

2023 State Advisory Board Meeting
ALPHA GAMMA SIGMA, INC.
STATE ADVISORY BOARD MEETING MINUTES
April 29, 2023, at 10:00 a.m.
Online Virtual Meeting



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 Valerie Venegas called the meeting to order at 10:02 a.m. She announced that Betty Wong will be acting secretary today in place of Terry Green, who was unable to attend, and asked that everyone sign in on Chat.

II. Self-Introductions: (~1 minute each Chapter): The advisors present introduced themselves, telling us their names, colleges, positions at their colleges and how long they had been advisors of their Alpha Gamma chapters.

III. Explanation of the Sign-In Process: Betty took attendance writing down the names of those advisors who did their self-introductions. As a back-up plan, she asked advisors to email her at wong_betty@smc.edu that they were there so she would be sure that her attendance records were accurate. Michael Levine provided additional backup for Betty with a sign in sheet at the conclusion of the meeting.

ATTENDANCE (business was concluded by 12:37 pm; hence, there was only one session)

ALAN HANCOCK COLLEGE: Kathy Headtke, Kathy Voltmer
ANTELOPE VALLEY COLLEGE: Matthew Jaffe
CERRITOS COLLEGE: Jerry Ramos
CHABOT COLLEGE: *Lisa Carlson had an emergency; Ashley McHale will serve as proxy*
CITRUS COLLEGE: Raquel Gutierrez, Denise Kaisler
CITY COLLEGE OF SAN FRANCISCO: Joe Reyes
CLOVIS COMMUNITY COLLEGE: Cody Hoover
COLLEGE OF MARIN: Andrea Wang
COLLEGE of the SEQUOIAS: Stephen Tootle
CUESTA COLLEGE: Chris Gilbert
DIABLO VALLEY COLLEGE: Ian Thomas-Bignami
EAST LOS ANGELES COLLEGE: Ruth Blandon, Diane Mannone, Joshua Rodriguez
EL CAMINO COLLEGE: Joshua Casper *could not stay for the entire meeting, so Joe Reyes volunteered to serve as proxy*
FULLERTON COLLEGE: Marwin Luminarias
GLENDALE COMMUNITY COLLEGE: Isaac Pedraza
GOLDENWEST COLLEGE: Valerie Venegas
LA POSITAS COLLEGE: Ashley McHale, David Powers
LONG BEACH CITY COLLEGE: Geetha Rajaram
LOS ANGELES MISSION COLLEGE: Mark Pursley
LOS ANGELES PIERCE COLLEGE: Kaycea Campbell, Lisa Valdez
MERCED COLLEGE: Jacqueline Alvarez, Jennifer McBride
MOUNT SAN ANTONIO COLLEGE: Regina Martinez
ORANGE COAST COLLEGE: Teresa Scarbrough
REEDLEY COLLEGE: Jim Mulligan
RIO HONDO COLLEGE: Alan Archambault
SADDLEBACK COLLEGE: Alannah Rosenberg
SAN BERNARDINO VALLEY COLLEGE: Michael Levine
SANTA ANA COLLEGE: Nick Enke, Sara Kelley, Kathy Patterson, Beatriz Villa
SANTA MONICA COLLEGE: John Quevedo, Betty Wong
WEST VALLEY COLLEGE: Andrew Kindon
BOT STUDENT TRUSTEE FROM THE SOUTH: Tenecia Harris

IV. Explanation of the Special Rules: Parliamentarian Chris Gilbert explained that we follow Robert Rules of Order and the Special Rules for the Order of Business listed on page #1. Joe Reyes asked if proxies have a vote, to which Chris Gilbert replied that proxies do not get a vote.

V. Additions/Deletions to the Agenda: No items were added or deleted to the agenda.

VI. Approval of the Agenda: The agenda was approved unanimously.

VII. Corrections to and Approval of the Minutes from Spring Advisory Board Meeting on October 8, 2022: The minutes were approved unanimously.

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

IX. Unfinished Business: (Discussion and Action Items)

A. Board of Trustees Terms Ending, Vacancies and Appointments: Alannah Rosenberg of Saddleback College announced she is retiring from her position on the BOT. Regina Martinez of Mount San Antonio College stepped up to serve in her position and was unanimously accepted.

B. Follow up on increasing inter-chapter communication via a Shared Advisor Contact List and Shared Chapter Contact Web Site Page Update (SAB): Valerie asked if anyone wanted to speak concerning this issue. No one did.

C. Chapter Recruitment & Alpha Gamma Sigma Revitalization Workgroup Update: (SAB): Kaycea Campbell pointed out that this agenda item was the same as agenda item E. So, the SAB moved on to the next item.

D. Student Trustee Support and Communication

i. Handbook - Valerie

ii. Special Election - Valerie

******Ashley, Marwin, Valerie and John Q (and Terry Green) *****

iii. Committee - See list

Valerie told us there are no candidate(s) for student trustees for the 2023-24 school year. She and Student Trustee Tenecia Harris were working on this. The term of service for student trustees has been from spring semester to spring semester since the beginning of the Covid pandemic.

Tenecia talked about her positive experience working with and being mentored by Valerie. She found her presence at the board meetings a great learning process for her. Furthermore, she felt that communication had been difficult to recruit students from other chapters. She suggested adding a student nomination form to generate more interest for the next year. She did have some ideas she would leave with Valerie and would be presenting her workshop later this morning to drum up interest in the student trustee positions.

Kaycea thanked Tenecia for her work and was looking forward to her ideas. She wanted to know if we were having any election today or will it be pushed to the regional conference. Valerie wanted to gather interested members from Tenecia's workshop and mentor them.

John Quevedo added that it had long been a struggle to maintain strong student trustees and advisors are needed to support and mentor them.

Andrea Wang felt it should be the job of each chapter advisor to explain and talk about the position.

Valerie had been talking to other chapters. There was a suggestion that a student trustee could get service credit so that it would be something they could add to their portfolio.

Tenecia shared that she felt her position did not get the attention that it deserved, as it was not included with board member photos and the trustee position was not talked about during board elections.

Ashley suggested setting up a statewide Discord and asking students to join it as well as their own chapter Discord. David Powers was concerned with other nonmember students gaining access to the State Discord.

E. Advisors Handbook Updates:

i. Add language about Student Trustees

It was noted that no progress had been made; hence, there was no action at this time with the Advisors Handbook. Andrew committed to reviewing and working on the Advisors Handbook soon; Valerie and Joe expressed interest in working with him.

X. New Business: (Discussion and Action Items)

A. Check Good Standing list to see if your chapter owes any funds and contact the Treasurer to settle. There are still a few outstanding Convention 2022 payments that may have slipped by: Marwin Luminarias of Fullerton College wanted to be sure that chapters were aware of the status of their state dues and asked that advisors email him if there were any questions. Kaycea announced she would be sending out bills for this convention soon.

B. AGS as a non-profit and grant writing organization: As a point of information, Kaycea reminded everyone that we all have a lot of specialties and resources on our own campus—e.g., grant writers. AGS is a non-profit organization but there are ways available in terms of approaching other organizations for funding. She suggested partnering with these organizations if they were willing.

Ashley recalled that Loyola Marymount University had sponsored over 10 years ago many scholarships for PTK. They might be interested in doing the same for AGS.

C. Fullerton area for Hotel and AGS Centennial Convention in 2026: Kaycea & advisors at Fullerton College had started discussions about lodging and booking rooms. We are moving away from hotel contracts because of the high costs.

Alannah wondered if AGS as an organization could book rooms at a hotel and use facilities at a member campus for the convention meetings and workshops. School vans could be used to shuttle student attendees to and from hotel(s) to campus.

Marwin added that most campuses have a campus credit card. You should see if your chapter has a relationship with the Bursar's Office.

Ashley wondered if individual chapters might pay for their own block of rooms but book under AGS. Andrew, however, felt there still needed to be a go between hotel & individual chapters.

Alannah wondered about Friday & Saturday night events—herding students & keeping them out of trouble.

- D. AGS Convention Sacramento 2024: April 19-21** According to Kaycea, we will be going to Sacramento. If we do not go, we will forfeit the \$20,000 deposit at the Doubletree Hotel. Chapters must begin thinking about funding for transportation, etc. Andrew shared that Student Services on many campuses provide some part of conference funding dedicated to student advocacy. Apply through your Associated Students. Andrea also felt some colleges provide a portion of funding for such events; one just needs to ask.

Kathy Headtke of Alan Hancock College shared that many years ago, student officers at her school went to their President, Vice President, Rotary, and others and were able to secure funding for 75% of their conference.

- E. Membership drive continuation to get inactive chapters back in the fold. Using Sacramento 2024 to get chapters really interested:** Alannah said reaching out to other chapters had been difficult. Part of the problem was determining if there was anyone who had been in charge. She now has a list of those who had come back after doing an Advisor Teatime this semester. A permanent link to that Advisor Teatime meeting was needed.

Jennifer McBride reminded everyone that Randy Taylor created the letter that went out to college presidents and vice presidents asking if anyone at their college were interested in being an advisor and establishing a chapter. It was mentioned there is a need now to reach out with a phone call to those chapters struggling during the pandemic. Ashley related that Randy had passed on to her all his paperwork, but she had not yet found that letter.

Kathleen Patterson of Santa Ana College suggested using the setting of the convention in Sacramento to get chapters to rejoin AGS.

Jerry Ramos of Cerritos College were intrigued with reaching out to the Chancellor's Office. At a conference that he had attended at the College of the Canyons, members of the Chancellor's Office were present. He said he could reach out to a few people he met at that time.

- F. AGS Jewelry Sales:** Kaycea presented a form showing price increases of AGS jewelry. She stated that the form on the AGS website was not accurate. She will give the revised form to Sara Kelley to post on the AGS website. **MOTION #1: Kaycea Campbell moved that jewelry prices be increased 15% across the board to be effective May 1, 2023; Joe Reyes seconded the motion. (MOTION #1 CARRIED.)**

John shared that chapters could use part of their ICC allotment to spend on jewelry.

G. 2023 Scholarship Allocations at Convention: MOTION #2: Kaycea Campbell moved that the SAB allow \$35,000 to be paid to 2023 scholarship recipients. Ashley McHale seconded the motion. (MOTION #2 CARRIED.)

H. CD Purchase in 2023: MOTION #3: Kaycea Campbell moved that after dues collection on June 20, 2023, if a large balance remains in the operational account that upon the advice of our financial planner, another 6-month CD can be bought for increase to help with Convention payment. The amount will be based on what is required to pay operational bills at that time and what chapters pay as dues. Ashley McHale seconded the motion. (MOTION #3 CARRIED.)

XI. Calendar Update:

Event	Date	College
2023 FAM	October 7, 2023	Host: Ashley McHale
2023 Northern Regional Conference	(Mid-October)	Host; Registration: Jennifer McBride (Merced), with <i>on-ground</i> component; Ian Thomas-Bignami (Diablo Valley) will help with <i>virtual part</i>
2023 Southern Regional Conference	In-person at LA Pierce College October 28, 2023	Host: Pierce College Registration:
2024 Spring Convention (North)	April 19-21, 2024	Host:
2024 FAM	October 5, 2024	Host: SAB President
2024 Northern Regional Conference	TBA	Host: City College of San Francisco
2024 Southern Regional Conference	TBA	Host: Glendale College
2025 Spring Convention (South) Ontario	April 25-27, 2025	Host:
2025 FAM	October 4, 2025	Host: SAB President (North)
2025 Northern Regional Conference	TBA	Host:
2025 Southern Regional Conference	TBA	Host:
2026 Spring Convention (North/South)	April 17-19, 2026	Host: Fullerton College on their campus

100 th Anniversary Celebration Planning Committee		
2026 FAM	October 3, 2026	Host: SAB President (South)

XII. Reports:

A. Board of Trustees Report: Valerie reported that our endowment fund was back over the \$1 million mark in stocks & other investments. Our portfolio currently has yielded 2.4% growth.

B. SAB President Report: Valerie was happy to have served as SAB President. She was looking forward to passing the gavel to Ashley McHale.

C. SAB President-Elect Report: Ashley was looking forward to serving as the next SAB President.

D. SAB Vice-President Elect Report: None

E. Secretary Report: None

F. Treasurer Report: Kaycea submitted and summarized her STATE CONVENTION FINANCIAL REPORT 2023 which is attached to these Minutes.

G. Vice-Treasurer Report: None

H. Chair of Scholarships Report: Ashley reported there were 37 scholarship applicants this year and 34 students would be receiving scholarships. The total scholarship amount for 2023 was \$35,000. The amounts ranged from \$800 for Walsh and Loly awards, \$1,200 for Bell and Coffey awards, \$1,500 for Taylor and Mantovani awards, and \$2,000 for the Jackson award.

I. Vice-Chair of Scholarships and Awards: David Powers reported that no names were submitted for Outstanding Advisor.

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 encouraged anyone with suggestions for the website to reach out to her. She has not created any new content but will be happy to post and move things around. She will be in contact with Kaycea & Marwin to post material for future convention events.

N. Parliamentary Report: None

O. Publicity Chair Report: Jacqueline Alvarez reported she had replaced Vince Piro as one of the advisors from Merced College.

P. Secretary of Standing Rules Report: None

Q. Historian/Keeper of Records Report: Lisa Valdez reported she has purchased a P-drive to store data. She hopes to have everything digitized and uploaded to the Cloud by the 2024 convention.

R. Student Trustee Reports North and South: Tenecia Harris was happy to share that after her morning workshop presentation, two members expressed interest in the student trustee positions. They are Dawson Wu from City College of San Francisco (for the North) and Jay Zheng from Mount San Antonio College (for the South). Both members were interested in working on the next statewide project.

XIII. Discussion: (Non-Action Items): None

XIV. Adjournment: President Valerie Venegas adjourned the meeting at 12:37 pm.



Alpha Gamma Sigma, Inc.

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STATE CONVENTION FINANCIAL REPORT 2023

April 29, 2023 - Virtual/Zoom

Bank Balance as of 3/15/2023

Bank Balance \$10,328.89

Presented to the left 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

Financial Categories for AGS' Bank Balance

	\$10,328.89 Money in the bank as of 3-15-23
	\$23,764.00 earmarked for scholarships/endowment
plus	\$6,896.39 Money that belongs to the Jewelry account
plus	\$10,043.40 Money that belongs to the Operating Budget account
plus	\$2,137.71 Money From FAM.
plus	-\$55,218.83 Balance to Pay for Future Convention + Surplus/deficits from all past conventions
plus	\$27,648.53 Starting balance in 2005
equals	\$15,271.20
minus	\$4,942.31 Money spent on special projects
equals	\$10,328.89
difference of	\$0.00

Why is the bank balance so low? Why is the balance payment of future convention a negative number? The above questions are sure to be brought up by the SAB. It should be noted that AGS currently has a bank account to deal with operational expenses. Usually that bank balance is high and earns zero interest. With interest rates increasing dramatically with monetary policy – the approved \$80,000 CD purchase (earning 1.01% and \$664 interest) was rolled over to a one-year CD purchase to earn 4.70% after expiration before convention in February 2024 (earning approximately \$3,700 in interest). As such the bank account cash flow seems low, but the CD principal and interest of over \$84,000 will be available for convention in Sacramento come 2024.



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Detailed Time Trends of AGS' Financial Components

Year/Category	Spent	Collected	Surplus or Deficit (-)
Operating expenses			
1-2005/ 4-30-2006	\$1,830.20	\$4,559.78	\$2,729.58
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	\$1,380.00	-\$371.00
5-1-2021/4-30-2022	\$1,549.75	\$1,396.00	-\$153.75
5-1-2022/4-30-2023	\$2,531.00	\$1,596.00	-\$935.00
Totals	\$30,024.11	\$40,067.51 NET	\$10,043.40
Jewelry			
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	\$4,745.74	\$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	-\$2,262.21
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
5-1-2022/4-30-2023	\$4,142.93	\$1,302.00	-\$2,840.93
Total	\$41,159.21	\$48,055.60 NET	\$6,896.39



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Motion: I hereby move jewelry prices to be increased 15% across the board for the new prices shown in the schedule below to be effective May 1, 2023.

Alpha Gamma Sigma Jewelry, Certificates, and Seals Order Form

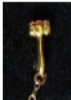



Alpha Gamma Sigma Jewelry, Certificates, and Seals Order Form

Photograph (some styles may vary from image)	Jewelry Item	Finish (and limitations on who is eligible to own a given item)	Price
AGS Certificates and Seals			
--Items in this section may be purchased only by an AGS advisor from a chapter in Good Standing--			
	Permanent Membership Certificates (for all officially recognized Permanent Members)		\$2.00
	Honor Roll Certificates (for Permanent Members with a 3.95 GPA, or two highest GPAs of Permanent Members each year; two are free each year per chapter)		\$2.00
	Gold Seals (for all officially recognized Permanent Members)		\$0.25

Photograph (some styles may vary from image)	Jewelry Item	Finish (and limitations on who is eligible to own a given item)	Price
AGS Certificates and Seals			
--Items in this section may be purchased only by an AGS advisor from a chapter in Good Standing--			
	Permanent Membership Certificates (for all officially recognized Permanent Members)		\$2.50
	Honor Roll Certificates (for Permanent Members with a 3.95 GPA, or two highest GPAs of Permanent Members each year; two are free each year per chapter)		\$2.50
	Gold Seals (for all officially recognized Permanent Members)		\$0.30

Official Badges: Indicate membership and level of membership			
--Items in this section may be purchased only by an AGS advisor--			
	Official Badge	10K Yellow Gold (for Permanent Members only)	\$85.00
	Official Badge	Gold Gloss (for Permanent Members only)	\$17.00
	Official Badge	Silver Plate (any AGS member with 30+ units)	\$17.00
	Official Charm	Gold Gloss (for Permanent Members only)	\$17.00
	Official Charm	Silver Plate (any AGS member)	\$17.00

Official Badges: Indicate membership and level of membership			
--Items in this section may be purchased only by an AGS advisor--			
	Official Badge	10K Yellow Gold (for Permanent Members only)	\$100.00
	Official Badge	Gold Gloss (for Permanent Members only)	\$20.00
	Official Badge	Silver Plate (any AGS member with 30+ units)	\$20.00
	Official Charm	Gold Gloss (for Permanent Members only)	\$20.00
	Official Charm	Silver Plate (any AGS member)	\$20.00

Officer's Guards: Denote office held--attaches to badge by chain			
	President	Gold Gloss	\$15.00
	President	Sterling Silver	\$20.00
	President	Silver Plate	\$15.00
	Vice-president	Gold Gloss	\$15.00
	Vice-president	Sterling Silver	\$20.00
	Vice-president	Silver Plate	\$15.00
	Treasurer	Gold Gloss	\$15.00
	Treasurer	Sterling Silver	\$20.00
	Treasurer	Silver Plate	\$15.00
	Secretary	Gold Gloss	\$15.00
	Secretary	Sterling Silver	\$20.00
	Secretary	Silver Plate	\$15.00

Officer's Guards: Denote office held--attaches to badge by chain			
	President	Gold Gloss	\$17.00
	President	Sterling Silver	\$23.00
	President	Silver Plate	\$17.00
	Vice-president	Gold Gloss	\$17.00
	Vice-president	Sterling Silver	\$23.00
	Vice-president	Silver Plate	\$17.00
	Treasurer	Gold Gloss	\$17.00
	Treasurer	Sterling Silver	\$23.00
	Treasurer	Silver Plate	\$17.00
	Secretary	Gold Gloss	\$17.00
	Secretary	Sterling Silver	\$23.00
	Secretary	Silver Plate	\$17.00



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
Alpha Gamma Sigma Jewelry, Certificates, and Seals Order Form

Alpha Gamma Sigma Jewelry, Certificates, and Seals Order Form

The items in this section do NOT require AGS Membership for purchase

	State Lapel Pin	Gold Gloss	\$15.00	
	State Lapel Pin	Gold Gloss (10-pin lot)	\$130.00	
	Heart Pendant	Gold Gloss (no chain)	\$18.00	
	Heart Pendant	Sterling Silver (no chain)	\$20.00	
	18-inch chain	Gold Gloss	\$12.00	
	18-inch chain	Sterling Silver	\$12.00	

The items in this section do NOT require AGS Membership for purchase

	State Lapel Pin	Gold Gloss	\$17.00	
	State Lapel Pin	Gold Gloss (10-pin lot)	\$15.00	
	Heart Pendant	Gold Gloss (no chain)	\$20.00	
	Heart Pendant	Sterling Silver (no chain)	\$23.00	
	18-inch chain	Gold Gloss	\$15.00	
	18-inch chain	Sterling Silver	\$15.00	

The items in this section can be ordered by *Special Order Only*, which may take up to 8 weeks

--Numeral Guards indicate number of active semesters in AGS
--Initial Guards indicate initials of AGS member
--Both attach to a badge by a chain

Indicate initials in this column:				
	2 Letter Guard	Gold Gloss	\$21.00	
	2 Letter Guard	Sterling Silver	\$33.00	
	3 Letter Guard	Gold Gloss	\$35.00	
	3 Letter Guard	Sterling Silver	\$40.00	
Indicate # of active semester in this column				
	Numeral Guard	Gold Gloss	\$18.00	
	Numeral Guard	Sterling Silver	\$18.00	

The items in this section can be ordered by *Special Order Only*, which may take up to 8 weeks

--Numeral Guards indicate number of active semesters in AGS
--Initial Guards indicate initials of AGS member
--Both attach to a badge by a chain

Indicate initials in this column:				
	2 Letter Guard	Gold Gloss	\$25.00	
	2 Letter Guard	Sterling Silver	\$38.00	
	3 Letter Guard	Gold Gloss	\$40.00	
	3 Letter Guard	Sterling Silver	\$46.00	
Indicate # of active semester in this column				
	Numeral Guard	Gold Gloss	\$21.00	
	Numeral Guard	Sterling Silver	\$21.00	

Summary of Order/Costs

Subtotal	Add up the costs of each item ordered and include it here	
Shipping and Handling	By USPS Priority Mail. Larger items may incur an extra fee.	\$9.00
Estimated Total Cost	Add shipping to subtotal	

Summary of Order/Costs

Subtotal	Add up the costs of each item ordered and include it here	
Shipping and Handling	By USPS Priority Mail. Larger items may incur an extra fee.	\$11.00
Estimated Total Cost	Add shipping to subtotal	



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Important Notes:

Convention

Convention	Expense	Income	Profit/Losses	Used for scholarships
2005	\$2,358.20	\$1,047.50	-\$1,310.70	
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 (Canceled)	\$20,401.48	\$0.00	-\$20,401.48	\$0.00
2021 (Virtual)	\$0.00	\$0.00	\$0.00	\$0.00
2022 (Virtual)	\$218.70	\$5,060.00	\$4,841.30	\$0.00
2023 (Virtual)	TBD	TBD		
Totals	\$1,340,811.96	\$1,484,180.78	\$143,368.82	\$83,995.48
		Total minus scholarships	\$59,373.34	



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FAM

FAM		Expense	Income	
(1/1/2005-12/31/2005)	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	-\$594.57
	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
	2022 (Virtual)	\$0.00	\$0.00	\$0.00
Totals		\$9,983.29	\$12,121.00 NET	\$2,137.71



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Scholarships

Scholarships		Awarded	Collected	Loly \$ returned to BOT	Surplus or Deficit
(6/1/2004-5/31/2005)	2005	\$34,700.00	\$34,700.00		\$0.00
(6/1/2005-5/31/2006)	2006	\$34,000.00	\$26,903.43		-\$7,096.57
(6/1/2006-5/31/2007)	2007	\$37,800.00	\$30,455.00		-\$7,345.00
(6/1/2007-5/31/2008)	2008	\$30,700.00	\$27,844.84		-\$2,855.16
(6/1/2008-5/31/2009)	2009	\$36,100.00	\$34,667.25		-\$1,432.75
(6/1/2009-5/31/2010)	2010	\$36,800.00	\$32,467.00		-\$4,333.00
(6/1/2010-5/31/2011)	2011	\$39,050.00	\$29,854.00		-\$9,196.00
(6/1/2011-5/31/2012)	2012	\$38,400.00	\$37,887.00		-\$513.00
(6/1/2012-5/31/2013)	2013	\$36,500.00	\$30,103.00		-\$6,397.00
(6/1/2013-5/31/2014)	2014	\$40,000.00	\$32,185.00		-\$7,815.00
(6/1/2014-5/31/2015)	2015	\$36,700.00	\$30,184.00		-\$6,516.00
(6/1/2015-5/31/2016)	2016	\$37,900.00	\$39,504.00	\$15,000.00	-\$13,396.00
(6/1/2016-5/31/2017)	2017	\$45,000.00	\$39,814.50	\$18,135.75	-\$23,321.25
(6/1/2017-5/31/2018)	2018	\$44,850.00	\$33,673.00		-\$11,177.00
(6/1/2018-5/31/2019)	2019	\$50,000.00	\$33,185.00		-\$16,815.00
(6/1/2019-5/31/2020)	2020	\$49,100.00	\$27,852.00		-\$21,248.00
(6/1/2020-5/31/2021)	2021	\$35,200.00	\$24,473.00		-\$10,727.00
(6/1/2021-5/31/2022)	2022	\$35,000.00	\$18,989.00		-\$16,011.00
(6/1/2022-5/31/2023)	2023	TBD	\$23,764.00		
totals		\$730,935.75	\$553,805.02	NET	-\$166,194.73

Motion: I hereby move that the SAB allow \$35,000 to be paid to 2023 scholarship recipients.



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Convention Financial Highlights

Presented below is the abridged P&L over a 7-year period. Profits from the convention are falling – funding scholarship source needs to be addressed. Convention was canceled in 2020 due to the pandemic, 2021, 2022, and 2023 saw a virtual convention. AGS must return to in-person conventions for 2024 and 2025 given that we have balances with the DT Sacramento and Ontario respectively.

7 Year Trend

AGS Convention Profit & Loss Statement (Abridged)

	2017	2018	2019	2020 (Cancelled)	2021 (Virtual)	2022 (Virtual)	2023 Virtual
Chapters Registered	42	38	37		30	30	31
Members (Hotel)	449	390	388				
Members (Drive-In)	114	51	84				
Members (Registered Online)	n/a	n/a	n/a		431	257	232
Income							
Convention Registration (Collected)	\$124,316	\$104,800	\$108,730	\$0	\$0	\$5,060	\$5,900
Expenses							
Room Costs	\$35,791.44	\$37,609.26	\$41,446.00				
Food Costs	\$63,069.53	\$54,962.26	\$56,930.00				
AV	\$2,923.98	\$2,200.55	\$3,400.00				
Insurance	\$196.85	\$215.35	\$215.35	\$254.04			
Deposit (Hotel)				\$20,000.00			\$25,000.00
Other Convention Expenses:							
Programs							
Registration Materials							
Travel							
Honorarium/Gifts/Plaques	\$4,813.20	\$4,977.43	\$5,000.00	\$147.44	\$0.00	\$218.70	\$1,600.00
Total Expenses	\$106,795.00	\$99,964.85	\$106,991.35	\$20,401.48	\$0.00	\$218.70	\$26,600.00
PROFIT or LOSS	\$17,521.00	\$4,835.15	\$1,738.65	-\$20,401.48	\$0.00	\$4,841.30	-\$20,700.00

2020 Expenses: Double Tree Sacramento required a deposit BEFORE a vote to cancel convention. Hotel insurance bought before hotel cancellation. Actual expenses are for plaques from the scholarship chair.

2021 Expenses: Virtual convention had no revenue. Only expected expenses are from the scholarship chair for plaques.

2023 Expenses: Double Tree Ontario charged a cancellation fee of \$25,000. \$10,000 will be applied to the 2025 convention cost.

Discussion Item: AGS as a non-profit and grant writing. Thoughts from advisors concerning financing.



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2026 Centennial and Future Conventions

There was a discussion and decision when SAB last met that the current convention model with hotel contracts was not financially sustainable. Discussions surrounding hosting conventions on school campuses and/or allowing chapters to make decisions about hotel costs was also discussed. There are no contracts for hotels beyond 2025 for AGS. The 100th year celebration will be at Fullerton College. A cursory examination of hotels close to the college was done to get an idea of cost. What would SAB want AGS to do for hotels? Have a one-time, one-year contract from AGS, that chapters pay for based on registration? Or have a room block only with financial obligations linked to individual chapters?

Hotel Fees Break-Down

	Ontario					Sacramento			
	2017	2019	2021 (Canceled) - No costs incurred	Contracted 2023- (4/28-4/30) Canceled (\$25,000 fee)	Proposed 2025 4/25-4/27 (\$10,000 CREDIT)	2020 (CANCELED)	Contracted 2022 4/15-4/17 (CANCELED)	Contracted 2024 4/19-4/21 (\$20,000 CREDIT)	Proposed 2026 April 17-19 (Contract Not Signed - DT Fullerton)
Guestroom Rate	\$94.00+ tax	\$102.00+ tax	\$105.00+ tax	\$115.00+ tax	\$120.00+ tax	\$106.00+ tax	\$119.00+ tax	\$159.00+ tax \$129.00+ tax	\$199 - \$209.
Breakfast	\$20.64 inclusive*	\$21.82 inclusive**	\$17.10 exclusive service charge + tax	\$18.10- exclusive- service- charge + tax	\$19.00 exclusive service charge + tax	\$24 inclusive***	\$23 inclusive***	\$23 inclusive***	
Lunch	\$30.63 inclusive*	\$32.39 inclusive**	\$25.38 exclusive service charge + tax	\$26.50- exclusive- service- charge + tax	\$28.00 exclusive service charge + tax	\$38 inclusive***	\$31.50 inclusive***	\$31.50 inclusive***	
Dinner	\$42.62 inclusive*	\$45.06 inclusive**	\$35.31 exclusive service charge + tax	\$36.25- exclusive- service- charge + tax	\$37.50 exclusive service charge + tax	\$49 inclusive***	\$41 inclusive***	\$41 inclusive***	
Audio Visual	with 21% service charge	Items contracted lower than 2017 pricing but with 22% service charge (utilization is now higher)	Items contracted lower than 2019 pricing but there is no service charge or tax included, which averages 22%	Increased- utilization- and higher- prices- expected		Increased utilization and higher prices expected	Increased utilization and higher prices expected	Increased utilization and higher prices expected	

*Inclusive of 21% service charge and 7.75% tax (2017)
**Inclusive of 22% service charge and 7.75% tax (2019)
***Inclusive of service charge and tax (TBD)

DT: Fullerton: For more specifics, please reach out October of 2025.

Discussion Item: How should the Fullerton Hotel cost be treated by AGS as an organization?



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CDs and Operating Account

At FAM, the SAB approved a transfer to a CD earning 1.01%. The CD earned \$664 on the \$80,000 principal. Given that convention is virtual in 2023 and expenses being low, an opportunity to earn over 4% with a roll-over CD purchase was completed. This CD expires February 2024 and will earn approximately \$3,700 in interest. With the Convention in Sacramento being and with funds to pay for Convention and scholarships somewhat tenuous the decision was made to earn extra amounts as required to prepare financially for returning to in-person conventions.

Motion: I hereby move that after dues collection June 20, 2023, if a large balance remains in the operational account that with the advice of our financial planner, another 6-month CD can be bought for interest to help with Convention payment. The amount will be based on what is required to pay operational bills at that time and what chapters pay as dues.

Room Arrangement	Current Price	Proposed Rate Increase (Starting 2024) \$40 flat fee
4 Persons/2 Beds	\$245.00	\$285
3 Persons/2 Beds	\$265.00	\$305
2 Persons/2 Beds	\$300.00	\$340
1 Person/1 Bed	\$415.00	\$455
Drive-In Saturday Only	\$145.00	\$185
Banquet Guest Only	\$60.00	\$100
Virtual	\$200.00	\$240

Discussion: Sacramento 2024 is in-person. How are the Chapters preparing to attend? We need attendance.



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Reminder

1. Dues related to semesters Fall 2022 and Spring 2023 will be due June 30, 2023. Get the business office forms ready. The dues form will be published and sent out next week, be on the lookout for this and your good standing requirement that Marwin will send out.



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Electronic Annual Chapter Dues Form 2022-2023

Fill Out this Form Correctly. College check required (postmark before June 30 to avoid late charge)
Please email the completed form to me and I will notify you when I receive your check in the mail.

Chapter Advisor's Signature		Date
Chapter Advisor's Name Printed		
Chapter Advisor Email		
College Name	Chapter Name	
<p>In order for your chapter to be considered in good standing by the state organization, your permanent member report, dues and scholarship contribution payment must be mailed, postmarked no later than June 30. After June 30, include the late fee. Your late payment must be postmarked by October 31, and the late fee paid, for you to remain in good standing. If this is not paid by this final deadline you will not be allowed to submit scholarship nominees in Spring 2024 per AGS Bylaws Article III section 7.</p>		
<i>Item</i>		<i>Amount</i>
State Scholarship Assessment:	Fall 2022 membership count: _____ PLUS Spring 2023 membership count: _____ EQUALS Total 22-23 membership count: <u>0</u> x \$7 = \$ 0	
(\$7.00 per member per semester or 2 quarters- If a student applies for membership and pays dues to the chapter for both the fall and spring terms, the chapter counts them twice-once in the fall count and again in the spring count.)		
Late Fee (If postmarked after June 30)	\$14	\$
Optional Scholarship Contributions:	Charles Bell Fund \$ _____ Ed Walsh Memorial Fund \$ _____ Virginia Coffey Memorial Fund \$ _____ Dr. Robert Mantovani Memorial Fund \$ _____ Tom Jackson Leadership Award Fund \$ _____ Randy Taylor Excellence in Service Award Fund \$ _____ General (for the Scholarship Committee to apply as needed to the funds listed above) \$ _____	
Total Scholarship Contributions		\$ 0
State Dues (\$40) per year		\$ 40.00
Total - Scholarship Assessment + Contributions + State Dues		40