

December 1, 1997

10/97

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Subject: ADVA Financials for October 1997

Enclosed are financial statements for the month ending October and spending for the first four months compared to the full year budget.

A few highlights:

- October revenues were unusually strong. Year-to-date ADVA's cash flow is quite good with revenues exceeding expenses by \$3,988.
- T-shirts expense is now split out. This currently includes only the cost of purchasing shirts and does not include any shipping expense. Revenues for T-shirts are shown in Museum Income and this can be split out if Ken Turner can provide the detail back to July 1. (I have not asked Ken if he is willing to do this or if he has the records to do it.)
- The Quicken financial software I am using has the full capability to keep track of any type of expense or revenue category that we wish to segment. For your information, I have enclosed a schedule showing all T-shirt expense going from July 1, 1996 to November 19, 1997. If needed, this type of detail (for any other category of expense or revenue) can be provided automatically by check number and payee going back to July 1, 1996.
- The interest rate Fleet Bank is offering on CD renewals is lousy. I have been moving these funds into Vanguard where we can get a much better deal and full liquidity. I plan to split the funds invested in Vanguard into two accounts that will have slightly different investment objectives. Both of these funds should give us a better return than bank CD's. My objective here is to obtain the best return for ADVA while maintaining diversification of investments and minimizing overall risk.
- Last year ADVA gave an advance to the NE Chapter of \$2,000 in January 1997 to pre-fund needs for the Worcester reunion. The SE chapter of ADVA is planning the 98 reunion in Orlando and some members of that chapter were advancing money out of their own pockets to arrange this event. Since we have ample funds at this time, I dispersed the \$2,000 advance to the SE Chapter in November. Hopefully, they will be able to return it all in July as the NE Chapter did for the Worcester reunion.

Rick

ADVA Cash Flow Statement

10/1/97 Through 10/31/97

11/29/97

Selected Accounts

| Category Description | 10/1/97- 10/31/97 |
|-----------------------------|----------------------|
| INCOME/EXPENSE | |
| INCOME | |
| General Dep. | 4,242.00 |
| Int Inc | 171.20 |
| Museum Inc. | 312.90 |
| DivInc | 85.15 |
| TOTAL INCOME | 4,811.25 |
| EXPENSES | |
| Adjutant's Exp. | 22.20 |
| Bad Check | 12.00 |
| Membership Exp. | 44.10 |
| Museum Exp. | 604.45 |
| Newsletter | 110.84 |
| Recruitment | 136.13 |
| T Shirts Exp. | 27.50 |
| TOTAL EXPENSES | 957.22 |
| TOTAL INCOME/EXPENSE | 3,854.03 |

27,000.00
4,787.33

22,212.67

TOTAL INFLOWS
TOTAL OUTFLOWS

NET TOTAL

ADVA Cash Flow Statement

7/1/97 Through 10/31/97

11/29/97

Selected Accounts

| Category Description | 7/1/97- |
|-----------------------------|-----------|
| | 10/31/97 |
| INCOME/EXPENSE | |
| INCOME | |
| General Dep. | 7,747.20 |
| Int Inc | 689.99 |
| Museum Inc. | 1,571.95 |
| DivInc | 325.15 |
| TOTAL INCOME | 10,334.29 |
| EXPENSES | |
| Adjutant's Exp. | 334.92 |
| Bad Check | 12.00 |
| Finan Off. Exp. | 49.03 |
| Membership Exp. | 44.10 |
| Museum Exp. | 935.45 |
| Newsletter | 4,253.60 |
| Recruitment | 221.33 |
| T Shirts Exp. | 470.50 |
| Transfer | 25.00 |
| TOTAL EXPENSES | 6,345.93 |
| TOTAL INCOME/EXPENSE | 3,988.36 |

ADVA Balance Sheet

(Includes unrealized gains)

As of 10/31/97

11/29/97

All Accounts

| Acct | 10/31/97 Balance |
|-------------------------------------|---------------------|
| ASSETS | |
| Cash and Bank Accounts | |
| 97-Apr1 | 4,500.85 |
| 97-Feb17@5.10% | 0.00 |
| 97-Mar 15@5.10% | 0.00 |
| 97-Mar22 | 5,898.28 |
| 97-Nov 11 | 5,865.48 |
| 97-Nov 5@ | 10,393.00 |
| 97-Oct11 | 0.00 |
| 98-Apr18 | 4,515.40 |
| 98-Feb17 | 4,724.80 |
| 98-Oct 13 | 4,025.52 |
| Fleet NOW Acct | 9,980.18 |
| Museum Cash | 47.72 |
| TOTAL Cash and Bank Accounts | 49,951.23 |
| Other Assets | |
| Post Office Bal | -5.65 |
| TOTAL Other Assets | -5.65 |
| Investments | |
| Vanguard | 18,973.25 |
| TOTAL Investments | 18,973.25 |
| TOTAL ASSETS | 68,918.83 |
| LIABILITIES | |
| | 0.00 |
| OVERALL TOTAL | 68,918.83 |

Americal Division Veterans Association

Actual Revenues and Expenses vs. Full Year Budget

October 31, 1997
July 1, 1997 to September 30, 1998

| | Full Year Budget | 4 Mos. YTD Actual | Variance Favorable (Unfavorable) |
|-----------------------------------|---------------------|----------------------|--|
| Revenues | \$ | \$ | \$ |
| Dues | 28,800 | 7,722 | (21,078) |
| Investment Income | 2,640 | 1,015 | (1,625) |
| Books | | 0 | 0 |
| T-Shirts Revenue | | | |
| Total Revenues | 31,440 | 8,737 | (22,703) |
| Expenses | | | |
| Newsletter: | | | |
| Newsletter--Printing | 13,920 | | |
| Newsletter--Postage | 2,676 | | |
| Managing Editor's Expenses | 756 | | |
| Vietnam Editor's Expenses | 500 | | |
| Chapter Coordinator's Expenses | 150 | | |
| Computer Expenses | 450 | | |
| Sub-Total Newsletter Expenses | 18,452 | 4,254 | 14,198 |
| Operational: | | | |
| Membership Expense | | 44 | (44) |
| Elections | 285 | 0 | 285 |
| Convention | 4,500 | 0 | 4,500 |
| Donations to Charities | 600 | 0 | 600 |
| Museum & Resale-- Net of Revenues | 1,555 | (636) | 2,191 |
| Pay Back Chapters | 1,225 | 0 | 1,225 |
| National Recruitment | 1,550 | 221 | 1,329 |
| Historical Research | 1,000 | 0 | 1,000 |
| Bad Checks | 0 | 12 | (12) |
| Miscellaneous Other Expense | 186 | | 186 |
| T-Shirts Expense | | 470 | (470) |
| Sub-Total Operational Expenses | 10,901 | 111 | 10,790 |
| Officer's Expenses: | | | |
| Adjutant | 1,687 | 335 | 1,352 |
| Commander | 100 | 0 | 100 |
| Sr. Vice Commander | 25 | 0 | 25 |
| Finance Officer | 275 | 49 | 226 |
| Foundation Officer | | 0 | 0 |
| Sub-Total Officer's Expenses | 2,087 | 384 | 1,703 |
| Total Expenses | 31,440 | 4,749 | 26,691 |
| Revenues less Expenses | 0 | 3,988 | 3,988 |

T Shirt Purchases since July 1996

1/1/97 Through 11/29/97

11/29/97

Fleet NOW Acct

| Date | Num | Description | Clr | Amount |
|-------------------------|------|-----------------------|-----|-----------|
| 1/13/97 | 1409 | Rollie Castronova | R | -65.00 |
| 3/17/97 | 1427 | Rollie Castronova | R | -48.00 |
| 5/27/97 | 1448 | Mass. Police H&F Fund | R | -40.50 |
| 6/26/97 | 1458 | Rollie Castronova | R | -30.50 |
| 7/26/97 | 1463 | Rollie Castronova | R | -43.00 |
| 8/12/97 | 1469 | Rollie Castronova | R | -400.00 |
| 10/6/97 | 1478 | Mass. Police H&F Fund | R | -27.50 |
| 11/6/97 | 1485 | Rollie Castronova | | -294.00 |
| 11/18... | 1492 | Shirts Illustrated | | -1,170.00 |
| TOTAL 1/1/97 - 11/29/97 | | | | -2,118.50 |
| TOTAL INFLOWS | | | | 0.00 |
| TOTAL OUTFLOWS | | | | -2,118.50 |
| NET TOTAL | | | | -2,118.50 |

10/1/97 Through 10/31/97

Selected Accounts

| Date | Acct | Num | Description | Memo | Category | Clr | Amount |
|--------------------------|-----------|--------|----------------------|-------------------|-----------------|-----|-----------|
| BALANCE 9/30/97 | | | | | | | 21,738.17 |
| 10/2/97 | Fleet ... | DEP | | | General Dep. | R | 465.00 |
| 10/6/97 | Fleet ... | DEP | | | General Dep. | R | 586.00 |
| 10/6/97 | Fleet ... | 1475 | DynamikSports | 24 Mesh Hats | Museum Exp. | R | -72.00 |
| 10/6/97 | Fleet ... | 1476 | D&G Dave Grieger | Americal Patches | Museum Exp. | R | -432.45 |
| 10/6/97 | Fleet ... | 1477 | Ken Turner | | Museum Exp. | R | -100.00 |
| 10/6/97 | Fleet ... | 1478 | Mass. Police H&... | 5 Tshirts | Museum Exp. | R | -27.50 |
| 10/8/97 | Fleet ... | 1479 | Ed Marsh | Kokomo Ind. re... | Recruitment | R | -136.13 |
| 10/9/97 | Fleet ... | DEP | | | General Dep. | R | 186.50 |
| | | | | | Museum Inc. | R | 312.90 |
| 10/12... | Fleet ... | 1480 | Bernie Chase | | Adjutant's Exp. | R | -22.20 |
| 10/12... | Fleet ... | 1481 | Jim Buckle | | Newsletter | R | -110.84 |
| | | | | | Membership Exp. | R | -44.10 |
| 10/14... | Fleet ... | DEP | | | Int Inc | R | 13.39 |
| 10/14... | Fleet ... | DEP | | | Int Inc | R | 15.75 |
| 10/14... | Fleet ... | TXFR | | | CD Redemption | R | 3,188.50 |
| 10/14... | Fleet ... | DEP | | | General Dep. | R | 534.00 |
| 10/16... | Fleet ... | DEP | | | General Dep. | R | 431.00 |
| 10/17... | Fleet ... | DEP | | | Int Inc | R | 20.82 |
| 10/20... | Fleet ... | DEP | | | General Dep. | R | 420.00 |
| 10/20... | Fleet ... | DEP | | | General Dep. | R | 456.50 |
| 10/20... | Fleet ... | 1482 | Vanguard Fixed ... | | Dep. Vanguard | R | -3,200.00 |
| 10/23... | Fleet ... | DEP | | | General Dep. | R | 420.00 |
| 10/27... | Fleet ... | DEP | | | General Dep. | R | 564.00 |
| 10/28... | Fleet ... | DEP | | | Int Inc | R | 16.12 |
| 10/28... | Fleet ... | DEP | | | Int Inc | R | 16.17 |
| 10/28... | Fleet ... | DEP | | | Int Inc | R | 21.00 |
| 10/28... | Fleet ... | DEP | | | Int Inc | R | 21.13 |
| 10/28... | Fleet ... | DEP | | | Int Inc | R | 37.23 |
| 10/28... | Fleet ... | DEP | deposit correctio... | | General Dep. | R | -100.00 |
| 10/29... | Fleet ... | TXFR | Returned Deposi... | Ramon J. Gord... | Bad Check | R | -12.00 |
| 10/30... | Fleet ... | DEP | | | General Dep. | R | 279.00 |
| 10/31... | Fleet ... | DEP | | | Int Inc | R | 9.59 |
| 10/24... | Vang... | BuyX | 296.296 Fixed In... | | [Vanguard] | | 3,200.00 |
| 10/24... | Vang... | ReinvD | 7.87 Fixed Inc S... | | _DivInc | | 85.15 |
| TOTAL 10/1/97 - 10/31/97 | | | | | | | 7,042.53 |
| BALANCE 10/31/97 | | | | | | | 28,780.70 |
| TOTAL INFLOWS | | | | | | | 11,299.75 |
| TOTAL OUTFLOWS | | | | | | | -4,257.22 |
| NET TOTAL | | | | | | | 7,042.53 |