Welcome – Lunch Plans

Members Present – Jennifer Jensen, Mary Fairley, Linda Tripp, Jan Smith, Linda Brosch, Greg Stevens, Rachel Williams, Jen Clancey, Jessica Spence, Roxanne Dueppengiesser, Holly Harwood, Shawn Tiede.

Guest – Andy Turner

Call to Order – 10:04 am - Rachel

Additions to Agenda - None

Review Minutes of November Meeting – Shawn moved to approve the minutes, seconded by Linda Tripp – approved.

Correspondence - None

Treasurer’s Report – Roxanne Dueppengiesser. We profited $158.00 in 2013. There is a total of $85,676.50 in our bank accounts. To date, everything has been paid for and all income has been received. National membership is the only expense thus far for 2014 at $4,970.00 and membership income is $2,310.00 for 2014. Vouchers are currently on-line. See website. Please make sure you’re now using the 2014 vouchers. Be aware that the vouchers list those able/who are required to complete them.

Shawn moved to accept the treasurer’s report as presented and forward it on to the audit committee, Linda seconded, approved.

Vice President Report – Greg Stevens. Registration was sent in for 78 active members. This included 64 renewals and 14 new national members. We currently have 39 lifetime members. The on-line confirmation step was a new process this year, but went well.

JCEP – He and Rachel just returned from the JCEP conference and attended workshops in mentoring. They both feel that NYS could benefit from some of the ideas they learned about. This led to much discussion about the importance of passing information on from one officer/leadership role to another. Information can be lost when someone leaves a position or moves on. 4-H was well represented at the conference. The question was raised on whether or not it was a good investment to send 2 people to this
conference. Both Greg and Rachel thought it was good to have the President and President Elect attend as it provided a good sounding board for ideas and helps in the transition process.

**NYSACCE4-HE Historian Report** – No report

**Old Business** - None

**New Business**

**NYSACCE4-HE Committee Reports**

**Audit** – No report

**Awards and Recognition** – Mary Fairley
The committee hasn’t met yet. The awards packet has been revised, but isn’t out yet. They are still figuring out the new on-line system. Service awards will be a bit of a challenge this year with the on-line system. Only 4 people (between both service and communicator awards) can be registered as judges, allowing them access to the on-line system to obtain judging materials. This could lead to an increase in printing costs. Specialty awards are due Feb. 28th. The new on-line system will be a trial run for awards this year. Mary will have more contact with district representatives in the coming week to go over the process.

Roxanne asked if a list of past winners was on-line? There is currently a list on-line, but it needs to be updated and put into a different format. A record of the number of years each member has, as well as the number of paid years is currently being worked on. “The Box” stopped being used at one point and records went into a spreadsheet, but everything needs to be in one place. All lists need to be updated as of January 31st and we also need to ensure that those on committees are members.

We will have a nomination for the NAE4HA Hall of Fame the year – Mary Lou Brewer. There will be a little more flexibility with on-line deadlines this year in order to get the 50 word bio in.

**Capital Days** – Rebecca Ireland-Perry.
The committee has held conference calls on 12/11/13, 1/14/14, 1/28/14, and 2/12/14. Everything is coming together for this year’s event. The committee has been working hard to get speakers and agency representatives confirmed. The biggest challenge has been that the Capitol has changed caterers, and they are not quite up to speed on how to handle groups yet! We have 5 teen members for the Teen Planning Committee: Jessica Schips from Sullivan County, Delaney Lukowski from Seneca County, Sunny Rahman from Broome County, Jonathan Coyle from Wayne County, and Olivia Mooney from Washington County. They have been meeting by conference call to plan the Sunday evening program. Registrations are in, and barring any late registrations, we have 70 youth registered and 35 adults for a total of 105 participants. 38 counties are represented.

We would like to thank Jessica Spence for all her help in getting the information posted on the website. We would also like to encourage others to join the committee, since we don’t have every district represented (North Country and North Central).
**Additional discussion** - Shawn asked where we stood on moving the Capital Days money into our accounts. After this year’s event we will need to follow up with the committee. It’s best to wait after this year’s event and after all the bills are paid. However, we do want to get it all wrapped up before end of the year.

**Fund Development** – April Winslow - No meetings have been held since last report.

**Marketing and Information** – Jessica Spence Spence
Committee has not met yet. Communicator awards are due to on-line system by March 1st. This year we need to submit the entry online through NAE4-HA and send an electronic copy and a hard copy of the entry to Jess. Jess and Roxanne did a training for the western and finger lakes districts using the on-line system and it all went well. If members are NYS members only they can send (mail) entries to the committee because they won’t be able to log into the on-line system.

**Mentoring** – Jan Smith
No meetings have been held since the last report. 30 kits were given out in 2013. Right now there are only supplies for a few more new kits. The committee is now keeping track of the names of those getting kits to see if they become members.

**Additional discussion** - Rachel suggested a personal follow up with each new staff member within a month of receiving the kit. It was suggested that district reps be in charge of this follow up for their own districts. The committee will start fresh now and once they are caught up with kits handed out this year, then they will go back and see if those receiving kits from last year became members.

Discussion was had on committees utilizing conference calls to meet. Not everyone knows how to set up a conference call. Roxanne will send out information on how to organize a conference call to all committee chairs. There is also a step by step list that some counties may have that can be shared.

**Nominating** – No report

**Conference Planning Committee** – Tom Davis, Chair
Besides meetings at potential sites the Southeast District discussed the conference at their December district meeting. 3 sites in the Hudson Valley were considered with the final site chosen being the Villa Roma in Sullivan County. We will be meeting at the site to plan on Feb. 24th. Committees will include: Registration and Materials; Operations, AV and Equipment, and Vendors and Sponsors. We will be working closely with the Professional Development Committee and Awards Committee. We will need approval of the contract and have a deposit paid by March 1st.

Rachel and Roxanne provided the following information. This year’s conference will be held October 14-16, 2014. A contract is currently in hand with Villa Roma in Callicoon, NY. This is an all-inclusive facility, with the price including rooms and meals. Payment will be going to the treasurer with a copy of registration going to the conference chair. Credit cards can be accepted depending on which registration system the committee chooses to use. There has been discussion
on using the golf club house for the banquet, which would make for a more formal event. The committee is working on creating a formal write up on steps needed for conference planning.

Early bird registration will be due Aug 10th with payment, which is earlier than in the past. The Conference Committee deposit is due March 1st. They hope to have registration materials out in May with full conference registration done by September. There is just one item from the contract that needs to be changed (there will not be an open bar at the conference). Shawn can sign the contract as ED if no one else is willing. Roxanne asked if there was a minimum number required. It was also emphasized that people need to understand that it’s one fee – all inclusive. Right now the cost estimate is $260-$290 per person depending on which building is chosen for a room. This may be a bit higher due to costs of tables and chairs.

Professional Development – Nancy Caswell/Linda Brosch
A meeting was held on 2/5/14 with a meeting planned for 2/20/14. We selected the theme of Essential Elements of Professional Youth Development for our fall conference. The RFP will be posted soon with a deadline of either April 2 or 9 for the proposals. This should set things up for conference registration to open by the middle of May.

Linda Brosch is now the Co-Chair. Voucher sent out for disbursement of Professional Development Funds to the North Central District. We have had one phone conference of approximate length of 1 hour 17 minutes. Topic areas for workshops are: Essential Elements of Youth Development; New projects and curriculum; 4-H Club Management; Making the Best 4-H Educator Better-best practices for leadership skill building for educators & for dealing with challenges of our positions; Campus Initiatives- best practices recording and documenting our impact, common measures, regionalized programs and diversity.

Request/recommendations to the Board of Directors: Please include the link for the rfp on the NYSACCE4-HE webpage.

Additional discussion – The Cornell event registration site will be used for RFPs. The conference site does allow for outdoor workshops. The new PWT is being asked to do 2 outdoor workshops. An additional meeting is being planned to discuss speakers. Details are still being ironed out for who is responsible for what – logo, speaker gifts, etc. This will all be outlined in the conference planning manual being developed.

There are still district funds available for district professional development. Please submit requests, $250 is allowed per district. There is no deadline. Funds are awarded on a rolling request basis.

Investment Committee – Shawn Tiede
Districts aren’t using professional development money. Only 2 districts took advantage of funds this year. Please promote this opportunity back in your districts. This money is now in a designated account, not just in a CD or savings account. The committee is also planning to work with the awards and recognition committee on a scholarship piece.

Rachel asked if some of the professional development money could be used for the conference opening speaker. Shawn – Do we want to use money from this fund or do we want the conference to support itself? This decision should be made by the board. Right now the
professional development fund can support itself for 10 years. Mary asked Andy if there was any support from the state 4-H office for a keynote speaker. She added that there used to be money available for such things and it has since gone away. Can it come back? Andy will get back us. Discussion continued on how/where we can get money for a keynote? Thoughts included the 4-H foundation or another sponsorship (PW Wood). The 4-H Foundation did give us $500 a couple years ago for a keynote. The conference committee is looking at sponsorships opportunities – corporate and local sponsors. They are looking at ways to make money.

Something else we need to keep in mind is that it won’t be long until national dues are increased.

NAE4-HA Report – Tom Davis – No Report
Discussion included: The Spring board meeting is coming up. NY is well represented.

Jessica – Is there a way to try to encourage national membership by providing a scholarship to the conference? There used to be money from Cornell for national conference and it is no longer there ($250 for national conference 1st time attendees).

JCEP board has decided not to have a galaxy conference – it’s no longer serving the purpose it was intended for.

Report from Liaisons

State 4-H Office – Andy Turner

I began my tenure as interim 4-H State Leader on January 4, 2014. The priorities since that time have fallen into the following categories:

1. **Team Building** - Working with the State 4-H Team on campus to understand roles, priorities, challenges and begin to create a high functioning, focused 4-H State Team capable of providing a high level of support to NYS 4-H Educators.

2. **Campus Relationships** - I am spending considerable time engaging with Extension Administration and the leadership of the BCTR to understand the vision, plans and expectations for moving the State 4-H Office from Roberts Hall to BCTR. There is enormous potential for the program as a result of this move but there is also considerable work to be done in relationship building, understanding the mission and vision of the BCTR and for BCTR to learn more about the NYS 4-H Program.

In addition, I am working with Dana Palmer to improve communication and collaboration between the State 4-H Office and the 4-H Animal Science staff, including working with the Department Chair to create a pathway for continued 4-H Horse leadership in the Department.

3. **Engagement with NYS 4-H Educators** - I am scheduling visits to regional 4-H Educator meetings around the State to engage in a dialogue with 4-H Educators about key statewide 4-H issues, concerns and opportunities. Main topics so far have included:
   - Statewide 4-H Vision. Do we have one?
   - What does the CCE strategic plan for increasing Regional Program Networks mean for 4-H?
   - What is the longer term plan for the 4-H State Leader position?
• What are the priorities of the State 4-H Office?
• How can we create healthy, robust engagement between campus and the field?
• 4-H and BCTR. How is that going? What does the future hold?

4. Learning about and engaging with other key 4-H Partners and Relationships. These include:
   • Educating new CCE Executive Directors about 4-H.
   • Engaging with NYC 4-H and NYSAN
   • National 4-H Council
   • NYS 4-H Foundation
   • National 4-H Program Leaders (meeting coming up in March in D.C.)

5. Upcoming Changes and Programs
   • Major changes on the horizon for 4-H Website
   • Changes for First Friday News
   • Gearing up for Career Explorations and State Fair

Additional discussion — We need to have a strong relationship with extension administration. Andy is meeting every Monday with administration and good communication is happening, but this needs to be carried over to BCTR as well. We need to think, adjust and be open to learn from each other. When looking at Ag educators, they have much more connectivity to campus. Their regional set up helps this. Communicate is in place with BCTR to help them understand the goals, objectives, and realities of what 4-H does. Right now we are better off being a program center with BCTR rather than part of extension administration. If you haven’t yet gone to BCTR website to see what they do – their vision, etc., check it out. Time is needed to figure everything out. Rachel added that too many changes took place all at once – hiring of specialists, new program director, etc. Staff in the counties didn’t know what was going on and lost connectivity with administration.

We also need to determine where 4-H currently exists. There is a strong presence in animal science, but those staff members aren’t part of BCTR. The current trend is that when a specialist leaves the position isn’t replaced. However, with Jeannie there is a plan to create a new position to help suite/need needs.

We need to get the state leadership position figured out relatively quickly. Andy is willing to extend his role longer, but leadership needs to be figured out.

We have many new EDs in the state and we need to engage with them so they understand what 4-H is. We will need their support to move forward. We need to work with other groups as well (see report above). Andy has ideas for the 4-H Foundation to better utilize resources. We need more flexible funding. Andy will be attending the National 4-H Leadership meeting in D.C. soon.

Andy is focusing on communication quite a bit. The website will be drastically changing in the next 6 months. They will be creating a new website and moving items over. First Friday News will no longer be done as a huge e-mail. There will now be an e-mail containing a link to view the entire report. The State 4-H Office is currently gearing up for Career Ex and state fair.
Rachel – Educators need to consider what position we need to take as we move forward - working with EDs, etc. We need to be prepared for this. The board has the power to communicate with members. We’re not dwelling in the past. We’re ready to move forward.

Andy – It feels like there is a missing element in the decision making process. There needs to be a working group to reach a consensus on steps taken. We need to also include EDs and campus staff. We need to look at the big picture and create momentum for moving forward. A survey will be coming out soon. Please provide feedback.

There is a meeting /conference in May on 4-H club Management.

Healthy Living – Nigel Gannon

Program Work Teams
- Healthy Eating and Active Living (HEAL): 2 new initiatives and working groups
  - CHATs-4-Change
  - Healthy Living/Wellness Policies
- Risk and Thriving in Adolescence (RTA): Collecting recourses around social-emotional wellness; testing new Youth Development curriculum
- Youth, Nature, and Outdoor Education (YNOE): first meeting held in December

National 4-H
- Participated in drafting Workforce/College + Career Readiness Common Measures; New York will be a pilot state if interested after the draft measures are roled out (later this spring?).
- Common Measures 2.0 is coming soon, which is much more user-friendly. Stay tuned.

Funded Healthy Living Projects
- **Eat4-Health** (United Healthcare) – ongoing (as described in September); expecting an automatic renewal (funding level unknown)
- **Youth Voice Youth Choice** (Walmart) – ongoing (as described in September); grant ends early April; renewal discussions are underway at national level
- **Youth Voice Youth Choice** (Coca-Cola) – second year of funding to CCE-NYC in support of healthy living and expansion of CHFFF and CHAT
- **Smith-Lever proposals**
  - Workforce Readiness – ongoing (as described in September)
  - A Youth Nature Guide – ongoing (as described in September)

In Development:
1. Webinar: Working with Differently Abled Youth
2. Webinar: Common Measures 2.0 (with Adam Davis and Wanda Casillas)
4. Evaluation: CORE project focused on Teen Leadership Programs (with Alexa King, CORE)
5. Evaluation: Career Ex evaluation (with Tony Burrow)

4-H STEM – Nancy Schaff

4-H STEM Program Work Team
Bonnie Peck – lead for the Library Partnership Smith-Lever project – offered one workshop in Suffolk County (with Chip Malone, Nancy Schaff, and Susan Hoskins helping with the teaching), and has two more coming up in Canandaigua and Vestal. The PWT is planning a spring retreat.

4-H Science e-Academy conversations
Two WebEx conversations have been held using a “flipped classroom” approach. We watch a webcast from the archived 2013 Science e-Academy presentations and then get together on the phone and discuss it. Topics so far: Engaging Volunteers and Next Generation Science Standards.

Externally Funded 4-H STEM projects
  o Lab of Ornithology project: There is a 2014 cohort for the Citizen Science pilot/research project supported by Smith-Lever funds (in New York) and Noyce Foundation funds (supporting a national effort). There are 44 people in the cohort from around the U.S., but 18 of them are from New York.
  
  o NASA Here. There. Everywhere. project: I offered a workshop in Ithaca in January and we are scheduling two more in Ulster and Jefferson Counties. Contact me if you are interested.
  
  o Ongoing Smith-Lever funded projects:
    ▪ STEM PWT Library partnership project: Year 2 with Bonnie Peck in the lead.
    ▪ 4-H Robotics: Year 2 with Roger Ort in the lead. Roger continues to offer workshops, consult with counties about starting robotics programs, and coordinates the State Fair Robotics Challenge.
    ▪ Lab of Ornithology Citizen Science (Nancy Trautmann is PI): Year 1. We are continuing to pilot Nature Detectives and have added a new pilot curriculum called Habitat Connections.

National Afterschool Association Convention – New York City, Feb. 28-March 3
I will be offering a workshop on partnering with 4-H at the local level, 4-H STEM resources, and incorporating youth development into afterschool programs.

Career Explorations – July 1-3, 2014
Registration has opened and we anticipate a strong response. There is no registration deadline this year. We will close programs and the conference when they are filled. We worked hard to recruit a great line up of programs for this year. Please consider being a Career Ex “mentor” to someone new if you are a veteran – the process can be confusing the first time.

State Fair
The State Fair Advisory Committee will meet at the Fairgrounds on February 25. Each district has a representative on the group. The committee meets twice a year – In October and February.
Jennifer Jensen is the Chair. We have been working on the premium book, county rotations, booth locations, the Handbooks, and more to gear back up for a great 2014 State Fair!

We have been working on aligning the CCE FY21015 Plan of Work with our mission mandate logic models (at the state and national level) and making connections to the common measures.

**NYS 4-H Foundation** – no report

**News and Views** – Jessica Spence

The format now includes a quote of the month instead of a history section. She is having better success contacting new members to do interviews.

**District Reports**

**Capital** – Linda Tripp. Meetings were held on 11/21/13 and 1/23/14. In November we met at CCE Warren with Roger Ort leading us in a WeDo Robotics training. We now have three WeDo sets in our region to share. Our January meeting, held at CCE Saratoga, had Mary Fairley leading us through an exercise to better understand our own, as well as each other’s 4-H program. We gathered data about our counties’ size and population, as well as our 4-H program’s reach. This data will be used to help us, collectively, look to how we can best use available resources – cross county and cross program.

The following new hires were reported: Jack McCulley, CCE Columbia-Greene, jam638 – started January 2014 (will receive Mentor kit at March meeting) and Kathlyn McCarthy, CCE Schoharie-Otsego, kmm427 – started December 2013 (has Mentor kit)

**Finger Lakes** – Jennifer Jensen. Met on 12/3/13 and 2/11/14. December’s meeting was just a business meeting and lunch. In February, Jessica Spence and Roxanne Dueppengeiser did a stellar session on applying for awards in the new process that is being put forth by national. Andy Turner, Interim NYS 4-H Program Leader, was the guest presenter at the joint meeting of the Finger Lakes & Western District. Andy shared the direction that 4-H is going in NY, funding, staffing of campus connections and ways for 4-H to be visible.

It was determined to hold a meeting focusing on “what is an exceptional 4-H Program?”. 4-H Educators from the two districts will meet on April 9 to begin to identify specific aspects of an exceptional 4-H Program and how we can fulfill these different aspects in today’s times.

**North Central** – April Winslow. Met on 1/14/14. Had a district CPR & First Aid Training at the NYS Fair Grounds, Wiles Room. Staff from Onondaga, Oneida, Herkimer, Madison and Oswego Counties were certified. No new hires were reported.

**Action taken or discussion at meetings relative to NYSACCE4-HE**: Planning a Memorial Scholarship in honor of Terri Lanterman Becker to be awarded to a teen at Capital Days starting in 2015. Next year marks the 80th year of Capital Days and this memorial will be kicked off as a special event. Since Terri was involved in the teen planning committee we are developing an award/scholarship (reimbursement) to a teen who attends Capital Days that is chosen by the Capital Days committee who shows leadership during the event/is a good role model—would be presented at the closing session. I have been in touch with Rebecca and our district will work
with the Capital Days committee to establish the memorial. Once established the Capital Days Committee will award the memorial annually for as long as funding allows.

**Request/recommendations to the Board of Directors:** Would the board prefer Madison County to accept funds and then transfer said funds to the Association Capital Days line item? Or does the board feel it would be more appropriate for funds to go directly to the association/capital Days line item?

Discussion included that the funds should come from treasury. Is there a better way to organize this scholarship? It shouldn’t be connected to the association and should it be done at a local level - not in the name of Capital Days. It should also not part of Capital Days registration materials.

**North Country** – Matt Greene/Amber Wynkoop. Held a meeting on 1/24/13. District officers are as follows: Chair-Matt Greene, Jefferson, Vice Chair-Steve MacDonald, Franklin, Secretary-Karen Soule, Jefferson, District Rep- Amber Wynkoop. Committee representatives include: Audit-Steve McDonald, Fund Development-Amy Sands, St Lawrence, Mentoring-Pat Banker, Franklin, Nominating-Alexa King, Clinton County, Professional Development, Steve McDonald, Marketing Connie Gerow, Franklin, Capital Days-Mary Beth Green, St Lawrence, Awards & Recognition-Linda Gilliland, Essex. All of these individuals were reminded that they need to be members of the Association in order to serve on these committees.

There are two new staff in St. Lawrence and one new in Jefferson County. Names will be forwarded onto the mentoring committee.

Upcoming meetings include: 4/25 in Essex county, 6/20 Clinton County, 9/18-19 Camp Overlook

**South Central** – Megan E. Tift. Our last meeting was held at CCE Broome County on February 12, 2014 with 14 staff present. Committee representatives include: Capital Days-Becky Ireland-Perry, Fund Development-Autumn Lavine, Marketing & Information-Bernadette Raupers, Member Recognition & Awards- Becky Ireland-Perry, Nominating- Bernadette Raupers, Professional Development & Board Rep.-Megan Tift, Mentoring-Brenda Carpenter.

Additional highlights from the meeting included: **Member Recognition & Awards** – New information from Jess just came out in e-mail last week and nominations are due next week.

http://nys4h.cce.cornell.edu/staff/Pages/Awards-and-Recognition.aspx , **Professional Development** – Megan – South East district is planning, Tom is Chair. Villa Roma Calicoon. Early deadline in August to register. RFP’s will come out mid-February for sessions on essential elements for successful professional developments. Workshops will be 1 hr 15 minutes, with more free time. Possible Leadership track. STEM & PWT updates provided. Our group will begin making concrete plans for the 2015 conference when we meet for our June overnight, and Andy Turner will be joining us at the June overnight.

New hires include: Erin Nyquist – Schuyler (ekn22), Jennifer Sweet – Schuyler (jas935), Katie Bowers—Broome (need to find out contact info.), and Tompkins County has 4 new staff

**Southeast** – No report
Western – We held a combined district meeting with Finger Lakes in September and met on our own in December. In December we met in Arcade at the elementary school and spoke with their principal on the changing scope of education and new challenges they are working within and how 4-H can complement that. A joint Finger Lakes/Western meeting is planned in April to discuss exceptional 4-H programming.

Other

1. Shawn - There is an opportunity to give a memorial contribution in the name of Dave Ferris to the state 4-H Foundation. Should we consider a 1 time gift to NYS 4-H Foundation for this? It has been done in the past for others and should also be done for Terri since she was a member. Amount? $25-50. PW Wood has in the past been a supporter.

_Linda Tripp moved that the state association give $50 in the name of Dave Ferris to the NYS 4-H Foundation. Jennifer Jensen seconded. Approved._

This money will come out of the miscellaneous line item in the budget.

2. Rachel – PILD – Rachel plans to attend, but the expenses may not be covered under Rachel’s allotted association expenses. Marika felt it was a valuable experience when she attended last year. Andy stated that it is expensive, but worth it. NYS delegation is currently being coordinated. We aren’t opposed to sending someone - we’re just not sure how to pay for it. Overall, we think it’s a good idea for someone to go and represent us.

3. The Leadership Directory is being updated.

4. Is there an up to date list of members that can be shared with districts? Greg will send out the list he has, but it isn’t updated. He and Rachel will continue to work on updating it.

Next Meeting – May 7th or 8th at Cornell.

Additions for next meeting - None

Adjournment – 1:19 pm.

Submitted by: Jennifer Clancey
NYSACCE4HE Secretary
# NYSACCE4-HE Budget Report 2-18 - 2014

1/1/2014 through 12/31/2014 Using 2014 NYSACCE4-HE Budget II

2/13/2014

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<tr>
<td>Professional Development</td>
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<td>Scholarships to National Meeting</td>
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<td>Staff Development - Districts</td>
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<td>Staff Development - Scholarships</td>
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<td>State Annual Conference</td>
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<td>State Officer Reimbursement</td>
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<td>26,180.00</td>
<td>21,210.00</td>
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### 2014 Account Balances - As of 2/18/2014

As of 2/18/2014

<table>
<thead>
<tr>
<th>Account</th>
<th>2/18/2014 Balance</th>
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<tr>
<td>Bank Accounts</td>
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<td>Staff Professional Development Fund</td>
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<td><strong>TOTAL Bank Accounts</strong></td>
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**OVERALL TOTAL** 83,072.28