

Minutes of the
Great Pepper's Meeting
Of the
CHILI APPRECIATION SOCIETY INTERNATIONAL, INC.
PENDING APPROVAL
Holiday Inn-Midtown
Austin, Texas
September 10th, 2016

President Knight called the meeting to order at 9:05 a.m.
Everyone stood while the Pledge of Allegiance to the American Flag was given.
President Knight welcomed everyone to the 37th Annual Great Pepper's Meeting.

Credentials Committee Report

Interim Executive Director Armand thanked the credentials committee for serving. She stated that the Board had been presented with the Credentials Committee Report at their Board meeting on Friday and voted on it. All Pod reports have been received and all Pods are eligible to vote.

Secretary Noe, called the roll. All Pod delegates were present. A quorum was established.

CASI Board members present were:

Tim Collier
Cindy Noe
Susan Armand
Mary Ellen Gillen
Harvey West
Kris Hudspeth
Keith Longabaugh
David Manske
Don Hoy
Richard Knight

Absent board member: Ted Fichtl.

Approval of Minutes of 2015 Great Peppers Meeting

A copy of the Minutes of the Great Peppers Meeting held in Austin, Texas on September 12, 2015 was in the booklet.

Motion by Janice Miller, Concho Valley Pod, to approve the minutes of the 2015 Great Pepper's Meeting, seconded by Connie Schrade, Alamo Area Pod.

Motion passed.

President's Message

President Knight said, "Almost 50 years ago, an historic event occurred in Terlingua...that event brings us here together today.

As your current CASI President, I am especially touched by this 50th anniversary year for CASI at Terlingua. I have "grown up" with this organization, as my history with CASI has spanned over 80% of the life of our organization and over 60% of my own life.

We can all be grateful for the CASI pioneers though out the last 50 years, who made the CASI organization what it is today. And I am confident that, as you sit here today, as champions of today's organization, you likewise are charting new territory that will be worthy of acknowledgement 50 years from now.

Since becoming a federal charitable entity, this organization has been committed to not only the advancement of our charitable mission, but also to grow together as a family to help each other when needed. I am proud of our CASI family and the many ways that I have seen our own membership receive the charity and well wishes from within the CASI family. Likewise, each of you should be proud of the valuable service that the CASI events bring to the communities that you live and compete in.

This organization's flexibility over the last 50 years, to grow and change over the years has been critical to its longevity. And flexibility will once again be a proven attribute for what the future holds. Continuing its ability to change with the times, benefits not only the existence of this organization, but the advancement of the entire chili competition world.

So what does the next 50 years have in store for the CASI organization???

Today's world continues to demand instant communications, instant education, and instant information. Going forward, it is important that we remain flexible and change with the times...look at challenges as opportunities ... and strengthen our partnerships with Corporate American, who play a critical role in our ability to meet the charitable mission of this organization.

To help meet these changing demands, in the last two years the CASI board has developed a new informational and marketing website, developed a webstore to brand the CASI logo, developed web-based instant forms for Pod reports and Board candidates, developed the CASI, TICC and Great Pepper's Facebook pages, improved communications to the Great Peppers to improve the transparency of our business operations and brought together our major corporate sponsors to develop a co-branding project that provided CASI exposure nationwide.

But there are much more things that can be done, like training videos for table monitors and other cook off functions... and additional communications in the ever changing social media environment.

So how can the Pod's assist in meeting the demands of our memberships and potential members?

The Pods are CASI's grass root foundation. Each Pod needs to continually provide new ideas, seek new members, and continue to grow the Friends of CASI and Corporate membership programs. The Pods will play a critical role in the ability to train volunteers to step forward as board members and work together to meet these ever changing times.

I challenge each Pod officer to continually review CASI's informational website and become experts to answer questions from our members, our potential sponsors, and our potential supporters.

In closing, I want to express my gratitude to my fellow board members and to the CASI membership for allowing me to try my best to lead this organization forward while serving for the last four years as Executive Director and then as President.

This will be my last GPM (at least for a while) as your President, but I will always be there in the background supporting the future board members and to support the current and future members of this organization.

I want to thank everyone in this room for your individual leadership and for carrying forward the message that this CASI charitable organization is the greatest.....because our CASI members are the greatest.”

Report of Nominating Committee

Pat Krenek reported that all the candidates for the Board of Directors elections and the Executive Director election are currently paid for the next chili year and meet the criteria. The candidates for the CASI board, for four positions, are Candy Ford, Nancy Hewlett, Allen “Scotty” Parker, Randy Pittman and Rick Powell. The top two with the most votes will get three year terms and then the next two with the most votes gets two year terms.

The candidate for Executive Director is Keith Karaff and his term will be for two years.

The nominees for Great Pepper of the year are Sunny Fichtl, High Desert Pod, Dave Hewlett, Dallas Area Metroplex Pod, Nancy Netardus, Piney Woods Pod and Cindy Noe, of the NOB Pod. Ballots will be passed out and one vote will be made for the Great Pepper of the year.

President Knight thanked the Nominating Committee for their work and for the round table presentations the previous day.

Renee Moore, SOT Pod, reminded the Great Peppers and delegates of the bylaw change last year where they only have to vote for one director. However, she encouraged all to vote for four directors and to vote all their votes.

Executive Director Report

Interim Executive Director Armand gave the following report.

“There are a few things I need to say and this may be my only opportunity, so I’m jumping while I can. CASI needs its members’ help. I’m not talking participating in cook offs, or stepping up as a pod officer, or joining pods, or even monetary donations, even though all of these are very important. I’m talking about extending your talents, whatever they are, to making CASI better.

When I first started cooking CASI, I was just a few months in and was trying to meet people and learn as much as I could about them, their history with CASI, and about CASI, since I knew relatively nothing. About my third or fourth cook off I set up by a group of people that appeared fairly diverse. There were younger cooks as well as some seasoned cooks so I thought this would be a good learning opportunity. At one point I asked one cook what they did as their occupation then was reprimanded by one of the CASI old timers for asking that question. I was told that people used CASI as their way to hide from their everyday life and we don’t share what we do for a living. This never made sense to me since I don’t have anything to hide from anyone, and knowing what someone does can only help us should we need their expertise. This “paddling” I took has stuck with me through my CASI life. It didn’t make sense to me then, and doesn’t make sense to me now.

I have witnessed many opportunities where someone with experience could make CASI, or a cook off, or a pod even better. For instance, I had a discussion a few weeks ago with Kris Stewart, who sits on the Online Store committee with me. She has been on this committee from day one, so we’ve developed both a working relationship as well as a personal one. She asked me about the candidates running and if I knew anything about them. During our discussion, she started telling me about her Winner’s Committee and how she has developed a mentoring program for the TICC winner. She explained what she implemented and how it has worked. She suggested the board adopt this type of mentoring system for the newly elected directors to help them adapt and adjust in a smooth way. I asked her if she would help me develop the same type of system for the directors and she was more than willing to help. She has used her expertise in management and adaptability in a way that is helping CASI.

Another example is that I, like many of you, have limited computer skills. I can do some things quite well while others I feel totally inept. I have had to get the CASI logo reformatted to be used for many applications and this type of reformatting skill was totally beyond my ability. I knew Mike Watkins was proficient in this, so I looked to him for help. As it turns out, he has not only helped with reformatting the CASI logo, but also making the 50th logo better and more adaptable for a wide range of uses. It took no time for me to be turning to him for assistance in many other CASI functions and he has taken each request on with enthusiasm and gusto. I found out just recently that some of these things he has done for us cost him money, which he quietly took care of and never asked for reimbursement. He has been a CASI attribute for many years, helping behind the scenes and almost invisibly. He has used his expertise in computers in a way that is helping CASI.

These are just two of many examples. To give to CASI in this way, without any desire for acknowledgement or reimbursement, and sincerely from the heart in a selfless way is how CASI gets stronger and better. When you see Kris or Mike, make sure you shake their hands, pat them on the back, or give them a hug because they are true and honest examples of being philanthropic.

There are jobs that need to be done in CASI and if you have any type of skill that could help CASI grow or be a better organization, or help CASI get stronger I encourage you to tell people what you could do. Be it writing, or computer skills, or financial skills, or legal skills, or artistic, musical, restaurant or bar skills. If you are good at something, chances are there is a special spot for you. But unless you tell us what you can do, your expertise goes unnoticed. We've all heard the phrase, "You are only as strong as your weakest link." So please don't be that weak CASI link. Step up and share your talents."

Treasurer's Report

President Knight presented the financial reports which were included in the GPM booklet. **See Addendum A.** He presented the Financial Statement of Position which shows a comparison of 2015 to 2014. He explained that a self insurance fund was started two years ago and funds are kept in the West Texas bank for TICC. The Capital One checking is our pay pal account and this will go away in the future. The Frost Bank checking is our general operating account, the LMIF is the life membership fund and the Scholarship fund is also with Frost Bank. Total current assets at the end of 2015 show an increase of \$81,000 over 2014. Fixed assets include office equipment, signs and etcetera items at Terlingua. The total assets were \$74,316 at the end of 2015. He said, "We should be very proud that we have no liabilities. We are on a cash basis and everything we have, we own".

The spreadsheet included, in **Addendum A**, compares the expenses associated with each different revenue source. The Friday events have no revenues at all since all entries go to the scholarship fund. The expenses are related to payouts and supplies. The bars last year came in with \$32,957 in revenues over \$30,585 in expenses which is down from the year before. The store revenues, Krazy Flats and Main, were \$34,051, with expenses of \$24,153 resulting in a profit of approximately \$10,000, the same as the year before. Four years ago these were in the negative figures. Participation related events produce no revenue other than Friends of CASI. The expenses were \$22,439 versus \$25,382 the year before. This year we had a double jacket invoice which got paid late. Looking at other revenues, the gate, the porta potty donations, the Tuesday cook off, we had \$43,521 in revenues and \$45,253 in expenses resulting in a negative \$1,732 compared to \$3,192 profit of the year before.

At TICC we look to see how we can give back to the community. In 2014 we gave \$17,200. Last year some of the board members met and talked to the Terlingua medics and they said we could reduce contributions. We gave \$14,700 back to the community last year. If we did not have sponsors, we would be in the hole \$31,746 for running TICC in 2015. The year before was \$27,604 in the hole. Thankfully we have Friends of CASI and sponsorships. With underwriting, that brings the loss to \$15,468 and with sponsors we had a positive \$66,822. We had a \$51,354 profit which allowed us to bring the life member reserve fund back up to where it should be.

CASI daily operations include \$31,094 in revenues from annual, corporations and life members and ads in the Terlingua Trails. Expenses were \$19,217, resulting in a profit of \$ 11,876. Remember we increased, in mid 2014, the annual membership fee from \$15 to \$25 and that has helped.

Administration revenues of \$32,768, includes miscellaneous income, sanctioning fees and cook off registration fees. Expenses were \$ 17,334 resulting in a profit of \$15,434.

Mel Fitzhenry, Black Sheep Pod, asked for an explanation for the rules and sanctioning expenses of \$5,636. President Knight said that cup tickets were bought in bulk. He stated that we are seeing more and more use of the chili tickets for beans and salsa cups and it will become more and more costly if we continue to do so.

Insurance was changed from \$1 to \$2 per cook because it was decided to delete the property insurance and self fund an account. Insurance cost last year was \$18,543, however that amount would have been more had we added in property insurance. The insurance is being negotiated currently at a 4.7% increase. There is only one insurance company that will underwrite this type of organization and we are at their mercy in negotiations. This resulted in an excess in our insurance fund of \$9,715 and you'll see that in our current period financials, our insurance fund increased.

The GPM \$1 per cook and admin fees for GPM guests increase was about equal to the guest income. Mel Fitzhenry, Black Sheep of Texas Pod, said, "That this year there were requests wanting donations for the hospitality room, cited that the GPM needed the money. However, last year we had an excess. Why can't that money be used for the next GPM? Can you break down the costs of the \$13,000 and justify what the expenses are for and maybe cut those expenses and push the overage and help cut that shortage?" President Knight said that 185 were registered for the GPM. Lunch is \$22.95 per person which comes to about \$4,000 and for every dollar we spend in hotels the service fee is 21% and is non-negotiable. For every dollar we spend we have to pay them that. The main expense is the lunch and the meal and the video equipment is about \$2,000. He said he would get with Renee Moore and get together a line by line explanation and send it out for transparency. Renee Moore said that the cookies cost \$27.95 per dozen, coffee cost is \$28 per urn, hot tea was cut out because it was \$27 an urn, ice tea is \$ 28 per urn, soda is \$2.50 per can. She said we are fortunate that we can bring in our food and liquor for the hospitality room. She said there are a lot of expenses and she could line them out and you would be shocked at the costs. President Knight said ice for the hospitality room is \$200 for all that we use. Mel Fitzhenry said he just wanted to let people realize that it does cost and that we should use any overage or excess for the next meeting. He asked if there was any consideration for buying our own AV equipment to try to save some money. He said the cooks give the \$1 but that should be enough to make it run. Renee Moore said we have to think about if we purchase our own AV equipment. Who can store it and haul it or ship it? Great to own our stuff but got to do something with it. President Knight said something future boards to consider is that our current policy that was accepted was that any excess revenue out of the GPM revenue would go back to the general fund. He said to consider Mel's suggestion the future board would have to change that policy. Mel Fitzhenry said the decision was made when the fund was in the \$14 or \$15,000

range. President Knight said that used to be in the \$14 or \$15,000 range but if you look at the number of chili's we are judging that number has gone down in the last few years.

President Knight continued on to the ranch revenues and expenses. He said the cell tower revenue and Old 320 spots and Krazy Flats donors produced revenues of \$8,300, versus expenses of \$7,129 resulting in a plus there also. IT development expenses last year were \$2,238 in recurring with no revenue to offset them. The total expenses were \$2,875 for 2015. Daily operations we had revenues of \$125,449 and expenses of \$ 87,761 resulting in a positive amount of \$37,688. We, as a board tried to cut every line item we could and that helped us to fill our reserve fund.

Scholarship funds in 2015 brought in total revenues of \$30,204 and we paid out \$36,361 for scholarships which are being paid out for four years. Legal and depreciation expenses of \$91 for a permit.

We had TICC net revenues of \$349,281 and expenses of \$266,488. Depreciation is not a cash item so we really had a cash flow of \$82,793. We had a great year which allowed us to put the Life Membership fund up to the required \$100,000 and to put our daily operations account to \$70,000 and still gave us money to go into the 50th.

Spending on IT includes what is recurring and what is the development cost that won't be there once the program is developed. CASPIO runs about \$200 per month. Two websites .net is for public use and .com is for general business use. That is \$99 per year. The total annual of \$2,875 in 2015 included \$637 for purchasing a couple of programs that did not work and didn't do what we wanted them to do. We are using about 900 of 1,000 megabytes and if we go over when transferring files, another \$100 a month for a few months will be incurred during testing. CASI owns about ten web or domain names which costs about \$200 to renew them all. All the domains take a user back to casichili.net. Other IT costs are QuickBooks which we pay \$16 per month for. By being on the cloud it allows extra people on the Finance Committee to look. We developed an Office365 online where we pay \$1.50 for every person on there. This allows us to build all CASI files out there and the next board can come in and share files and view our history out there. Emails are stored out there also .

Comparing the year 2015 to August 2016, you can see the insurance fund excess was moved into the account. President Knight suggested that we keep building it up to \$30,000 to \$40,000. Once we reach that point, based upon our insurance costs on an annual basis, maybe we can reduce the \$2 fee to \$1.50 or so. So this account will need to keep building until we reach that point when we think we have enough money to self insure ourselves. Currently as of August we have a total of \$384,035 compared to \$332,860 in 2015. Our Lifetime Membership reserve went from \$51 to \$100,000 and our checking account we established that we need to keep \$70,000 in there to run our day to day business. Our current assets are \$384,035. Lots of hard decisions were made to get us here.

Financial Committee Report

Cindy Noe presented the report of the financial review for 2015. She thanked Cindy Hoey for being the financial reviewer for the previous two years. A copy of the report is included here.

REPORT FROM FINANCE COMMITTEE

2015 CASI FINANCIALS REVIEW
JUNE 15, 2016

On behalf of the Board of Directors, the Finance Committee thanks Cindy Hoey for her service and time to review the CASI 2015 financial reports. Cindy is an accountant at TBK Management, Inc., with 30 years of service in the accounting field. These are the findings that Cindy reported to the Finance Committee for review:

- During the Financial Review, the reviewer had some questions about some invoices paid to a few individuals and some companies and whether they should have received a 2015 tax Form 1099. After discussion with the CASI Treasurer and review of invoice copies, there was a corporation that was sent a 1099, in error. A correction was not filed with the IRS for this error. The reviewer recommends that a W-9 be sent for each individual and company that CASI purchases from at the time of the purchase to eliminate such errors in the future.
- Review of the December 2015 bank statement reconciliation for the Frost checking account and the Scholarship fund, showed the paper reconciliation did not match the financial statements in QuickBooks.

In researching the Checking account, a check was written for the 2015 Sales Tax, which is always dated 12/31/XX of the previous year so it is included in the correct year. There was also a deposit of \$100 for the Port-A-Potty donation that needed to be reflected in 2015.

In researching the Scholarship Fund, there were two checks written in January 2016 but dated 12/31/15 because they needed to be reported in 2015 and were not shown as outstanding on the paper reconciliation, but were correct in QuickBooks.

The reviewer recommends that all paper copies be reconciled to QuickBooks prior to preparing the financial statements for each month.

- Review of a few 2015 receipts, reimbursed to individuals, revealed that several had sales tax charges on them. The reviewer suggests that a sales tax exemption letter be made available and turned in at the time purchases are made.
- Reviewer also suggested that the A/R Aging schedule be cleaned up. There are some items on the schedule from prior years and one from 2015. It was determined that the error made in June 2015 was corrected with a journal entry and therefore that is why it remained in the A/R Aging schedule. It is recommended that the Finance Chairman research the proper method for correcting this error and the previous year's errors. Once a solution to correcting

the schedule has been found the Treasurer should be trained on the proper methods to prevent future errors.

- Financial Reviewer verified with the CASI Treasurer that all sales tax filings were completed on time and all 1099s were timely mailed to the contractors and IRS. Reviewer also verified with Cindy Noe that the IRS 990 and 990T were filed timely.

Cindy Noe said that Cindy Hoey is stepping down as the reviewer and asked for anyone with expertise to contact her if interested in being the reviewer for 2016.

Motion by Sue Ann Brooks, San Antonio Pod, to approve the financial review report, seconded by Mike Callahan, Space City Pod.

Motion passed.

Review of 2016 50th Annual TICC Event

President Knight discussed the events of TICC. He said at TICC, five of the largest food competitions in the world are held. He encouraged everyone to keep watching for the TICC schedule on our website.

The directors will be on the ranch on Monday. CASI has nothing planned for Halloween night. Tuesday, the Houston area pods will host the chili cook off there and the domino tournament will be held that night. On Wednesday, an invitation only Friends of CASI sponsor reception will be held, a Tequila Rose party and the Men's Tequila party and the Night time Parade. All golf carts will end up at Krazy Flats where we will have a 50's costume party. Thursday, there will be several sponsor demos throughout the day and the tournament of past champions chili cook off will be held. All past champions are invited to compete and must use the recipe that they used to win with. Also on Thursday, the Tequila Rose dessert contest will be held at the main pavilion at 1pm, sign up for Tequila Rose dessert contest will be at the same time as beans, wings and salsa registration. Thursday happy hour at Krazy Flats and there will also be a happy hour on Tuesday at the main bar. The memorial service is on Thursday night at 7pm followed by the dance with Casey Pilgreen. Casey was there three or four years ago. Then on to the after party in Krazy Flats with the Blue Kountry band. Friday, early morning, at the main stage the Terlingua high school will have a presentation of colors with the band and the dancers. Also on Friday, beans, wings and salsa turn in, the Virgin party, Old 320 meeting after announcements of the beans, wings and salsa winners. Casey Pilgreen plays for an hour, then Larry Joe Taylor plays and then the after party in Krazy Flats with the Blue Kountry band. Saturday morning we will have Bloody Revolution Bloody Mary's reception, noon judging, and Prophets and Outlaws will play on the main stage from 8pm till 10pm and the after party at Krazy Flats with the Blue Kountry band.

Kris Stewart is the head judge, Mike Park is the head show judge and Renee Moore is heading up the judges registration.

Don Hoy is covering ranch, David Manske- gate, Harvey West- registration, Tim Collier- security, Keith Longabaugh- main beer concessions, Cindy Noe -Friday events, Richard Knight-

sponsors, Keith Karaff will have Saturday stage presentations. Donna Conrad will be working with vendors. The application is on the website. Don Hoy is covering Krazy Flats, Carol Knight-Memorial, Cindy Reed-Wilkins-the champion's cook off, Susan Armand- the store concession. President Knight thanked the Houston pods for stepping up to run the Tuesday cook off, Keith Karaff for organizing the night time parade, Patti Meyers-Jones, the wine princess and Bob Steinle for handling the culled chili sales. Currently Brewster County has a burn ban and we will keep you posted on website. EMS will have two on site starting Wednesday and on call if necessary. Brewster county Sherriff's office is our security. Scotty Parker made the gallery aware of the flooding that occurs when a heavy rain occurs and not to park in the creek.

President Knight said we have an agreement with the county. They will grade and fill in the ruts on the ranch and in return we get a bill. We repay the bill with market value dirt from the ranch.

Susan Armand presented the new volunteer program. She said to go to casichili.net, click on the TICC tab and go to the volunteer section. She said you can sign up for anything you want to do. You can sign up for more than one job and it will send you a reminder of the job you signed up for via email. On Facebook there is a link also. We encourage everyone to sign up because it's fun to volunteer and to meet new people.

Susan Armand introduced the new poster which was designed by Mike Watkins. The background is the beautiful Terlingua sky and the TICC pepper, it pays homage to the old ghost town, day of the dead art from the 2010 poster, lots of stoves, Krazy Flats and Old 320 are in there. Mike Watkins wanted to pull all the elements together and remind us why we all want to go down there. Mike Watkins said it was a team effort with Susan Armand and Kris Hudspeth as great coaches and John and Annette Daly also helped.

There will be a limited edition poster that will be 11x17, in size, and Mike will sign and they will be sold at the store in TICC. There is also a shirt with the poster on it that will be sold in the store.

Sponsorship Report

President Knight said that if we didn't have the sponsors we wouldn't be able to put TICC on. Thanks to Jim Ezell and getting Teasdale foods, Kris Hudspeth on his work with Friends of CASI and Patti Meyers-Jones on her work with the wine sponsors.

The Gold sponsors that are returning include Woodbridge, Hill Country Software, HEB, Tyson and Louisiana hot sauce. The first year to TICC, Louisiana hot sauce sent two VP's, this year they are sending six people down. They had interaction between our sponsors, HEB and Mrs. Renfro's, and they knew a lot of the people with Woodbridge. New 2016 sponsors include Bruce Foods which sold Mexene to Teasdale along with Casa Fiesta. Teasdale recently moved their national headquarters to Dallas and they are coming back with a good monetary contribution and will have eight people at TICC this year. The CEO, Chief Marketing and the Chief Communications officer will be among them and we want to show them a good year and hopefully they will continue their sponsorship. Teasdale foods will have a demo booth and demo their Better than Boullion product and you can get your free item there, not in the goody bag.

Cajun injector is still in the works. They still have not decided whether to be a gold sponsor but Bruce foods is still a legacy sponsor. They have spent over \$200,000 over the last few years. We are still working with the beer companies. They are usually late, but we are sure they will come on board. Silver sponsors: Tequila Rose has reorganized and are coming as Silver this year. They will still be involved. Mrs. Renfro's and Lone Star Chili Spices, Forever Resorts- they are giving two rooms for three nights for our bands also they donate the water for the water truck to put on the roads. Thank them for what they do. Choctaw will be back, Pendery's- not only do they give \$8,000 to the scholarship fund, but they contribute monetarily and in product. Outlaw Cigar will be back, too. We have a new silver sponsor, Statewide Remodeling. They donated the pop up for the scholarship raffle. Legacy sponsors that have allowed CASI to build are Louisiana hot sauce, Mexene, Ancira and Bruce foods. Friends of CASI, consists of about 60 individuals and \$30,000 in pledges plus donated services and products. Curtis's underwrote all our staff shirts this year. Clayton Jones donated the underwriting of all the GPM books. Give a big hand for Friends of CASI. Harvey West and Jim Ezell were heavily involved in starting this valuable program.

Ranch Report

Don Hoy presented the ranch report. He said a new access ramp was installed at the judging area by anonymous donors. A new sign was installed between the two pillars where the banner was. This is a permanent sign. A new wall was installed around the dance floor of the main judging area. Currently in the process of getting the sign above the dance floor stage area touched up and repainted. It should be complete by the end of this month. The other sign has been installed at the entrance. It rained and both the buildings got flooded. Eventually something will need to be done about it. The sign at the entrance is a permanent sign and we wanted to advertise our event year round and the one on the hill will advertise CASI year round. We dug a trench and installed electricity to the signs and new lights. We increased the 30 amp electrical outlets for the vendors and added a 30 amp to the Sherriff's pavilion and hooked up lights and plugs for them. Expenses incurred to date of about \$5,200 without touchup on the main stage sign and the Mexene sign on the judging pavilion. The current cost is about \$200 per sign and \$200 for the scaffold. The \$5,200 does not include the access ramp. It came from some Friends of CASI members and they asked not to be recognized.

Don Hoy showed some of the new items for sale in the Krazy Flats store. He said they also installed new power to move the band parking out of the Old 320 area. They have been moved across from city hall to eliminate confusion when setting up for show and chili.

Renee Moore thanked Don Hoy and said her pod wants to donate to the porta potty fund.

President Knight said that regarding the sign on top of the hill, we would pay for it out of a loan out of the reserve fund and the board would make a contract to pay it back within two years, because it was not a budgeted item this year.

Old 320 Report

Bob Steinle presented the Old 320 report. The regular meeting of the Old 320 was held on November 6th, 2015 with 38 members in attendance. He felt it was more like 50, because he's

not sure everyone signed in. Two new members, Regina Petros and Keith Longabaugh were added. He reported that on Saturday, participation was good and two Wendell Rankin stoves were raffled. The board has agreed to get two stoves to raffle for the 50th. He said you don't have to be a member, but you have to cook in the arena to be eligible to win. If you do not have a cooking spot find Bob and he will find you a spot to cook on. If you are an Old 320 member and you will not be using your spot, let Bob know. He asked for the Great Peppers to let him know who will be cooking on pod spots.

Wednesday, Thursday and Friday he needs volunteers for registration. Another thing he needs is for all to come by and update your Old 320 profile. That is the only primary source of information and it is difficult to follow through with inaccurate information.

There has not been much activity on wall plaques. Connie Collier says they are still available. Bob has order forms for the plaque which are \$200 for an 8x10. October 1st is the deadline to order one.

On Wednesday he will have the Old 320 marking party at TICC. Need volunteers to help marking arena and show spots. Staff shirts will be limited and refreshments will be provided.

The Old 320 sold the culled chili last year. John Daniels and Bob's son sold in excess of 20 gallons of chili. With the money raised, the Old 320 has purchased two Peevey stage monitors to be mounted in the judging area to improve the sound system. The speakers should be delivered next week and we will be installing them. Sales this year will also go to improving the sound system. Our meeting is Friday after announcements. This year will be an election year and Bob said he has decided to run for Alcalde again.

He said history of the sites and the sales will be posted on the website in the near future.

Mel Fitzhenry, Black Sheep of Texas pod, asked if it was true that you no longer mail invitations. Bob said that mail outs have not been done in the last few years. There will be a list at the gate and Bob has informed people of that as he has talked to them.

Nancy Netardus, Piney Woods Pod, asked if someone is on the list for a spot, could that info be made public so they can see when their name comes up for a spot? Bob reported that there are 27 people on the list and it will be put up on the website. Mel Fitzhenry, Black Sheep of Texas pod, addressed the list. He said it's been suggested that people could buy those spots and actively purchase those sites and give them their money back. Bob reported that that issue was brought up at the Old 320 meeting last year at TICC and the lack of enthusiasm for that was deafening. The discussion was shut down. The members didn't want to do it.

Renee Moore said that what we bought was a piece of paper, not land. Bob said that when you bought it, it was a donation and you don't ask for that back.

Governance Report

David Manske presented the governance report. All taxes were filed properly and timely and all are current, all trademarks are current (listed below), the policy manual is updated, the bylaws were completed and approved, the new gate policy was approved. He said he was requested to talk about the memorial board. He sent out emails and not enough Great Peppers responded, so the policy will stay the same.

**CASI - Chili Appreciation Society International
Regulatory Status**

As of August 1, 2016

A Trademarks

	Trademark	State/USA	Reg. Date	Reg. #	Goods/Service	Next Action Deadline
1	CASI & Design Logo	Texas	4/2/1984	4328417	Conducting Chili Cooking Contest (IC 41)	4/11/2019
2	CASI & Design Logo	Texas	4/11/1984	4333917	Misc (IC 42)	4/2/2019
3	Teringua International Chili Championship	USA	12/30/1997	2,124,956	Entertainment svcs, namely, organizing, promoting, and conducting chili making contest and events promoting chili (IC 41)	12/30/2017
4	CASI & Design Logo	USA	6/19/1990	1,602,975	Organizing and conducting chili making events (IC 41)	6/19/2020
5	CASI & Design Logo	USA	9/29/1989	1,664,573	Indicating membership in applicant organization which is an association of persons interested in chili and chili making (IC 200)	11/12/2021
6	CHILI APPRECIATION SOCIETY INTERNATIONAL	USA	5/25/1993	1,773,206	Services related to organizing, promoting, and conducting chili making contest and events (IC 41)	5/25/2023
Note: Above Handled by: Mark Miller, Attorney, Jackson Walker, L.L.P., 112 East Pecan, Suite 2400, San Antonio, 78205 210-978-7751 / mmiller@jw.com / www.jw.com						
7	CASI - Word Only	Texas	10/1/2014	802054607	Service related to organizing, promoting, and conducting chili making events	10/1/2019

B Current CASI websites/domains:

	CASI Domains	Renewal Due:	Registered Name:	Company:
1	casichill.net	9/28/2017	CASI	Weebly
2	casichili.com	8/9/2021	CASI	GoDaddy
3	casichili.info	10/3/2016	CASI	GoDaddy On Automatic Renew
4	casicookoffs.com	8/1/2019	CASI	GoDaddy On Automatic Renew
5	casicookoffs.info	8/1/2019	CASI	GoDaddy On Automatic Renew
6	casicookoffs.net	8/1/2019	CASI	GoDaddy On Automatic Renew
7	casicookoffs.org	8/1/2019	CASI	GoDaddy On Automatic Renew

C Tax Filings Due Dates:

	Forms:	Due Date:	State/Fed	For Year:
1	Form 990 2015 Done	5/15/2017	Federal	Due Annually - 15th day of 5th month past accounting period May be expended twice
2	TX Sales Tax 2015 Done	1/20/2017	Texas	Due 20 days after end of accounting period Note: Write check in Dec & pay in Jan - Same year accounting
3	Donor receipts 2015 Done	1/15/2017	Federal	Due to donors contributing \$250 or more at one time when cash. \$75 or more if they receive something of value in exchange. Specific language required on receipts.
4	Form 1099-MISC 2015 Done	1/31/2017 2/28/2017	Federal	Due to service providers by 1/31; due to IRS 2/28. Also to Awards winners, when taxable (not the scholarships) \$600 or more during the year
5	Non-Profit Periodic Report	Once every 4 years Due in 2017	Texas File#67473901	A form to reaffirm our nonprofit status and to update our officer and director list; last completed 09/12/2013. The notice is send to the CASI Registered Office and Agent: Kris Hudspeth, Garland, TX

Membership Report

Keith Longabaugh presented the membership report. He said there is a decline in memberships, with the annuals at 711, corporate is 24 and the life is 539. He said you can sign up online or through snail mail. Regarding the Pod contest, he asked that you put on the membership card the pod name so he will know what pod the new member is affiliated with. The contest is that the pod with the most new members, greater than ten, will get \$500 and it is also going on next year.

Tallymaster Report

Harvey West presented the tallymaster report. Melissa Pate takes care of tally. Melissa reminded everyone that results could be mailed, you can do it online, you can do part online and part mailed. She said you do not have to do one or the other, do whichever one you want. Harvey said that since 2013 we have been losing chili cook offs and chili's judged every year. We need to stop that. He said all results should be submitted by October 10th.

Events Committee Report

Kris Hudspeth presented the events report. He thanked the members of the committee. He said the committee reviewed several regional opens and state and the Texas Men's state caucus. The ROC's that were approved were Pendery's in April held at the SMU campus, the Northeast Texas Regional Open held at West Pecan Farm on July 4th, the Mid Atlantic Regional Open in May at the Piedmont Triad Farmer's market in Greensboro, NC and the West Texas Regional Open in January 2017 in Terlingua which replaces the Horned Toad Regional Open. The committee approved the Delaware State held in March, the New Hampshire State Open to be held in October in North Stafford, NH and the Georgia State to be held in October. The committee approved the 2017 US National Open to be held in Waco and the Texas Men's State in Corsicana. The committee reviewed an application to host a New Mexico Men's and Women's state cook off in February 2017. Both will be held on same date.

Earl Gorham, MO-KAN Pod, made a motion to approve the New Mexico Men's and Women's State Open, seconded by Patti Meyers-Jones, Chili Appreciation Society of Arizona.

Motion passed.

With only one candidate for Executive Director, Sue Ann Brooks of the San Antonio Pod, made a motion to accept Keith Karaff as the Executive Director, seconded by Mel Fitzhenry of the Black Sheep of Texas Pod.

Motion passed.

Ballots were passed out for the four Board positions and for Great Pepper of the Year.

President Knight asked to deviate from the agenda to introduce Richard Brown of the Special Olympics. He said that a couple of years ago the board discussed maybe looking at a national

charity for CASI. The ED looked at some other areas and spoke to a gentleman with Special Olympics. Since that time they have been involved with planning of some other cook offs here.

David Sexton was asked to speak. He said after Ted Fichtl and Richard Knight was introduced to this gentleman, Richard knew that Cowtown Pod was looking for a new permanent charity and put him in contact with the Ft. Worth office. He said after visiting with them that they are a great organization to team up with. He introduced Richard Brown.

Mr. Brown said that they are honored to be in consideration to be a partner with CASI. It was several months ago contact was made with Margaret Larson, President/CEO, to talk about a potential partnership not only on a local level but on an international level. Special Olympics is an international organization and the offices are in Washington DC. They have chapters all over the world. In the US they have a chapter for each state except California where they have two. The organization provides sports training for intellectually disabled individuals. Their mission, in short, "We change lives through sport". In Texas they have 22 different sports and in 2015 they served 55,232 athletes.

They have 70 salaried staff members. In order to manage that many athletes they need volunteer support. They get it. They recruit it, sign them up, and train them. In 2015 over 38,000 volunteers helped to provide those services for those 55,000 athletes. They have a family support group of over 50,000 people and 4,051 certified coaches in various sports. In 2015 they had news clipping values of 2.9 million, web page value of 1.58 million, the amount of emails sent was 3.7 million and Facebook likes of 28,000. Also Twitter, Instagram and press releases. There are 19 geographic areas in Texas, but there is a person in each office throughout the state. These people will help set up a cook off.

He said they want to partner with CASI. He said they have the contacts in other states and can give you a warm handshake to all those chapters to help set up cook offs. We are honored for the opportunity to present who we are and what we do and we are very interested in partnering with CASI. Some pods already have a charity, he said stay with them and they just want you to consider them when you don't.

They have sponsorships with HEB, Wal-Mart and Sams. They are official partners with Coca Cola and the list goes on. They do a good job at selling sponsorships. They had 17 fundraisers that raised 7.3 million and 9.4 million in-kind services in 2015. In-kind services are very important. If you just look at the cash side and divide 55,000 into that, they produce services on cash out of pocket per year round program for \$150 a year, per kid. He said, "We are proud of that". They compare themselves to other chapters. In terms of the athletes served they are 5th in the world. He said, "We are proud of who we are and would love to partner up with CASI. Thank you for your consideration."

Mel Fitzhenry, Black Sheep of Texas Pod, asked if they were a 501 c 3. Mr. Brown said yes they are.

Upcomings

David Manske presented the upcoming report. As of today there were 526 cook offs, there were 17 canceled. Last year the cancellations totaled 52. Cook offs are up just 26 this year. He said that Dorathy Williams, talks to every one of them. The cook offs we have to promote chili and participants are off, excuses include we are old and dying. He asked for a standing ovation for all Dorathy has done.

President Knight said he talked to Dorathy and asked her to not consider retirement. He said she feels that it is the right time to retire. Nancy Hewlett will be taking over upcoming. He said he will write a personal note of thanks to Dorathy.

Scholarships

Nancy Hewlett reported that the scholarship committee received 84 academic applications and no trade applications this year. Scholarships were given to Brianna Gastaidello, of Illinois, William Culver, of Texas, Caleb Stacey, of Louisiana, Garrett Reid of Wyoming and Jessica Ulmen of Texas. Cody Willard received the Tex Schofield Scholarship and Chad Ritchison received the Ancira/Friends of CASI scholarship.

She said that with the TICC donations and local donations, every graduate of Terlingua received scholarship money this year. She introduced the committee and thanked them for the reading they do in January, February and the first week of March.

This year there is a TICC scholarship raffle. The prizes are a pop up donated by Statewide Remodeling, an HP laptop donated by the Fichtls and a flat screen TV donated by Rolling Meadows Retirement Community. If you need tickets to sell, see Nancy and then turn them in at TICC.

Memorials and donations received were \$4,238, Texas Ladies State contributed \$2,230 and the Friday events were \$6,950 for a total of \$13,418. This is down from last year's total of \$16,330.

She reminded the members about the H & R Block coupons for tax returns. Last year she gave coupons out and the return was \$520. This year we received \$1,300. All you do is photo copy them and give them out to anybody and they go to any H & R Block and, if they are new, we earn money. President Knight thanked Nancy and the committee members.

Online Store Report

Susan Armand reported that as of August 3rd, total sales were \$6,641. The current inventory level is \$11,611, which has gone down slightly. Our average sale is \$57.75. We are adding more inventory from the TICC store and Crazy Flats and now we have had to rent a locker to hold all the stuff. We have to pay \$14.00 a month and they are charging \$2.95 per order, plus \$0.95 per line item. We are looking for ways to decrease this expense.

Our long haul forecast we are trying to launch quarterly sales. The next one is in October. We are also adding one new shirt design to parallel the poster. Susan encouraged everyone to get online and look at the shirt. The committee is trying to encourage sales by launching quarterly sales. Not a huge money maker but we want to offer it because people are always asking about and wanting CASI items. New online store team is Kim Hiley, chair, Kris Stewart, Sandy Thomas and Sherrie Davis. They are working hard to make sure everyone gets what they want. Contact the team if you have a special want, but be reasonable. No diamonds or personalization items.

TICC Main Store Report

Susan Armand showed some of the new items that will be sold at TICC. Mike Watkins designed a benchmark shirt that will be in the store. A hoodie with the poster on it will be offered, too.

IT Committee report

President Knight said, "CMS is what's new." Online tally process, upload the events, winners pay online and the system will also support the mail systems. Text links are being used instead of drop downs because it allows different search engines like Google to go out and pick out that name in the sentence and will display that. There are different ways to search for pods, events and lots of different sorts. Online entry forms to create your event, these go directly to Nancy Hewlett to be approved and once event has been created then an email goes out that it is submitted and an email will go to the regional referee to notify of the event. In the next few weeks we will have our final testing to go live from our membership, event and tally functions.

You will start to see how to use documents on the site. Training materials for regional referees are being prepared. You will see new pages in the join or events tabs and the important my member resources section. We will be in the final plan for conversion of the data and how to phase out of the CIS system. At this point we are trying to decide when we can go live. The programming is 99% done and now one of the final deals is to go back into the data base and figure out how to pull out reports from there. When the go live date is announced there will be a dead system and we ask that you delay your entries so we can be sure the database converted correctly and do some testing before going live. In the October Trails we will have the new forms and on the web site.

What to expect is that there will be a learning curve for our function coordinators. As in any new system, some things are going to break and it may not be right the first day. The IT committee will be ready and will listen to those issues and try to fix those right away. What is expected from the regional referees and the GP's, is patience. Please ask for patience from our pod members during the transition. Communicate issues to the IT team. Discuss the new system with your pod members. You need to become the expert on the resource page. Take pages and email them to your members. We wish to thank Jim Stateczny from Hill Country Software and Support for starting the CIS system nearly 25 years ago. He has worked with the IT committee for the last year and a half and has made everything ready and available. "Jim, we thank you a lot. To the

volunteers, thank you.” He said we are always looking for people with expertise to join the committee.

Old business

President Knight began discussion of the rotation of the regions for the GPM. Next year is Southeastern and then start rotating to different regions. Mel Fitzhenry, Black Sheep of Texas Pod, asked to speak. He said in the round table session, the subject was brought up about moving the GPM to different regions after having it in Texas, especially after having it in the Dallas area and the benefits of having it there. He thinks the decision to move the GPM was hasty because when you consider the costs of moving it around and the cost to the attendees, it’s substantial. Airfare, hotel, taxis whatever. It might be rental cars and there is a lot of money and there are probably a lot of people here that can’t afford that. He said we could possibly lose attendees and pod delegates, cooks supporters that can’t go because it costs money to travel and a lot of pods don’t have the money to support the extra expense. He said, “Not to say that Texas is the best place but we can all agree that the Dallas area worked well and we had a long term contract, access free shuttles. The idea of being that we all knew where we were going and the costs were reasonable. But moving to different places around the country, I think will be a hardship that a lot of people can’t afford.”

He is asking that we consider that and possibly make a motion that we reverse the change we made last year and that even moving the location around in Texas is difficult because of new hotel contracts , new people, new food and beverage. He said, “We didn’t have that in Dallas because we knew who to go to get it. We know there are volunteers here that would help do that again.” He made a motion that we reverse that and go back to a location that we could have a good long contract and get back to where it would be more affordable and easier for everybody to have this meeting and he asked for a second. Seconded by Vicki Childers, Tall in Texas Pod.

Dave Hewlett, Dam Pod, came to the microphone and asked to see a show of hands of those that would not go to an offsite to a place like Baltimore.

Gil Hewlett, East Texas Chili Pod, said the Sheraton contacted him and is willing to make a contract similar to the old one.

Vicki Childers, feelings were that our pod pays the GP’s way and that a lot of small pods try to pay to send their GP and a lot of individuals try to pay their own way. Her pod will not be able to send anyone to Baltimore because of the expense, due to the amount of money our pod keeps. She said they try to give any amount of money to our charity when we have a cook off for our pod. She said she knows that is a big expense for most and that Dallas is accessible to most states because of the two airports. She really thinks this does need to be reconsidered because it will cut down on attendance, she has been to Baltimore to the GPM and had had to pay her own way, and she couldn’t do it again.

Renee Moore, SOT Pod, said she was on the board when we decided to start having it in the Irving and DFW area because it is more affordable flying in and we negotiated a very good hotel

rate for the first year, then it fell apart. She said,” But we also have to remember that we are not a Texas organization and that we are a United States wide organization.

Debbie Turner of the Pacific Pod said, “I represent because my pod can’t afford to send any people and I am lucky enough to be able to attend the meetings on my own expense and I represent them in that case. But there’s a lot of non Texas pods, and I hate the term out of state because we are international pods not a Texas pod and so to me these non Texas states have been having to pay this money all these years and the Texas pods haven’t. So, it’s kind of their turn to be able to go to different places and we need to recognize that we have a lot of non Texas pods. President Knight said, “It’s almost 50/50 now.”

Erik Akerson, Virgin Pod, said, “ I live 3,100 miles away. With finances the way they are, to be able to fly to places that don’t have an international hub and doesn’t have restaurants within walking distance, I am willing to do our part if that time for me is to be in the bar or to do whatever , you’ve got me the entire time.”

Paul Mulkey, Southeastern New Mexico Chili Pod, said, “We enjoy coming into Texas there is always a good place to have it here. A majority of our chili cooks are from Texas and I would like to see it stay in a hub like DFW.

President Knight asked, “Logistically who would run it in the DFW area? Who would commit to go find a hotel and negotiate? Is it the same pod every year or same group of pods?

Mel Fitzhenry, Black Sheep of Texas Pod said, “You have regions assigned and that region is assigned that responsibility that you and the region get together to do what is necessary. If it’s in that Dallas location, if that’s where it goes just where you’ve divided it into regions. And I notice here that it’s not just the Hill Country Pod to put this on. There are people from all over to do registration. It will happen the same way if it were in Dallas. The idea here is that there is more than enough people to get the job done. But as you said, we just take the regions and make it happen.

Tim Collier said they can’t come out of state to make the deal with the hotel. Mel Fitzhenry, Black Sheep of Texas Pod, said, “We had a three year contract and so it just repeats itself and renegotiate while you are there. And I believe that there are other volunteers in other states, just like Eric said, tell me when and where and I’ll be there. It’s the same way if from Illinois, Texas or Florida. The idea is that there are plenty of volunteers and we just need to get back to a place where everyone can afford to go and I know that there are people that can or can’t afford to do that.”

Vickie Childers called for the question. Earl Gorham, MO-KAN Pod, said “This is something that maybe we need to take back to our pods and discuss. Because we’ve already discussed it and Maryland’s already started their preparations. They’ve been discussing it and talking to people. It’s something that popped up that they didn’t know what they wanted to do in their area.”

Mike Callahan, Space City Pod made a point of order.

President Knight asked that every voting delegate raise their hand. He repeated the motion. The motion is to move the GPM on a permanent basis to the DFW area with the pods still in rotation with the responsibility. Mel Fitzhenry, Black Sheep of Texas Pod, said “Pods in the region would be responsible for putting that meeting on.” Mel Fitzhenry, Black Sheep of Texas Pod, made a motion to move it to a central location, such as Dallas, and the responsibility for putting it on or making it happen to fall on the regions that were separated out. Move the GPM to a central location.” It was pointed out that the original motion was to reverse the motion from last year that we rotate the regions. President Knight asked that hands be raised for those in favor.

Motion carried.

Renee Moore, SOT Pod, moved that we hold the GPM for a maximum of three years in the DFW area to be moved to another location on the fourth year, for one year and to revert back to the DFW area for three more years. Seconded by Sue Ann Brooks, San Antonio Pod.

Kitt Rudd, Mid Atlantic Chiliheads, said that he and Mike, Dick and John were very happy and very excited about hosting the GPM next year, and now he is disgusted by this almost-like Pearl Harbor here. He said we’re sitting here and we were going to host you guys and have a great meeting and were looking forward to showing you the hospitality that you show us each year. I’m actually kind of disgusted by the way this has happened.”

Eric Akerson, Virgin Pod, said, “I rise in opposition to the motion. There is no reason to move it every fourth year when every fourth year would be a decline in attendance. I believe a long term corporate partnership and a contract will serve us better. Serve us better to store it and serve us better to maintain a relationship. When Mel Fitzhenry started talking about how we will do this, we handhold sponsors and maintain relationships and do the same thing with the Sheraton in Dallas.”

Dave Hewlett, DAM Pod, said, “It seems logical that we would have a core team for negotiations in the Dallas area and then we have a rep from the other pods that would come in and man the running of the hospitality room and so forth.”

Carrie Kinnison, Highland Lakes Pod, said” I think that we should leave it in Baltimore for next year because these guys are excited.”

Tim Collier asked, “Why can’t they call for it next year and then go back to a three year deal if they really want it that bad?”

Renee Moore made a friendly amendment to amend the motion that the 2017 GPM be held in the east coast and the three years that follow it would be held in the DFW area with the fourth year to be determined. Seconded by Janice Miller, Concho Valley Pod.

Motion carried.

President Knight said now that we have a rotation for the next four years, we need someone from the DFW area to work with the board, as a committee, that the upcoming board members will be talking to.

New business

Keith Karaff asked to be on the agenda for new business. He thanked everybody for their support. "It's been an amazing couple of days. It's amazing because of what I've had to think about for the last three weeks or so and the things that are going on with the upcoming. Because everything that's been going on for the last five years has been geared to this year and a lot of questions I hear is "What's next? What's 51?" Where are we and what do we need to do? We've got a huge changing culture out there that has to be addressed and for what we do and the biggest thing has always been about membership. Richard Knight and everybody said it's about the membership. When I was a GP, every year that we came up here it was the same thing... membership, membership. And it was the pods need to do this, but the pods are like what do I need to do. We're not sure. So that's been one of the big things going into the 51st year. So one of the things I've thought about is at a lot of the large cook offs anywhere that you have tons of public, CASI doesn't have a presence. Meaning CASI doesn't have an official presence at the cook off. So what I've come up with is this idea of a CASI information booth manned by a CASI member. It can be a separate area off to the side or it can be a cooking area as well. There is a banner to display. You can put your pod information, along with what's going on in CASI. You can put the Trails in it. So you can do tasting cups out of it. Mainly it's to get CASI out there and talk with people. We have great cooks with wonderful personalities. We like to chat and talk.

The banner is 2x5 and in the packet there are envelopes, you will also find a flash drive. On that flash drive is cook off forms, everything you need to run a cook off. The Virgin guide to TICC has been updated and on the flash drive. The blue folder is titled "So you want to have a cook off". It's a tongue in cheek and not as rigid as the rule book, but a great thing for people to have to put on a cook off and it is on the flash drive. The banner is on the flash drive also. Vista print does them for \$30. But today I have banners for sale for \$10. I have 70 for sale. The thing is with the banner and the info booth, the way that I look at it is, the GP's are the voice of the pods. I am the voice for the GP's pod presence and without membership we don't have this organization.

I am giving these tools for you to use to set up a booth. As people are coming by talk to them about CASI, what we do. Also the next thing in the packet is a new tri-fold brochure. Every GP has the first twenty to start. This artwork is also on the flash drive, so you are able to reprint this brochure. This year we redid the outside and came up with past champion pictures. Also, it would be great to have these and get people interested. They don't have to be a cook to be a member of CASI. Sign them up and they'll get the Trails. Also on the flash is the separate membership form. This also ties in with the membership contest. If you get someone interested you have the form, sign them up and take their check right there. That way when you send it in to Keith Longabaugh, he knows what pod signed them up.

There are several things that Keith wants to bring in over the next several months. He has dubbed this the year of the pod. He wants to help the GP's create a bigger presence within our organization because without you there is no us. Anything he can do to help let him know.

The pages that we are not using is the GP page from the directors. The CASI page is the events page. The blog is the international blog. It's about what we do. The GP page is a sharing page. We need to get the pods talking to each other about what you are doing. Share ideas. Remember and make these cook offs events. Dress up your final table and when you bring in the judges they are excited about being there. Do something special. Get pictures on the GP page and let us see what you are doing because that's what we need to do to keep this interesting. To keep these as events. Lots of positive things coming this year. "Thank you and I look forward to the next two years."

Paul Mulkey, Southeastern New Mexico Chili Society, said that three years ago he started the challenge that each pod donate \$100 to defray some of the costs of the porta potties. He said it's been a lot of fun and at this time he challenged every pod to donate a \$100, or more, or less with a check from the Southeastern New Mexico Chili Society. Several pods began donating at this time. President Knight invited everyone to customize their own porta potty in TICC.

President Knight called for other new business.

David Sexton, Cowtown Pod, made a motion that CASI officially partner up with Special Olympics as their national charity, seconded by Mel Fitzhenry. David said that one of the smallest benefits is that they have corporate connections and corporate sponsorships with the hotels. They can negotiate a deal for us in these hotels way better than we can and get a bigger discount.

Earl Gorham, MO-KAN, asked for a definition of "our national charity". What role it would be, how much we would be putting in? President Knight said, "That from the very first conversation with them, and Ted has talked to two or three other charities, this was the one that was most exciting to us. From the beginning we promised them nothing. The only thing we told them is we give you an opportunity to work with our pods at our different events to see if they want to be involved with you as their charity. Maybe at the end of the year if we've had a good year there may be a donation to you as our charity. We have specified no amounts or guaranteed nothing to Special Olympics.

Earl Gorham said that TICC is our charity. He asked, "Will the organization as a whole send them a check every year with an amount to be determined at a later date?" President Knight said we have promised nothing, but they are opening their arms so we can use their resources available. Going back to the original conversation of the board, is how can we tie in to a national charity so that we can have an opportunity to give them events that they can work and as a charity earn their money in that sense. There was no commitment from CASI to write a check to them. Earl Gorham said, "So we would still have our own scholarships and this would be the pods going out and doing something." President Knight said yes. He said David Sexton said in his presentation for Men's state, that they have their own public relations department; they have

their own volunteers to come out. CASI would tag on to Special Olympics and for them to tag on to CASI to say they are a partner.

Mel Fitzhenry, Black Sheep of Texas Pod, said “Just to add, the gentleman said if you have a charity you are working with now, keep it, but if for some reason the charity goes away then consider Special Olympics first as a replacement.

Motion carries.

President Knight personally thanked Ted for his involvement with Special Olympics.

President Knight said as a board we cannot do our job unless we have a support team. Connie Collier: Membership, Dorathy Williams: Events, Bill Pierson: Senior referee, Pam Clark: Trails, Dana Plocheck and Carol Knight: Trails co-editors, Bob Steinle: Alcalde, Nancy Hewlett: Scholarship Administrator and Melissa Pate: Assistant Tally. He said, “We appreciate your service.”

Election of New Directors

The newly elected Directors are:

Nancy Hewlett - 3 year term with 70 votes

Allen “Scotty” Parker – 3 year term with 56 votes

Randy Pittman - 2 year term with 53 votes

Rick Powell – 2 year term with 49 votes

The meeting was recessed for election of new officers.

The meeting was called back to order by Keith Karaff, Executive Director. He personally thanked Richard Knight, Tim Collier, David Manske and Harvey West for their dedication, passion and service for this organization we all love.

The 2017 CASI officers are:

President – Kris Hudspeth

Executive Director – Keith Karaff

Vice President – Keith Longabaugh

Treasurer – Mary Ellen Gillen

Secretary – Cindy Noe

Closing Statements

Keith Karaff thanked everyone for coming. David Manske made a motion to adjourn. Keith Karaff called for the 38th annual Great Pepper's meeting to be held on September 9th, 2017 with details to come out later. The motion was seconded by Patti Meyers-Jones.

Motion passed.

Addendum A

CASI-Chili Appreciation Society International, Inc.

STATEMENT OF FINANCIAL POSITION

As of December 31, 2015

	TOTAL			
	AS OF DEC 31, 2015	AS OF DEC 31, 2014 (PY)	CHANGE	% CHANGE
ASSETS				
Current Assets				
Bank Accounts				
100000 Cash in Banks				
100100 Ranch Property Self-Insurance Fund	2,000.00	2,000.00	0.00	0.00 %
100101 West Texas National Bank MMA	10,001.35	10,729.67	-728.32	-6.79 %
100110 Capital One Checking	4,549.79	6,445.72	-1,895.93	-29.41 %
100115 Frost Bank Checking	142,443.47	96,366.58	46,076.89	47.81 %
100116 Frost Bank - LMIF	51,000.00	6,137.93	44,862.07	730.90 %
100117 Frost Bank - Scholarship Fund	122,865.66	130,097.16	-7,231.50	-5.56 %
Total 100000 Cash in Banks	332,860.27	251,777.06	81,083.21	32.20 %
Total Bank Accounts	\$332,860.27	\$251,777.06	\$81,083.21	32.20 %
Total Current Assets	\$332,860.27	\$251,777.06	\$81,083.21	32.20 %
Fixed Assets				
110209 Net Office Equipment				
110200 Office Equipment	17,642.67	15,932.55	1,710.12	10.73 %
110205 Accumulated Depreciation Off Eq	-14,569.00	-13,256.00	-1,313.00	-9.90 %
Total 110209 Net Office Equipment	3,073.67	2,676.55	397.12	14.84 %
110219 Net Ice Merchandiser				
110210 Ice Merchandiser	2,574.68	2,574.68	0.00	0.00 %
110215 Accum Depr - Ice Merchandiser	-999.00	-368.00	-631.00	-171.47 %
Total 110219 Net Ice Merchandiser	1,575.68	2,206.68	-631.00	-28.59 %
110239 Net Sign & Plaque				
110230 Sign & Plaque	7,717.03	7,717.03	0.00	0.00 %
110235 Accumulated Depr - Sign & Plaq	-7,717.03	-7,350.03	-367.00	-4.99 %
Total 110239 Net Sign & Plaque	0.00	367.00	-367.00	-100.00 %
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	-81,529.00	-75,363.00	-6,166.00	-8.18 %
Total 110319 Net Land & Buildings	234,847.42	241,013.42	-6,166.00	-2.56 %
Total Fixed Assets	\$239,496.77	\$246,263.65	\$ -6,766.88	-2.75 %
Other Assets				
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	\$577,727.04	\$503,410.71	\$74,316.33	14.76 %
LIABILITIES AND EQUITY				
Liabilities				
Total Liabilities			\$0.00	0.00 %
Equity				

	TOTAL			
	AS OF DEC 31, 2015	AS OF DEC 31, 2014 (PY)	CHANGE	% CHANGE
303000 Unrestricted Net Assets	-74,316.33	0.00	-74,316.33	
310000 General Op Fund Balance	301,183.51	242,384.31	58,799.20	24.26 %
320000 GP Meeting Fund Balance	10,000.00	10,000.00	0.00	0.00 %
330000 Life Member Fund Balance	109,425.00	101,647.54	7,777.46	7.65 %
340000 CASI Schol Fund Balance	156,507.71	156,846.09	-338.38	-0.22 %
350000 CASI Liab Ins Fund (CLIF) Bal	610.82	-10,637.47	11,248.29	105.74 %
Net Revenue	74,316.33	3,170.24	71,146.09	2,244.19 %
Total Equity	\$577,727.04	\$503,410.71	\$74,316.33	14.76 %
TOTAL LIABILITIES AND EQUITY	\$577,727.04	\$503,410.71	\$74,316.33	14.76 %

TICC

TICC	Without Sponsors	\$ 110,529	\$ 142,275	\$ (31,746)	\$ 126,159	\$ 153,763	\$ (27,604)	\$ (4,142)
300-180	Sponsor Underwrite	\$ 16,278	\$ 16,278	\$ -	\$ 14,840	\$ 14,840	\$ -	\$ 1,438
TICC	With Underwrite	\$ 126,807	\$ 142,275	\$ (15,468)	\$ 140,999	\$ 153,763	\$ (12,764)	\$ (2,704)
320-000	Sponsorships-Cash Donations *Cash Donations - Underwrite	** \$ 66,822	\$ 66,822	\$ -	\$ 33,539	\$ 33,539	\$ -	\$ 33,283
TICC	With Sponsorships	\$ 193,629	\$ 142,275	\$ 51,354	\$ 174,538	\$ 153,763	\$ 20,775	\$ 30,579

Note: 2014 TICC Sponsors were given a credit of \$50,000 for products and services

Note: 2015 TICC Sponsors were given a credit of \$63,500 for products and services

CASI Daily Operations		2015	2015	2015	2014	2014	Diff P&L
General Admin		Revenues	Expenses	P & L	Revenues	Expenses	2015 - 2014
Membership							
310-200	Annual	\$ 17,550			\$ 17,810		
310-205	Corporate	\$ 2,940			\$ 1,620		
310-210	Life	\$ 9,425			\$ 3,025		
330-400	Trails	\$ 1,179			\$ 2,951		
	Trails Expense		\$ 18,857			\$ 21,439	
410-000	Membership Expenses		\$ 360			\$ 232	
460-000	Total Membership/Trails	\$ 31,094	\$ 19,217	\$ 11,876	\$ 25,406	\$ 21,671	\$ 3,735
Admin							
340-580/585/586/	Misc Income - Contributions	\$ 6,131			\$ 954		
355-400	Sanction CCO Fees	\$ 14,129			\$ 14,130		
355-300	CCO Registration Fees	\$ 12,500			\$ 13,350		
390-000	Interest Income	\$ 7			\$ 94		
450-559	President Exp		\$ 196			\$ 68	
450-569	Secretary Exp		\$ 54			\$ 32	
450-579	Treasurer Exp		\$ 1,019			\$ 768	
450-589	ED Expenses		\$ 385			\$ 844	
450-599	Other Directors		\$ 6,736			\$ 10,732	
440-514	Chillity Expenses		\$ -			\$ 716	
490-000	Rules/Sanctioning		\$ 5,636			\$ 2,893	
480-000	Tally		\$ -			\$ -	
495-000	Misc Exp Less Legal & Online Store		\$ 3,307			\$ 18,648	
	TOTAL ADMIN	\$ 32,768	\$ 17,334	\$ 15,434	\$ 28,528	\$ 34,702	\$ (6,174)
Miscellaneous							
340-500	Cooking for CASI	\$ 6,594					
340-515	Online Store	\$ 2,557	\$ 8,827	\$ 324	\$ -	\$ -	\$ 324
		\$ 9,151	\$ 8,827	\$ 324	\$ -	\$ -	\$ 324

CASI Daily Operations		2015		2015		2014		2014		Diff P&L
		Revenues	Expenses	P & L	Revenues	Expenses	P & L	Revenues	Expenses	2015 - 2014
Insurance										
355-100	CLIF Cooks Fee	\$ 28,258	\$ 8,800	\$ 9,715	\$ 19,823	\$ 10,076	\$ 1,247	\$ 19,823	\$ 18,576	\$ 8,468
	700-100 General Liability		\$ 798			\$ -			\$ -	
	700-200 Miscellaneous Insurance		\$ 1,273			\$ 1,273			\$ 287	
	700-140 D&O Ins		\$ 487			\$ 487			\$ 6,941	
	700-160 Volunteers Ins		\$ 7,185			\$ 7,185				
	700-220 Umbrella									
	TOTAL INSURANCE	\$ 28,258	\$ 18,543	\$ 9,715	\$ 19,823	\$ 18,576	\$ 1,247	\$ 19,823	\$ 18,576	\$ 8,468
GPM										
355-200	GPM Cooks Fees	\$ 14,129			\$ 14,130			\$ 14,130		
340-535	GPM Admin Fees	\$ 1,750			\$ 1,612			\$ 1,612		
340-510	GPM Misc Income	\$ -			\$ 1,813			\$ 1,813		
	600-000 GPM Expenses		\$ 13,837			\$ 14,538			\$ 14,538	
	TOTAL GPM	\$ 15,879	\$ 13,837	\$ 2,042	\$ 17,555	\$ 14,538	\$ 3,017	\$ 17,555	\$ 14,538	\$ (974)
Ranch										
340-525	Cell Tower	\$ 7,200			\$ 7,580			\$ 7,580		
340-520	Old 320 Income	\$ 400			\$ 200			\$ 200		
340-587	KF Donors	\$ 700			\$ 700			\$ 700		
	470-700 Improvements		\$ 503			\$ 1,200			\$ 1,200	
	470-715/720/									
	730 Telephone, Utilities & Taxes		\$ 5,976			\$ 4,969			\$ 4,969	
	470-705 Maintenance		\$ 585			\$ 513			\$ 513	
	470-725 Miscellaneous		\$ 65			\$ -			\$ -	
	TOTAL RANCH	\$ 8,300	\$ 7,129	\$ 1,171	\$ 8,480	\$ 6,682	\$ 1,798	\$ 8,480	\$ 6,682	\$ (627)
IT Development										
430-100	Recurring		\$ 2,238			\$ -			\$ -	
430-200	Non-Recurring		\$ 637			\$ -			\$ -	
	TOTAL DAILY OPERATIONS	\$ 125,449	\$ 87,761	\$ 37,688	\$ 99,791	\$ 96,169	\$ 3,622	\$ 99,791	\$ 96,169	\$ 34,066

	2015		2014		2013		2012		2011		2010		2009		2008		2007		2006		2005		2004		2003		2002		2001		2000		1999		1998		1997		1996		1995		1994		1993		1992		1991		1990		1989		1988		1987		1986		1985		1984		1983		1982		1981		1980		1979		1978		1977		1976		1975		1974		1973		1972		1971		1970		1969		1968		1967		1966		1965		1964		1963		1962		1961		1960		1959		1958		1957		1956		1955		1954		1953		1952		1951		1950		1949		1948		1947		1946		1945		1944		1943		1942		1941		1940		1939		1938		1937		1936		1935		1934		1933		1932		1931		1930		1929		1928		1927		1926		1925		1924		1923		1922		1921		1920		1919		1918		1917		1916		1915		1914		1913		1912		1911		1910		1909		1908		1907		1906		1905		1904		1903		1902		1901		1900		1899		1898		1897		1896		1895		1894		1893		1892		1891		1890		1889		1888		1887		1886		1885		1884		1883		1882		1881		1880		1879		1878		1877		1876		1875		1874		1873		1872		1871		1870		1869		1868		1867		1866		1865		1864		1863		1862		1861		1860		1859		1858		1857		1856		1855		1854		1853		1852		1851		1850		1849		1848		1847		1846		1845		1844		1843		1842		1841		1840		1839		1838		1837		1836		1835		1834		1833		1832		1831		1830		1829		1828		1827		1826		1825		1824		1823		1822		1821		1820		1819		1818		1817		1816		1815		1814		1813		1812		1811		1810		1809		1808		1807		1806		1805		1804		1803		1802		1801		1800		1799		1798		1797		1796		1795		1794		1793		1792		1791		1790		1789		1788		1787		1786		1785		1784		1783		1782		1781		1780		1779		1778		1777		1776		1775		1774		1773		1772		1771		1770		1769		1768		1767		1766		1765		1764		1763		1762		1761		1760		1759		1758		1757		1756		1755		1754		1753		1752		1751		1750		1749		1748		1747		1746		1745		1744		1743		1742		1741		1740		1739		1738		1737		1736		1735		1734		1733		1732		1731		1730		1729		1728		1727		1726		1725		1724		1723		1722		1721		1720		1719		1718		1717		1716		1715		1714		1713		1712		1711		1710		1709		1708		1707		1706		1705		1704		1703		1702		1701		1700		1699		1698		1697		1696		1695		1694		1693		1692		1691		1690		1689		1688		1687		1686		1685		1684		1683		1682		1681		1680		1679		1678		1677		1676		1675		1674		1673		1672		1671		1670		1669		1668		1667		1666		1665		1664		1663		1662		1661		1660		1659		1658		1657		1656		1655		1654		1653		1652		1651		1650		1649		1648		1647		1646		1645		1644		1643		1642		1641		1640		1639		1638		1637		1636		1635		1634		1633		1632		1631		1630		1629		1628		1627		1626		1625		1624		1623		1622		1621		1620		1619		1618		1617		1616		1615		1614		1613		1612		1611		1610		1609		1608		1607		1606		1605		1604		1603		1602		1601		1600		1599		1598		1597		1596		1595		1594		1593		1592		1591		1590		1589		1588		1587		1586		1585		1584		1583		1582		1581		1580		1579		1578		1577		1576		1575		1574		1573		1572		1571		1570		1569		1568		1567		1566		1565		1564		1563		1562		1561		1560		1559		1558		1557		1556		1555		1554		1553		1552		1551		1550		1549		1548		1547		1546		1545		1544		1543		1542		1541		1540		1539		1538		1537		1536		1535		1534		1533		1532		1531		1530		1529		1528		1527		1526		1525		1524		1523		1522		1521		1520		1519		1518		1517		1516		1515		1514		1513		1512		1511		1510		1509		1508		1507		1506		1505		1504		1503		1502		1501		1500		1499		1498		1497		1496		1495		1494		1493		1492		1491		1490		1489		1488		1487		1486		1485		1484		1483		1482		1481		1480		1479		1478		1477		1476		1475		1474		1473		1472		1471		1470		1469		1468		1467		1466		1465		1464		1463		1462		1461		1460		1459		1458		1457		1456		1455		1454		1453		1452		1451		1450		1449		1448		1447		1446		1445		1444		1443		1442		1441		1440		1439		1438		1437		1436		1435		1434		1433		1432		1431		1430		1429		1428		1427		1426		1425		1424		1423		1422		1421		1420		1419		1418		1417		1416		1415		1414		1413		1412		1411		1410		1409		1408		1407		1406		1405		1404		1403		1402		1401		1400		1399		1398		1397		1396		1395		1394		1393		1392		1391		1390		1389		1388		1387		1386		1385		1384		1383		1382		1381		1380		1379		1378		1377		1376		1375		1374		1373		1372		1371		1370		1369		1368		1367		1366		1365		1364		1363		1362		1361		1360		1359		1358		1357		1356		1355		1354		1353		1352		1351		1350		1349		1348		1347		1346		1345		1344		1343		1342		1341		1340		1339		1338		1337		1336		1335		1334		1333		1332		1331		1330		1329		1328		1327		1326		1325		1324		1323		1322		1321		1320		1319		1318		1317		1316		1315		1314		1313		1312		1311		1310		1309		1308		1307		1306		1305		1304		1303		1302		1301		1300		1299		1298		1297		1296		1295		1294		1293		1292		1291		1290		1289		1288		1287		1286		1285		1284		1283		1282		1281		1280		1279		1278		1277		1276		1275		1274		1273		1272		1271		1270		1269		1268		1267		1266		1265		1264		1263		1262		1261		1260		1259		1258		1257		1256		1255		1254		1253		1252		1251		1250		1249		1248		1247		1246		1245		1244		1243		1242		1241		1240		1239		1238		1237		1236		1235		1234		1233		1232		1231		1230		1229		1228		1227		1226		1225		1224		1223		1222		1221		1220		1219		1218		1217		1216		1215		1214		1213		1212		1211		1210		1209		1208		1207		1206		1205		1204		1203		1202		1201		1200		1199		1198		1197		1196		1195		1194		1193		1192		1191		1190		1189		1188		1187		1186		1185		1184		1183		1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CASI-Chili Appreciation Society International, Inc.

STATEMENT OF FINANCIAL POSITION

As of August 1, 2016

	TOTAL		CHANGE	% CHANGE
	AS OF AUG 1, 2016	AS OF DEC 31, 2015 (PP)		
ASSETS				
Current Assets				
Bank Accounts				
100000 Cash in Banks				
100100 Ranch Property Self-Insurance Fund	10,000.38	2,000.00	8,000.38	400.02 %
100101 West Texas National Bank MMA	10,001.54	10,001.35	0.19	0.00 %
100110 Capital One Checking	8,407.90	4,549.79	3,858.11	84.80 %
100115 Frost Bank Checking	113,618.14	142,443.47	-28,825.33	-20.24 %
100116 Frost Bank - LMIF	100,000.00	51,000.00	49,000.00	96.08 %
100117 Frost Bank - Scholarship Fund	142,007.07	122,865.66	19,141.41	15.58 %
Total 100000 Cash in Banks	384,035.03	332,860.27	51,174.76	15.37 %
Total Bank Accounts	\$384,035.03	\$332,860.27	\$51,174.76	15.37 %
Total Current Assets	\$384,035.03	\$332,860.27	\$51,174.76	15.37 %
Fixed Assets				
110209 Net Office Equipment				
110200 Office Equipment	17,642.67	17,642.67	0.00	0.00 %
110205 Accumulated Depreciation Off Eq	-14,569.00	-14,569.00	0.00	0.00 %
Total 110209 Net Office Equipment	3,073.67	3,073.67	0.00	0.00 %
110219 Net Ice Merchandiser				
110210 Ice Merchandiser	2,574.68	2,574.68	0.00	0.00 %
110215 Accum - Ice Merchandiser	-999.00	-999.00	0.00	0.00 %
Total 110219 Net Ice Merchandiser	1,575.68	1,575.68	0.00	0.00 %
110239 Net Sign & Plaque				
110230 Sign & Plaque	7,717.03	7,717.03	0.00	0.00 %
110235 Accumulated Depr - Sign & Plaq	-7,717.03	-7,717.03	0.00	0.00 %
Total 110239 Net Sign & Plaque	0.00	0.00	0.00	0.00 %
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	-81,529.00	-81,529.00	0.00	0.00 %
Total 110319 Net Land & Buildings	234,847.42	234,847.42	0.00	0.00 %
Total Fixed Assets	\$239,496.77	\$239,496.77	\$0.00	0.00 %
Other Assets				
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	\$628,901.80	\$577,727.04	\$51,174.76	8.86 %
LIABILITIES AND EQUITY				
Liabilities				
Total Liabilities			\$0.00	0.00 %
Equity				
303000 Unrestricted Net Assets	0.00	0.00	0.00	
310000 General Op Fund Balance	301,183.51	301,183.51	0.00	0.00 %

	TOTAL			
	AS OF AUG 1, 2016	AS OF DEC 31, 2015 (PP)	CHANGE	% CHANGE
320000 GP Meeting Fund Balance	10,000.00	10,000.00	0.00	0.00 %
330000 Life Member Fund Balance	109,425.00	109,425.00	0.00	0.00 %
340000 CASI Schol Fund Balance	156,507.71	156,507.71	0.00	0.00 %
350000 CASI Liab Ins Fund (CLIF) Bal	610.82	610.82	0.00	0.00 %
Net Revenue	51,174.76		51,174.76	
Total Equity	\$628,901.80	\$577,727.04	\$51,174.76	8.86 %
TOTAL LIABILITIES AND EQUITY	\$628,901.80	\$577,727.04	\$51,174.76	8.86 %