• Balances (as of 08/31/2014):

<table>
<thead>
<tr>
<th></th>
<th>2014</th>
<th>2013</th>
<th>2012</th>
<th>2011</th>
</tr>
</thead>
<tbody>
<tr>
<td>Checking Account</td>
<td>100,507.20</td>
<td>141,129.48</td>
<td>116,421.28</td>
<td>104,382.16</td>
</tr>
<tr>
<td>CD Account</td>
<td>20,005.03</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Net Income (MTD)</td>
<td>(2,886.00)</td>
<td>382.61</td>
<td>992.48</td>
<td>(506.33)</td>
</tr>
<tr>
<td>Net Income (YTD)</td>
<td>(1,687.31)</td>
<td>20,333.31</td>
<td>6,799.24</td>
<td>14,274.40</td>
</tr>
</tbody>
</table>

• Proposed Policies & Procedures Change:
  • SPMS will maintain at least $80,000 in reserves (checking, CD, or any other liquid asset account). Once the combined balance falls below $80,000, all discretionary spending will be discontinued until the balance is above $80,000. Discretionary spending is defined as (but not limited to):
    i. Promotional and Advertising Expenses
    ii. Convention Expenses
    iii. Annual Award Expenses
    iv. Clinic and Seminar Expenses
    v. Compensated Annual Registration Fees
    vi. Compensated Competition Fees

• Proposed Registration Fee Increase:
  • Suggest increasing our registration fee from $13.00 to $15.00 for annual registrations.
  • Suggest increasing our registration fee from $8.00 to $10.00 for partial-year registrations.

• Reminder to Clinic and Seminar Hosts: If you are offering scholarships, I need the following from each recipient:
  • Name
  • Mailing Address (for the check)
  • Phone
  • Email address

I just got 2 returned checks from April’s Coach’s Clinic.