#### Minutes

## NAFA® Board of Directors Meeting, July 11, 2023

#### **Held via Zoom Meeting**

#### Attendees:

**Board Members:** 

Emily-Rose Allred Jonathan Bescher Kathy Haney Cindy Henderson Meagan Langs Lynda Mantler Jayne McQuillen Dana Nichols

Emma Mak was unable to attend.

**Executive Director:** 

Steve Corona

Guest:

Karen Oleson

Jayne called the meeting to order at 6:36 pm CT.

## Officer's Reports

## Chair's Comments:

Jayne asked the board to approve a new Special Committee to handle COI (Conflict of Interest) measuring videos. Currently, the Judges Committee is reviewing the videos. The number of videos submitted are proving to be difficult to handle. Jayne intends to have the committee be made up entirely of supervising judges. Leerie Jenkins will head the committee.

Dana moved to approve the special committee. Cindy seconded.

Discussion: There was discussion about the chair of the committee being a board member. Since the committee is not a standing committee, there is no requirement for the chair to be a board member.

The motion carried with no opposition.

## **Executive Director's Comments:**

No formal report.

Steve receives a lot of requests for two-team division requests and EJS usage for single dog racing.

### Treasurer's Report:

- Our balance sheet is down \$30,000 from last year.
- Profit and Loss is a large negative primarily due to a timing issue of CanAm entry fees that have not yet been received.
- While looking at the P & L Statement, the comment was made that we are running at a loss of \$64,000.
- Overall, income down \$65,000 year over year, primarily driven by CanAm entry fees not in yet.
- Tournament fees are down \$11,000.
- Expenses: Minor increase to election expenses. Award costs are up about \$2000; double points are still being awarded.
- CanAm is the area we need to watch. Most of the expenses are from last year. We had an
  increase in cost of the workers and an increase in security costs. We need to look for places
  to save money and take in more money from vendors, sponsors and increased stipend from
  AKC.
- Dana: Looks like balance sheet compares to same time last year. Wouldn't we be in the same spot last year as this year? Remember that the prior year was COVID-related. Cindy is working on year over year comparisons and plans to have that ready for the next meeting.

### Secretary's Report:

Minutes from the March 2, 2023 board meeting have been approved and published.

## Election Committee:

Jayne headed this committee in 2022 and is not able to do it this year as she will be up for election. Jayne and Steve are willing to help with the technical aspects of the election.

#### **Standing Committee Reports**

# Judges Committee:

1. Lucy Meyo - Apprentice to Provisional

On behalf of the judges committee, Jon moved to advance Lucy Meyo from apprentice to provisional status. Lynda seconded. The motion carried with no opposition.

2. Jon mentioned there are some judges that have not completed their 5 measuring assignments. Of those contacted, some have responded stating they will not continue judging. Jayne asked if there are judges having trouble getting the assignments completed. There are only 2-3 that haven't completed all 5 assignments yet.

#### Rules Committee:

1. Transition from Temporary to Permanent Measurement

At the last meeting, the board asked for wording for 2 scenarios. Option 1, where the Temporary Measurement is not used as an Initial Measurement, and Option 2, where the Temporary Measurement is used as Initial Measurement.

**Option 1**: All dogs must receive 2 matching measures after age 24mos. Changes in 4.4 (b) (iv) and omit 4.4(c)(iii)

Section 4.3 – Mandatory Measuring - Mandatory Measuring Requirements

(a) All Height Dogs at least 24 months in age shall be required to obtain a NAFA Recorded Measurement at each NAFA event until they obtain their Permanent Measurement. Until they achieve their Permanent Measurement, Height Dogs will set height based on that tournament week's NAFA Recorded Measurement.

Section 4.4 – Permanent Measurements

- (b) **Getting a Permanent Measurement.** A Permanent Measurement is obtained by receiving two NAFA Recorded Measurements that set the same jump height from two different measuring officials. (All withers measurements below 14" are considered to be matching measurements):
- (iv) A dog must be at least 24 months in age to obtain an <u>initial and/or</u> final measurement for a Permanent Measurement.
- (c) How to get a Temporary Measurement for a young dog......

**Option 2**: All dogs measured prior to 24 months will use their TM as their IM. Changes in 4.4 (c) (iii)

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- (iv) A dog must be at least 24 months in age to obtain a final measurement for a Permanent Measurement.

### (c) How to get a Temporary Measurement for a young dog

(iii) <u>The Temporary Measurement shall become the Initial Measurement</u> towards a Permanent Measurement when the dog reaches 24 months.

Cindy moved to accept the language in Option 1. Jonathan seconded.

Discussion: Dana suggested this be made effective October 1 and there was no opposition to that. Lynda asked for verification of how the wording in option 1 works. A dog can get a TM at 15 months, and is required to receive 2 matching measurements after they are 24 months old in order to receive a PM.

A roll call vote was called: Emily-Rose Allred - Yes Jonathan Bescher - Yes Kathy Haney - Yes Cindy Henderson - Yes Meagan Langs - No Lynda Mantler – Yes Dana Nichols - Yes

Motion carried by majority vote.

#### 2. Time between races for each team

Email from Beth Leleck:

Hi NAFA! I have a question about "minimum time required" between races for each team entered in a tournament. I've been skimming through the rule book but have been unable to find anything definitive on this topic. I've heard anywhere from 30 minutes to 45 minutes of time should pass between each race for a team in order to give dogs enough time to "cool down" between races, but as far as I can tell this is based on individual opinions vs anything specified in the NAFA rules of racing.

Is there anything official in the rule book on this topic? It's been a hot topic off and on in our region over the years (Region 19) especially for tournaments with condensed schedules due to limited entries. In some instances the host clubs automatically add breaks into the schedule, typically if there are 6 or fewer races between each team's races. For other tournaments, breaks aren't added in to the schedule but can be requested by teams to the TD. The latter scenario recently caused quite a stir at a tournament where a team consistently requested breaks just as their competitor team was entering the ring ready to go, and the repeated requests by the same team ended-up adding over an hour of time to the tournament schedule. I'm hoping that there's something in the rule book that I've missed, or some guidance from the BOD/Rules Committee that can help our region reach an agreement about how much time should be allowed between races, and ultimately help us better handle how breaks are added/requested at tournaments.

Thanks in advance for any insights and feedback!

- The board discussed the challenges of hosting an event and racing schedule that can guarantee a specific number of minutes between races for a team.
- The RD handbook recommends a minimum gap of 5 races (10 for 2 ring tournaments) to allow for adequate rest time for racing dogs. The board supports this suggestion and does not feel there should be a timed minimum between races.
- Scheduling is up to the Tournament Director and the Regional Director. A number of factors may affect how a racing schedule should be prepared.
- All breaks should be part of the published schedule.
- 3. Request for Double Points extension for Region 7

Email from Joy Adiletta:

Good evening,

My name is Joy Adiletta and I am the owner and captain of Engage Flyball, based out of Seattle, WA in Region 7. I am writing this evening to request that the NAFA board consider a double points extension for Region 7 beyond the current end date of June 30, 2023.

As you are well aware, the COVID shutdown in 2020-2021 impacted flyball quite severely, possibly the hardest of all the dog sports due to the team nature of the game, and resulted in shutdowns in all regions for at least a full year. I proposed the original idea of offering double points for a period of time to allow dogs to "make up" for the missed year of tournaments, and was so pleased that my idea was accepted and put into practice. I'm sure that this has helped quite a few dogs earn titles that their owners originally thought were out of reach forever during the pandemic, even if the reopening came too late for some of our beloved dogs to take advantage of.

Unfortunately, Region 7 is the only split USA/Canada region in NAFA (technically Region 12 is also split, but as there is no flyball in either ID or MT and has not been for the nineteen years I've played the sport, I don't count it), and as such we were hit by the shutdown of the international border the hardest of all regions. The border did not open up provisionally until November 2021 (requiring negative COVID tests within 48 hours to cross, often costing \$50 or more per person to meet the required turnaround time), and did not open up freely until May of 2022. Due to this, Region 7 was impacted the most by the shutdown, with no flyball at all for 1 year, 10 months, and 3 weeks, and no flyball with an open border for 2 years, 3 months. Most other regions began hosting tournaments again in the summer of 2021, a full year before Region 7 was able to host again, and have reaped the benefits of double points for far longer than Region 7.

Attached is a spreadsheet I have created using information freely available from the NAFA Database reports. I have run comparisons for the last few racing years comparing Region 7

along with two USA regions, two Canada regions, and Alaska, which may be followed along on the spreadsheet as follows.

- 1) Column D lists the number of tournaments in 2019, the last normal racing year.
- 2) Column E lists the number of tournaments in 2020, prior to the COVID shutdown.
- 3) Columns F-I cover the last pre-COVID tournament, the first post-COVID tournament, and the shutdown length in words and then in weeks. Region 7 has two calculations here, one for the first tournament held with a fully open border.
- 4) Columns J, K, and L list the number of tournaments in 2021, 2022, and 2023 through June 30 (the end of double points). Column M sums up the total number of double point tournaments held in that region.
- 5) Column N calculates the "Make-Up" Double Point Tournaments Proposed, which takes the number of tournaments in that region in 2019, divides it by 52 to get a "tournaments per week" ratio, and multiplies it by the number of weeks that region had a COVID shutdown. These cells are color-coded by green for where the region has had more "make-up" tournaments than expected, yellow for about as expected, and red for under the number of tournaments expected.

As you can see from the numbers in the spreadsheet, Region 7 is far, far under the number of double-point tournaments required to make up for the length of our COVID shutdown depending on the calculation, we should have 21 or 25 tournaments at double points, and we have only had 10. Furthermore, one of those 10 was a limited draw tournament where teams from out of region made the draw and were able to race while multiple Region 7 teams were not selected in the draw, so honestly I would not count that towards our tournament total and would list our total at just 9 tournaments with double points. Four of the other five regions I assessed all have exceeded the number of "make-up" tournaments that would cover the ones missed during COVID, with the highest ratios in Region 13 having 16 to a calculated 10 and Region 9 having 26 to a calculated 17. Region 10 (NB NS PE) has only had 7 double point tournaments when the calculation suggests 10, but that is still much closer than Region 7 has achieved. Additionally, many of these regions (including Region 10) are close enough to each other that it is feasible for teams to visit other regions for additional tournaments, while Region 7 exists in its own island (much like Alaska, who even managed to get more double-point tournaments than expected) where flights or multiple days of driving are required to reach our nearest NAFA neighbors in Northern California or in Denver, Colorado.

I request that the NAFA board consider extending double points for the next 15 unlimited tournaments hosted in Region 7. This would bring our region to a total of 24 unlimited double-points tournaments, which would proportionally bring our region in line with the other regions that I have evaluated in this spreadsheet. If there is a concern about other clubs making efforts to attend tournaments in our region to take advantage of these double points, then the multiplier could be assessed only on the current active Region 7 teams as of June 1, 2023 who attend tournaments within Region 7.

The COVID pandemic impacted all of us in many ways, and while arguing about made up points for made up titles for a silly game we play with our dogs to have fun may seem ridiculous, it's that very ridiculousness that keeps us all invested and interested in this game with our friends. I've seen multiple people retire dogs who never got the titles they should have, I've seen even more people give up on those title dreams that COVID shattered, I've seen people just not even bother to dream about titles for their young dogs who lost two full years of their careers, and I've seen MVP nominations denied because the dog didn't race in a year that our region literally could not host a tournament. Several clubs have folded in our region, we've lost some hosting venues, and many of us are still having trouble teaching lessons or bringing other new people into the sport due to limitations placed on us by our practice venues. Extending the double points multiplier in our region to allow people the chance to make up those lost years and those lost points with their dogs will do a lot for morale in Region 7, and will help people believe that they can achieve those dreams they thought were gone due to COVID. It's a small thing, but it's one that would not cost NAFA much (if at all), and it would mean the world to me, my club, and my region if this were to happen.

Thank you for considering my proposal. I appreciate your time and the hard work you put forth as members of the NAFA board, and if you have any questions please do not hesitate to contact me.

Sincerely,

Joy Adiletta Captain, Engage Flyball NAFA Region 7

The rules committee discussed the request and the request did not gain the support of the committee due to:

- Concern about issues this would cause in the database
- The cost of the awards associated with double points. While it is true that awards would still
  be awarded when certain milestones are achieved, during the double points period, the
  corresponding tournament fees were not collected. The board has a duty to be fiscally
  responsible and make these hard decisions.
- Not wishing to make the extension for one region alone.
- NAFA has no control over the rules of states, provinces and countries.
- We can't right every wrong that was done by COVID. The board will not be able to make up
  for all the missed opportunities that have befallen the various regions.
- Board members considered the request and extended their sympathy, acknowledging the
  hardship that region faced due to the border being closed. All regions experienced
  hardships due to COVID. The board understands that all regions experienced hardships
  which may include loss of facilities, loss of entries, loss of unlimited events. These hardships

may not be the same as what was experienced in region 7, however, they are not to be ignored.

### Finance Committee:

Joint Finance/Technology Committee: The meeting between the Finance Committee and Technology Committee came up with an interim solution for the EJS trees that are no longer functioning. The batteries can be replaced and a plan is in place to replace the batteries of light trees. This is a huge cost savings over building new EJS.

### Nominating Committee:

Nominations should open August 1st. Jayne will contact Terry McClean to see if she needs additional help.

## **Marketing Committee:**

- 1. Online Store
- Lynda reported that the committee is looking for a store that will be able to ship to Canada and Alaska as well as to the US Mainland.
- The vendor must allow NAFA to retain ownership of all artwork we submit.
- Meagan and Lynda worked together and checked out Bonfire. The goal is to have "bling" available for clubs to order as prizes etc. The store must be able to ship to Canada and Alaska as well as the US Mainland. Need to make sure that designs will belong to NAFA. Lynda asked the board if others had used them.
- Jayne mentioned that they recently ordered shirts from the company and the printing was fine, however, the shirts themselves were varied in quality.
- Cindy mentioned that her experience would support looking elsewhere.
- More research will be done before a decision on a supplier is made.

#### 2. NAFA Facebook page

- Posts are being scheduled independently, so would like to work with whomever else is scheduling posts to avoid multiple posts going out on the same day.
- Different ideas were shared about what would be nice to show on the NAFA CanAm Event page such as: photos of the venue, reminder of when entries open, posts regarding vendors, CanAm judges bios, etc.
- We are using the NAFA Facebook page and event rather than the separate CanAm Facebook page in order to not split our viewership. Posts for CanAm should be in both places.
- Cindy mentioned that the marketing and communications committees discussed the
  possibility of having a social media coordinator. This should be kept in mind for future
  consideration.

## 3. 40<sup>th</sup> Anniversary logo

The marketing committee will correspond directly with the designer rather than through Cindy.

- 4. Iron Dog patch
- The patch design is ready to order.
- There was discussion about how to distribute them. Steve will decide who should be sending these out and talk to those parties. We do not have physical product at this time.
- Jon suggested that we first offer to deliver them at CanAm using a Google form for patch orders.
- Lynda asked if they could be ordered and paid for in the same manner that CRNs are purchased. Karen explained that the cost to do this would be prohibitive.
- The patches haven't been really popular, however there are likely many people that don't know they exist.
- Cindy suggested this could become part of the online store.
- The general consensus was that if the patches cannot be part of a corporate store, they will be discontinued.
- 4. Junior Participant and CanAm Shirt Contests
- Both contests are currently open with a close date of July 21.
- No Junior Participant pin entries have been received.
- Three CanAm shirt entries have been submitted.

The board took a recess at 8:18 pm.

The board reconvened at 8:30 pm.

## **Disciplinary Committee**

- a. Cricket 220681 Aggression Excusal, appeal request received
- b. Gremlin 230322 Aggression Excusal

Disciplinary Committee Report:			Effective Date
Terry Griffin	Silenaneinn	Conduct prejudicial to the sport of NAFA flyball	09/21/2022
Whisper, 110704	Suspension	Administrative excusal	05/01/2020
Prank, 140408	Suspension	Administrative excusal	05/01/2020
Ripple, 120746	Suspension	Administrative excusal	05/01/2020
Daisy, 120612	Suspension	Administrative excusal	05/01/2020
Marion Brinkman	Suspension	Conduct prejudicial to the sport of NAFA flyball	Indefinitely
Mike Mattos	Silenaneinn	Conduct prejudicial to the sport of NAFA flyball	Indefinitely

Janet Nelson Morris	SHENANGIAN	Conduct prejudicial to the sport of NAFA flyball	1998
Dave Mueller	Sugnengion	Conduct prejudicial to the sport of NAFA flyball	1998
Cheryl Mueller	Silenancian	Conduct prejudicial to the sport of NAFA flyball	1998
Jennifer Nelson	Silenaneinn	Conduct prejudicial to the sport of NAFA flyball	1998

#### Review Panel

- a. Wilson 230322 Excusal sustained by the appeal review panel
- b. Matrix 110357 Excusal sustained by the appeal review panel

## **Special Committee Reports:**

#### Technology Committee:

1. Updates on Light Tree re-design

There are some reliability/durability issues with the current connectors. Dave has been researching different connectors and thinks he may have something to present at CanAm.

#### 2. Heat Trackers

Jon discussed the new design for the New Heat Trackers are in progress and are looking good.

## Communications Committee:

- 1. Update from joint Communication/Marketing committee meetings Covered in the Marketing Committee report.
- 2. Social Media Management
- We will see more posts as CanAm gets closer.
- Cindy presented the concept of creating a paid position to build our social media presence. This would be a project for next year.

#### CanAm Steering Committee:

- 1. Update on visit to Fall Creek Pavilion
- Several board members visited the new venue. It was a very beneficial trip as they were able to take measurements and determine how things will fit in the building.
- The fairgrounds staff have been very responsive to our questions.
- Unfortunately, Hooks will not be open this year as it's too late in the year.

- As it's a new building, there will be some changes required. We are discussing ways to
  provide relief areas for the dogs as there are no grassy areas as convenient as those near
  the West Pavilion.
- The championship races will occur in the Indiana Farmers Coliseum as they did 2 years ago. It is a longer walk from the Fall Creek Pavilion to the Indiana Farmers Coliseum.
- Cindy explained a little more about how the building is situated and some of the pros/cons to
  making it work. The building is built into a hill. Entering on the front entrance you will be on
  the second level, and the back entrance you enter on the first level which is the show ring
  floor
- The price will remain the same as the West Pavilion. We still need to cut costs and bring the event closer to a break-even point.
- 2. Vendor and Sponsor Update
- We have a call July 12 with YuMOVE which is a joint supplement company regarding sponsorship. One issue is that they want exclusivity. Cindy indicated that this could be a yearlong sponsorship.
- We offered tagging on the livestream if you are a larger sponsor.
- Emily-Rose and Sheri Glickman will take over sourcing the welcome bags. Steve, Emily-Rose and Laurie have a meeting coming up.
- We continue to expect to open entries on August 1. We also need to have the crating map available for people.
- The building is clear span, so there will need to be electrical drops as opposed to having wall outlets.
- Currently, sponsorships are about \$1,000 lower than last year. Fourteen vendors have signed up so far. Once everyone pays, we'll have brought in about \$6400 in sponsorship.
- The team entry fees have been increased \$10 to \$185.
- Jon suggested we ask Tractor Supply if they'd donate shavings for a dog relief area.
- Ways of reducing expenses were discussed as well as ways to find workers.
- Consistent and fair pricing for the ring set up will be implemented. It is better to flyball people do this work as they are experienced.
- The position of running the timesheets to and from the ring to the pit area will be filled by kids.
- Payments to board members should be fair, equitable and transparent.
- The hotel information will be available shortly, as well as the contracting for hospitality during the race days.

Nothing to report

#### NAFA Blog Committee:

There are several blogs currently being worked on.

## Old Business:

New Business:

Lynda – There have been some tournaments where measuring was done and entered in the NAFA database. The RD was then informed that some measurements were being disallowed but they remained on the database for a long period of time. There is a disconnect between the decision to disallow measurements and the updating on the database. This is confusing because the competitors were not notified so it was brought up at the captain's meeting. It was unclear to competitors whether they had to measure again. The Permanent/Temporary list on the main database page may not match the measurements shown when looking at the Measurements tab for the CRN.

Jon will get together with Lynda to make sure this gets cleaned up.

Jayne – If there are issues with measuring consistencies on the database, the RD should contact Karen Oleson.

Jon – There has been a process developed to make sure that any measurements that are disallowed are removed from the database and owners and judges are notified. Jon will ensure that new COI committee is informed of the new procedures as well.

Jon moved to adjourn. Lynda seconded. The motion carried with no opposition. The meeting was adjourned at 9:42 pm.

# North American Flyball Association

## Balance Sheet Comparison

As of July 11, 2023

		TOTAL		
	AS OF JUL 11, 2023	AS OF JUL 11, 2022 (PY)	CHANGE	% CHANGE
ASSETS				
Current Assets				
Bank Accounts				
1.1 Amegy Bank of Texas	-25.45	-25.45	0.00	0.00 %
1.2 Amegy Pay Pal Account	0.28	0.28	0.00	0.00 %
1.3 Amegy Money Market	0.00	0.00	0.00	
1.4 Amegy CD	0.00	0.00	0.00	
1.501 MWA Bank (Main)	44,409.15	51,971.54	-7,562.39	-14.55 %
1.502 MWA Bank (PayPal)	15,298.91	22,628.87	-7,329.96	-32.39 %
1.503 MWA Bank (Savings)	21,179.25	51,132.05	-29,952.80	-58.58 %
10.0 10.0 - Tournament Fees	896.54	312.01	584.53	187.34 %
2.0 CanAm Petty Cash	570.89	70.89	500.00	705.32 %
6.1 - Canada Trust - Checking USD	10,147.65	6,727.65	3,420.00	50.83 %
6.2 Canada Trust - CAD Account	0.00	0.00	0.00	
6.5 TD Canada Trust Every Day CAD	43,243.83	34,914.28	8,329.55	23.86 %
Clearing Account	0.00		0.00	
PayPal Bank	0.00	0.00	0.00	
PayPal Bank 2	6,810.76	1,677.69	5,133.07	305.96 %
PayPal Income	0.00	0.00	0.00	
Total Bank Accounts	\$142,531.81	\$169,409.81	\$ -26,878.00	-15.87 %
Accounts Receivable				
11000 Accounts Receivable - CAD	0.00	0.00	0.00	
50 Accounts receivable	0.00	0.00	0.00	
Total Accounts Receivable	\$0.00	\$0.00	\$0.00	0.00%
Other Current Assets				
30 Undeposited Funds	1,386.73	2,998.89	-1,612.16	-53.76 %
39 Other Current Assets	3,050.00	3,050.00	0.00	0.00 %
Uncategorized Asset	-0.87	-0.87	0.00	0.00 %
Total Other Current Assets	\$4,435.86	\$6,048.02	\$-1,612.16	-26.66 %
Total Current Assets	\$146,967.67	\$175,457.83	\$ -28,490.16	-16.24 %
Fixed Assets				
430.0 Equipment Purchase	0.00	-0.02	0.02	100.00 %
430.1 Flyball Jumps	6,650.00	6,650.00	0.00	0.00 %
431.0 EJS	369,836.00	369,836.00	0.00	0.00 %
431.1 Scoreboard	1,258.95	1,258.95	0.00	0.00 %
431.11 Carry Case	4,158.05	4,158.05	0.00	0.00 %
431.12 Power Supply	50.00	50.00	0.00	0.00 %

# North American Flyball Association

# Balance Sheet Comparison

As of July 11, 2023

	TOTAL			
	AS OF JUL 11, 2023	AS OF JUL 11, 2022 (PY)	CHANGE	% CHANGE
Total 431.1 Scoreboard	5,467.00	5,467.00	0.00	0.00 %
431.5 EJS Cases	53,612.98	53,612.98	0.00	0.00 %
432.0 Office Equipment	1,179.00	1,179.00	0.00	0.00 %
432.5 Wickets	6,631.13	6,522.92	108.21	1.66 %
433.0 Mats	36,786.27	36,786.27	0.00	0.00 %
434 Coolers	0.00	0.00	0.00	
435 TV Monitors	6,073.67	6,073.67	0.00	0.00 %
435.1 TV Mounts	2,886.35	2,886.35	0.00	0.00 %
436 Heat Trackers	6,478.05	3,500.00	2,978.05	85.09 %
436.1 Camera Cranes	685.00	685.00	0.00	0.00 %
437 Sound System	3,205.64	3,205.64	0.00	0.00 %
438 Race Counters	2,689.00	2,689.00	0.00	0.00 %
439 WiFi Network	3,351.63	3,351.63	0.00	0.00 %
Total 430.0 Equipment Purchase	505,531.72	502,445.44	3,086.28	0.61 %
599 Accumulated depreciation	-490,785.84	-485,942.48	-4,843.36	-1.00 %
Total Fixed Assets	\$14,745.88	\$16,502.96	\$ -1,757.08	-10.65 %
Other Assets				
432.6 Trademark	22,668.00	22,668.00	0.00	0.00 %
432.7 Incorporation Costs	500.00	500.00	0.00	0.00 %
599.5 Accumulated Amortization of Other Assets	-21,797.28	-21,371.90	-425.38	-1.99 %
Total Other Assets	\$1,370.72	\$1,796.10	\$ -425.38	-23.68 %
TOTAL ASSETS	\$163,084.27	\$193,756.89	\$ -30,672.62	-15.83 %
IABILITIES AND EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
2010 Accounts payable	-340.00		-340.00	
Total Accounts Payable	\$ -340.00	\$0.00	\$ -340.00	0.00%
Credit Cards				
3782030 American Express	12,191.48	13,742.70	-1,551.22	-11.29 %
Total Credit Cards	\$12,191.48	\$13,742.70	\$ -1,551.22	-11.29 %
Total Current Liabilities	\$11,851.48	\$13,742.70	\$ -1,891.22	-13.76 %
Total Liabilities	\$11,851.48	\$13,742.70	\$ -1,891.22	-13.76 %
Equity				
3001 Opening Bal Equity	0.00	0.00	0.00	
3010 Unrestrict (retained earnings)	216,599.67	202,538.09	14,061.58	6.94 %
NetIncome	-64,916.84	-22,073.88	-42,842.96	-194.09 %
Total Equity	\$151,682.83	\$180,464.21	\$ -28,781.38	-15.95 %
TOTAL LIABILITIES AND EQUITY	\$163,534.31	\$194,206.91	\$ -30,672.60	-15.79 %