



# Ohio State Beekeepers Association

## Minutes OSBA Board Meeting February 16, 2020

Peggy Garnes, President	X	Tom Rathbun, Vice-President	X
Tim Arheit, Secretary	X	Rod Prichard, Treasurer	X
Joe Heider, Crossroads	X	Rick Blessing, Crossroads	
Don Crock, Buckeye Hills		Open, Buckeye Hills	
Nina Bagley, Heart of Ohio	X	Will Merrill, Heart of Ohio	X
, Heart of Ohio		, Top of Ohio	
Linda Miller, Erie Basin	X	Sonny Ward, Erie Basin	
Jamie Walters, Maumee Valley	X	Roger Myers, Maumee Valley	X
Alex Zomcheck, Miami Valley	X	Geoffrey Hultgren, Miami Valley	
Kelly Morse, Ohio Valley		Jim Hopkins, Ohio Valley	
Dwight Wells, Top of Ohio	X	Dan Braden, Top of Ohio	X
Allyson May, Western Reserve	X	Greg Bokan, Western Reserve	X
Terry Lieberman-Smith, Past President			

Meeting was called to order at 7:00PM

Motion to approve minutes as revised made by Dwight Well, 2<sup>nd</sup> Jamie walters.

✓ All in favor, motion approved.

### President Report

Attached.

### VP Report

We haven't met for the affiliate committee yet.

Jamie Walters added, We had 2 clubs reach out for affiliate information.

### Secretary's report

See attached.

### Treasure's report

See attached.

Rod asked if the 25 cent rate for mileage reimbursement was still appropriate and may be something the board may want to consider changing in the future.



# Ohio State Beekeepers Association

## **Committee reports:**

### Traveling speaker – Joe Heider

Moving forward, speakers are sending in their contracts and appropriate paperwork. Allyson May has picked up the scheduling portion of the program and we have had some clubs ask for talks.

### Events – Peggy Garnes

Tri-County is coming up. We have some people signed up already and need a couple more people signed up. SWOBA is taking care of. We may be invited back to pollinator polusa.

I've created 2 event 'boxes' with all the reports, and stuff for the table. One will be used at Tri-County and the other will be send south for events down there.

### Conference – Peggy Garnes

Waiting on confirmation for 2 more speakers and the finished the roster. We should have a more complete update at the next board meeting.

### Newsletter - Jamie Walters

I would like all officers to get their information in for the next newsletter. The deadline is March 1<sup>st</sup>. Photos are welcome, please include a description. Nina has been working on ads. We have 5-6 articles already to go.

### Affiliate – Jamie Walters.

We had 2 clubs reach out for affiliate information. Payments are coming in and we have a few invoices that need to be sent. We need to reach out to a couple clubs that had started signing up but have not followed though.

### Outreach – Kelly Morse

Kelly has been sending out boxes and has been entering students as they come. We have not heard on class dates for a few of the clubs.

### Education – Rod Prichard

I have had contact from a couple groups wanting to start pollinator gardens. I don't know if we want to get into that. Will investigate it with Peggy.

### Fair - Nina Bagley

Everything is good. I've contacted vendors and checks are coming in. Peggy has reached out for the judging side of the fair. Peggy asked if we should have any changes to the premium categories.

### 4H - Jamie Walters



# *Ohio State Beekeepers Association*

Most the directors have sent in pictures of given the students equipment. Sent out requests for an update to for the newsletter to the students. Note that you need releases for picture

## Nominating - No appointment.

If anyone is interested let Peggy know. We still have a number of seats on the board are unfilled. We do have 2 applicants for EAS representatives.

## Finance – Rod Prichard

We don't yet have records for 2019 so there is little to do yet. The financial policies still need reviewed.

## **Old business**

Tom asked about website updates. Any changes can be sent to the webmaster. We are also training several people to help manage the website.

Alex Zomcheck asked about the emails coming from the old OSBA Newsletter editor account, Peggy will reach out again to Terry and request that email address no longer be used.

Joe Heider asked if we are going to do any dropbox training. Jamie Walters may hold training around the 1<sup>st</sup> of march.

## **New business**

Jamie Walters asked bout FFA. Peggy has a meeting later this month with a group that may be willing to support this group. Jamie wanted to get the 4h committee together to go over the FFA guidelines for the program.

Motion to Adjourn made by Will Merrill, second by Kelly Morse.

✓ All Voted in favor

## Secretary's Report

### Membership

Lifetime:	290
Paid 2020:	633
Paid 2019:	622
Trial Members 2020:	59
Trial Members 2019:	558
Total:	2162

Note that the 2019 members who have not renewed will no longer be members as of March 1<sup>st</sup> which will drop the membership number to 982 plus any additional renewals or new members added between now and then.

### Membership Renewal

The membership renewal forms and mailing list has been sent to DMS Ink and should be going out shortly. They will need pre-paid for postage and I will forward that request to the treasurer as soon as I receive it.

OSBA Board Meeting

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President Report

***Actions Completed:***

ADK vetting continues/is completed as applications are received, ODA is quick to respond – hopefully kits will have homes by end of first quarter

Email Scams continue and are getting more realistic... Please remember -No board member will ever ask for money, gift card or sending funds of any sort without going thru the treasurer. Always call the person who is requesting money to confirm. DO NOT RESPOND TO THE EMAIL!

Received two applications for EAS Representative – but we no longer have a nomination chairperson. Will ask the board for volunteers for the committee and a chairperson. I would like to make the appointment for the board's approval/vote at the April meeting.

Continue to have weekly updates with the Vice-President and Treasurer by phone. Committees contact me as needed.

***Actions Required:***

Adk vetting will continue

Outreach to Tri County Workshop to verify information in program, still could use a few more volunteers for table shifts

Outreach for Pollinator Week venues (Wright Patterson confirmed)

Continued committee updates and will assist where/as needed

Will need assistance to restore “sent” President email – President correspondence emails were removed prior to my taking over President email. Confirm new google groups are correct.

Affiliate Program information needs to be shared with Executive Board so all are informed of program

Training on webpage and creating google emails

# Ohio State Beekeepers Association

## BUDGET OVERVIEW: FY\_2020 - FY20 P&L

January - December 2020

	JAN 2020	FEB 2020	MAR 2020	APR 2020	MAY 2020	JUN 2020	JUL 2020	AUG 2020	SEP 2020	OCT 2020	NOV 2020	DEC 2020	TOTAL
<b>Income</b>													
41000 Income- EDUCATION													\$0.00
41100 4-H Program													\$0.00
41110 Amazon SMILE	800.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$800.00
<b>Total 41100 4-H Program</b>	<b>800.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>\$800.00</b>
41300 Classes	3,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$3,000.00
41350 Traveling Speaker Cost Share	2,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$2,000.00
41355 Book supplies for Traveling Speaker topics	200.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$200.00
<b>Total 41350 Traveling Speaker Cost Share</b>	<b>2,200.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>\$2,200.00</b>
<b>Total 41300 Classes</b>	<b>5,200.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>\$5,200.00</b>
41400 Conference													\$0.00
41410 Conference Advertising													\$0.00
41411 Full page ad	390.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$390.00
41412 Half page ad	100.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$100.00
<b>Total 41410 Conference Advertising</b>	<b>490.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>\$490.00</b>
41420 Conference Break Sponsors	1,300.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$1,300.00
41430 Conference Lunch	4,400.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$4,400.00
41440 Conference- Lab Session	750.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$750.00
41450 Conference- Raffle	3,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$3,000.00
41460 Conference- Registration	15,500.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$15,500.00
41480 Conference-Vendors	2,100.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$2,100.00
<b>Total 41400 Conference</b>	<b>27,540.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>\$27,540.00</b>
41500 DVD- Educational Program													\$0.00
41510 DVD Event Income	200.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$200.00
41520 DVD Online Income	1,600.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$1,600.00
41530 DVDs Wholesale	300.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$300.00
<b>Total 41500 DVD- Educational Program</b>	<b>2,100.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>\$2,100.00</b>
41700 Master Beekeeping Program	160.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$160.00
<b>Total 41000 Income- EDUCATION</b>	<b>35,800.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>\$35,800.00</b>
<b>42000 Income- MEMBER SERVICES</b>													
42100 Affiliate Services													\$0.00
42110 Affiliate Member Fee	2,550.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$2,550.00
42130 Affiliate- Property & Liability Insurance	1,100.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$1,100.00
42150 Application Fee	50.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$50.00
42160 Ohio Secretary of State Incorporation Filing for Affiliates	300.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$300.00
<b>Total 42100 Affiliate Services</b>	<b>4,000.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>\$4,000.00</b>
42200 Ohio State Fair Income													\$0.00
42220 Ohio State Fair Vendor Income	2,200.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$2,200.00
<b>Total 42200 Ohio State Fair Income</b>	<b>2,200.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>\$2,200.00</b>
42300 Printed Promotional Products													\$0.00
42320 Save the Honey Bee Stickers	250.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$250.00
42330 Window Cling	50.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$50.00
<b>Total 42300 Printed Promotional Products</b>	<b>300.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>\$300.00</b>
<b>Total 42000 Income- MEMBER SERVICES</b>	<b>6,500.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>\$6,500.00</b>
<b>43000 Income- OPERATIONS</b>													
43100 Donations													\$0.00
43110 General Donations	3,200.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$3,200.00
<b>Total 43100 Donations</b>	<b>3,200.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>\$3,200.00</b>
43300 Newsletter Advertising	6,500.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$6,500.00
43400 Member dues													\$0.00
43410 Family Membership- \$25	6,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$6,000.00
43420 Individual Membership- \$20	7,500.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$7,500.00
43430 Lifetime Membership- \$200	5,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$5,000.00
43450 Senior Membership- \$15	4,500.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$4,500.00
43460 Student Membership- \$15	165.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$165.00
<b>Total 43400 Member dues</b>	<b>23,165.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>\$23,165.00</b>
<b>Total 43000 Income- OPERATIONS</b>	<b>32,865.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>\$32,865.00</b>
44000 Income- RESEARCH													\$0.00

	JAN 2020	FEB 2020	MAR 2020	APR 2020	MAY 2020	JUN 2020	JUL 2020	AUG 2020	SEP 2020	OCT 2020	NOV 2020	DEC 2020	TOTAL
44100 Kroger Community Rewards donations	450.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$450.00
44200 OSBA License Plate	11,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$11,000.00
44400 Research Donations	100.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$100.00
<b>Total 44000 Income- RESEARCH</b>	<b>11,550.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>\$11,550.00</b>
<b>Total Income</b>	<b>\$86,715.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$86,715.00</b>
<b>GROSS PROFIT</b>	<b>\$86,715.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$86,715.00</b>
Expenses													
61000 Expense- EDUCATION													\$0.00
61100 4-H Program Expenses													\$0.00
61110 4-H At the Fair- Stipend, mileage, hotel	600.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$600.00
61120 4-H Beekeeping Supplies	5,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$5,000.00
61130 4-H Judges													\$0.00
61131 4-H Judge Honorarium	600.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$600.00
61132 4-H Judge Mileage	100.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$100.00
<b>Total 61130 4-H Judges</b>	<b>700.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>\$700.00</b>
61140 4-H Printing & Marketing	100.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$100.00
61150 4-H Program Postage	150.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$150.00
<b>Total 61100 4-H Program Expenses</b>	<b>6,550.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>\$6,550.00</b>
61200 ADK-OSBA Program													\$0.00
61250 ADK-OSBA-Postage and Shipping	100.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$100.00
<b>Total 61200 ADK-OSBA Program</b>	<b>100.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>\$100.00</b>
61300 Committee Expenses													\$0.00
61310 Master Beekeeping Program Expense													\$0.00
61311 Master Beekeeping-Printing	350.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$350.00
61312 Master Beekeeping-Supplies	75.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$75.00
<b>Total 61310 Master Beekeeping Program Expense</b>	<b>425.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>\$425.00</b>
<b>Total 61300 Committee Expenses</b>	<b>425.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>\$425.00</b>
61400 Conference Expenses													\$0.00
61405 Conference Awards	400.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$400.00
61410 Conference coordinator	250.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$250.00
61420 Conference- Auction	50.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$50.00
61425 Conference- Printing	1,100.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$1,100.00
61430 Conference- Refreshments	5,400.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$5,400.00
61435 Conference- Speakers	6,200.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$6,200.00
61440 Conference- Supplies	1,700.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$1,700.00
61450 Facility Rental	1,500.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$1,500.00
61455 Honey Judging	200.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$200.00
<b>Total 61400 Conference Expenses</b>	<b>16,800.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>\$16,800.00</b>
61500 DVD Education Production Costs													\$0.00
61530 DVD Printing	600.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$600.00
61550 DVD Shipping Expenses	300.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$300.00
<b>Total 61500 DVD Education Production Costs</b>	<b>900.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>\$900.00</b>
61600 Education Classes -Expense	3,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$3,000.00
61610 Traveling Speaker- Expense													\$0.00
61612 Traveling Speaker OSBA logo shirts	100.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$100.00
61613 Traveling Speaker Supplies	300.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$300.00
61614 Traveling Speaker- handout for presentation	300.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$300.00
61615 Traveling Speaker- Hotel	500.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$500.00
61616 Traveling Speaker- Postage	65.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$65.00
61617 Traveling Speaker- Stipend	3,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$3,000.00
61618 Traveling Speaker-Mileage	3,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$3,000.00
<b>Total 61610 Traveling Speaker- Expense</b>	<b>7,265.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>\$7,265.00</b>
<b>Total 61600 Education Classes -Expense</b>	<b>10,265.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>\$10,265.00</b>
61800 Grants and Projects-Expense													\$0.00
61820 OSBA Library Grant Supplies	1,200.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$1,200.00
<b>Total 61800 Grants and Projects-Expense</b>	<b>1,200.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>\$1,200.00</b>
<b>Total 61000 Expense- EDUCATION</b>	<b>36,240.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>\$36,240.00</b>
62000 Expense- MEMBER SERVICES													\$0.00
62100 Advocacy-State and Local													\$0.00
62150 Advocacy	500.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$500.00
<b>Total 62100 Advocacy-State and Local</b>	<b>500.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>\$500.00</b>
62200 Affiliate Program Expenses													\$0.00
62210 Affiliate Filing Fee to Secretary of State	450.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$450.00

	JAN 2020	FEB 2020	MAR 2020	APR 2020	MAY 2020	JUN 2020	JUL 2020	AUG 2020	SEP 2020	OCT 2020	NOV 2020	DEC 2020	TOTAL
62260 OH Attorney General Annual Fee	250.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$250.00
<b>Total 62200 Affiliate Program Expenses</b>	<b>700.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>\$700.00</b>
62500 Memorials for Deceased Members	100.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$100.00
62600 Ohio State Fair Expense													\$0.00
62605 Fair Manager-Stipend	450.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$450.00
62610 Honey Bees	400.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$400.00
62615 Honey Judging at Fair	500.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$500.00
62625 Mileage	500.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$500.00
62630 OSBA's Sponsor Fee to State Fair	1,500.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$1,500.00
62645 State Fair Supplies	500.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$500.00
62650 State Fair- Honey Queen	200.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$200.00
62655 Trailer License Tag	76.50	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$76.50
<b>Total 62600 Ohio State Fair Expense</b>	<b>4,126.50</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>\$4,126.50</b>
62800 OSBA Newsletter													\$0.00
62810 Newsletter	4,500.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$4,500.00
<b>Total 62800 OSBA Newsletter</b>	<b>4,500.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>\$4,500.00</b>
62900 Promotion of OSBA													\$0.00
62905 Display/Table Supplies	600.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$600.00
62915 Facebook Advertising	120.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$120.00
62920 Member Dues to Ohio Bee Clubs	450.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$450.00
62925 Member Renewal Mailing	2,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$2,000.00
62930 New Club Start-up	350.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$350.00
62935 New OSBA Member Marketing	300.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$300.00
62955 Publications	3,500.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$3,500.00
62965 Table Rental & Sponsorship	200.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$200.00
62966 Farm Science Review	500.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$500.00
62967 SW Ohio Beekeepers	80.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$80.00
62968 Tri-County Beekeepers Workshop	300.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$300.00
62969 Lithopolis Honey Festival	500.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$500.00
<b>Total 62965 Table Rental &amp; Sponsorship</b>	<b>1,580.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>\$1,580.00</b>
62975 Travel- Board Member Reimbursed Expenses	2,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$2,000.00
<b>Total 62900 Promotion of OSBA</b>	<b>10,900.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>\$10,900.00</b>
<b>Total 62000 Expense- MEMBER SERVICES</b>	<b>20,826.50</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>\$20,826.50</b>
63000 Expense- OPERATIONS													\$0.00
63100 Bank and PayPal Fees													\$0.00
63110 Bank Fees	75.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$75.00
63150 Paypal Fees	1,650.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$1,650.00
<b>Total 63100 Bank and PayPal Fees</b>	<b>1,725.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>\$1,725.00</b>
63200 Business Expenses													\$0.00
63210 Check Printing	50.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$50.00
63250 Business Registration Fees to OH Atty General	100.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$100.00
<b>Total 63200 Business Expenses</b>	<b>150.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>\$150.00</b>
63300 Contract Services													\$0.00
63310 Accounting Fees													\$0.00
63312 Accounting Software License Fee	75.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$75.00
63313 Affiliate 990 Tax Report Preparation	1,500.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$1,500.00
63314 Audit expenses	5,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$5,000.00
63315 Bookkeeping Services	5,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$5,000.00
63316 OSBA 990 Tax Report Preparation	1,800.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$1,800.00
63317 1099's for independent contractors	30.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$30.00
<b>Total 63316 OSBA 990 Tax Report Preparation</b>	<b>1,830.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>\$1,830.00</b>
<b>Total 63310 Accounting Fees</b>	<b>13,405.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>\$13,405.00</b>
<b>Total 63300 Contract Services</b>	<b>13,405.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>\$13,405.00</b>
63330 Insurance													\$0.00
63332 Directors & Officers Liability	4,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$4,000.00
63335 Property and Liability	2,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$2,000.00
<b>Total 63330 Insurance</b>	<b>6,000.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>\$6,000.00</b>
63340 Member dues to EAS / HAS/ similar	1,500.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$1,500.00
63350 Operations													\$0.00
63355 Postage, Mailing Service	300.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$300.00
63356 Printing and Copying	1,200.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$1,200.00
63357 Strategic Planning	1,500.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$1,500.00
63358 Supplies	1,500.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$1,500.00



	JAN 2020	FEB 2020	MAR 2020	APR 2020	MAY 2020	JUN 2020	JUL 2020	AUG 2020	SEP 2020	OCT 2020	NOV 2020	DEC 2020	TOTAL
63359 Website, Email Software	1,500.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$1,500.00
<b>Total 63350 Operations</b>	<b>6,000.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>\$6,000.00</b>
<b>Total 63000 Expense- OPERATIONS</b>	<b>28,780.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>\$28,780.00</b>
64000 Expense-RESEARCH													\$0.00
64100 Grants from OSBA	6,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$6,000.00
<b>Total 64000 Expense-RESEARCH</b>	<b>6,000.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>\$6,000.00</b>
<b>Total Expenses</b>	<b>\$91,846.50</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$91,846.50</b>
NET OPERATING INCOME	\$ -	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$ -
	5,131.50												5,131.50
NET INCOME	\$ -	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$ -
	5,131.50												5,131.50

# Ohio State Beekeepers Association

## PROFIT AND LOSS BY MONTH

January 2020

	JAN 2020	TOTAL
<b>Income</b>		
41000 Income- EDUCATION		\$0.00
41500 DVD- Educational Program		\$0.00
41530 DVDs Wholesale	24.99	\$24.99
<b>Total 41500 DVD- Educational Program</b>	<b>24.99</b>	<b>\$24.99</b>
<b>Total 41000 Income- EDUCATION</b>	<b>24.99</b>	<b>\$24.99</b>
<b>42000 Income- MEMBER SERVICES</b>		
42100 Affiliate Services		\$0.00
42110 Affiliate Member Fee	1,646.25	\$1,646.25
<b>Total 42100 Affiliate Services</b>	<b>1,646.25</b>	<b>\$1,646.25</b>
42200 Ohio State Fair Income		\$0.00
42220 Ohio State Fair Vendor Income	200.00	\$200.00
<b>Total 42200 Ohio State Fair Income</b>	<b>200.00</b>	<b>\$200.00</b>
<b>Total 42000 Income- MEMBER SERVICES</b>	<b>1,846.25</b>	<b>\$1,846.25</b>
<b>43000 Income- OPERATIONS</b>		
43100 Donations		\$0.00
43110 General Donations	140.56	\$140.56
<b>Total 43100 Donations</b>	<b>140.56</b>	<b>\$140.56</b>
43400 Member dues	7,934.40	\$7,934.40
43410 Family Membership- \$25	125.00	\$125.00
43420 Individual Membership- \$20	80.00	\$80.00
43430 Lifetime Membership- \$200	200.00	\$200.00
43450 Senior Membership- \$15	270.00	\$270.00
<b>Total 43400 Member dues</b>	<b>8,609.40</b>	<b>\$8,609.40</b>
<b>Total 43000 Income- OPERATIONS</b>	<b>8,749.96</b>	<b>\$8,749.96</b>
<b>44000 Income- RESEARCH</b>		
44200 OSBA License Plate	5,430.00	\$5,430.00
44400 Research Donations	5.00	\$5.00
<b>Total 44000 Income- RESEARCH</b>	<b>5,435.00</b>	<b>\$5,435.00</b>
<b>Total Income</b>	<b>\$16,056.20</b>	<b>\$16,056.20</b>
<b>GROSS PROFIT</b>	<b>\$16,056.20</b>	<b>\$16,056.20</b>
<b>Expenses</b>		
61000 Expense- EDUCATION		\$0.00
61200 ADK-OSBA Program		\$0.00
61250 ADK-OSBA-Postage and Shipping	16.73	\$16.73
<b>Total 61200 ADK-OSBA Program</b>	<b>16.73</b>	<b>\$16.73</b>
61800 Grants and Projects-Expense		\$0.00
61830 ADK Project		\$0.00
61831 ADK -Postage and Shipping	32.40	\$32.40
<b>Total 61830 ADK Project</b>	<b>32.40</b>	<b>\$32.40</b>
<b>Total 61800 Grants and Projects-Expense</b>	<b>32.40</b>	<b>\$32.40</b>

	JAN 2020	TOTAL
<b>Total 61000 Expense- EDUCATION</b>	<b>49.13</b>	<b>\$49.13</b>
62000 Expense- MEMBER SERVICES		\$0.00
62800 OSBA Newsletter		\$0.00
62810 Newsletter	937.50	\$937.50
<b>Total 62800 OSBA Newsletter</b>	<b>937.50</b>	<b>\$937.50</b>
62900 Promotion of OSBA		\$0.00
62940 OSBA Basic Brochure	445.15	\$445.15
62950 PR & Education -Beekeeping Suppliers	450.00	\$450.00
62965 Table Rental & Sponsorship	80.00	\$80.00
62968 Tri-County Beekeepers Workshop	133.00	\$133.00
<b>Total 62965 Table Rental &amp; Sponsorship</b>	<b>213.00</b>	<b>\$213.00</b>
62975 Travel- Board Member Reimbursed Expenses	150.00	\$150.00
<b>Total 62900 Promotion of OSBA</b>	<b>1,258.15</b>	<b>\$1,258.15</b>
<b>Total 62000 Expense- MEMBER SERVICES</b>	<b>2,195.65</b>	<b>\$2,195.65</b>
63000 Expense- OPERATIONS		\$0.00
63200 Business Expenses		\$0.00
63230 Sales tax	51.06	\$51.06
<b>Total 63200 Business Expenses</b>	<b>51.06</b>	<b>\$51.06</b>
63300 Contract Services		\$0.00
63310 Accounting Fees		\$0.00
63312 Accounting Software License Fee	75.00	\$75.00
63315 Bookkeeping Services	850.00	\$850.00
<b>Total 63310 Accounting Fees</b>	<b>925.00</b>	<b>\$925.00</b>
<b>Total 63300 Contract Services</b>	<b>925.00</b>	<b>\$925.00</b>
63350 Operations		\$0.00
63355 Postage, Mailing Service	23.07	\$23.07
63357 Strategic Planning	70.30	\$70.30
63358 Supplies	1.28	\$1.28
<b>Total 63350 Operations</b>	<b>94.65</b>	<b>\$94.65</b>
<b>Total 63000 Expense- OPERATIONS</b>	<b>1,070.71</b>	<b>\$1,070.71</b>
<b>Total Expenses</b>	<b>\$3,315.49</b>	<b>\$3,315.49</b>
NET OPERATING INCOME	<b>\$12,740.71</b>	<b>\$12,740.71</b>
NET INCOME	<b>\$12,740.71</b>	<b>\$12,740.71</b>

## **New Beekeeper Outreach: Kelly J Morse, Jim Hopkins February 2020**

### Action Completed:

1. Additional Varroa Guides have been printed.
2. Master Beekeepers Brochure was updated and printed.
3. Best Management Practices pamphlet was reviewed by Barb Bloetscher and updated.
4. License Plate, Pollinator Seed, Join OSBA are now updated.
5. All brochures have been submitted to the printer. We are currently out of the license plate flyer and the pollinator seed brochure.
6. Kelly obtained training from Tim for membership input of complimentary one year.
7. 773 students have been served to date.

### Action Required:

1. Continued outreach to new beekeeper schools to ensure they have the forms required for membership input, whether electronic (preferable) or paper.
2. Input of student rosters to the database is ongoing.
3. **We ask the OSBA board members to reach out to their local leadership** to reinforce participation and point out the material benefits, including the complimentary membership. Class dates and expected counts are needed for:  
Athens County, Clinton, Coshocton, Geauga and Lake
4. Over 800 are yet to be sent.