

Minutes of the
WINTER BOARD OF DIRECTOR'S
MEETING OF THE
CHILI APPRECIATION SOCIETY INTERNATIONAL
GARLAND, TEXAS
FEBRUARY 20, 2022

President Renee Moore Called the Meeting to order at 8:01 a.m.

Secretary – Kathryn W. Cavender called roll with the following in attendance:

Renee Moore – President

Brian Spencer – Executive Director

Mike Whitten – Treasurer

Nancy Hewlett – Vice President

Kathryn Cavender – Secretary

Jennifer Sherfield

Steve Herries

James Burns

Tiffany Messer

Michael Mayorga

John Pierce

Opening remarks from Renee Moore and Brian Spencer thanking everyone for their hard work on the board and discussion for location of the summer board meeting.

ED Brian Spencer called for the ratification of the email votes since the GP meeting.

Motion to accept - Mike Whitten, Motion was duly seconded. Motion passed unanimously.



Old Business

Compliance Report

Presented by Brian Spencer. All the Trademarks have been researched. A log of all the trademarks is kept by the CASI attorney. Trademarks are all current including the trademark that was up for renewal; Renewed through October 31, 2031, by our attorney.

Motion to accept - Tiffany Messer; Motion was duly seconded. Motion passed unanimously.

IT Report

James Burns presented the IT report. Working on getting the scholarship application online as a priority to be completed by summer. Reported it would be an extra cost for the counter on the trails. Will use the unique visits counter for information.

Motion to accept - Steve Herries, Motion was duly seconded. No discussion, Motion passed unanimously.

IT Report

1. We had a few Requests for password resets.
2. In December we had 6241 unique visits to our website.
3. The most popular visits were - Home page, event search and recipes.
4. Most popular source of searches were - Google, You Tube, Bing and Facebook.
5. We have a request from Kathryn to add a counter to the button for displaying the Trails. I will research the possibility and advise Kathryn.
6. I have begun working on putting the scholarship application on our website. I hope to have this active and ready for use by mid-Summer at the latest.

Treasurers Report

Mike Whitten reported that we have the money in the West Texas bank for TICC; The life fund is current, and the Ranch self-insurance fund could use some more money. The money from Pendery's for \$12,350 has been disbursed to the Housing Crisis Center on July 21, 2021.

Motion to accept - Tiffany Messer. Motion was duly seconded. Motion passed unanimously.

Statement of Activity and **Statement of Financial position** below.

CASI-Chili Appreciation Society International, Inc.				
Statement of Activity				
January - December 2021				
	Total			
	Jan - Dec 2021	Jan - Dec 2020 (PY)	Change	
Revenue				
300-000 TICC Revenues			\$ -	
300-100 Scholarship Related Events	\$ 12,594.00		\$ 12,594.00	
300-130 Main Bar - Taxable Sales	\$ 4,849.73	\$ 320.00	\$ 4,529.73	
300-135 KF Bar - Taxable Sales	\$ 7,010.00	\$ 330.00	\$ 6,680.00	
300-140 Vendor Fees	\$ 552.50		\$ 552.50	
300-150 Gate Admissions - Taxable Sales	\$ 32,434.00		\$ 32,434.00	
300-170 Main Store - Taxable Sales	\$ 12,238.00	\$ 1,413.60	\$ 10,824.40	
300-175 KF Store - Taxable Sales	\$ 12,748.00	\$ 185.00	\$ 12,563.00	
300-180 TICC Underwriting Revenues	\$ 23,903.50	\$ 8,501.05	\$ 15,402.45	
300-190 Miscellaneous Income		\$ 200.00	\$ (200.00)	
Total 300-000 TICC Revenues	\$ 106,329.73	\$ 10,949.65	\$ 95,380.08	
310-000 Membership			\$ -	
310-200 Annual Membership Dues	\$ 12,655.00	\$ 12,272.48	\$ 382.52	
310-205 Corporate Membership Dues	\$ 1,125.00	\$ 1,625.00	\$ (500.00)	
310-210 Life Membership Dues	\$ 1,700.00	\$ 850.00	\$ 850.00	
Total 310-000 Membership	\$ 15,480.00	\$ 14,747.48	\$ 732.52	
320-000 Sponsorships			\$ -	

320-001 Sponsorships - Gross			\$ -	
320-312 Summit Hill (Southeastern Mills, Inc).	\$ 13,000.00		\$ 13,000.00	
320-313 Brewster County Tourism Council	\$ 5,000.00		\$ 5,000.00	
320-320 Statewide Remodeling	\$ 8,500.00		\$ 8,500.00	
320-330 Lajitas Resort	\$ 1,000.00		\$ 1,000.00	
320-350 Renfro Foods	\$ 6,500.00		\$ 6,500.00	
320-360 Friends of CASI	\$ 31,501.00	\$ 24,349.00	\$ 7,152.00	
320-395 XOCHITL INC	\$ 500.00		\$ 500.00	
320-500 Purple Haze Jeep Club	\$ 2,000.00		\$ 2,000.00	
320-501 Bolner's Fiesta	\$ 11,500.00		\$ 11,500.00	
320-503 Friends of Krazy Flats	\$ 1,983.24		\$ 1,983.24	
Total 320-001 Sponsorships - Gross	\$ 81,484.24	\$ 24,349.00	\$ 57,135.24	
320-999 Less Total Sponsor Allowances			\$ -	
320-900 Less Sponsor Product Allowances	\$ (18,000.00)		\$ (18,000.00)	
320-920 Less Sponsor Service Allowances	\$ (1,000.00)		\$ (1,000.00)	
320-930 Less Sponsor TICC Event	\$ (23,903.50)	\$ (8,501.05)	\$ (15,402.45)	
Total 320-999 Less Total Sponsor Allowances	\$ (42,903.50)	\$ (8,501.05)	\$ (34,402.45)	
Total 320-000 Sponsorships	\$ 38,580.74	\$ 15,847.95	\$ 22,732.79	
330-000 Terlingua Trails			\$ -	
330-400 Advertisements	\$ 599.50		\$ 599.50	
Total 330-000 Terlingua Trails	\$ 599.50	\$ -	\$ 599.50	

340-000 Miscellaneous Income			\$ -
340-500 Cooking for CASI	\$ 4,920.00	\$ 2,684.00	\$ 2,236.00
340-501 Royalties Revenue	\$ 12,572.64	\$ 9,538.56	\$ 3,034.08
340-515 Online Store		\$ 39.00	\$ (39.00)
340-525 Cell Tower Lease Payments	\$ 7,200.00	\$ 6,600.00	\$ 600.00
340-535 GPM admin fee	\$ 1,255.00	\$ 1,330.00	\$ (75.00)
340-585 General Fund Donations	\$ 732.15	\$ 6,766.25	\$ (6,034.10)
340-586 AmazonSmile	\$ 402.16	\$ 505.61	\$ (103.45)
340-590 Miscellaneous	\$ 100.00	\$ -	\$ 100.00
340-591 Memorial Wall Contributions	\$ 500.00	\$ 125.00	\$ 375.00
Total 340-000 Miscellaneous Income	\$ 27,681.95	\$ 27,588.42	\$ 93.53
355-000 Cookoff Fees			\$ -
355-100 CLIF Premium per Cook \$2	\$ 13,449.50	\$ 8,046.00	\$ 5,403.50
355-200 GP Meeting Cook's Charge \$1	\$ 6,722.25	\$ 4,023.00	\$ 2,699.25
355-300 Registration Fee - \$25	\$ 6,575.00	\$ 3,300.00	\$ 3,275.00
355-400 Sanctioning Fee per Cook \$1	\$ 6,722.25	\$ 4,023.00	\$ 2,699.25
Total 355-000 Cookoff Fees	\$ 33,469.00	\$ 19,392.00	\$ 14,077.00
370-000 CASI Scholarship Fund Income			\$ -
370-100 Scholarship Donations	\$ 20,903.76	\$ 13,701.02	\$ 7,202.74
Total 370-000 CASI Scholarship Fund Income	\$ 20,903.76	\$ 13,701.02	\$ 7,202.74
390-000 Interest Income	\$ 33.92	\$ 183.36	\$ (149.44)

Total Revenue	\$ 243,078.60	\$ 102,409.88	\$ 140,668.72	
Gross Profit	\$ 243,078.60	\$ 102,409.88	\$ 140,668.72	
Expenditures				
400-000 TICC Expenses			\$ -	
400-100 Band & Sound System	\$ 3,800.00	\$ 2,500.00	\$ 1,300.00	
400-105 Scholarship Day Expenses & Payouts	\$ 15,723.86		\$ 15,723.86	
400-109 Bar Expenses - Main	\$ 7,215.61		\$ 7,215.61	
400-110 Bar Expenses - KF	\$ 6,844.61		\$ 6,844.61	
400-130 Gate Expenses	\$ 987.63		\$ 987.63	
400-145 TICC Jackets	\$ 1,986.00	\$ 379.80	\$ 1,606.20	
400-150 Judging Supplies	\$ 1,800.37	\$ 305.76	\$ 1,494.61	
400-160 Licenses	\$ 800.00		\$ 800.00	
400-170 Name Tags	\$ 297.64		\$ 297.64	
400-180 Officials & Contestants Shirts	\$ 5,655.00	\$ 30.25	\$ 5,624.75	
400-190 Posters & Banners	\$ 782.12		\$ 782.12	
400-195 Radios	\$ 1,825.00		\$ 1,825.00	
400-200 Security	\$ 875.00		\$ 875.00	
400-210 Store Expenses - Main	\$ 4,491.58		\$ 4,491.58	
400-211 Store Expenses - KF	\$ 6,364.70		\$ 6,364.70	
400-215 Sales Tax Expense	\$ 5,687.00	\$ 185.42	\$ 5,501.58	
400-217 Sponsor Appreciation	\$ 2,451.79	\$ 1,057.00	\$ 1,394.79	
400-220 Site Maintenance	\$ 21,192.80		\$ 21,192.80	

400-221 Site Cleanup Expense	\$ 2,400.00		\$ 2,400.00	
400-225 Trophy/Stove Purchase/Donations	\$ 8,205.71	\$ 7,564.00	\$ 641.71	
400-242 Tuesday CCO Expenses	\$ 85.93		\$ 85.93	
400-245 TICC Jackets Income & Expenses	\$ -		\$ -	
400-299 Miscellaneous Exp	\$ 933.65		\$ 933.65	
Total 400-000 TICC Expenses	\$ 100,406.00	\$ 12,022.23	\$ 88,383.77	
410-000 Terlingua Trails Expenses			\$ -	
410-300 KDT - Printing Costs		\$ 3,200.00	\$ (3,200.00)	
410-305 KDT - Parcel Post		\$ 490.50	\$ (490.50)	
410-310 KDT - Bulk Mail		\$ 2,221.98	\$ (2,221.98)	
410-330 Editor Computer Related Expense		\$ 194.39	\$ (194.39)	
410-340 Editor Supplies	\$ 322.51	\$ 127.79	\$ 194.72	
410-955 Editor Miscellaneous Expense		\$ 134.61	\$ (134.61)	
Total 410-000 Terlingua Trails Expenses	\$ 322.51	\$ 6,369.27	\$ (6,046.76)	
420-300 Depreciation			\$ -	
420-355 Depreciation - Signs and Plaque	\$ 107.14	\$ 107.14	\$ -	
420-365 Depreciation - Buildings	\$ 6,165.29	\$ 6,165.29	\$ -	
420-375 Depreciation - Office Equipment		\$ 120.74	\$ (120.74)	
420-385 Depreciation - Ice Merchandise	\$ 114.58	\$ 229.79	\$ (115.21)	
Total 420-300 Depreciation	\$ 6,387.01	\$ 6,622.96	\$ (235.95)	
430-000 IT Expenses			\$ -	

430-100 Recurring IT Expenses	\$ 5,847.69	\$ 5,078.12	\$ 769.57
Total 430-000 IT Expenses	\$ 5,847.69	\$ 5,078.12	\$ 769.57
440-000 Chilicity Expenses			\$ -
440-505 Chilicity Expenses	\$ 1,250.00		\$ 1,250.00
Total 440-000 Chilicity Expenses	\$ 1,250.00	\$ -	\$ 1,250.00
450-000 CASI Director Expenses			\$ -
450-569 Secretary's Expenses	\$ 55.69		\$ 55.69
450-579 Treasurer Expenses	\$ 1,409.31	\$ 1,451.60	\$ (42.29)
450-599 All Other Directors Expenses	\$ 276.26	\$ 2,327.20	\$ (2,050.94)
Total 450-000 CASI Director Expenses	\$ 1,741.26	\$ 3,778.80	\$ (2,037.54)
460-000 Membership Expenses			\$ -
460-600 Membership Expenses	\$ 891.72	\$ 848.66	\$ 43.06
Total 460-000 Membership Expenses	\$ 891.72	\$ 848.66	\$ 43.06
470-000 Rancho CASI de Los Chisos Exp			\$ -
470-700 Ranch Expenses	\$ 10,454.31	\$ 4,919.06	\$ 5,535.25
Total 470-000 Rancho CASI de Los Chisos Exp	\$ 10,454.31	\$ 4,919.06	\$ 5,535.25
475-000 Scholarship Administrative Exp			\$ -
475-100 Scholarship Administrator Expenses	\$ 250.21	\$ 274.22	\$ (24.01)
Total 475-000 Scholarship Administrative Exp	\$ 250.21	\$ 274.22	\$ (24.01)
480-000 Tallymaster Expenses			\$ -
480-770 Tally PayPal Expenses	\$ 133.72		\$ 133.72

Total 480-000 Tallymaster Expenses	\$ 133.72	\$ -	\$ 133.72
490-000 Rules & Sanctioning Expenses			\$ -
490-750 Rules & Sanctioning Expenses	\$ 355.73	\$ 426.59	\$ (70.86)
Total 490-000 Rules & Sanctioning Expenses	\$ 355.73	\$ 426.59	\$ (70.86)
495-000 Miscellaneous Expenses			\$ -
495-905 Bank Charges	\$ -	\$ 36.00	\$ (36.00)
495-914 Bolner's Fiesta License Expenses	\$ 50.00	\$ 50.00	\$ -
495-915 Online Store		\$ 73.16	\$ (73.16)
495-920 Picnic Time Expenses & Income	\$ -	\$ -	\$ -
495-923 990 & 990T Taxes Due	\$ 38.00		\$ 38.00
495-925 Legal & Other Expense	\$ 2,431.34	\$ 1,651.00	\$ 780.34
495-945 NSF Checks	\$ 130.00	\$ -	\$ 130.00
495-956 TICC Memorial Board Expense	\$ 25.00		\$ 25.00
495-995 Miscellaneous Expense	\$ 12,604.15	\$ -	\$ 12,604.15
Total 495-000 Miscellaneous Expenses	\$ 15,278.49	\$ 1,810.16	\$ 13,468.33
600-000 GP Meeting Expense			\$ -
600-110 Beer,Wine, other Hosp Suite	\$ 71.55	\$ (127.30)	\$ 198.85
600-111 Hotel-Audio or Visual rental	\$ 2,724.89	\$ 7,874.00	\$ (5,149.11)
600-113 Hotel-Food and Beverage	\$ 2,370.00	\$ 2,153.38	\$ 216.62
600-130 Printing, Copying and other misc.	\$ 245.00		\$ 245.00
Total 600-000 GP Meeting Expense	\$ 5,411.44	\$ 9,900.08	\$ (4,488.64)

700-000 CLIF Expenses			\$	
			-	
700-100 General Liability	\$	\$	\$	
	13,235.24	11,589.11	1,646.13	
700-140 Directors & Officers Insurance	\$	\$	\$	
	1,410.00	1,410.00	-	
700-160 Volunteers Insurance	\$	\$	\$	
	585.95	549.76	36.19	
700-220 Umbrella	\$	\$	\$	
	8,349.93	8,353.80	(3.87)	
Total 700-000 CLIF Expenses	\$	\$	\$	
	23,581.12	21,902.67	1,678.45	
Total Expenditures	\$	\$	\$	
	172,311.21	73,952.82	98,358.39	
Net Operating Revenue	\$	\$	\$	
	70,767.39	28,457.06	42,310.33	
Other Revenue				
890-000 Transfers between funds			\$	
			-	
890-100 Paying Fund	\$	\$	\$	
	(58,691.77)	(923.08)	(57,768.69)	
890-200 Receiving Fund	\$	\$	\$	
	58,691.77	923.08	57,768.69	
Total 890-000 Transfers between funds	\$	\$	\$	
	-	-	-	
Total Other Revenue	\$	\$	\$	
	-	-	-	
Other Expenditures				
900-000 Charitable Contributions			\$	
			-	
900-100 Sul Ross Rodeo Club	\$	\$	\$	
	2,000.00	2,000.00	-	
900-105 Brewster County	\$	\$	\$	
	4,000.00	4,000.00	-	
900-115 Terlingua EMS & VFD	\$	\$	\$	
	5,000.00	5,000.00	-	
900-125 Terlingua School	\$	\$	\$	
	2,000.00	3,600.00	(1,600.00)	
900-130 Terlingua Area Matching Program	\$	\$	\$	
	2,000.00	2,000.00	-	
900-140 Terlingua Chamber of Commerce	\$	\$	\$	
	100.00	100.00	-	

Total 900-000 Charitable Contributions	\$ 15,100.00	\$ 16,700.00	\$ (1,600.00)	
950-000 CASI Scholarships			\$ -	
950-100 CASI Scholarship Program	\$ 13,000.00	\$ 18,000.00	\$ (5,000.00)	
950-140 CASI Scholarship - Penderey's		\$ 300.00	\$ (300.00)	
950-150 CASI/Tex Schofield Scholarship	\$ 1,000.00	\$ 3,000.00	\$ (2,000.00)	
950-160 CASI/Ancira FoC Scholarship	\$ 2,500.00	\$ 3,500.00	\$ (1,000.00)	
Total 950-000 CASI Scholarships	\$ 16,500.00	\$ 24,800.00	\$ (8,300.00)	
Total Other Expenditures	\$ 31,600.00	\$ 41,500.00	\$ (9,900.00)	
Net Other Revenue	\$ (31,600.00)	\$ (41,500.00)	\$ 9,900.00	
Net Revenue	\$ 39,167.39	\$ (13,042.94)	\$ 52,210.33	

CASI-Chili Appreciation Society International, Inc.
Statement of Activity
January - December 2021

	Total			
	Jan - Dec 2021	Jan - Dec 2020 (PY)	Change	% Change
Revenue				
300-000 TICC Revenues			0.00	
300-100 Scholarship Related Events	12,594.00		12,594.00	
300-130 Main Bar - Taxable Sales	4,849.73	320.00	4,529.73	1415.54%
300-135 KF Bar - Taxable Sales	7,010.00	330.00	6,680.00	2024.24%
300-140 Vendor Fees	552.50		552.50	
300-150 Gate Admissions - Taxable Sales	32,434.00		32,434.00	
300-170 Main Store - Taxable Sales	12,238.00	1,413.60	10,824.40	765.73%
300-175 KF Store - Taxable Sales	12,748.00	185.00	12,563.00	6790.81%
300-180 TICC Underwriting Revenues	23,903.50	8,501.05	15,402.45	181.18%
300-190 Miscellaneous Income		200.00	-200.00	-100.00%
Total 300-000 TICC Revenues	\$ 106,329.73	\$ 10,949.65	\$ 95,380.08	871.08%
310-000 Membership			0.00	
310-200 Annual Membership Dues	12,655.00	12,272.48	382.52	3.12%
310-205 Corporate Membership Dues	1,125.00	1,625.00	-500.00	-30.77%
310-210 Life Membership Dues	1,700.00	850.00	850.00	100.00%

Total 310-000 Membership	\$	15,480.00	\$	14,747.48	\$	732.52	4.97%
320-000 Sponsorships						0.00	
320-001 Sponsorships - Gross						0.00	
320-312 Summit Hill (Southeastern Mills, Inc).		13,000.00				13,000.00	
320-313 Brewster County Tourism Council		5,000.00				5,000.00	
320-320 Statewide Remodeling		8,500.00				8,500.00	
320-330 Lajitas Resort		1,000.00				1,000.00	
320-350 Renfro Foods		6,500.00				6,500.00	
320-360 Friends of CASI		31,501.00		24,349.00		7,152.00	29.37%
320-395 XOCHITL INC		500.00				500.00	
320-500 Purple Haze Jeep Club		2,000.00				2,000.00	
320-501 Bolner's Fiesta		11,500.00				11,500.00	
320-503 Friends of Crazy Flats		1,983.24				1,983.24	
Total 320-001 Sponsorships - Gross	\$	81,484.24	\$	24,349.00	\$	57,135.24	234.65%
320-999 Less Total Sponsor Allowances						0.00	
320-900 Less Sponsor Product Allowances		-18,000.00				-18,000.00	
320-920 Less Sponsor Service Allowances		-1,000.00				-1,000.00	
320-930 Less Sponsor TICC Event		-23,903.50		-8,501.05		-15,402.45	-181.18%
Total 320-999 Less Total Sponsor Allowances	-\$	42,903.50	-\$	8,501.05	-\$	34,402.45	-404.68%
Total 320-000 Sponsorships	\$	38,580.74	\$	15,847.95	\$	22,732.79	143.44%
330-000 Terlingua Trails						0.00	
330-400 Advertisements		599.50				599.50	
Total 330-000 Terlingua Trails	\$	599.50	\$	0.00	\$	599.50	
340-000 Miscellaneous Income						0.00	
340-500 Cooking for CASI		4,920.00		2,684.00		2,236.00	83.31%
340-501 Royalties Revenue		12,572.64		9,538.56		3,034.08	31.81%
340-515 Online Store				39.00		-39.00	-100.00%
340-525 Cell Tower Lease Payments		7,200.00		6,600.00		600.00	9.09%
340-535 GPM admin fee		1,255.00		1,330.00		-75.00	-5.64%
340-585 General Fund Donations		732.15		6,766.25		-6,034.10	-89.18%
340-586 AmazonSmile		402.16		505.61		-103.45	-20.46%
340-590 Miscellaneous		100.00		0.00		100.00	
340-591 Memorial Wall Contributions		500.00		125.00		375.00	300.00%
Total 340-000 Miscellaneous Income	\$	27,681.95	\$	27,588.42	\$	93.53	0.34%
355-000 Cookoff Fees						0.00	
355-100 CLIF Premium per Cook \$2		13,449.50		8,046.00		5,403.50	67.16%
355-200 GP Meeting Cook's Charge \$1		6,722.25		4,023.00		2,699.25	67.10%
355-300 Registration Fee - \$25		6,575.00		3,300.00		3,275.00	99.24%
355-400 Sanctioning Fee per Cook \$1		6,722.25		4,023.00		2,699.25	67.10%
Total 355-000 Cookoff Fees	\$	33,469.00	\$	19,392.00	\$	14,077.00	72.59%
370-000 CASI Scholarship Fund Income						0.00	
370-100 Scholarship Donations		20,903.76		13,701.02		7,202.74	52.57%
Total 370-000 CASI Scholarship Fund Income	\$	20,903.76	\$	13,701.02	\$	7,202.74	52.57%
390-000 Interest Income		33.92		183.36		-149.44	-81.50%

Total Revenue	\$ 243,078.60	\$ 102,409.88	\$ 140,668.72	137.36%
Gross Profit	\$ 243,078.60	\$ 102,409.88	\$ 140,668.72	137.36%
Expenditures				
400-000 TICC Expenses			0.00	
400-100 Band & Sound System	3,800.00	2,500.00	1,300.00	52.00%
400-105 Scholarship Day Expenses & Payouts	15,723.86		15,723.86	
400-109 Bar Expenses - Main	7,215.61		7,215.61	
400-110 Bar Expenses - KF	6,844.61		6,844.61	
400-130 Gate Expenses	987.63		987.63	
400-145 TICC Jackets	1,986.00	379.80	1,606.20	422.91%
400-150 Judging Supplies	1,800.37	305.76	1,494.61	488.82%
400-160 Licenses	800.00		800.00	
400-170 Name Tags	297.64		297.64	
400-180 Officials & Contestants Shirts	5,655.00	30.25	5,624.75	18594.21%
400-190 Posters & Banners	782.12		782.12	
400-195 Radios	1,825.00		1,825.00	
400-200 Security	875.00		875.00	
400-210 Store Expenses - Main	4,491.58		4,491.58	
400-211 Store Expenses - KF	6,364.70		6,364.70	
400-215 Sales Tax Expense	5,687.00	185.42	5,501.58	2967.09%
400-217 Sponsor Appreciation	2,451.79	1,057.00	1,394.79	131.96%
400-220 Site Maintenance	21,192.80		21,192.80	
400-221 Site Cleanup Expense	2,400.00		2,400.00	
400-225 Trophy/Stove Purchase/Donations	8,205.71	7,564.00	641.71	8.48%
400-242 Tuesday CCO Expenses	85.93		85.93	
400-245 TICC Jackets Income & Expenses	0.00		0.00	
400-299 Miscellaneous Exp	933.65		933.65	
Total 400-000 TICC Expenses	\$ 100,406.00	\$ 12,022.23	\$ 88,383.77	735.17%
410-000 Terlingua Trails Expenses			0.00	
410-300 KDT - Printing Costs		3,200.00	-3,200.00	-100.00%
410-305 KDT - Parcel Post		490.50	-490.50	-100.00%
410-310 KDT - Bulk Mail		2,221.98	-2,221.98	-100.00%
410-330 Editor Computer Related Expense		194.39	-194.39	-100.00%
410-340 Editor Supplies	322.51	127.79	194.72	152.37%
410-955 Editor Miscellaneous Expense		134.61	-134.61	-100.00%
Total 410-000 Terlingua Trails Expenses	\$ 322.51	\$ 6,369.27	-\$ 6,046.76	-94.94%
420-300 Depreciation			0.00	
420-355 Depreciation - Signs and Plaque	107.14	107.14	0.00	0.00%
420-365 Depreciation - Buildings	6,165.29	6,165.29	0.00	0.00%
420-375 Depreciation - Office Equipment		120.74	-120.74	-100.00%
420-385 Depreciation - Ice Merchandiser	114.58	229.79	-115.21	-50.14%
Total 420-300 Depreciation	\$ 6,387.01	\$ 6,622.96	-\$ 235.95	-3.56%
430-000 IT Expenses			0.00	
430-100 Recurring IT Expenses	5,847.69	5,078.12	769.57	15.15%

Total 430-000 IT Expenses	\$	5,847.69	\$	5,078.12	\$	769.57	15.15%
440-000 Chilicity Expenses						0.00	
440-505 Chilicity Expenses		1,250.00				1,250.00	
Total 440-000 Chilicity Expenses	\$	1,250.00	\$	0.00	\$	1,250.00	
450-000 CASI Director Expenses						0.00	
450-569 Secretary's Expenses		55.69				55.69	
450-579 Treasurer Expenses		1,409.31		1,451.60		-42.29	-2.91%
450-599 All Other Directors Expenses		276.26		2,327.20		-2,050.94	-88.13%
Total 450-000 CASI Director Expenses	\$	1,741.26	\$	3,778.80	-\$	2,037.54	-53.92%
460-000 Membership Expenses						0.00	
460-600 Membership Expenses		891.72		848.66		43.06	5.07%
Total 460-000 Membership Expenses	\$	891.72	\$	848.66	\$	43.06	5.07%
470-000 Rancho CASI de Los Chisos Exp						0.00	
470-700 Ranch Expenses		10,454.31		4,919.06		5,535.25	112.53%
Total 470-000 Rancho CASI de Los Chisos Exp	\$	10,454.31	\$	4,919.06	\$	5,535.25	112.53%
475-000 Scholarship Administrative Exp						0.00	
475-100 Scholarship Administrator Expenses		250.21		274.22		-24.01	-8.76%
Total 475-000 Scholarship Administrative Exp	\$	250.21	\$	274.22	-\$	24.01	-8.76%
480-000 TallyMaster Expenses						0.00	
480-770 Tally PayPal Expenses		133.72				133.72	
Total 480-000 TallyMaster Expenses	\$	133.72	\$	0.00	\$	133.72	
490-000 Rules & Sanctioning Expenses						0.00	
490-750 Rules & Sanctioning Expenses		355.73		426.59		-70.86	-16.61%
Total 490-000 Rules & Sanctioning Expenses	\$	355.73	\$	426.59	-\$	70.86	-16.61%
495-000 Miscellaneous Expenses						0.00	
495-905 Bank Charges		0.00		36.00		-36.00	-100.00%
495-914 Bolner's Fiesta License Expenses		50.00		50.00		0.00	0.00%
495-915 Online Store				73.16		-73.16	-100.00%
495-920 Picnic Time Expenses & Income		0.00		0.00		0.00	
495-923 990 & 990T Taxes Due		38.00				38.00	
495-925 Legal & Other Expense		2,431.34		1,651.00		780.34	47.26%
495-945 NSF Checks		130.00		0.00		130.00	
495-956 TICC Memorial Board Expense		25.00				25.00	
495-995 Miscellaneous Expense		12,604.15		0.00		12,604.15	
Total 495-000 Miscellaneous Expenses	\$	15,278.49	\$	1,810.16	\$	13,468.33	744.04%
600-000 GP Meeting Expense						0.00	
600-110 Beer, Wine, other Hosp Suite		71.55		-127.30		198.85	156.21%
600-111 Hotel-Audio or Visual rental		2,724.89		7,874.00		-5,149.11	-65.39%
600-113 Hotel-Food and Beverage		2,370.00		2,153.38		216.62	10.06%
600-130 Printing, Copying and other misc.		245.00				245.00	
Total 600-000 GP Meeting Expense	\$	5,411.44	\$	9,900.08	-\$	4,488.64	-45.34%
700-000 CLIF Expenses						0.00	
700-100 General Liability		13,235.24		11,589.11		1,646.13	14.20%
700-140 Directors & Officers Insurance		1,410.00		1,410.00		0.00	0.00%

700-160 Volunteers Insurance	585.95	549.76	36.19	6.58%
700-220 Umbrella	8,349.93	8,353.80	-3.87	-0.05%
Total 700-000 CLIF Expenses	\$ 23,581.12	\$ 21,902.67	\$ 1,678.45	7.66%
Total Expenditures	\$ 172,311.21	\$ 73,952.82	\$ 98,358.39	133.00%
Net Operating Revenue	\$ 70,767.39	\$ 28,457.06	\$ 42,310.33	148.68%
Other Revenue				
890-000 Transfers between funds			0.00	
890-100 Paying Fund	-58,691.77	-923.08	-57,768.69	-6258.25%
890-200 Receiving Fund	58,691.77	923.08	57,768.69	6258.25%
Total 890-000 Transfers between funds	\$ 0.00	\$ 0.00	\$ 0.00	
Total Other Revenue	\$ 0.00	\$ 0.00	\$ 0.00	
Other Expenditures				
900-000 Charitable Contributions			0.00	
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	2,000.00	3,600.00	-1,600.00	-44.44%
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	0.00	0.00%
Total 900-000 Charitable Contributions	\$ 15,100.00	\$ 16,700.00	-\$ 1,600.00	-9.58%
950-000 CASI Scholarships			0.00	
950-100 CASI Scholarship Program	13,000.00	18,000.00	-5,000.00	-27.78%
950-140 CASI Scholarship - Pendency's		300.00	-300.00	-100.00%
950-150 CASI/Tex Schofield Scholarship	1,000.00	3,000.00	-2,000.00	-66.67%
950-160 CASI/Ancira FoC Scholarship	2,500.00	3,500.00	-1,000.00	-28.57%
Total 950-000 CASI Scholarships	\$ 16,500.00	\$ 24,800.00	-\$ 8,300.00	-33.47%
Total Other Expenditures	\$ 31,600.00	\$ 41,500.00	-\$ 9,900.00	-23.86%
Net Other Revenue	-\$ 31,600.00	-\$ 41,500.00	\$ 9,900.00	23.86%
Net Revenue	\$ 39,167.39	-\$ 13,042.94	\$ 52,210.33	400.30%

CASI-Chili Appreciation Society International, Inc.
Statement of Financial Position
As of December 31, 2021

	Total			
	As of Dec 31, 2021	As of Dec 31, 2020 (PY)	Change	% Change
ASSETS				
Current Assets				
Bank Accounts				
100000 Cash in Banks			0.00	
100100 Ranch Property Self-Insurance Fund	0.00	31,000.38	-31,000.38	-100.00%

100101 West Texas National Bank MMA	10,000.12	10,000.30	-0.18	0.00%
100111 Regions Scholarship Fund	138,611.00	126,148.24	12,462.76	9.88%
100112 Money Market - LMIF	105,038.73	103,307.69	1,731.04	1.68%
100113 Regions Main Checking	149,471.77	118,223.05	31,248.72	26.43%
100114 Ranch Insurance Fund	31,003.04		31,003.04	
Total 100000 Cash in Banks	\$ 434,124.66	\$ 388,679.66	\$ 45,445.00	11.69%
102000 Cash on Hand - TICC	0.00	0.00	0.00	
Total Bank Accounts	\$ 434,124.66	\$ 388,679.66	\$ 45,445.00	11.69%
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	0.00	
Total Other Current Assets	\$ 0.00	\$ 0.00	\$ 0.00	
Total Current Assets	\$ 434,124.66	\$ 388,679.66	\$ 45,445.00	11.69%
Fixed Assets				
110209 Net Office Equipment			0.00	
110200 Office Equipment	17,642.67	17,642.67	0.00	0.00%
110205 Accumulated Depreciation Off Eq	-17,642.67	-17,642.67	0.00	0.00%
Total 110209 Net Office Equipment	\$ 0.00	\$ 0.00	\$ 0.00	
110219 Net Ice Merchandiser			0.00	
110210 Ice Merchandiser	2,574.68	2,574.68	0.00	0.00%
110215 Accum Depr - Ice Merchandiser	-2,574.68	-2,460.10	-114.58	-4.66%
Total 110219 Net Ice Merchandiser	\$ 0.00	\$ 114.58	-\$ 114.58	-100.00%
110239 Net Sign & Plaque			0.00	
110230 Sign & Plaque	8,917.03	8,917.03	0.00	0.00%
110235 Accumulated Depr - Sign & Pla	-8,756.28	-8,649.14	-107.14	-1.24%
Total 110239 Net Sign & Plaque	\$ 160.75	\$ 267.89	-\$ 107.14	-39.99%
110319 Net Land & Buildings			0.00	
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	-118,521.45	-112,356.16	-6,165.29	-5.49%
Total 110319 Net Land & Buildings	\$ 197,854.97	\$ 204,020.26	-\$ 6,165.29	-3.02%
Total Fixed Assets	\$ 198,015.72	\$ 204,402.73	-\$ 6,387.01	-3.12%
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	\$ 637,510.38	\$ 598,452.39	\$ 39,057.99	6.53%
LIABILITIES AND EQUITY				

Liabilities						
Current Liabilities						
Other Current Liabilities						
200300 Accrued Liabilities - General	10,107.80		10,217.20		-109.40	-1.07%
Total Other Current Liabilities	10,107.80	\$	10,217.20	-\$	109.40	-1.07%
Total Current Liabilities	10,107.80	\$	10,217.20	-\$	109.40	-1.07%
Total Liabilities	10,107.80	\$	10,217.20	-\$	109.40	-1.07%
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	316,595.43		306,187.84		10,407.59	3.40%
320000 GP Meeting Fund Balance	10,000.00		10,000.00		0.00	0.00%
330000 Life Member Fund Balance	116,607.69		115,574.33		1,033.36	0.89%
340000 CASI Schol Fund Balance	146,680.25		157,815.23		-11,134.98	-7.06%
350000 CASI Liab Ins Fund (CLIF) Bal	-1,648.18		11,700.73		-13,348.91	-114.09%
Net Revenue	39,167.39		-13,042.94		52,210.33	400.30%
Total Equity	\$ 627,402.58	\$	588,235.19	\$	39,167.39	6.66%
TOTAL LIABILITIES AND EQUITY	\$ 637,510.38	\$	598,452.39	\$	39,057.99	6.53%

TallyMaster

Jennifer Sherfield reported that there was a slow start but picking up as chili cookoffs are scheduled. We are right on track for number of chilis judged, cookoffs and qualified cooks based on 2019 numbers. There were 191 chilis judged at TICC. Only issue is people not paying their dues by September 30th.

Motioned to accept -James Burns. Motion was duly seconded. Motion passed unanimously.

TallyMaster Report

The TallyMaster position had smooth and successful transition. Brian Spencer, Dave Hewlett and I had several Teams meetings for training. I officially took over Tally after the 2021 Terlingua International Championship. Brian has been very helpful in this learning process. I have had several meetings with just Brian and myself with many questions and concerns that I have had throughout this transition.

Several things that I have noticed, is more results are mailed to me rather than submitted through the casichili.net website. As a whole the results that are submitted through .net are

usually incomplete. Many members struggle with either the payment process or attaching the paperwork. I have taken the time to get with these members to help them learn the process. I hope that future results submitted become easier for these members.

The 54th annual Terlingua International Chili Championship, also had a very successful transition as Brian taught me the ins and out of registration for the championship. We had 191 members registered and 191 chilis judged. The only complications that we had were members failing to pay their dues on time prior to the championship. Brian and I worked alongside with the membership director Tiffany Messer to ensure that the members' dues were paid. The board needs to make some verbiage changes so that members understand that their dues must be paid by September 30, in order to register for the championship.

The 54th Terlingua International Championship was down by 39 chilis turn in from 2019. I believe that this mainly contributes to the Covid pandemic. As of January 15, 2022, we have 42 members qualified for chili, 17 for show and 68 chili cook offs held. If we look at the statics from 2019, there were 48 qualified for chili, 30 for show and 91 cookoffs held. We are down a bit, but truly believe that we are on the right track, if this new strain of the Covid variant does not interfere in the future. As of today, we have no delinquent results pending.

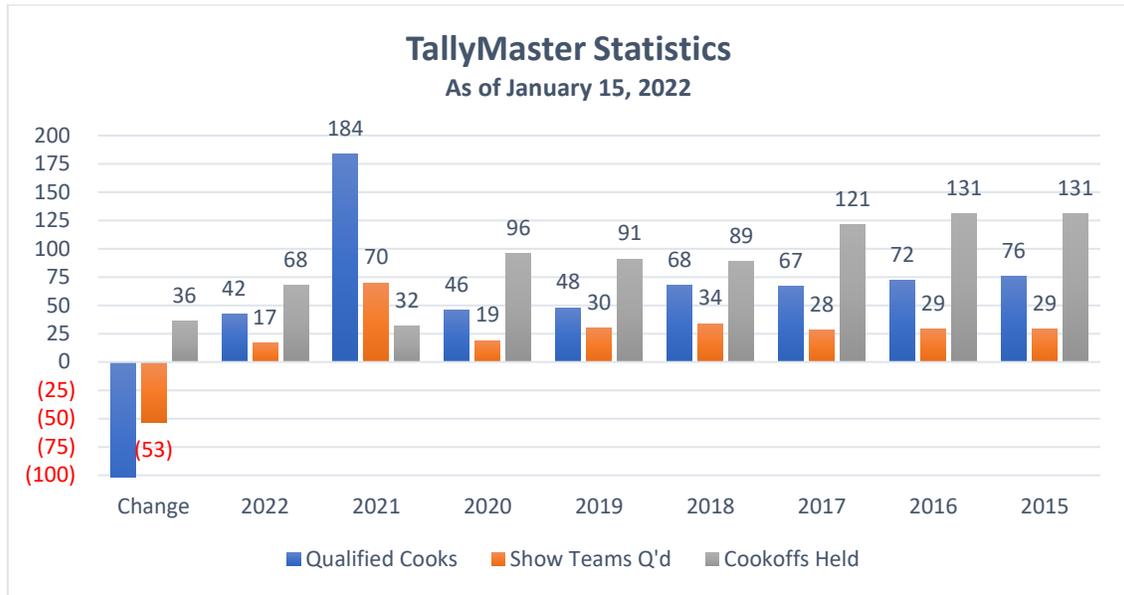
Brian was gracious enough to share his graphs and spreadsheets with me. Please see below.

TallyMaster Report Cont'd.

TallyMaster's Report

As of January 15, 2022

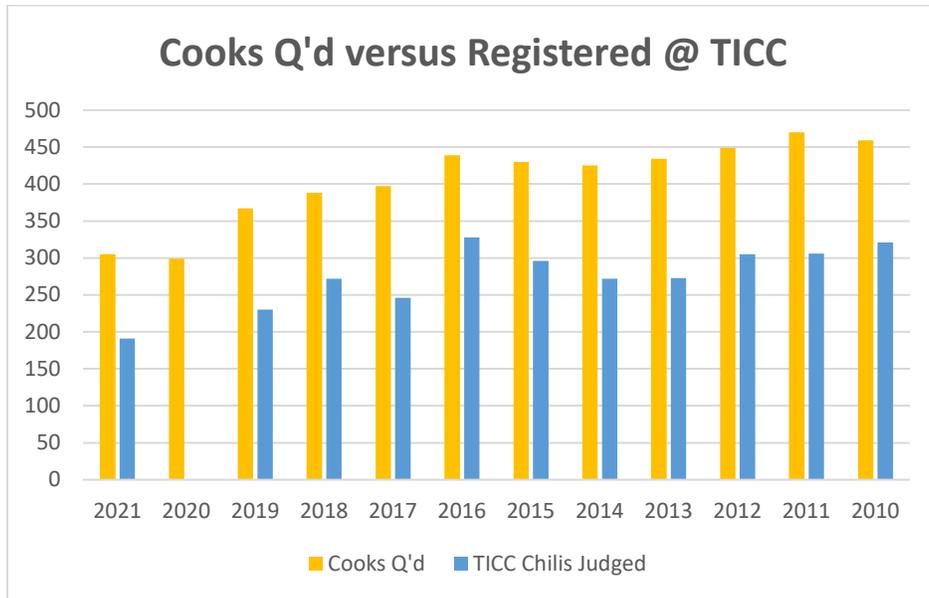
	Change	2022	2021	2020	2019	2018	2017	2016	2015
Qualified Cooks	(142)	42	184	46	48	68	67	72	76
Show Teams Q'd	(53)	17	70	19	30	34	28	29	29
Cookoffs Held	36	68	32	96	91	89	121	131	131
Chili's Judged	1381	2,243	862	3,015	2,946	2,665	3,527	3,952	3,946
Money Raised	\$17,598	\$146,366	\$128,768	\$278,443	\$182,145	\$217,052	\$285,588	\$302,821	\$249,855



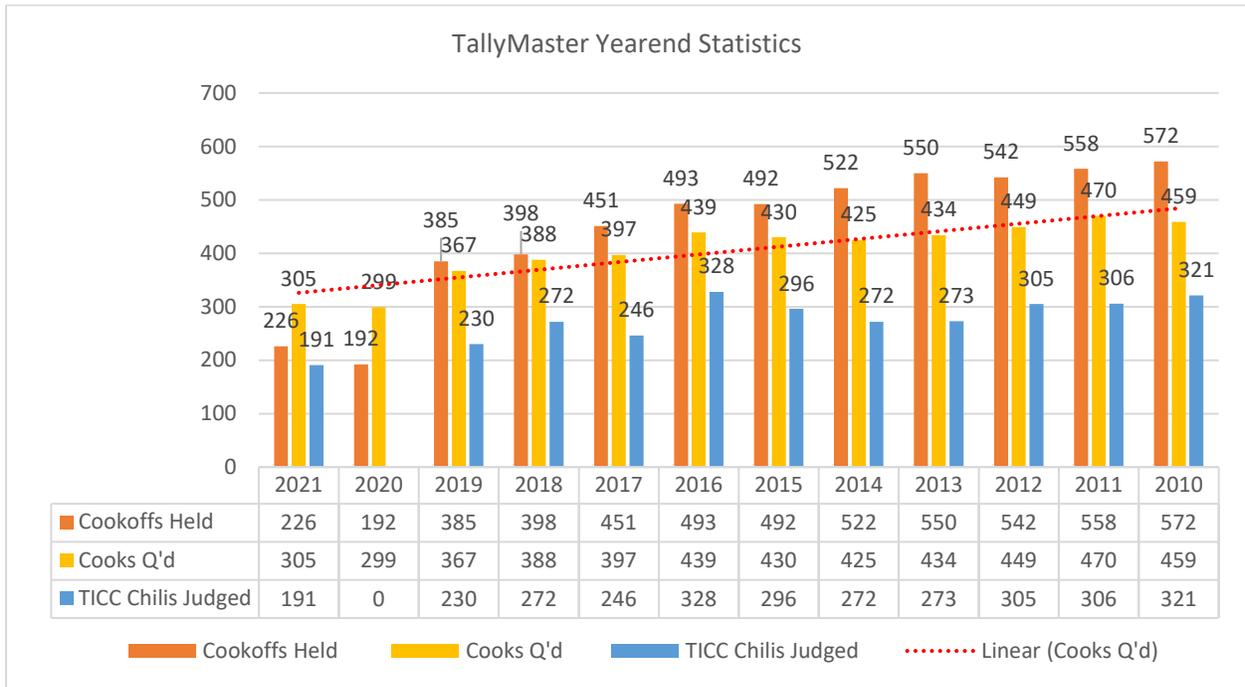
TallyMaster Report Continued:

TallyMaster Year End Results

Cookoff Year	Cookoffs Held	Chilis Judged	Cooks Q'd	TICC Chilis Judged
2021	226	5,678	305	191
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



TallyMaster Report Cont'd.



Sponsorship Report

Jennifer Sherfield reported on the money collected for TICC 2021. Bolner’s signed a 3-year contract with 2 years remaining. Working with Kris Hudspeth to finalize the remainder of the sponsors. One new possible sponsor that is currently in the works. Need to reach out to the new owner of High Sierra to see if they would like to become a sponsor.

Jennifer Sherfield -Motion to accept. Motion was duly seconded. Motion passed unanimously.

Sponsorship Report

During the 54th Annual Terlingua International Championship, I had the opportunity to work alongside with Kris Hudspeth to learn the details of Sponsorship. Kris took the time to teach me all the aspects of Sponsorship, including banner placement and what to expect from each sponsor. Kris also introduced me to all the sponsors so that I can start to develop a working relationship with each of them. Due to my photography duties, I was ahead of the game a bit, because of relationships that I have already established. There were several new representatives that I had not met, so it was good to get to know them. Kris and I spoke to each sponsor about the possibility of signing a three-year contract, like Bolner’s have. Kris has also agreed to stay on the sponsorship committee to help guide me and the board into future years.

Sponsorship Report Cont'd.

Prior to TICC, Kris started the transition by including me in invoicing emails and TICC details. Here is what I have learned;

- Renfro's- (Silver) was invoiced for \$3000 for underwriting both salsa competitions. We also credited them \$3000 in product.
- Visit Big Bend-(Gold) was invoiced for \$5000.
- Bolner Fiesta-(Gold) was invoiced for \$5000 and \$1500 for underwriting the anything but chili competition. We also gave Bolner's a \$5000 product credit.
- Statewide (Gold) was invoiced for \$4500 and \$1500 for underwriting the bean competition. We also gave then \$2500 in product credit.
- Summit Hill- (Louisiana Hot Sauce-Gold) was invoiced for \$5000 and \$1500 for underwriting both wing competitions. We also gave them product credit of \$5000.
- Glazier- (Silver) donated \$2500 in product.
- Purple Haze Jeep Club-(Silver) donated \$2000 to pay for the wings.
- Constellation Brands-(Woodbridge-Silver) donated \$1500 in product.

Ranch Report

Steve reported on the Dark Sky initiative adopted by the county. CASI will have 5 years to comply. Current Ranch Budget is \$15,000. Reoccurring expenses are \$6668 which leaves \$8332 for maintenance and improvements.

James Burns motioned to approve the report. Motion was duly seconded.

Discussion: Renee Moore asked to look into insulating back wall of concessions. Steve will get a price and look into the insulation.

Motion passed unanimously.

Ranch Report

Last year the following work was completed at the ranch prior to TICC. The rusted and pitted lower half of the back wall of the judging pavilion was replaced. The building at the main entrance was insulated and had a new heater/air-conditioner installed. An additional safety rail was welded into the fence at the main concession area. Ceiling fans were repaired or replaced in both the judging area and Krazy Flats.

There are numerous small projects that are on the schedule for the ranch, and one very large one.

The Dark Skies Initiative ordinance passed by Brewster County looks as if it will require the replacement or updating of every light on the ranch. Some may come into compliance with

Ranch Report Cont'd.

shielding the light to be focused on the ground instead of outward (for example, those on the Admin building). We may be able to retrofit some fixtures (fluorescent lights) with LED bulbs. I am not certain at this time if that would be more cost effective than replacing them outright. We have until May of 2026 to come into compliance, assuming we can't get a variance due to our limited impact of one week per year.

Lights to be replaced or modified:

Exterior two-bulb flood lights:	7
Two-bulb 4 ft. fluorescent fixtures:	58
External Security lights (Admin bldg.):	4
Pole mounted security lights:	3
Fan mounted lights:	6
Total light fixtures:	78

The 78 total lights that I have identified for modification or replacement are not all of the fixtures on the ranch. They are only the ones that are in clear violation of the new ordinance. The county may see others that they don't like that I thought were fine, so consider this a starting point for budgeting and planning purposes.

Membership Report

Work on Flyer for National Chili Day. Reduced rate for membership one day only. Membership and corporate members stayed about the same with new members off setting those not renewing.

Motion to accept- Nancy Hewlett. Motion duly seconded. Motion passed unanimously.

Membership Report

Annual Membership -

CASI has 535 members as 01/17/2022.

As always, we need to continue to recruit new members but, in turn, retain the current membership. I have been emailing each renewal at the first of the month that they are going to expire.

Membership Report Cont'd.

Corporate Membership

CASI Corporate Membership is 12 members.

Please remember to send me any correspondence for any possible new corporate members.

Listed below:

- Amarillo Elks Lodge #923**
- ASTRO AUTO SALES LLC**
- City Of Gonzales**
- City of Madison**
- Hobbs Moose Lodge #2084**
- International River Runners**
- Irving Elks Lodge #2334**
- Long Draw Pizza by Alye**
- Snowy Peaks Winery**
- Terlingua Ghostown Chili**
- The John Firm, PLLC**
- WelDNA Inc.**

Lifetime Membership

We have 513 Lifetime members.

Deceased Members

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

Membership Report

as of 1/17/2022

Winter 2021 BOD						
	2019	2020 GPM	2021 Winter	2021 Summer	2021 GPM	2022 Winter
Annual	523	629	509	493	621	535
Corporate	9	14	7	10	14	12
Life	520	516	515	513	513	513
Totals	1057	1152	1031	1016	1148	1060

Trails Report

Approximately 1200 Trails are emailed each month. The trails had some modifications, including the winner's pictures of the TICC Friday events. Champion Ad was cleaned up, as well as the HEB ad is now a stand-alone ad.

Motion to accept- Tiffany Messer. Motion duly seconded. Motion passed unanimously.

Trails Report

After the GP meeting in September 2021, the transition of the trails from Jennifer Sherfield to Kathryn W. Cavender occurred. Mike Watkins continues to act as Editor-in-Chief with Carol Knight as co-editor. The trails are emailed each month to lifetime members, annual members current in their dues, sponsors (sent by the sponsor chairperson Jennifer Sherfield) and to corporate members (sent by Tiffany Messer). This is approximately 1200 trails emailed each month.

After the members receive their Trails, the publication is placed on the front page of the casichili.net website. Cost for the Trail's publication continues to be minimal with an annual fee for the In-Design software license.

Some updates have been made to the layout of the trails. Each month a picture of the winners of the beans, salsa, hot wings competition and anything but chili has been incorporated in the sponsors ad. The Champion pictures has been removed from the HEB ad and each now has standalone ads. Some outdated sponsors ads have been removed as well as the general layout for mailings removed. The trails now can be as large as necessary without worrying about page count.

There have been issues with emailing the trails to the members. Approximately 20% of annual members do not have an email address listed in the directory and 36% of lifetime members do not have an email listed. In addition, 15-20 emails are kicked back each month because they are bad addresses, or the email is not accepted by the recipient's server. Many have reported these emails go to their spam folder. After the email is sent a posting is made on the CASI Facebook pages, stating the trails has been emailed and to look in the spam folder and to let me know if they are having issues. There is a list of approximately 5 people who do not receive the trails unless emailed individually. Several board members and individual members have gone through the lifetime list to clean it up as much as possible so as many people as possible continue to receive the trails. Mike Watkins and Carol Knight continue to do a fantastic job and the publication is only getting better. Articles and pictures are always welcome.

Upcomings

Nancy Hewlett reported this is her last report as the Upcomings transitions to Michael Mayorga.

Michael Mayorga motioned to approve the report. Motion duly seconded. Motion passed unanimously.

Upcomings

I really do not have much to report. Cookoffs are still being organized but they are also cancelling due to the Covid. There is more being input than cancelled though.

Michael Mayorga is coming over this Saturday for training and to pick up the tickets, rule books and the printer. He will officially be the Upcomings Director.

I have enjoyed working with the Upcomings for the last six years and wish Michael much success. I will be available for any questions he may continue to have about the process.

Scholarship

Nancy Hewlett presented the number of applicants they would like to present for board approval. The scholarship committee received a total of 44 applications. Forty-two applications for academic and two applications for technical school. Applications were received from several PODS and included PODS from several states. Scholarship Revenue from TICC (including donations) was \$33,497 which was up almost \$20,000 from the previous year. The vote for the number of scholarships will be deferred to new business.

Motioned to accept- Mike Whitten. Motion duly seconded. Motion passed unanimously.

Old 320

Pat Krenek reported that the meeting at TICC transferred Alcaldessa from Dusty Hudspeth through the election process. Money raised from the chili sales in 2019, minus expenses was \$481. In 2021 the chili sales raised \$646.00 Pat Krenek presented a check for the Old 320 accounting line item for \$1127.00. She also said they are discussing what to do with the 320 drawing and what prize, for cooking in the 320, may be awarded going forward.

Motion to accept-Tiffany Messer. Motion duly seconded Motion passed unanimously.

Old 320 Report Cont'd.

Old 320

The Old 320 Annual Meeting was held on Friday, November 5, 2021, after announcements of the Scholarship Day events with approximately 25 attendees. I would like to thank Kathryn Cavender for taking the minutes of the meeting. After much discussion the membership voted for the proceeds from

Chili Sales be turned over to the CASI treasurer to be held in a line item for the OLD 320. These funds are only to be spendable by the Alcalde or Alcadessa as approved by the Old 320 members at the annual Old 320 meeting.

TICC REPORT:

Many thanks to the Volunteers that worked so diligently on Wednesday preparing the arena for the big show on Saturday.

As usual there were many cooks in the cooking arena! This year's winner of the OLD 320 stove was Kathy Hudson.

Chili Sales was set up after chili turn in on Saturday in the Old 320 Arena. Many thanks to the volunteers that worked the booth earning 646.00 in Chili Sales.

More volunteers are needed in the OLD 320 area next year at TICC to help with Registration and Chili Sales.

INFORMATION/ REQUEST FOR BOD:

In conclusion, I would like to request that the board again approve the purchase of stoves for a stove raffle for TICC 2022.

Friends of CASI

Nancy Hewlett presented the amount of money raised \$31,500. The article will be ready for the May issue rather than June of the *Trails*. The article will discuss the FOC is a \$500 minimum but you may split the money or add on to an existing \$500. There will also be an on-line application. The letters to join FOC will be going out in the first of April with a deadline for August 1st if you would like a shirt or plaque.

Motion to accept- Michael Mayorga. Motion duly seconded. Motion passed unanimously.

Friends of CASI

I still have a few shirts to get to the donors but should have them delivered by the meeting in February.

Friends of CASI Cont'd.

I have received another \$500 from Ron and Charlotte Wilson. They have been attending TICC for the last several years just to volunteer and thought they would like to do more. They are looking forward to serving CASI this year. If we add that to what we got last year (\$31,500) it makes our total \$32,000.

In April, I will start the FOC campaign and get the article ready for our June issue of the Trails. At that time, I will also prepare thank you cards for the FOC thanking them for their continued support and telling them where they can send their check for this next year.

New Business

Financial Report- No New Business

Scholarship Report

Nancy Hewlett motioned to award 6 academic applicates and 1 trade applicant for the upcoming year.

Discussion on the ratio of trade scholarship vs college scholarship. The total number of scholarships to be awarded will be nine. This increased the number of scholarships from last year by a total of four.

Nancy rescinded her motion.

Nancy Hewlett present a new motion to award 5 college scholarships and 2 trade scholarships in addition to the 2 Terlingua High School scholarships for a total of 9 scholarships.

Motion duly seconded. Motion passed unanimously.

Operations Budget

Mike Whitten motioned that CASI continues the physical distribution of Qualification cards and that CASI pays for the purchase and postage for these cards; for the past three years these cards were provided by a private donor. Motion duly seconded. Motion passed unanimously.

Mike Whitten motioned to transfer \$5000 from the General Fund to the Ranch Insurance Fund. Motion duly seconded. Motion passed unanimously.

Promotional Items- No Report

Entertainment

Deferred to Summer Board meeting. Jennifer will take the lead on researching bands and options.

Terlingua Trails

Kathryn Cavender motioned to adopt new Trails policy as proposed during the meeting. Motion duly seconded. Motion passed unanimously.

Kathryn Cavender motioned to adopt a business card section in the Trails. The cost of the business card will be \$50 a year (renewable in December) or a \$1000 donation to the FOC will get a business card ad in the trails. Motion duly seconded. Motion passed unanimously.

Adopted Trails Policy

6 TERLINGUA TRAILS

6.1 MANAGEMENT AND FINANCIAL POLICIES:

6.1.1 SCHEDULE:

TERLINGUA TRAILS IS A MONTHLY PUBLICATION. (BOD 02/92)

6.1.2 CONTENTS:

THE TERLINGUA TRAILS WILL PUBLISH MATERIALS RECEIVED IF THEY ARE NOT HARMFUL TO CASI. (BOD 02/95)

AT A MINIMUM THE TRAILS SHOULD INCLUDED AN ARTICLE OR ANNOUNCEMENTS FROM THE FOLLOWING BOARD MEMBERS: ED/PRESIDENT, MEMBERSHIP, TALLY, UPCOMINGS, MEMORIAL CHAIRPERSON, AS NEEDED. (BOD 2/22)

ARTICLES OR ANNOUNCEMENTS FROM THE SENIOR REFEREE, SCHOLARSHIP CHAIRPERSON, CURRENT CHAMPION ARE HIGHLY ENCOURAGED. (BOD 2/22)

6.1.3 SCHOLARSHIP RECIPIENTS:

WHEN AVAILABLE, THE TERLINGUA TRAILS WILL FEATURE A CASI NATIONAL SCHOLARSHIP PROGRAM RECIPIENT ARTICLE IN EACH ISSUE. (GPM 09/04)

6.1.4 ~~POD ADS:~~ Move to ADs

~~PODS WILL BE ALLOWED A ¼ PAGE AD IN THE TERLINGUA TRAILS FOR ONE ISSUE ONLY. ADDITIONAL ADS REQUIRE PAYMENT. (BOD 02/05)~~

UPCOMINGS:

UPCOMINGS SHALL BE PUBLISHED IN THE TRAILS EACH MONTH ADVERTISING APPROVED COOKOFFS AT LEAST 90 DAYS PRIOR TO THE EVENT. (BOD 2/22)

CONDOLENCES AND MEMORIALS:

A FORMAL SECTION WITH CONDOLENCES, DONATIONS AND MEMORIALS WILL BE INCLUDED EACH MONTH AS NEEDED. (BOD 2/22)

6.1.5 OBITIS:

~~A FORMAL OBITUARY COLUMN IS A PART OF THE TERLINGUA TRAILS. (BOD 02/02)~~

6.1.6 SOLICITATIONS:

TERLINGUA TRAILS WILL NOT BE USED BY INDIVIDUALS TO SOLICIT DONATIONS FOR ANY PURPOSE. (BOD 11/00)

6.1.7 BOARD CANDIDATES:

CANDIDATES APPLICATIONS OR ARTICLE ANNOUNCING THEIR INTENTION TO RUN FOR THE BOARD OF DIRECTORS WILL BE PUBLISHED IN THE TRAILS IN ADVANCE OF THE GREAT PEPPER MEETING. IF A CANDIDATE DESIRES MORE SPACE, THEY CAN PURCHASE AN ADVERTISEMENT. (BOD 2/22)

~~CANDIDATES FOR THE BOARD OF DIRECTORS WILL BE PROVIDED ¼ PAGE AD FOR LETTERS OF CANDIDACY. IF THEY DESIRE MORE, THEY CAN PURCHASE THE SPACE. (BOD 07 /02)~~

6.1.8 COOKOFF ADS:

6.1.4 POD ADS

PODS WILL BE ALLOWED A ¼ PAGE AD TWO MONTHS PRIOR AND IN THE MONTH OF THE COOKOFF. THE POD MUST SUBMIT AN ARTICLE FOR THE TERLINGUA TRAILS WITHIN 60 DAYS OF THE EVENT OR ADVERTISING LIMITATIONS THE FOLLOWING YEAR MAY BE IMPOSED. (BOD 2/22)

~~PODS WILL BE ALLOWED A ¼ PAGE AD IN THE TERLINGUA TRAILS FOR ONE ISSUE ONLY. ADDITIONAL ADS REQUIRE PAYMENT. (BOD 02/05)~~

STATE, REGIONAL AND OPEN ADS

STATE, REGIONAL AND OPEN COOKOFFS WILL BE ALLOWED A ¼ PAGE AD TWO MONTHS PRIOR AND IN THE MONTH OF THE COOKOFF. THE EVENT ORGANIZER MUST SUBMIT AN ARTICLE WITH PICTURES FOR THE TERLINGUA TRAILS WITHIN 60 DAYS OF THE EVENT OR ADVERTISING LIMITATIONS THE FOLLOWING YEAR MAY BE IMPOSED. (BOD 2/22)

~~STATE, REGIONAL AND OPEN COOKOFFS WILL BE GIVE ONE THE POD MUST THEN SUBMIT AN ARTICLE FOR THE TERLINGUA TRAILS WITHIN 60 DAYS OF THE EVENT OR ADVERTISING LIMITATIONS THE FOLLOWING YEAR MAY BE IMPOSED. FREE ¼ PAGE AD PER YEAR PROVIDED THE COOKOFF SENDS AN ARTICLE AND PICTURE FOR THE EVENT. IF THE PICTURE AND/OR ARTICLE ARE NOT RECEIVED, THE COOKOFF WILL BE CHARGED FOR THE AD. (BOD 07/02)~~

6.1.9 AD SECTION:

CLASSIFIED AD SECTION WILL BE ESTABLISHED WITH AD PRICING AS **APPROVED BY THE BOARD OF DIRECTORS AS NEEDED AND PUBLISHED IN THE TRAILS. (BOD 2/22)**

6.1.10 ADVERTISING RATE SCHEDULE - EFFECTIVE 01/01/03

~~FULL PAGE 10" X 12 3/4" - \$250.00~~

~~1/2 PAGE 5" X 12 3/4" - \$130.00~~

~~1/2 PAGE 10" X 6 1/4" - \$130.00~~

~~1/4 PAGE 5" X 6 1/4" - \$90.00~~

~~1/8 PAGE 5" X 3" - \$60.00~~

~~BOTTOM BANNER 10" X 3" - \$90.00~~

~~BUSINESS CARD - \$40.00~~

~~CLASSIFIEDS - \$40.00 - 2 INCH - 3 MONTHS~~

ADVERTISING RATE SCHEDULE CAN BE ADJUSTED BASED ON AN INDIVIDUAL OR COMPANY SPONSORSHIP LEVEL. (BOD 2/22)

6.1.11 MULTIPLE MONTH RATES:

THE MANAGING EDITOR IS ALLOWED TO NEGOTIATE RATES FOR MULTIPLE MONTHS. (BOD 07/02)

~~6.1.12 CAMERA READY:~~

~~ALL PRICES ARE FOR CAMERA READY ADS (JPG.)~~

6.1.13 MULTIPLE MONTH AD RATES:

3 TO 5 MONTH RUNNING AD, 15% DISCOUNT PER MONTH

6 TO 11 MONTH RUNNING AD, 20% DISCOUNT PER MONTH

12 MONTHS OR MORE, 25% DISCOUNT PER MONTH

TRAILS ADVERTING RATES (BOD 2/22)

FULL PAGE - \$150.00 MONTH

1/2 PAGE - \$50.00 MONTH

1/4 PAGE - \$25.00 MONTH

BUSINESS CARD SPECIAL - \$50.00 YEAR (RENEWABLE ANNAULLY DECEMBER 1ST)

Brian Spencer motioned that CASI should renew the Texas Festival and Event Association membership. Motion duly seconded. Motion passed unanimously.

Brian Spencer motioned to have a promotional membership drive on February 24th (National Chili Day) as proposed in years past, with the discounted membership price of \$20.00 for renewals and \$15.00 for a new membership. Motion duly seconded Motion passed unanimously.

Michael Mayorga motioned to move the start of the Friends of CASI campaign to May from July. Motion duly seconded. Motion passed unanimously.

James Burns motioned to activate Event Brite for 2022 TICC with the cost of \$30 per ticket for the first 125 tickets; \$35 for the next 125 tickets sold and \$40 each for the final 250 tickets with a total of 500 advanced tickets. Motion duly seconded. Motion passed unanimously.

Mike Whitten motioned to establish a vendor rate for those registered vendors who do not use electricity to no charge. Motion duly seconded. 10-1. Brian Spencer opposed. Motion passed.

John Pierce motioned to establish a new vendor rate for those needing electricity to \$100 for one 20amp dedicated plug. Motion duly seconded. Motion passed unanimously.
Closing Remarks by Brian Spencer and Renee Moore

Minute Reflections:

Renee Moore was given approval to purchase of the chairs and trophies for 2022 TICC.

Renee Moore is working with Tim Collier to see what it takes to get the plaque for the POD Rocks. The POD is responsible for getting their own boulder and setting the boulder as well as installing the plaque.

Work with the new owner of High Sierra and see if he would like to be a FOC members or donate a room during TICC.

Four positions open for the board this year. Tiffany Messer, Nancy Hewlett, Steve Herries and Renee Moore so we need to actively recruit for new board members.

Brian Spencer motioned to donate \$300 to Elks Lodge 1984 for the use of the lodge for the winter board meeting. Motion duly seconded. Motion passed unanimously.

Nancy Hewlett made a motion to adjourn the meeting. Motion duly seconded. Motion passed unanimously.

Meeting adjourned at 10:27 am.