



**ALPHA GAMMA SIGMA, INC.
STATE ADVISORY BOARD MEETING AGENDA**

**April 16th, 2022
Online Meeting**

**Host: Online hosted by Las Positas College
ONLINE – Video Conference meeting - California**

**Meeting ID: [https://cccd-
edu.zoom.us/j/8973052272?pwd=RVRUNzdIY0hyR3VNbEZyRWpxZDI3dz09](https://cccd-edu.zoom.us/j/8973052272?pwd=RVRUNzdIY0hyR3VNbEZyRWpxZDI3dz09)**

Special Rules for the Order of Business:

1. The agenda is fixed once a motion to accept, amend, add to, and/ or change an agenda has passed.
 2. All items listed as action items will begin with a motion.
 3. All items listed as non-action contain information only. No action will be taken on these items. Future agenda issues may surface from these items and, if they do, they should be noted for future agendas.
 4. Unfinished business and new business will be handled first after the meeting is called to order, the minutes have been approved, and the agenda is set.
 5. Debate on all action items on the agenda will follow an alternate pattern of “one member speaking for” and then “one member speaking against” the issue so as to facilitate the discussion, eliminate repetition of ideas, and air both sides; once one side of the debate no longer has a member speaking either pro or con, the debate will end, and the question will be called to a vote.
 6. The debate on a particular action item should not exceed ten minutes unless the body wishes to extend the time allotted for discussion.
 7. All reports should contain non-action items only.
 8. Anything embedded in a report that is significant and merits discussion as an action item should be identified as such when the agenda is being set at the beginning of the meeting or should be held over as a future agenda item.
- I. Call to Order and President’s Opening Remarks:** President Joe Reyes thanked Ashley McHale and David Powers for putting on the convention this weekend. He thanked Valerie Venegas for helping him prepare for this meeting. He also thanked all the advisors for being here today.
- II. Self-Introductions (~1 minute each Chapter):** President Joe Reyes asked advisors who were present to introduce themselves and, for fun, mention a movie that they saw recently or prior to the pandemic two years ago. The movies mentioned included Batman, Spiderman, Lost City, Dunkirk, Black Panther, Air Force One, the Elon Musk Documentary, Encanto, Free Guy, Dune, Knives Out, Tears for an Alabama Sky (a play),

Sing II, Toy Story III, Coco, Knives Out, Blade Runner, Eternals, Death on the Nile, and Coda.

- III. Explanation of the Sign-In Process:** Terry Green asked for everyone present to email him at green_terry@smc.edu with their name, college, and chapter. He went on to ask advisors to email him a few more times during the meeting to send him his or her information. Practically everyone did email him the information.

ALLAN HANCOCK COLLEGE: Kathy Headtke, Michael Serpa, Kathryn Voltmer

ANTELOPE VALLEY COLLEGE: Matthew Jaffe, Alberto Mendoza González

Larreynaga

CERRITOS COLLEGE: Jerry Ramos

CHABOT COLLEGE: Lisa Carlsen

CITRUS COLLEGE: Raquel Gutierrez, Denise Kaisler

CLOVIS COMMUNITY COLLEGE: Cody Hoover

COLLEGE OF MARIN: Andrea Wang

CITY COLLEGE OF SAN FRANCISCO: Joe Reyes

CUESTA COLLEGE: Chris Gilbert

DIABLO VALLEY COLLEGE: Ian Thomas-Bignami, Chris Capozzo

EL CAMINO COLLEGE: Joshua Casper

FULLERTON COLLEGE: Marwin Luminarias

GLENDALE COLLEGE: Isaac Pedraza

GOLDEN WEST COLLEGE: Valerie Venegas

IRVINE VALLEY COLLEGE; Armando Garcia

LAS POSITAS COLLEGE: Ashley McHale, David Powers

LOS ANGELES PIERCE COLLEGE: Kaycea Campbell, Lisa Valdez

LONG BEACH CITY COLLEGE: Geetha Rajaram

MERCED COLLEGE: Jennifer McBride, Vince Piro

MERCED COLLEGE (Valley State College) Jennifer McBride

MOUNT SAN ANTONIO COLLEGE: Regina Martinez

PASADENA CITY COLLEGE: Vanessa Schulz

RIO HONDO COLLEGE: Alan Archambault

SADDLEBACK COLLEGE: Alannah Rosenberg

SAN BERNADINO VALLEY COLLEGE: Michael Levine

SANTA ANA COLLEGE: Nick Enke, Sara Kelley, Kathy Patterson

SANTA MONICA: Terry Green, John Quevedo, Betty Wong

SKYLINE COLLEGE: Linda Whitten

WEST VALLEY COLLEGE: Tim Kelly

- IV. Explanation of the Special Rules:** Chris Gilbert went over the Special Rules for the Order of Business that we use to have our meetings be both efficient and productive.

- V. Additions/Deletions to the Agenda:** The following items were added to the agenda: IX.D. "Discussion of Cloud Storage", IX.E. "Moving Money to a CD", X.C. "Review of Schedule for Future Meetings", X.D. "Review of Advisors Handbook", X.E. "Recognition of Tenecia Harris", X.F. "\$35,000 to Scholarships", and X.G. "Future

Convention's Structure and Profitability". Item XII.K. "Collector of Permanent Record" was deleted. The agenda was approved with the above additions and the one deletion.

VI. Approval of the Agenda: The agenda was approved with the above additions and the one deletion.

VII. Corrections to and Approval of the Minutes from Fall Advisory Board Meeting on 10/2/21: Terry Green, the secretary, was informed he had misspelled Alannah Rosenberg's name. He apologized to Alannah for his error. The minutes were approved.

VIII. Corrections and Updates to the Fall Advisory Board Directory: None

IX. Unfinished Business:

A. Increasing inter-chapter communication via a Shared Advisor Contact List and Shared Chapter Contact Web Site: John Quevedo wanted to empower our student trustees to communicate with chapter presidents to have better communication within our organization. We found out that some communication between student trustees and chapter presidents had been occurring which was a positive development. We then began to discuss our website and that it needed to have accurate information for the chapters. Sara Kelley as our Website Committee Chair said that she could link chapter websites to our website but that she did not design content. **MOTION #1 Chris Gilbert moved that we should form a committee to update the website. Alannah Rosenberg seconded the motion. (MOTION #1 CARRIED.)** It was agreed that Sara should head the committee and the following advisors volunteered to be members of the committee: Marwin Luminarias, Ashley McHale, John Quevedo, Alannah Rosenberg, Andrew Kindon, and Andrea Wang. It was agreed that the student trustees should be invited to join the committee after they are elected later this semester.

B. Chapter Recruitment & Alpha Gamma Sigma Revitalization workgroup (update?): It was agreed that we needed to reach out to former chapters to bring them back into AGS. Our number of active chapters was way down in terms of how many community colleges we have in California. Chris Gilbert told us he had reached out to five or six different colleges, and he got a good response from Crafton Hills College and a fair response from Los Medanos College. It was noted that many of our campuses were losing students because of the pandemic the past two years and other factors. It was agreed that we needed to re-vitalize chapters in the upcoming years to get our membership back up to where it had been. Joe Reyes said that he was going to dedicate himself to getting two chapters in his area back in AGS and functioning. It was agreed that we all needed to reach out to colleges in our respective areas and attempt to get them back into AGS. Recently a committee that had been formed at a previous SAB meeting had been contacting colleges. Alannah Rosenberg had a list of which colleges had been contacted and said that she would send it to Andrew Kindon to be sent

out to all the advisors. It was mentioned that the document of colleges contacted be one that could be altered. Advisors could sign up to contact colleges in their area and a duplication of efforts could be avoided. It was suggested that the list could be put on the website and be a living document where advisors could easily sign up to contact colleges. It could then be easier to access than through email. It was mentioned that advisors on the Honors Transfer Council could promote the revitalization of chapters and the promotion of new ones throughout the state. All agreed that we needed to change the trajectory of the number of chapters and students in our organization.

- C. Board of Trustees Vacancies Update:** Valerie Venegas told us that we needed to replace two trustees, Megan Lange, and Chris Copozzo for four-year positions. John Quevedo volunteered to fill one of the positions. **MOTION #2) Terry Green moved to add John Quevedo to the Board of Trustees. Valerie Venegas seconded the motion. (MOTION #2 CARRIED.)** Valerie mentioned that other advisors could contact her by email if he or she wanted to fill the second position that was open.
- D. Discussion of the Cloud Storage:** Lisa Valdez reviewed cloud storage services and recommended we get pCloud. She wrote in her proposal that “Pcloud is one of the relatively few secure cloud services that offer lifetime participation. You essentially get a virtual perpetual cloud drive. It depicts itself as an individual cloud space where you can share your folders and documents. It has a simple to-utilize interface that clearly shows where everything is found and what it does.” She wanted us to purchase this encrypted cloud storage to preserve our collection of permanent records including documents, audio, and visual files. **MOTION #3) Lisa Valdez moved that the State Advisory Board purchase the encrypted cloud storage, pCloud, at a one-time cost of \$475 to preserve the collection of permanent records. Kaycea Campbell seconded the motion. (MOTION #3 CARRIED.)**
- E. Moving Money to a CD:** **MOTION #4) Kaycea Campbell moved that the State Advisory Board (after approval from the Board of Trustees) takes up to \$80,000 from the operating fund for investment in a financial instrument as recommended by our financial advisor. The withdrawal will be dependent on whether the funds are needed for Convention 2023. Ian Thomas-Bagnini seconded the motion. (MOTION #4 CARRIED.)** It was agreed that it would be wise to have this money earning interest rather than just sitting in an account not earning interest. As we have very few expenses between conventions, it just makes sense to move this money to a CD.

X. New Business:

A. SAB Vice-President Elect: Valerie Venegas said we needed two volunteers to fill the State Advisory Executive Board slate for 2022-2023. Ashley McHale volunteered to be the Vice-President Elect from the North becoming President next year. Marwin Luminarias volunteered to be Vice-President from the South and will be President the year after Ashley. The Slate of Officers for 2022-2023 is as follows:

1. President – Valerie Venegas
2. VP/President Elect (North) – Ashley McHale
3. Vice-President Elect (South) – Marwin Luminarias
4. Secretary – Terry Green
5. Treasurer – Kaycea Campbell
6. Vice-Treasurer – Thomas Harjuno
7. Chair of Scholarships and Awards – Ashley McHale
8. Vice-Chair of Scholarships and Awards – David Powers
9. Secretary of Extension and Eligibility – Marwin Luminarias
10. Historian/Keeper of Records – Lisa Valdez
11. Secretary of Intercollegiate Relations – Terry Scarbrough

Appointed officers for 2020-2021 (as per bylaws):

1. Advisory Board Directory Editor – Andrew Kindon
2. Website Coordinator: Sara Kelley
3. Parliamentarian – Chris Gilbert
4. Publicity Chair – Jennifer McBride and Vince Piro
5. Secretary of Standing Rules – Chris Gilbert
6. Historian/Keeper of Records – Lisa Valdez

B. Student Trustee Support: John Quevedo mentioned that we have not done a good job of working harder to help our student trustees. He thought we needed to strengthen the Bylaws concerning our student trustees. He mentioned that we might codify different executive board members to work with the student trustees. For example, the Vice-President from the north could guide the northern student trustee, and likewise, the Vice-President from the south could guide the southern trustee. He stated that we needed a document saying exactly what the responsibilities of the student trustees were. Valerie Venegas offered to create a booklet of information to help our student trustees. It was agreed that we needed to have a special election after the convention to determine who the student trustees would be for the coming year. Students could send in video speeches and all the chapters from the two different regions could see them to determine how their chapter wanted to vote. Ashley McHale and others stated that we have lacked good communication with the student trustees and that it was critical that we improve in this area. Chris Gilbert told us that it was difficult to change our Bylaws, but we already have rules about our student trustees that

are in the Standing Rules. He said that we could study those rules and update them at a State Advisory Board meeting using motions instead of the more complicated procedures needed to change the Bylaws. **MOTION #5) John Quevedo moved that a committee be formed to review the Standing Rules regarding to the Student Trustees and discuss the possible creation of a Student Trustees Handbook, to be reviewed at the Fall Advisory Board Meeting in 2022. Valerie Venegas seconded the motion. (MOTION #5 CARRIED.)** John Quevedo, Valerie Venegas, and others (I believe) said they would serve on the committee.

- C. Review of Schedule of Future Meetings:** Alannah Rosenberg brought up problem with this weekend in that it coincided with Easter, Passover, and Ramadan. **MOTION #6) Chris Gilbert moved that an item be added to the Standing Rules as follows: In preplanning of future Spring Conventions, potential dates should be checked against Passover, Easter, Ramadan, and other religious holidays to avoid conflicts with these holidays. Isaac Pedraza seconded the motion. (MOTION #6 CARRIED.)**
- D. Review of Handbook: MOTION #7) John Quevedo moved that a committee be formed to review the Advisors' Handbook, for the state website. Terry Green seconded the motion. (MOTION #7 CARRIED.)** Chris Gilbert, John Quevedo, Joe Reyes, and Isaac Pedraza all volunteered to serve on the committee.
- E. Recognition of Tenecia Harris:** Tenecia Harris from Santa Monica College volunteered to fill the vacant Student Trustee from the South position on an emergency basis. John Quevedo sent out an email asking for any objections to her doing so, and because there was none, she was elected the Student Trustee from the South. Because she felt she had not received official notification that she had the position for some time, she did not get started as quickly as she wanted. She did work with Milo Brown, the Student Trustee from the North, and together they started a Discord channel to communicate with chapter presidents. Chris Gilbert said that we might honor the outgoing student trustees at our spring conventions, and his idea was well received.
- F. \$35,000 transferred to scholarships: Motion #8) Kaycea Campbell moved that the State Advisory Board allow \$35,000 to be paid to 2022 scholarship recipients. Jerry Ramos seconded the motion. (MOTION #8 CARRIED.)** In Kaycea's detailed report (which I will include at the end of these minutes) she showed that we had collected \$18,989 from chapters for scholarships this academic year. Ashley McHale, our Scholarship Chair, had mentioned at the Board of Trustees meeting that \$35,000 should be sufficient for this year to give to the recipients. It would mean that we would have a deficit of \$16,011.

G. Future Conventions and Profitability based on Hotel Contracts: In Kaycea's detailed report, she stated that "SAB needs to make some decisions concerning the feasibility of in-person Conventions. Enrollment is dropping, convention attendance is dropping, and convention costs are rising. As such, convention will not be an income generator unless per person costs increase dramatically. This is a delicate balance. Can we ask students to pay over \$500 for a weekend convention for scholarships? AGS does not generate enough income to subsidize convention. Given changes in the delivery of workshops and conventions, it may be time for AGS to consider the modality of convention."

Points made during the discussion included: 1) We used to make profits at our conventions but in the last few years we have been losing money. 2) Our membership is down, our attendance at conventions is down whereas the cost to our students is skyrocketing. 3) We have had to withdraw funds from our endowment fund to cover hotel expenses. 4) The conventions have become a financial burden for our organization and especially for our students. 5) We need to start thinking about making drastic changes in our spring conventions and exit our commitments to the DoubleTree Hotel. 6) Other organizations are having the exact same problem with declining membership because of Covid and rising prices at hotels. 7) Hotels are chasing businesses that can afford their rising rates for conventions and meetings. 8) It was suggested that we could do hybrid conventions, part Zoom and part on one of our college campuses which could potentially decrease our audio-visual costs substantially. 9) Jennifer McBride suggested that we could meet in Central California where hotel costs would be more accessible and make the transportation expenses for colleges from the south and north more equivalent. 10) It was agreed that we needed to do an active search concerning replacing the DoubleTree because of the size of our group. **MOTION #9) Joe Reyes moved that we have an additional meeting from 3:00 to 3:30 to complete our agenda. Terry Green seconded the motion. (MOTION #9 CARRIED.)** 11) We need to have a hybrid model because some colleges may continue not to allow students to go places because of liability issues. 12) The date to withdraw from our commitment at the DoubleTree in Ontario for our spring convention in 2023 has passed. 13) We have \$20,000 as a down payment for the DoubleTree in Sacramento for our spring convention in 2022. 14) Are we going to stay with the DoubleTree? 15) Can we afford to continue with the DoubleTree? 15) We need to make our decision at the Fall Advisory Board Meeting this October.

Part II of our meeting that started at 3:00 pm: We continued to discuss what we should do in terms of our future conventions. 16) As discussed earlier, rather than going to a hotel, we might consider going to one of our colleges and have students stay at various hotels nearby that might not be as expensive as the DoubleTree. 17) It was suggested that we could keep the

virtual component to allow students to attend the convention remotely. 18) Alannah Rosenberg suggested that we could have a table to sell our jewelry at conventions. 19) It was suggested that we only have one day of meetings to cut down on costs. 20) Alannah thought that it was maybe too soon to consider leaving the DoubleTree and that we should keep our contract for 2023. 21) Terry Green suggested that maybe we should keep our commitments with the DoubleTree for both 2023 and 2024 because we already have a contract for 2023 in Ontario and we have a \$20,000 down payment and contract to go to Sacramento in 2024. 22) It was agreed that if we were to do so, the organization would probably take a substantial financial hit. 23) It was mentioned that we could perhaps get group discounts from hotels for chapters who were travelling long distances to attend the conventions held on a college campus. 24) We ended up in limbo undecided about the 2023 Spring Convention. 25) As stated earlier, this will be a critical item for the Fall Advisory Board Meeting, and we will have to make our decision at least by then. 26) Will we have the convention in Ontario? On a college campus? By Zoom? A hybrid combination?

XI. Calendar Update: Note: We recently voted to have all future FAMS online.

Event	Date	College
2022 Spring Convention (North) Sacramento, CA	April 15-17, 2022	Host: Las Positas College
2022 FAM	October 1, 2022	Host: SAB President (online)
2022 Northern Regional Conference		Host and Registration: Merced College
2022 Southern Regional Conference		Host: Orange Coast College Registration: Saddleback College
2023 Spring Convention	April 28-30, 2023	Host: Santa Monica College Registration: Los Angeles Pierce
2023 FAM	October 7, 2023	Host: SAB President (online)
2023 Northern Regional Conference		Host and Registration:
2023 Southern Regional Conference		Host: Pierce College Registration:
2024 Spring Convention (North)		
2024 FAM	October 5, 2024	Host: SAB President (online)
2024 Northern Regional Conference		
2024 Southern Regional Conference		
2025 Spring Convention (South)		
2025 FAM	October 4, 2025	Host: SAB President (online)
2025 Northern Regional		

Conference		
2025 Southern Regional Conference		
2026 Spring Convention (North)		
2026 FAM	October 3, 2026	Host: SAB President (online)

XII. Reports:

- A. Board of Trustees Report:** Valerie Venegas, the President of the Board of Trustees, told us that our portfolios with Stifel were strong even though the economy this year has been weak. The overall value of our portfolios with Stifel had been over \$1,000,000 in 2021 but had dropped about \$51,000 so we are now slightly below the million-dollar figure. She told us that our financial advisor, Monica Peterson with Stifel was happy with our portfolios but still hoped for a turn-around later in the year. Valerie again mentioned that we needed to find one more advisor to join the Board of Trustees this year and that she could be contacted by email if someone wanted to volunteer for the position.
- B. SAB President Report:** Joe Reyes thanked us for our support and the opportunity to serve as president. He told us that he had a high regard for our organization and our ability to function and work together to get things done.
- C. SAB President-Elect Report:** None
- D. SAB Vice-President Elect Report:** None
- E. Secretary Report:** None
- F. Treasurer Report:** Kaycea Campbell explained her extensive report that is included at the end of these minutes as Report I.
- G. Vice-Treasurer Report:** None
- H. Chair of Scholarships Report:** Ashley McHale had a written report which is included at the end of these minutes as Report II. It includes all the scholarship data from 1997 to 2022.
- I. Vice-Chair of Scholarships and Awards:** David Powers reminded us that we had three winners of the Outstanding Advisor Award.
- J. Secretary of Extension and Eligibility Report:** None
- K. Secretary of Intercollegiate Relations Report:** None
- L. Advisory Board Directory Editor Report:** None
- M. Website Committee Chair Report:** Sara Kelley told us that she has continued to update our website when she receives information to include.
- N. Parliamentarian Report:** None
- O. Publicity Chair Report:** Jennifer McBride and Vince Piro said that they would be sending out a press release template for scholarship winners that chapters could use to promote the success of their students.
- P. Secretary of Standing Rules Report:** Chris Gilbert told us that the Bylaws were up to date but there would be a change to the Standing Rules based on MOTION #6 earlier in this meeting.

Q. Historian/Keeper of Records Report: Lisa Valdez submitted a report entitled “2022 AGS State Convention Historian/Keeper of the Records Report”. Here is her report. We currently have 80% of the records digitized. The files are currently stored in 3 places: Dropbox, Google Docs, and flash drives. Storage is maxed out and audio and photos are awaiting digitization. We will continue to utilize scanner until board purchase for digitizing all files. Proposed Future Process: Move all digitized files to new storage system. Digitize photos and audio files and upload to a new system. Create viewable access and editor access. The webmaster, secretary, historian, and treasurer will have editor access. Passwords will change each time an advisor replaces any of the above-mentioned positions. Preparing for AGS’s Centennial: As early as summer 2023, the historian will start to contact advisors about how and what each chapter would like to show case for the centennial. Specs on what types of files and resolution of photos will be forthcoming. The historian will work closely with the webmaster to establish a space to store links to AGS archives, as well as a structure for displaying items for the centennial.

XII. Discussion (Non-Action Items): We discussed whether the Outstanding Advisor Award should have to go through a chapter advisor who then might be the recipient of the award. Advisors said that it made them feel uncomfortable to view the application that nominated them and then be required to sign it. It was explained that this was a procedure to verify that the nominated advisor had not received the award in the past four years. Ashley McHale and David Powers said that they would work together to make the process less awkward. It was suggested that the problem could be solved if the application included the data of the recipients of the award for the last four years so the students would know who not to nominate. Then the advisor would not have to see the application or sign it.

It was agreed we needed to continue to discuss ways to improve our communication with our student leaders and between chapters at the Fall Advisory Board Meeting. Should we be using Discord or Slack? Valerie Venegas told us that the Student Trustee from the South, Milo Brown, had made Valerie our manager of the Discord channel created by the student trustees.

XIII. Adjournment: The meeting was adjourned at 4:13 pm.



Alpha Gamma Sigma, Inc.
The California Community College Scholastic Honor Society
Established 1926



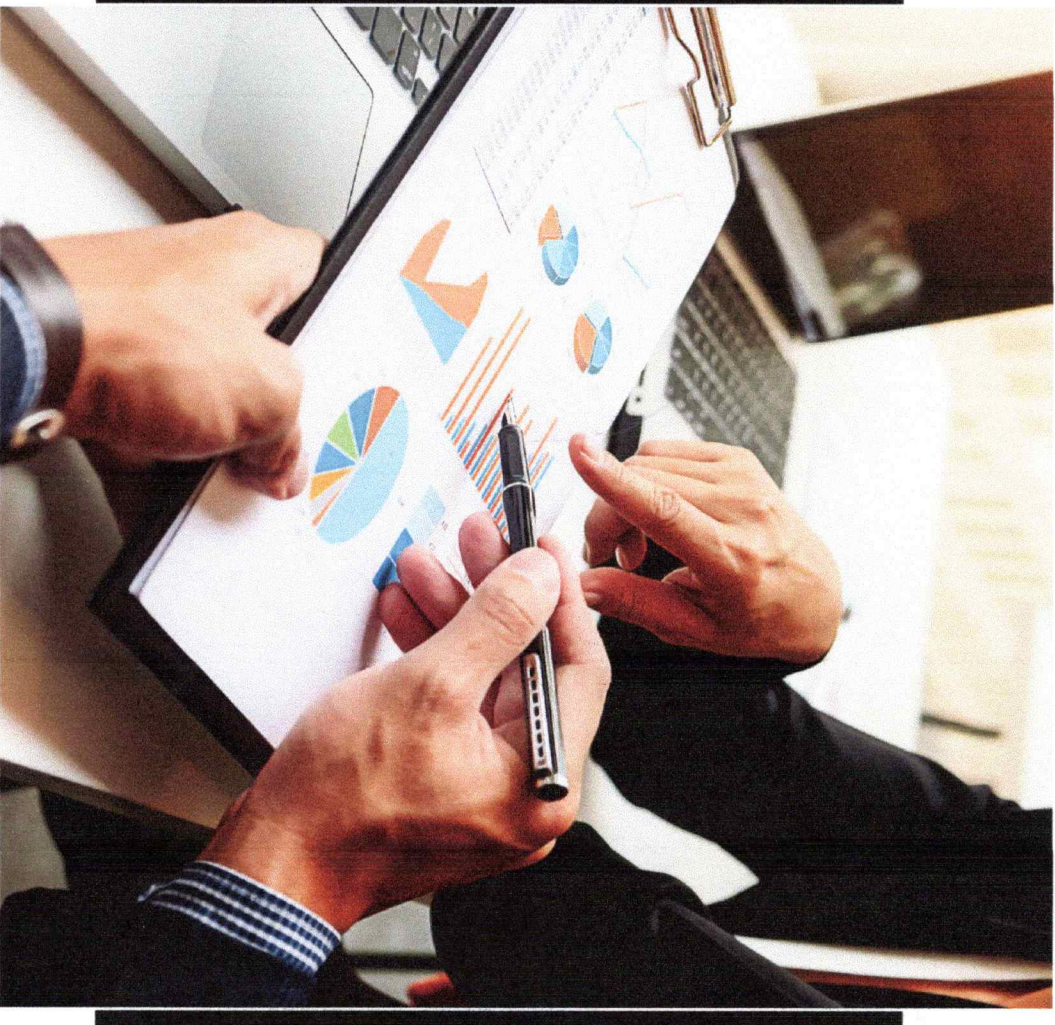
State Convention Financial Report 2022



April 15-16, 2022



Virtual/Zoom



Bank Balance

Bank Balance as of 3/25/2022

\$124,043.52



Presented above is the bank balance. AGS has a business account with Wells Fargo and all funds are housed there. The bank balance is extracted from the online Wells Fargo account balance.

Components of AGS Finances

Major highlights are the drop in the scholarships funds that are earmarked for scholarships. There are no changes in other finance categories.

Financial Categories for AGS' Bank Balance

	\$124,043.52	Money in the bank as of 3/25/22
	\$18,989.00	Earmarked for scholarships/endowment
plus	\$9,737.52	Money that belongs to the Jewelry account
plus	\$10,978.40	Money that belongs to the Operating Budget account
plus	\$2,137.71	Money from FAM
plus	\$59,019.87	Balance to pay for future convention + surplus/deficit from all past conventions
plus	\$27,658.53	Starting balance in 2005
equals	\$128,510.83	
minus	\$4,467.31	Monet spent on special projects
equals	\$124,043.52	
difference of	\$0.00	

Financial Instrument

Bank Balance as of 3/25/2022

\$124,043.52



After scholarship payments, as approved by SAB, the operating bank balance will be almost \$85,000.

Lost Interest

This bank balance does not collect interest. There is no need to have such a high bank balance, unlike in the past with convention costs. As such, there is a motion to move the balance to an interest-bearing instrument.

Motion for Interest Bearing Instrument

Motion #1: I hereby move that the SAB (after approval from the BOT) takes up to \$80,000 from the operating fund for investment in a financial instrument as recommended by our financial advisor. The withdrawal will be dependent on whether the funds are needed for Convention 2023.

Detailed Time Trends of AGS' Financial Components

Operating Expenses

Important Notes: There has not been many expenses. Major expenses are usually for taxes, and then miscellaneous subscriptions, such as the website.

YEAR/CATEGORY	SPENT	COLLECTED	SURPLUS OR DEFICIT (-)
1-2005 / 4-30-2006	\$1,830.20	\$4,559.78	\$2,779.58
5-1-2006 / 4-30-2007	\$2,839.39	\$2,544.00	-\$295.39
5-1-2007 / 4-30-2008	\$1,730.70	\$2,294.00	\$563.30
5-1-2008 / 4-30-2009	\$1,605.29	\$2,756.31	\$1,151.02
5-1-2009 / 4-30-2010	\$403.64	\$2,336.00	\$1,932.36
5-1-2010 / 4-30-2011	\$1,325.77	\$2,510.00	\$1,184.23
5-1-2011 / 4-30-2012	\$1,144.98	\$2,372.42	\$1,227.44
5-1-2012 / 4-30-2013	\$1,289.53	\$2,378.00	\$1,088.47
5-1-2013 / 4-30-2014	\$1,743.62	\$2,254.00	\$510.38
5-1-2014 / 4-30-2015	\$2,317.19	\$2,269.00	-\$48.19
5-1-2015 / 4-30-2016	\$1,892.00	\$1,902.00	\$10.00
5-1-2016 / 4-30-2017	\$1,677.16	\$2,110.00	\$432.84
5-1-2017 / 4-30-2018	\$1,037.82	\$2,018.00	\$980.18
5-1-2018 / 4-30-2019	\$1,455.07	\$1,756.00	\$300.93
5-1-2019 / 4-30-2020	\$1,900.00	\$1,636.00	-\$264.00
5-1-2020 / 4-30-2021	\$1,751.00	\$2,380.00	-\$371.00
5-1-2021 / 4-30-2022	\$1,549.75	\$1,396.00	-\$153.75
TOTALS	\$27,493.11	\$38,471.51 NET	\$10,978.40

Detailed Time Trends of AGS' Financial Components

Jewelry

Important Notes: Please contact the Assistant Treasurer, Thomas Harjuno

YEAR/CATEGORY	SPENT	COLLECTED	SURPLUS OR DEFICIT (-)
1-2005 / 4-30-2006	\$4,180.84	\$5,694.16	\$1,513.32
5-1-2006 / 4-30-2007	\$1,166.08	\$2,769.22	\$1,603.14
5-1-2007 / 4-30-2008	\$3,134.45	\$3,509.25	\$374.80
5-1-2008 / 4-30-2009	\$1,153.58	\$3,504.75	\$2,351.17
5-1-2009 / 4-30-2010	\$39.45	\$2,233.20	\$2,193.75
5-1-2010 / 4-30-2011	\$109.64	\$5,238.50	\$5,128.86
5-1-2011 / 4-30-2012	\$5,827.34	\$2,582.80	-\$3,244.54
5-1-2012 / 4-30-2013	\$4,973.51	\$3,497.06	-\$1,476.45
5-1-2013 / 4-30-2014	\$83.03	\$3,404.05	\$3,321.02
5-1-2014 / 4-30-2015	\$3,399.62	\$1,096.80	-\$2,302.82
5-1-2015 / 4-30-2016	\$4,475.74	\$1,351.50	-\$3,394.24
5-1-2016 / 4-30-2017	\$0.00	\$4,797.75	\$4,797.75
5-1-2017 / 4-30-2018	\$3,257.96	\$995.75	\$4,797.75
5-1-2018 / 4-30-2019	\$1,503.81	\$1,529.25	\$25.44
5-1-2019 / 4-30-2020	\$1,895.24	\$1,099.06	-\$796.18
5-1-2020 / 4-30-2021	\$1,545.99	\$1,583.75	\$37.76
5-1-2021 / 4-30-2022	\$0.00	\$1,866.75	\$1,866.75
TOTALS	\$37,016.28	\$46,753.60 NET	\$9,737.32

Detailed Time Trends of AGS' Financial Components

Convention

Important Notes: Convention is no longer generating profits to add to the scholarship fund. It may now be withdrawing on the available funds

YEAR	EXPENSES	INCOME	PROFIT/LOSSES	USED FOR SCHOLARSHIPS
2005	\$2,358.20	\$1,047.50	-\$310.70	
2006	\$82,151.41	\$96,120.00	\$13,968.59	\$7,096.57
2007	\$74,895.04	\$84,056.00	9,160.96	7,345.00
2008	\$82,119.27	\$93,075.00	\$10,955.73	\$2,855.16
2009	\$81,016.34	\$87,267.00	\$6,250.66	\$1,432.75
2010	\$78,759.37	\$92,585.00	\$13,825.63	\$4,333.00
2011	\$89,820.21	\$102,370.00	\$12,549.79	\$9,196.00
2012	\$97,992.03	\$111,201.28	\$13,209.25	\$513.00
2013	\$101,502.12	\$116,838.00	\$15,335.88	\$6,397.00
2014	\$101,813.36	\$116,695.00	\$14,881.64	\$7,815.00
2015	\$109,613.47	\$128,725.00	\$19,111.53	\$6,516.00
2016	\$101,694.63	\$116,205.00	\$14,510.37	\$15,496.00
2017	\$106,794.00	\$124,316.00	\$17,522.00	\$10,000.00
2018	\$96,091.42	\$105,030.00	\$8,938.58	\$5,000.00
2019	\$113,570.91	\$103,590.00	-\$9,980.91	\$0.00
2020 (Cancelled)	\$20,401.48	\$0.00	-\$20,401.48	\$0.00
2021 (Virtual)	\$0.00	\$0.00	\$0.00	\$0.00
2022 (Virtual)	TBD	TBD	TBD	
TOTALS	\$1,340,593.26	\$1,479,120.78	\$138,527.52	\$83,995.48
TOTAL MINUS SCHOLARSHIPS - \$54,532.04				

Detailed Time Trends of AGS' Financial Components

FAM

YEAR	EXPENSES	INCOME	PROFIT/LOSSES
2005	\$1,373.17	\$1,230.00	-\$143.17
2006	\$111.57	\$1,520.00	\$1,408.43
2007	\$1,163.70	\$1,296.00	\$132.30
2008	\$1,644.57	\$1,050.00	-\$594.37
2009	\$438.80	\$650.00	\$211.20
2010	\$397.71	\$775.00	\$377.29
2011	\$605.75	\$725.00	\$119.25
2012	\$543.60	\$660.00	\$116.40
2013	\$515.31	\$550.00	\$34.69
2014	\$480.00	\$650.00	\$170.00
2015	\$498.57	\$765.00	\$266.43
2016	\$859.96	\$575.00	-\$284.96
2017	\$500.00	\$700.00	\$200.00
2018	\$508.10	\$550.00	\$41.90
2019	\$342.48	\$425.00	\$82.52
2020 (Virtual)	\$0.00	\$0.00	\$0.00
2021 (Virtual)	\$0.00	\$0.00	\$0.00
TOTALS	\$9,983.29	\$12,121.00 NET	\$2,137.71

Detailed Time Trends of AGS' Financial Components

Scholarships

YEAR	AWARDED	COLLECTED	LOL/ \$ RETURNED TO BOT	SURPLUS OR DEFICIT
2005	\$34,700.00	\$34,700.00		\$0.00
2006	\$34,000.00	\$26,903.43		-\$7,096.57
2007	\$37,800.00	\$30,455.00		-\$7,345.00
2008	\$30,700.00	\$27,844.84		-\$2,855.16
2009	\$36,100.00	\$34,667.25		-\$1,432.75
2010	\$36,800.00	\$32,467.00		-\$4,333.00
2011	\$39,050.00	\$29,854.00		-\$9,196.00
2012	\$38,400.00	\$37,887.00		-\$513.00
2013	\$36,500.00	\$30,103.00		-\$6,397.00
2014	\$40,000.00	\$32,185.00		-\$7,815.00
2015	\$36,700.00	\$30,184.00		-\$6,516.00
2016	\$37,900	\$39,504.00	\$15,000.00	-\$13,396.00
2017	\$45,000.00	\$39,814.50	\$18,135.75	-\$23,321.25
2018	\$44,850.00	\$33,673.00		-\$11,177.00
2019	\$50,000.00	\$33,185.00		-\$16,815.00
2020	\$49,100.00	\$27,852.00		-\$21,248.00
2021	\$35,200.00	\$24,473.00		-\$10,727.00
2022	TBD	\$18,989.00		
TOTALS	\$695,935.75	\$530,041.02		

Motion #2: I hereby move that the SAB allow \$35,000 to be paid to 2022 scholarship recipients.

Convention Financial Highlights

Presented below is the abridged P&L over a 6-year period. Profits from convention are falling (moving into losses) – funding scholarships needs to be addressed. Convention was canceled in 2020 due to the pandemic, 2021 and 2022 saw a virtual convention, since campuses transitioned to remote learning.

6 Year Trend – AGS Convention Profit & Loss Statement (Abridged)

	2016	2017	2018	2019	2020 (Cancelled)	2021 (Virtual)	2022 (Virtual)
Chapters registered	38	42	38	37		30	25
Members (Hotel)	450	449	390	388			
Members (Drive-In)	48	114	51	84			
Members (Registered Online)	n/a	n/a	n/a	n/a		431	237 (rough estimate)
Income							
Convention Registration	\$116,205	\$124,316	\$104,800	\$108,730		\$0	\$5,160
Expenses							
Room Costs	\$39,911.78	\$35,791.44	\$37,609.26	\$41,446.00			
Food Costs	\$54,730.00	\$63,069.53	\$54,962.26	\$56,930.00			
AV	\$2,016.00	\$2,923.98	\$2,200.55	\$3,400.00			
Insurance	\$334.08	\$196.85	\$215.35	\$215.35	\$254.04		
Deposit (Hotel)					\$20,000.00		
Other Convention Expenses							
Programs							
Registration Materials							
Travel							
Honorarium/Gifts/Plaques	\$4,703.14	\$4,813.20	\$4,977.43	\$5,000.00	\$147.44		
Total Expenses	\$101,695.00	\$106,795.00	\$99,964.85	\$106,991.35	\$20,401.48		\$0.00
PROFIT or LOSS	\$14,510.00	\$17,521.00	\$4,835.15	\$1,73.65	-\$20,401.48		\$5,160

Future Convention Profitability based on Hotel Contracts

SAB needs to make some decisions concerning the feasibility of in-person Conventions. Enrollment is dropping, convention attendance is dropping, and convention costs are rising. As such, convention will not be an income generator unless per person costs increase dramatically. This is a delicate balance. Can we ask students to pay over \$500 for a weekend convention for scholarships? AGS does not generate enough income to subsidize convention. Given changes in the delivery of workshops and conventions, it may be time for AGS to consider switching the modality of convention (Discussion Item, future Action).

Hotel Fees Break-Down

	Ontario		Sacramento			
	2021 (Virtual) – No cost incurred	Contracted 2023 (4/28 – 4/30)	Contracted 2022 (4/15 – 4/17) Virtual (No cost incurred)	Contracted 2024 (4/19 – 4/21)	Proposed 2026 4/17-4/19 (Not Signed) Centenary	
Guestroom Rate	\$105.00 + tax	\$115.00 + tax	\$120.00 to \$138.92 + tax****	\$119.00 + tax	\$129.00 + tax	\$159.00 + tax
Breakfast	\$17.10 exclusive service charge + tax	\$18.10 exclusive service charge + tax	\$19.00 to \$22.63 exclusive service charge + tax*****	\$23 inclusive****	\$23 inclusive****	Minimum \$55,000 for F&B
Lunch	\$25.38 exclusive service charge + tax	\$26.50 exclusive service charge + tax	\$28.00 to \$33.35 exclusive service charge + tax*****	\$31.50 inclusive****	\$31.50 inclusive****	Minimum \$55,000 for F&B
Dinner	\$35.31 exclusive service charge + tax	\$36.25 exclusive service charge + tax	\$37.50 to \$44.66 exclusive service charge + tax*****	\$41 inclusive****	\$41 inclusive****	Minimum \$55,000 for F&B
Notes	Items contracted lower than 2019 pricing but there is no service charge or tax included, which averages 22%	Increased utilization and higher prices expected	3-5 % year over year increase	Increased utilization and higher prices expected	Increased utilization and higher prices expected	Still asking about cost adjustment

Future Convention Profitability based on Hotel Contracts (contd.)

Typically, half of convention profits have been used to fund a portion of scholarships. With new contracts already signed for future dates (i.e., Ontario 2023 and Sacramento in 2022 and 2024); it is clear that the cost of convention is increasing. The previous table shows costs for room, food, and AV costs. AGS' revenue continues to drop, since membership continues to drop, and attendance at Convention is dropping. Even price responsiveness is elastic for virtual convention (see the change required for virtual cost for 2022).

This section is only for informational purposes. As treasurer, I don't see our current model being financially stable. There needs to be a change in convention costs (not my preference) or a change in the structure of convention to lower costs. A virtual platform is feasible and may alleviate some of the attendance and cost challenges.

Discussion Item:

Should AGS think about having conventions virtually permanently. The financial feasibility of in-person conventions at the hotels is not sustainable. Possibly have hybrid conventions on campuses and Zoom.

What will the costs look like for 2023? Can colleges afford to pay this. Will we have enough members to sustain the scholarship fund.

Room Arrangement	Current Price
4 Persons / 2 Beds	\$245
3 Persons / 2 Beds	\$265
2 Persons / 2 Beds	\$300
1 Person / 2 Beds	\$415
Drive-In (Saturday only)	\$145
Banquet Guest only	\$60
Virtual	\$100 (changed to tier below). Hotel AV cost will be higher.

Thus, the advisors decided that, instead of a \$100 per person convention fee, there would be a per-chapter fee based on the number of attendees (including advisors and guests), namely, \$100 for every five attendees (up to 16 or more):

- 1-5 attendees: \$100
- 6-10 attendees: \$200
- 11-15 attendees: \$300
- 16 or more: \$400

Reminder:

Dues related to semesters Fall 2021 and Spring 2022 will be due June 30, 2022. Get the business office forms ready. The dues form was sent by Andrew Kindon, so check your emails.

AGS, Inc. Scholarship History

Year	Academic Awards					Academic + Leadership + Service Awards					Summary: Academic		
	Academic Applicants	Loly Awards	Loly Dollar Amount	Coffey Awards	Coffey Dollar Amount	Mantovani Applicants	Mantovani Awards	Mantovani Dollar Amount	Jackson Awards	Jackson Dollar Amount	Total Academic Awards	Academic Total \$	% Academic Winners
1997	64	41	500	2	600	28	2	750			45	23,200	70.3%
1998	62	43	500	2	600		3	900			48	25,400	77.4%
1999	63	40	500	2	625	22	2	800			44	22,850	69.8%
2000	48	22	500	2	600	19	4	800			28	15,400	58.3%
2001	49	23	500	3	600	21	4	800			30	16,500	61.2%
2002	56	28	500	3	600	23	4	800			35	19,000	62.5%
2003	47	26	500	4	600	19	6	900			36	20,800	76.6%
2004	45	27	600	5	700	21	6	1,000			38	25,700	84.4%
2005	40	24	600	4	700	15	5	1,000			33	22,200	82.5%
2006	47	27	600	2	800	22	5	1,000			34	22,800	72.3%
2007	43	23	700	3	850	22	5	1,000	1	1,250	32	24,900	74.4%
2008	37	15	700	3	850	17	5	1,000	1	1,250	24	19,300	64.9%
2009	39	15	800	2	950	17	6	1,100	1	1,300	24	21,800	61.5%
2010	37	20	800	2	950	17	4	1,200	1	1,400	27	24,100	73.0%
2011	44	21	800	3	950	18	4	1,200	1	1,400	29	25,850	65.9%
2012	43	24	700	3	800	20	4	1,000	1	1,250	32	24,450	74.4%
2013	39	22	700	2	800	17	5	1,100	1	1,400	30	23,900	76.9%
2014	45	22	700	4	800	21	6	1,050	1	1,300	33	26,200	73.3%
2015	36	20	700	4	850	14	5	1,100	1	1,400	30	24,300	83.3%
2016	37	22	700	2	900	16	4	1,200	1	1,500	29	23,500	78.4%
2017	38	23	900	2	1,050	16	4	1,300	1	1,700	30	29,700	78.9%
2018	32	17	950	2	1,100	15	4	1,400	1	1,800	24	25,750	75.0%
2019	37	18	1000	4	1,100	19	5	1,400	1	2,000	28	31,400	75.7%
2020	31	17	1000	3	1,200	17	6	1,500	1	2,000	27	31,600	87.1%
2021	24	10	1000	3	1,200	12	5	1,500	1	2,000	19	23,100	79.2%
2022	23	16	850	3	1150	9	3	1,500	1	1,750	23	23,300	100.0%

AGS, Inc. Scholarship History

Year	Service Awards						Summary: Service			Summary: All Awards				
	Service Applicants	Walsh Awards	Walsh Dollar Amount	Bell Awards	Bell Dollar Amount	Taylor Awards	Total Service Awards	Service Total \$	% Service Winners	Year	Total # Applicants	Total # Awards	Total \$\$ Amount	% Awards
1997	44	26	200				26	5,200	59.1%	1997	108	71	28,400	65.7%
1998	48	33	250	3	300		36	9,150	75.0%	1998	110	84	34,550	76.4%
1999	42	29	350	4	400		33	11,750	78.6%	1999	105	77	34,600	73.3%
2000	32	17	300	4	400		21	6,700	65.6%	2000	80	49	22,100	61.3%
2001	31	18	350	4	450		22	8,100	71.0%	2001	80	52	24,600	65.0%
2002	44	26	370	3	460		29	11,000	65.9%	2002	100	64	30,000	64.0%
2003	38	21	400	8	600		29	13,200	76.3%	2003	85	65	34,000	76.5%
2004	32	18	500	5	700		23	12,500	71.9%	2004	77	61	38,200	79.2%
2005	31	18	500	5	700		23	12,500	74.2%	2005	71	56	34,700	78.9%
2006	28	14	500	6	700		20	11,200	71.4%	2006	75	54	34,000	72.0%
2007	30	16	600	5	800		21	13,600	70.0%	2007	73	53	38,500	72.6%
2008	27	15	600	3	800		18	11,400	66.7%	2008	64	42	30,700	65.6%
2009	31	14	700	5	900		19	14,300	61.3%	2009	70	43	36,100	61.4%
2010	26	13	700	4	900		17	12,700	65.4%	2010	63	44	36,800	69.8%
2011	30	15	700	3	900		18	13,200	60.0%	2011	74	47	39,050	63.5%
2012	33	19	600	3	800		22	13,800	66.7%	2012	76	54	38,250	71.1%
2013	29	15	600	4	900		19	12,600	65.5%	2013	68	49	36,500	72.1%
2014	31	19	600	3	800		22	13,800	71.0%	2014	76	55	40,000	72.4%
2015	26	14	600	5	800		19	12,400	73.1%	2015	62	49	36,700	79.0%
2016	25	14	600	4	900		20	14,400	80.0%	2016	62	49	37,900	79.0%
2017	26	13	800	2	1050		17	15,300	65.4%	2017	64	47	45,000	73.4%
2018	25	13	900	4	1100		19	19,100	76.0%	2018	57	43	44,850	75.4%
2019	22	14	900	4	1100		19	18,600	86.4%	2019	59	47	50,000	79.7%
2020	21	11	900	5	1200		17	17,500	81.0%	2020	52	44	49,100	84.6%
2021	15	9	900	2	1200		12	12,100	80.0%	2021	39	31	35,200	79.5%
2022	12	6	750	4	1050		12	11,700	100.0%	2022	35	35	35,000	100.0%