We really do not start that process until April or May anyway. I am hoping to have a better look at what sponsorship looks like coming into the summer board meeting, but it is hard to present to these companies right now until we know if we are going to have a product to sell to these guys.

As far as teaching Jennifer, with COVID it is hard to teach right now without a product to sell. I will continue to transition to Jennifer as we progress.

Jennifer Sherfield said she was contacted by Texas Trophy Hunters and they wanted to team up with CASI. They are willing to offer us free advertising in the magazine and their social media. They also come with potential sponsors that we could bring in. Kris said if it is free to us it does not hurt to have the exposure. It was decided for Jennifer to reach out to her again.

Steve Herries made a motion to accept the Sponsorship Report, seconded by Brian Spencer. **Motion passed.**

RANCH REPORT

Steve Herries gave the Ranch Report.

With no TICC in November, there is little to report from the ranch. I visited the ranch during the week TICC was supposed to be held, and things were in pretty good shape. I took some action to seal up the guard shack near the stage. The AC surround had rotted due to sun exposure and I removed the AC and the surround so that the building could be secured from the weather and critters.

The remaining maintenance issues have been put on hold until a budget is established for the ranch. Many of the maintenance issues are not critical and can wait until we know we will get a mass gathering permit and TICC 2021 will take place.

I have a trip scheduled for early April to make a comprehensive list of work to be done.

Renee Moore made a motion to accept the Ranch Report, seconded by Mike Whitten. **Motion passed.**

MEMBERSHIP REPORT

Tiffany Messer gave the Membership Report.

as of 2/25/2021

Winter 2021 BOD					
	2017	2018	2019	2020	2021
Annual	711	645	523	629	509
Corporate	10	11	9	14	7
Life	633	633	520	516	515
Totals	1288	1167	1057	1152	1031

Annual Membership -

CASI has a decrease of 121 members since the 2020 GPM.

- could be attributed to uncertainty of COVID and small amount of cookoffs since September.

National Chili Day was successful with 7 new members and 38 renewals.

As always, we need to continue to recruit new members but, in turn, retain the current membership. Monthly renewal notices are emailed through the website. After speaking with Jennifer, I am not sure that system is working so I will start personally emailing each renewal. At the first of the month that they are going to expire. The most heard comments are "I'm not sure if I'm going to qualify this year with COVID" or "I'm not sure I'm going to TICC".

Corporate Membership

CASI Corporate Membership is down 7 members, from the 2020 GPM. Total number is 7.

Lifetime Membership

We have not gained any new Life members during the past year, but sadly, also lost 1 Life members who passed this year. Total number is 515 Lifetime members.

Deceased Members

All information of which we have been made aware has been updated in the CIS.

Keith Karaff purposed that we have a booth at TICC for new members only. Renee explained that we used to give membership forms at the gates as public came to TICC.

Brian Spencer made a motion to accept the Membership Report, seconded by Scotty Parker. **Motion passed.**

TRAILS REPORT

The Trails Report was given by Jennifer Sherfield.

- Trails continues as email only. Many members do not have an email in the CASI database. Maybe we can come up with a way to get correct email address?
- New paid advertisement will appear in the March issue: Bodacious Chili Powder. ¼ page ad to run 3 consecutive months. Will evaluate the effectiveness of the ad to determine if they will continue past May issue.
- Outside of our regular columns, very few story submissions for the Trails. Trails staff has to proactively track down photos for the few cookoffs that are occurring. What can we do to get their attention, so submit info to the Trails??
- February marks the anniversary of moving to a cloud subscription for Adobe InDesign. The subscription allows InDesign to be installed on many CASI computers. One computer at a time is allowed to access the subscription. This allows for the possibility of workload flexibility once the Trails staff expands beyond its current size.
- January marks the anniversary of Mike Watkins taking over as editor of the Trails. He has removed “interim” from his title and will continue as editor-in-chief. The Trails is always in recruitment mode, looking for anyone who wishes to assist in the production of the Trails: ad creation, story writing, proof reading, photo collection, layout, etc.

Mike Whitten made a motion to accept the Trails Report, seconded by Tiffany Messer. **Motion passed.**

UPCOMINGS REPORT

Nancy Hewlett reported on the Upcomings Report.

This report is short, but I hope it will be uplifting and encouraging. I know I was excited when I saw it on paper. From 2/26/2021 thru 09/30/2021 we have 70 cookoffs that are still open and going! Great prospects!

One thing I have become aware of this past month is the number of people who have forgotten that for an event to be listed in the Trails it must be submitted before the 15th of the month. I had several people contact me with “my cookoffs not in the Trails”. I looked and it was not submitted until the 18th of the month. They expect it to be instant.

Steve Herries made a motion to accept the report, seconded by Renee Moore. **Motion passed.**

SCHOLARSHIP REPORT

Nancy Hewlett reported that the following was the monies that we could use in awarding scholarships this year.

\$126, 721 in account

-12, 670 belongs to Penderys.

\$114, 051

31, 500 encumbered

\$82, 551 divided by 2 = \$41,275.50 available

Nancy Hewlett made a motion to grant \$20,000 for scholarships this year, seconded by Steve Herries. Kris Hudspeth said that we had \$41,000 in scholarship monies that could be granted and we discussed in workshop that we were only going to approve \$20,000 this year. Part of the justification behind that is so we do not outpace the money in the scholarship program. Not having Friday events last year (2020) impacted our scholarship fund with the loss of about \$8500 to \$9000 and he believes it is prudent for the Board in future years to adopt the same philosophy of not awarding the full available scholarships just so we can stay so that this program continues to stay. This scholarship program is one of the biggest crown jewels that CASI has. **Motion passed.**

FRIENDS OF CASI REPORT

Nancy Hewlett reported on the Friends of CASI.

Cindy Noe has agreed to stay on the committee with Tiffany Messer, Jennifer Sherfield, and me. She will bring valuable experience as we bring Tiffany and Jennifer on board.

We will send out our thank you cards in May and start our planning for our FOC month. With things looking like they are picking up, I am in hopes that people are ready to jump back on the FOC wagon.

Renee Moore made a motion to accept the Friends of CASI report, seconded by Steve Herries. **Motion passed.**

NEW BUSINESS

Kris Hudspeth made a motion to use the surplus 2020 Ranch monies to fund the taxes, phone, and electricity for 2021 and release the full \$7200 for ranch maintenance and repairs, seconded by Scotty Parker. **Motion passed.**

Kris Hudspeth made a motion to purchase 35 chairs and backs, seconded by Keith Karaff. **Motion passed.**

Kris Hudspeth made a motion to authorize Kris Hudspeth to offer up to \$3500 for the band to play, seconded by Tiffany Messer. **Motion passed.**

Kris Hudspeth asked Steve Herries to reach out to Patrick to find out about possible damage by ice storm.

Keith Karaff made a motion to present the community checks on stage on Saturday, seconded by Renee Moore. Motion was withdrawn.

Keith Karaff announced that our next Board meeting was to be determined with a tentative date of July 10th and July 11th.

Renee Moore made a motion to adjourn, seconded Brian Spencer. **Motion passed.**

Respectfully submitted,

Nancy Hewlett, Secretary

CASI-Chili Appreciation Society International, Inc.

STATEMENT OF FINANCIAL POSITION

As of December 31, 2020

	TOTAL			
	AS OF DEC 31, 2020	AS OF DEC 31, 2019 (PY)	CHANGE	% CHANGE
ASSETS				
Current Assets				
Bank Accounts				
100000 Cash in Banks				
100100 Ranch Property Self-Insurance Fund	31,000.38	27,000.38	4,000.00	14.81 %
100101 West Texas National Bank MMA	10,000.30	10,000.30	0.00	0.00 %
100111 Regions Scholarship Fund	126,148.24	129,379.44	-3,231.20	-2.50 %
100112 Money Market - LMIF	103,307.69	102,699.33	608.36	0.59 %
100113 Regions Main Checking	118,223.05	115,803.32	2,419.73	2.09 %
Total 100000 Cash in Banks	388,679.66	384,882.77	3,796.89	0.99 %
102000 Cash on Hand - TICC	0.00	0.00	0.00	
Total Bank Accounts	\$388,679.66	\$384,882.77	\$3,796.89	0.99 %
Other Current Assets				
102100 TICC Cash Banks	0.00	0.00	0.00	
102110 TICC Main Bank	0.00	0.00	0.00	
Total 102100 TICC Cash Banks	0.00	0.00	0.00	
103000 Undeposited Funds	0.00	0.00	0.00	
Uncategorized Asset	0.00		0.00	
Total Other Current Assets	\$0.00	\$0.00	\$0.00	0.00 %
Total Current Assets	\$388,679.66	\$384,882.77	\$3,796.89	0.99 %
Fixed Assets				
110209 Net Office Equipment				
110200 Office Equipment	17,642.67	17,642.67	0.00	0.00 %
110205 Accumulated Depreciation Off Eq	-17,642.67	-17,522.26	-120.41	-0.69 %
Total 110209 Net Office Equipment	0.00	120.41	-120.41	-100.00 %
110219 Net Ice Merchandiser				
110210 Ice Merchandiser	2,574.68	2,574.68	0.00	0.00 %
110215 Accum Depr - Ice Merchandiser	-2,460.10	-2,230.31	-229.79	-10.30 %
Total 110219 Net Ice Merchandiser	114.58	344.37	-229.79	-66.73 %
110239 Net Sign & Plaque				
110230 Sign & Plaque	8,917.03	8,917.03	0.00	0.00 %
110235 Accumulated Depr - Sign & Plaq	-8,649.14	-8,542.00	-107.14	-1.25 %
Total 110239 Net Sign & Plaque	267.89	375.03	-107.14	-28.57 %
110319 Net Land & Buildings				
110300 Land	39,968.00	39,968.00	0.00	0.00 %
110303 Land Improvements	71,847.00	71,847.00	0.00	0.00 %
110310 Buildings	204,561.42	204,561.42	0.00	0.00 %
110315 Accumulated Depr - Bldgs	-112,356.16	-106,190.87	-6,165.29	-5.81 %
Total 110319 Net Land & Buildings	204,020.26	210,185.55	-6,165.29	-2.93 %
Total Fixed Assets	\$204,402.73	\$211,025.36	\$ -6,622.63	-3.14 %
Other Assets				

CASI-Chili Appreciation Society International, Inc.

STATEMENT OF ACTIVITY

January - December 2020

	TOTAL			
	JAN - DEC 2020	JAN - DEC 2019 (PY)	CHANGE	% CHANGE
Revenue				
300-000 TICC Revenues				
300-100 Scholarship Related Events		8,687.00	-8,687.00	-100.00 %
300-120 Mobile Ice - Taxable Sales		185.00	-185.00	-100.00 %
300-130 Main Bar - Taxable Sales	320.00	6,542.00	-6,222.00	-95.11 %
300-132 Wine Sales - Pre-Ordered - Taxable Sales		3,916.00	-3,916.00	-100.00 %
300-135 KF Bar - Taxable Sales	330.00	9,111.44	-8,781.44	-96.38 %
300-140 Vendor Fees		1,100.00	-1,100.00	-100.00 %
300-150 Gate Admissions - Taxable Sales		32,570.00	-32,570.00	-100.00 %
300-170 Main Store - Taxable Sales	1,413.60	15,872.60	-14,459.00	-91.09 %
300-175 KF Store - Taxable Sales	185.00	11,534.00	-11,349.00	-98.40 %
300-180 TICC Underwriting Revenues	8,501.05	21,914.87	-13,413.82	-61.21 %
300-190 Miscellaneous Income	200.00	722.00	-522.00	-72.30 %
Total 300-000 TICC Revenues	10,949.65	112,154.91	-101,205.26	-90.24 %
310-000 Membership				
310-200 Annual Membership Dues	12,272.48	16,004.00	-3,731.52	-23.32 %
310-205 Corporate Membership Dues	1,625.00	875.00	750.00	85.71 %
310-210 Life Membership Dues	850.00	2,125.00	-1,275.00	-60.00 %
Total 310-000 Membership	14,747.48	19,004.00	-4,256.52	-22.40 %
320-000 Sponsorships				
320-001 Sponsorships - Gross		0.00	0.00	
320-312 Southeastern Mills, Inc.		13,000.00	-13,000.00	-100.00 %
320-313 Brewster County Tourism Council		5,000.00	-5,000.00	-100.00 %
320-320 Statewide Remodeling		5,000.00	-5,000.00	-100.00 %
320-330 Lajitas Resort		1,000.00	-1,000.00	-100.00 %
320-350 Renfro Foods		6,500.00	-6,500.00	-100.00 %
320-360 Friends of CASI	24,349.00	34,308.59	-9,959.59	-29.03 %
320-362 Glazer's		10,000.00	-10,000.00	-100.00 %
320-390 Robert Mondavi		2,500.00	-2,500.00	-100.00 %
320-395 XOCHITL INC		500.00	-500.00	-100.00 %
320-401 Choctaw Nation		5,000.00	-5,000.00	-100.00 %
320-500 Purple Haze Jeep Club		1,800.00	-1,800.00	-100.00 %
320-501 Bolner's Fiesta		11,500.00	-11,500.00	-100.00 %
320-502 Bloody Revolution		300.00	-300.00	-100.00 %
Total 320-001 Sponsorships - Gross	24,349.00	96,408.59	-72,059.59	-74.74 %
320-999 Less Total Sponsor Allowances				
320-900 Less Sponsor Product Allowances		-26,500.00	26,500.00	100.00 %
320-920 Less Sponsor Service Allowances		-4,000.00	4,000.00	100.00 %
320-930 Less Sponsor TICC Event	-8,501.05	-21,914.87	13,413.82	61.21 %
Total 320-999 Less Total Sponsor Allowances	-8,501.05	-52,414.87	43,913.82	83.78 %
Total 320-000 Sponsorships	15,847.95	43,993.72	-28,145.77	-63.98 %
330-000 Terlingua Trails				

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January - December 2020

	TOTAL			
	JAN - DEC 2020	JAN - DEC 2019 (PY)	CHANGE	% CHANGE
330-400 Advertisements		550.00	-550.00	-100.00 %
Total 330-000 Terlingua Trails		550.00	-550.00	-100.00 %
340-000 Miscellaneous Income				
340-500 Cooking for CASI	2,684.00	7,512.50	-4,828.50	-64.27 %
340-501 Royalties Revenue	9,538.56	10,331.28	-792.72	-7.67 %
340-515 Online Store	39.00	88.00	-49.00	-55.68 %
340-520 Old 320 Income		800.00	-800.00	-100.00 %
340-525 Cell Tower Lease Payments	6,600.00	7,200.00	-600.00	-8.33 %
340-535 GPM admin fee	1,330.00	1,311.00	19.00	1.45 %
340-580 TICC Memorial Board Donations		325.00	-325.00	-100.00 %
340-585 General Fund Donations	6,766.25	1,186.30	5,579.95	470.37 %
340-586 AmazonSmile	505.61	168.37	337.24	200.30 %
340-590 Miscellaneous	0.00	200.00	-200.00	-100.00 %
340-591 Memorial Wall Contributions	125.00	200.00	-75.00	-37.50 %
Total 340-000 Miscellaneous Income	27,588.42	29,322.45	-1,734.03	-5.91 %
355-000 Cookoff Fees				
355-100 CLIF Premium per Cook \$2	8,046.00	21,372.00	-13,326.00	-62.35 %
355-200 GP Meeting Cook's Charge \$1	4,023.00	10,686.00	-6,663.00	-62.35 %
355-300 Registration Fee - \$25	3,300.00	9,725.00	-6,425.00	-66.07 %
355-400 Sanctioning Fee per Cook \$1	4,023.00	10,686.00	-6,663.00	-62.35 %
Total 355-000 Cookoff Fees	19,392.00	52,469.00	-33,077.00	-63.04 %
370-000 CASI Scholarship Fund Income				
370-100 Scholarship Donations	13,701.02	10,835.00	2,866.02	26.45 %
Total 370-000 CASI Scholarship Fund Income	13,701.02	10,835.00	2,866.02	26.45 %
390-000 Interest Income	183.36	164.97	18.39	11.15 %
Total Revenue	\$102,409.88	\$268,494.05	\$ -166,084.17	-61.86 %
GROSS PROFIT	\$102,409.88	\$268,494.05	\$ -166,084.17	-61.86 %
Expenditures				
400-000 TICC Expenses				
400-100 Band & Sound System	2,500.00	9,000.00	-6,500.00	-72.22 %
400-105 Scholarship Day Expenses & Payouts		9,105.00	-9,105.00	-100.00 %
400-109 Bar Expenses - Main		8,555.17	-8,555.17	-100.00 %
400-110 Bar Expenses - KF		8,405.57	-8,405.57	-100.00 %
400-113 Wine - Pre-Sales		5,254.91	-5,254.91	-100.00 %
400-130 Gate Expenses		612.21	-612.21	-100.00 %
400-140 Mobile Ice Sales - Taxable		200.00	-200.00	-100.00 %
400-145 TICC Jackets	379.80	1,631.97	-1,252.17	-76.73 %
400-150 Judging Supplies	305.76	1,516.09	-1,210.33	-79.83 %
400-160 Licenses		1,424.00	-1,424.00	-100.00 %
400-170 Name Tags		256.80	-256.80	-100.00 %
400-180 Officials & Contestants Shirts	30.25	9,405.15	-9,374.90	-99.68 %
400-190 Posters & Banners		1,119.95	-1,119.95	-100.00 %

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	TOTAL			
	JAN - DEC 2020	JAN - DEC 2019 (PY)	CHANGE	% CHANGE
400-195 Radios		1,475.00	-1,475.00	-100.00 %
400-200 Security		1,800.00	-1,800.00	-100.00 %
400-210 Store Expenses - Main		11,655.40	-11,655.40	-100.00 %
400-211 Store Expenses - KF		7,420.80	-7,420.80	-100.00 %
400-215 Sales Tax Expense	185.42	6,544.92	-6,359.50	-97.17 %
400-217 Sponsor Appreciation	1,057.00	3,276.70	-2,219.70	-67.74 %
400-220 Site Maintenance		23,255.00	-23,255.00	-100.00 %
400-221 Site Cleanup Expense		2,800.00	-2,800.00	-100.00 %
400-225 Trophy/Stove Purchase/Donations	7,564.00	9,751.42	-2,187.42	-22.43 %
400-242 Tuesday CCO Expenses		125.00	-125.00	-100.00 %
400-299 Miscellaneous Exp		749.16	-749.16	-100.00 %
Total 400-000 TICC Expenses	12,022.23	125,340.22	-113,317.99	-90.41 %
410-000 Terlingua Trails Expenses				
410-300 KDT - Printing Costs	3,200.00	10,900.00	-7,700.00	-70.64 %
410-305 KDT - Parcel Post	490.50	2,397.59	-1,907.09	-79.54 %
410-310 KDT - Bulk Mail	2,221.98	7,058.81	-4,836.83	-68.52 %
410-330 Editor Computer Related Expense	194.39		194.39	
410-340 Editor Supplies	127.79		127.79	
410-955 Editor Miscellaneous Expense	134.61		134.61	
Total 410-000 Terlingua Trails Expenses	6,369.27	20,356.40	-13,987.13	-68.71 %
420-300 Depreciation				
420-355 Depreciation - Signs and Plaque	107.14	149.97	-42.83	-28.56 %
420-365 Depreciation - Buildings	6,165.29	6,164.58	0.71	0.01 %
420-375 Depreciation - Office Equipment	120.74	241.78	-121.04	-50.06 %
420-385 Depreciation - Ice Merchandiser	229.79	229.51	0.28	0.12 %
Total 420-300 Depreciation	6,622.96	6,785.84	-162.88	-2.40 %
430-000 IT Expenses				
430-100 Recurring IT Expenses	5,078.12	5,976.72	-898.60	-15.04 %
Total 430-000 IT Expenses	5,078.12	5,976.72	-898.60	-15.04 %
440-000 Chilicity Expenses				
440-505 Chilicity Expenses		3,719.65	-3,719.65	-100.00 %
Total 440-000 Chilicity Expenses		3,719.65	-3,719.65	-100.00 %
450-000 CASI Director Expenses				
450-579 Treasurer Expenses	1,451.60	1,462.92	-11.32	-0.77 %
450-589 Executive Director Expenses		76.50	-76.50	-100.00 %
450-599 All Other Directors Expenses	2,327.20	4,611.64	-2,284.44	-49.54 %
Total 450-000 CASI Director Expenses	3,778.80	6,151.06	-2,372.26	-38.57 %
460-000 Membership Expenses				
460-600 Membership Expenses	848.66	718.10	130.56	18.18 %
Total 460-000 Membership Expenses	848.66	718.10	130.56	18.18 %
470-000 Rancho CASI de Los Chisos Exp				

CASI-Chili Appreciation Society International, Inc.

STATEMENT OF ACTIVITY

January - December 2020

	TOTAL			
	JAN - DEC 2020	JAN - DEC 2019 (PY)	CHANGE	% CHANGE
470-700 Ranch Expenses	4,919.06	17,625.28	-12,706.22	-72.09 %
470-703 Ranch Non-Depreciated Equipment		500.00	-500.00	-100.00 %
Total 470-000 Rancho CASI de Los Chisos Exp	4,919.06	18,125.28	-13,206.22	-72.86 %
475-000 Scholarship Administrative Exp				
475-100 Scholarship Administrator Expenses	274.22	1,148.94	-874.72	-76.13 %
Total 475-000 Scholarship Administrative Exp	274.22	1,148.94	-874.72	-76.13 %
480-000 Tallymaster Expenses				
480-770 Tally PayPal Expenses		442.94	-442.94	-100.00 %
Total 480-000 Tallymaster Expenses		442.94	-442.94	-100.00 %
490-000 Rules & Sanctioning Expenses				
490-750 Rules & Sanctioning Expenses	426.59	681.16	-254.57	-37.37 %
Total 490-000 Rules & Sanctioning Expenses	426.59	681.16	-254.57	-37.37 %
495-000 Miscellaneous Expenses				
495-905 Bank Charges	36.00	123.00	-87.00	-70.73 %
495-914 Bolner's Fiesta License Expenses	50.00	50.00	0.00	0.00 %
495-915 Online Store	73.16		73.16	
495-920 Picnic Time Expenses & Income	0.00	0.00	0.00	
495-925 Legal & Other Expense	1,651.00	589.38	1,061.62	180.12 %
495-930 Old 320 Expenses		9.40	-9.40	-100.00 %
495-945 NSF Checks	0.00	0.00	0.00	
495-956 TICC Memorial Board Expense		136.44	-136.44	-100.00 %
495-960 Sponsorship Expenses		286.00	-286.00	-100.00 %
495-995 Miscellaneous Expense	0.00	68.29	-68.29	-100.00 %
Total 495-000 Miscellaneous Expenses	1,810.16	1,262.51	547.65	43.38 %
600-000 GP Meeting Expense				
600-110 Beer,Wine, other Hosp Suite	-127.30	1,711.25	-1,838.55	-107.44 %
600-111 Hotel-Audio or Visual rental	7,874.00		7,874.00	
600-112 Hotel-Guest rooms		1,133.67	-1,133.67	-100.00 %
600-113 Hotel-Food and Beverage	2,153.38	12,700.58	-10,547.20	-83.05 %
Total 600-000 GP Meeting Expense	9,900.08	15,545.50	-5,645.42	-36.32 %
700-000 CLIF Expenses				
700-100 General Liability	11,589.11	11,807.25	-218.14	-1.85 %
700-140 Directors & Officers Insurance	1,410.00	1,410.00	0.00	0.00 %
700-160 Volunteers Insurance	549.76	530.55	19.21	3.62 %
700-220 Umbrella	8,353.80	7,966.35	387.45	4.86 %
Total 700-000 CLIF Expenses	21,902.67	21,714.15	188.52	0.87 %
Total Expenditures	\$73,952.82	\$227,968.47	\$ -154,015.65	-67.56 %
NET OPERATING REVENUE	\$28,457.06	\$40,525.58	\$ -12,068.52	-29.78 %
Other Revenue				
890-000 Transfers between funds				
890-100 Paying Fund	-923.08	-42,960.84	42,037.76	97.85 %

CASI-Chili Appreciation Society International, Inc.

STATEMENT OF ACTIVITY

January - December 2020

	TOTAL			
	JAN - DEC 2020	JAN - DEC 2019 (PY)	CHANGE	% CHANGE
890-200 Receiving Fund	923.08	42,960.84	-42,037.76	-97.85 %
Total 890-000 Transfers between funds	0.00	0.00	0.00	
Total Other Revenue	\$0.00	\$0.00	\$0.00	0.00%
Other Expenditures				
900-000 Charitable Contributions				
900-100 Sul Ross Rodeo Club	2,000.00	2,000.00	0.00	0.00 %
900-105 Brewster County	4,000.00	4,000.00	0.00	0.00 %
900-115 Terlingua EMS & VFD	5,000.00	5,000.00	0.00	0.00 %
900-125 Terlingua School	3,600.00	2,000.00	1,600.00	80.00 %
900-130 Terlingua Area Matching Program	2,000.00	2,000.00	0.00	0.00 %
900-140 Terlingua Chamber of Commerce	100.00		100.00	
900-199 Donations Special		100.00	-100.00	-100.00 %
Total 900-000 Charitable Contributions	16,700.00	15,100.00	1,600.00	10.60 %
950-000 CASI Scholarships				
950-100 CASI Scholarship Program	18,000.00	15,500.00	2,500.00	16.13 %
950-140 CASI Scholarship - Penderey's	300.00	900.00	-600.00	-66.67 %
950-150 CASI/Tex Schofield Scholarship	3,000.00	4,000.00	-1,000.00	-25.00 %
950-160 CASI/Ancira FoC Scholarship	3,500.00	3,000.00	500.00	16.67 %
Total 950-000 CASI Scholarships	24,800.00	23,400.00	1,400.00	5.98 %
Total Other Expenditures	\$41,500.00	\$38,500.00	\$3,000.00	7.79 %
NET OTHER REVENUE	\$ -41,500.00	\$ -38,500.00	\$ -3,000.00	-7.79 %
NET REVENUE	\$ -13,042.94	\$2,025.58	\$ -15,068.52	-743.91 %

CASI-Chili Appreciation Society International, Inc.

STATEMENT OF FINANCIAL POSITION

As of December 31, 2020

	TOTAL			
	AS OF DEC 31, 2020	AS OF DEC 31, 2019 (PY)	CHANGE	% CHANGE
190100 Postage Deposit	1,500.00	1,500.00	0.00	0.00 %
192000 Trademark Fees	3,870.00	3,870.00	0.00	0.00 %
Total Other Assets	\$5,370.00	\$5,370.00	\$0.00	0.00 %
TOTAL ASSETS	\$598,452.39	\$601,278.13	\$ -2,825.74	-0.47 %
LIABILITIES AND EQUITY				
Liabilities				
Current Liabilities				
Other Current Liabilities				
200300 Accrued Liabilities - General	10,217.20		10,217.20	
Total Other Current Liabilities	\$10,217.20	\$0.00	\$10,217.20	0.00%
Total Current Liabilities	\$10,217.20	\$0.00	\$10,217.20	0.00%
Total Liabilities	\$10,217.20	\$0.00	\$10,217.20	0.00%
Equity				
300000 Opening Balance Equity	0.00	0.00	0.00	
303000 Unrestricted Net Assets	0.00	0.00	0.00	
310000 General Op Fund Balance	306,187.84	301,868.44	4,319.40	1.43 %
320000 GP Meeting Fund Balance	10,000.00	10,000.00	0.00	0.00 %
330000 Life Member Fund Balance	115,574.33	113,300.00	2,274.33	2.01 %
340000 CASI Schol Fund Balance	157,815.23	161,693.23	-3,878.00	-2.40 %
350000 CASI Liab Ins Fund (CLIF) Bal	11,700.73	12,390.88	-690.15	-5.57 %
Net Revenue	-13,042.94	2,025.58	-15,068.52	-743.91 %
Total Equity	\$588,235.19	\$601,278.13	\$ -13,042.94	-2.17 %
TOTAL LIABILITIES AND EQUITY	\$598,452.39	\$601,278.13	\$ -2,825.74	-0.47 %

CASI TICC 2020 vs 2018		2020			2019			DIFFERENCE		
		Revenues	Expenses	P & L	Revenues	Expenses	P & L	Revenues	Expenses	P & L
Friday Events										
400-105	Scholarship Day Expenses &N Pay-Outs		\$ -		\$ 6,062		\$ 6,062		\$ 6,062	
			\$ -	\$ -	\$ -	\$ 6,062	\$ (6,062)	\$ -	\$ 6,062	\$ (6,062)
Bars										
300-130	400-109	Main Bar - Taxable	\$ 320	\$ -	\$ 8,975	\$ 9,047	\$ 8,655	\$ 9,047		
300-132	400-113	Wine Sales-Pre-Ordered	\$ -	\$ -	\$ 5,900	\$ 6,748	\$ 5,900	\$ 6,748		
300-135	400-110	KF Bar - Taxable	\$ 330	\$ -	\$ 10,663	\$ 9,915	\$ 10,333	\$ 9,915		
300-120	400-140	Mobile Ice - Taxable	\$ -	\$ -			\$ -	\$ -		
400-160		Licenses		\$ -		\$ 1,424		\$ 1,424		
400-215		Share-Sales Tax		\$ 54		\$ 1,683		\$ 1,883		
			\$ 650	\$ 54	\$ 25,538	\$ 28,817	\$ 24,888	\$ 29,017	\$ (4,130)	\$ 596
Stores										
300-170	400-210	Main Store - Taxable Sales	\$ 1,414	\$ -	\$ 19,376	\$ 13,167	\$ 17,962	\$ 13,167		
300-175	400-211	KF Store - Taxable Sales	\$ 185	\$ -	\$ 13,493	\$ 6,495	\$ 13,308	\$ 6,495		
400-215		Share-Sales Tax		\$ 131		\$ 2,334		\$ 2,403		
			\$ 1,599	\$ 131	\$ 32,869	\$ 21,997	\$ 31,270	\$ 22,065	\$ 9,205	\$ 1,467

Participant Related

	400-145	Jackets	\$	380		\$	1,698		\$	1,318		
	400-180	Shirts	\$	30		\$	8,399		\$	8,369		
	440-505	Champion's Travel	\$	-		\$	2,150		\$	2,150		
	400-225	Trophys & Stoves	\$	7,564		\$	10,351		\$	2,787		
			\$	7,974	\$ (7,974)	\$	-	\$ 22,598	\$ (22,598)	\$ -	\$ 14,624	\$ (14,624)
		Other TICC										
300-140		Vendor Fees	\$	-		\$	1,475		\$	1,475		
300-150	400-130	Gate Admissions	\$	-	\$ -	\$	30,088	\$ 630	\$	30,088	\$ 630	
	400-215	Share-Sales Tax	\$	-		\$	2,774		\$	2,774		
300-190		Misc Income	\$	200		\$	1,576		\$	1,376		
	400-100	Band & Sound (Main & KF)	\$	2,500		\$	8,500		\$	6,000		
	400-190	Posters - Banners	\$	-		\$	1,243		\$	1,243		
	400-195	Radios	\$	-		\$	1,390		\$	1,390		
	400-200	Security	\$	-		\$	1,925		\$	1,925		
	400-217	Sponsor Appreciation	\$	1,057		\$	3,157		\$	2,100		
300-190	400-220	Site Maintenance	\$	-		\$	17,610		\$	17,610		
	400-221	Site Cleanup	\$	2,800		\$	2,900		\$	100		
	400-242	Tuesday CCO	\$	-		\$	87		\$	87		
		Chilicity Expenses - Less Champion's										
	440-505	Travel	\$	-		\$	552		\$	552		
	400-150	Judging Supplies - Chili & Show	\$	306		\$	5,651		\$	5,345		
	400-170	Name Tags	\$	-		\$	310		\$	310		
	400-299	Misc Expenses	\$	-		\$	970		\$	970		
			\$	200	\$ 6,663	\$ (6,463)	\$ 33,139	\$ 47,699	\$ (14,560)	\$ 32,939	\$ 41,036	\$ (8,097)
		Area Contributions										
	900-100	Sul Ross Rodeo Club	\$	2,000		\$	2,000		\$	-		
	900-105	Brewster County	\$	4,000		\$	4,000		\$	-		
	900-115	Terlingua EMS & VFD	\$	5,000		\$	5,000		\$	-		
	900-125	Terlingua School	\$	3,600		\$	2,000		\$	(1,600)		
	900-130	Terlingua Area Matching	\$	2,000		\$	2,000		\$	-		
	900-140	Terlingua COC	\$	100		\$	100					
	900-000	TICC Contributions	\$	-	\$ 16,700	\$ (16,700)	\$ -	\$ 15,100	\$ (15,100)	\$ -	\$ (1,600)	\$ 1,600
TICC		Without Sponsors	\$	2,449	\$ 31,522	\$ (29,073)	\$ 91,546	\$ 142,272	\$ (50,727)	\$ 89,097	\$ 110,750	\$ (21,653)
300-180		TICC Underwriting Revenues	\$	8,501		\$ 8,501	\$ 20,116		\$ 20,116	\$ 11,615		\$ 11,615
TICC		With Underwrite	\$	10,950	\$ 31,522	\$ (20,572)	\$ 111,662	\$ 142,272	\$ (30,610)	\$ 100,712	\$ 110,750	\$ (10,038)
320-000		Sponsorships-Cash Donations	\$	24,349		\$ 24,349	\$ 32,966		\$ 32,966	\$ 8,617		\$ 8,617
		*Cash Donations										
TICC		With Sponsorships	\$	35,299	\$ 31,522	\$ 3,777	\$ 144,628	\$ 142,272	\$ 2,355	\$ 109,329	\$ 110,750	\$ (1,421)

CASI Daily Operations 2019 vs 2018

		2020			2019			2016			DIFFERENCE		
		Revenues	Expenses	P & L	Revenues	Expenses	P & L	Revenues	Expenses	P & L	Revenues	Expenses	P & L
General Admin													
Membership													
310-200	Annual	\$ 12,272			\$ 16,004			\$ 3,732					
310-205	Corporate	\$ 1,625			\$ 875			\$ (750)					
310-210	Life	\$ 2,125			\$ 2,125			\$ -					
330-400	Trails	\$ -			\$ 550			\$ 550					
410-000	Trails Expense		\$ 6,369			\$ 20,356			\$ 13,987				
460-600	Membership Expenses		\$ 849			\$ 718			\$ (131)				
	Total Membership/Trails	\$ 16,022	\$ 7,218	\$ 8,805	\$ 19,554	\$ 21,075	\$ (1,521)	\$ 3,532	\$ 13,857	\$ (10,325)			
Admin													
340-	Misc Income - Contributions												
580/585/586/	(Memorial Board & Wall, General												
590/591	Fund, AmazonSmile, Misc.)	\$ 7,397			\$ 2,080			\$ (5,317)					
355-300	CCO Registration Fees	\$ 3,300			\$ 9,725			\$ 6,425					
355-400	Sanction CCO Fees	\$ 4,023			\$ 10,686			\$ 6,663					
390-000	Interest Income	\$ 183			\$ 165			\$ (18)					
450-559	President Exp							\$ -					
450-569	Secretary Exp							\$ -					
450-579	Treasurer Exp		\$ 1,452			\$ 1,463		\$ 11					
450-589	ED Expenses		\$ -			\$ 77		\$ 77					
450-599	Other Directors		\$ 4,612			\$ 4,612		\$ -					
490-000	Rules/Sanctioning		\$ 427			\$ 681		\$ 255					
480-000	Tally		\$ -			\$ 443		\$ 443					
	Misc Exp Less Legal & Online												
495-000	Store		\$ 1,810			\$ 1,263		\$ (548)					
	TOTAL ADMIN	\$ 14,903	\$ 8,300	\$ 6,603	\$ 22,656	\$ 8,538	\$ 14,118	\$ 7,753	\$ 238	\$ 7,515			

Miscellaneous

340-500	Cooking for CASI	\$ 2,684			\$ 7,513			\$ 4,829		
340-501	Royalties Revenue	\$ 9,539			\$ 10,331			\$ 793	\$ -	
340-515	495-915 Online Store	\$ 39	\$ 73		\$ 88	\$ -		\$ 49	\$ (73)	
	495-920 Picnic Time Expenses & Income		\$ -			\$ -		\$ -	\$ -	
		\$ 12,262	\$ 73	\$ 12,188	\$ 17,932	\$ -	\$ 17,932	\$ 5,670	\$ (73)	\$ 5,743

Insurance

355-100	CLIF Cooks Fee	\$ 8,046			\$ 21,372			\$ 13,326		
700-100	General Liability		\$ 11,589			\$ 11,807			\$ 218	
700-140	D&O Ins		\$ 1,410			\$ 1,410			\$ -	
700-160	Volunteers Ins		\$ 550			\$ 531			\$ (19)	
700-220	Umbrella		\$ 8,354			\$ 7,966			\$ (387)	
	TOTAL INSURANCE	\$ 8,046	\$ 21,903	\$ (13,857)	\$ 21,372	\$ 21,714	\$ (342)	\$ 13,326	\$ (189)	\$ 13,515

GPM

355-200	GPM Cooks Fees	\$ 4,023			\$ 10,686			\$ 6,663		
340-535	GPM Admin Fees	\$ 1,330			\$ 1,311			\$ (19)		
	GPM Expenses Less GPM Director									
600-000	Expenses		\$ 9,900			\$ 15,546			\$ 5,645	
600-120	GPM Director Expenses		\$ -			\$ -			\$ -	
		\$ 5,353	\$ 9,900	\$ (4,547)	\$ 11,997	\$ 15,546	\$ (3,549)	\$ 6,644	\$ 5,645	\$ 999

Ranch

340-525	Cell Tower	\$ 6,600			\$ 7,800			\$ 1,200		
340-520	Old 320 Income	\$ -			\$ 800			\$ 800		
470-700	Ranch Expenses	\$ -	\$ 4,919			\$ 17,625		\$ -	\$ 12,706	
470-703	Non-Depreciated Equipment		\$ -			\$ 500		\$ -	\$ 500	
340-592	470-740 Extraordinary Expenses							\$ -		
	TOTAL RANCH	\$ 6,600	\$ 4,919	\$ 1,681	\$ 8,600	\$ 18,125	\$ (9,525)	\$ 2,000	\$ 13,206	\$ (11,206)

IT Development

430-100	Recurring		\$ 5,078			\$ 5,977			\$ 899	
430-200	Non-Recurring		\$ -						\$ -	
		\$ -	\$ 5,078	\$ (5,078)	\$ -	\$ 5,977	\$ (5,977)	\$ -	\$ 899	\$ (899)

TOTAL DAILY OPERATIONS		\$ 63,186	\$ 57,391	\$ 5,795	\$ 102,111	\$ 90,974	\$ 11,137	\$ 38,924	\$ 33,583	\$ 5,342
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CASI Scholarship 2019 vs 2018

			2020			2019			DIFFERENCE			Comments:
			Revenues	Expenses	P & L	Revenues	Expenses	P & L	Revenues	Expenses	P & L	
Scholarship												
300-100	Scholarship Related Events			0		8687			\$ 8,687			
370-100	Scholarship Donations		13701			10835			\$ (2,866)	\$ -		
475-000	Admin Expense			274			1149			\$ 875		
950-000	Scholarships			24800			23400			\$ (1,400)		
	TOTAL SCHOLARSHIPS		\$ 13,701	\$ 25,074	\$ (11,373)	\$ 19,522	\$ 24,549	\$ (5,027)	\$ 5,821	\$ (525)	\$ 6,346	
IRS Legal												
340-590	495-914/925	Legal & Other Expenses	\$ -	\$ 1,701	\$ (1,701)	\$ -	\$ 589	\$ (589)	\$ -	\$ (1,112)	\$ 1,112	
Depr	420-300	Depreciation	\$ -	\$ 6,623	\$ (6,623)	\$ -	\$ 6,786	\$ (6,786)	\$ -	\$ 163	\$ (163)	

Analysis Summary:												
	TICC	\$ 35,299	\$ 31,522	\$ 3,777	\$ 144,628	\$ 142,272	\$ 2,355	\$ 109,329	\$ 110,750	\$ (1,421)		
	Daily Operations	\$ 63,186	\$ 57,391	\$ 5,795	\$ 102,111	\$ 90,974	\$ 11,137	\$ 38,924	\$ 33,583	\$ 5,342		
	Scholarships	\$ 13,701	\$ 25,074	\$ (11,373)	\$ 19,522	\$ 24,549	\$ (5,027)	\$ 5,821	\$ (525)	\$ 6,346		
	IRS Legal	\$ -	\$ 1,701	\$ (1,701)	\$ -	\$ 589	\$ (589)	\$ -	\$ (1,112)	\$ 1,112		
	Depreciation	\$ -	\$ 6,623	\$ (6,623)	\$ -	\$ 6,786	\$ (6,786)	\$ -	\$ 163	\$ (163)		
	Net P&L	\$ 112,186	\$ 122,311	\$ (10,125)	\$ 266,260	\$ 265,170	\$ 1,090	\$ 154,074	\$ 109,242	\$ 4,051		
	CASH FLOW	\$ 112,186	\$ 115,688	\$ (3,502)	\$ 266,260	\$ 258,384	\$ 7,876	\$ 154,074	\$ 109,116	\$ 4,177		