

10/28/2017

Prepared for the Board of IYAMN meeting on 10/28/2017 at S.Potters Studio

By; Richard Jones Event Chair

Mary Obendorfer and Eddy Marks workshop 10/16 thru 10/22/17 at SPYC and Barre' Bliss

Attendance; 50 total registrants for 1 or more classes. 4 for full workshop, 5 for full weekend, balance for individual classes.

Revenues; \$7,527.90* 20 via PayPal, 12 via mail, 23 drop ins (Note some paid for multiple x's for class add on.
Revenues are after deducting PayPal fee's. 8 certified Iyengar teachers attended.

Expenses; -\$8,667.25

NET; \$(1,139.35)

Note; We had two new members sign up.

\$ overview;

1. Loss of \$1139.35/33Hr=\$33.53 per hour loss. If we take \$33.53/13.35 (ave. Class size) we would need to charge \$2.50/hour more per student to break even.
2. IYAMN has been fortunate to have housing donated for the past two Mary and Eddy events. Consideration needs to be given that this may not be the future case. Air B&B three years ago was approx. \$950. For the week.
3. There have been comments that I cannot quantify that our events are expensive. When I respond that our highest rate is \$17.88 an hour (non-Member full workshop) they act surprised (to the good). Member rate was \$14.85/hr. full workshop.
4. I would like to see registration thru our site and PayPal made a bit easier. ★
5. We have not paid anything to Barre' Bliss for studio rent. We need to consider this.

Personal overview takeaway:

1. Don't fib to a knowledgeable Iyengar teacher about physical issues.
2. I feel this was the best workshop Mary and Eddy have done for us. I may be prejudiced as I have always found them to be caring, professional and capable teachers. All questions are answered timely or responded to by email later. It appeared to me that they never paused in attending to student needs, in a style that gave each student personal attention at some point.
3. Greeting people at the door is something I enjoy doing, it definitely has a one on one feel to it. At some point during the week there was a palpable change in those attending. I have not felt this before at IYAMN events, but it definitely felt like we built a community this week. Just good people feeling good being with one another. This was a special event for us.

Recommendations;

1. Bring Mary and Eddy back next year for another full week. They are holding 10/1 thru 10/7/2018 for us.
2. Adjust pricing higher to avoid a loss.
3. Change Web/PayPal registration to Member/Non-member full week and weekend only signup with other options only available by mail and check.
4. Pay Barre Bliss \$15/Hr x 9.5 hrs= \$142.50 for studio space.
5. Tie down studio space for full week ASAP.
6. Secure housing as a donation or find reasonable rental.

Associated Bank N.A.
 PO Box 19097
 Green Bay WI 54307-9097
 24 Hour Business Banking Concierge: 1-800-728-3501

FINANCIAL STATEMENT OF ACCOUNTS

Primary Account: 000 [REDACTED]

Statement Activity Period
09/11/2017 to 10/10/2017

>001299 4898283 0001 092479 10Z

BKS IYENGAR YOGA ASSOCIATION OF MN INC
 PO BOX 582381
 MINNEAPOLIS MN 55458-2381

Bank: 001

Mail Code: 0

FINANCIAL SUMMARY	ACCOUNT#	BALANCE
DEPOSIT ACCOUNTS		
Basic Business Checking	000 [REDACTED]	\$11,921.19

DEPOSIT ACCOUNTS

Basic Business Checking	#000 [REDACTED]	
Beginning Balance		8,519.31
Plus: Deposits and Other Additions		3,706.80
Minus: Withdrawals and Other Deductions		24.27
Minus: Checks Paid		280.65
ENDING BALANCE ON 10/10/2017		\$11,921.19

Deposits and Other Additions

09/26/2017	PAYPAL TRANSFER 48SJ2A9KSUK84 BKS IYENGAR YOGA ASSOC	458.88
10/05/2017	PAYPAL TRANSFER 48SJ2A9USEZNA BKS IYENGAR YOGA ASSOC	707.92
10/09/2017	CUSTOMER DEPOSIT	2,540.00 ✓

money added to P&L

TOTAL \$3,706.80
TOTAL # OF ITEMS 3

Withdrawals and Other Deductions

09/15/2017	ASSOCIATED BANK SRVC FEE 08/2017	3.00
09/18/2017	DDA PUR FEDEXOFFIC ST PAUL MN 725901507349	21.27

SC 10/017

TOTAL \$24.27
TOTAL # OF ITEMS 2

63043 - REMITTING FOR B-YEAR MEETING

Checks Paid

DATE	CHECK#	AMOUNT	DATE	CHECK#	AMOUNT
09/25/2017	2229	36.82	09/25/2017	2231	60.59
10/03/2017	2230	40.00	09/19/2017	2232	143.24

TOTAL \$280.65
TOTAL # OF ITEMS 4

2000/1000 EAST00 EAST00 ER29LN 64210

Total Overdraft Fees and Total Returned Item Fees

	Total For This Period	Total Year-to-Date
Total Overdraft Fees*	\$0.00	\$0.00
Total Returned Item Fees**	\$0.00	\$0.00

Please note if you have a negative balance for more than five business days, a continued overdraft fee of \$7.00 per business day will also apply.

*Total Overdraft Fees include fees for: overdraft items or debits paid, NSF (Unavailable Funds) item or debit paid, and Continued overdraft fees.

** Fees for overdraft or NSF items returned unpaid.

Balance Summary

<u>DATE</u>	<u>BALANCE</u>	<u>DATE</u>	<u>BALANCE</u>	<u>DATE</u>	<u>BALANCE</u>
09/15/2017	8,516.31	09/25/2017	8,254.39	10/05/2017	9,381.19
09/18/2017	8,495.04	09/26/2017	8,713.27	10/09/2017	11,921.19
09/19/2017	8,351.80	10/03/2017	8,673.27		

Statement Period Ledger Average Balance
\$8,380.37