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Keith Atkins
President
c/o Murphy USA Inc.
PO Box 7300
El Dorado, AR 71731-7300
870-866-8686
keith.atkins@murphyusa.com

March 2020

Just as fast as it got really cold, now there are some warm days mixed with cold days each week. What a crazy weather pattern we have here in the middle of the southern half of the country. Friday, I left work and it was winter outside, and I arrived at work today and BOOM, the Bradford Pear trees are fully white with fresh blooms. Come on warmer weather!

The ADDC Board had a successful Budget and Planning meeting last month in Tulsa. Cutting what is usually a two-day meeting down into a one-day meeting was a challenge. We did have to have a final meeting session after dinner that night in order to wrap everything up, but we got done what was needed. We had to cut short some usual discussion time, which did lead to some business having to be finalized by email after the meeting though. We also were only able to have a short strategic planning session, which limited our ability to really brainstorm together on ideas for enhancing educational opportunities for our members and exploring options for extending our membership into more companies within our industries. We succeeded in cutting our B&P costs which was the goal, we will say it was a success.



I hope everyone has had a chance to review the 2019 financial reports that were sent out last month. We had a net income of \$15,000. We are thrilled to have put a little money back into our bank account in 2019, but our excess due to several factors, one being we didn't turn over ADO to Charity Rising until March, saving us \$4,000 in management fees for the year, and the fact we paid them about

Continued...



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\$400/month less than was budgeted because they weren't handling our accounting and finance in 2019. For 2020, we have approved a balanced budget. Our expected expenses will be right in line with our revenues. Since our dues income with the budgeted 1,025 members in 2020 do not completely cover our expenses, we rely on the annual guaranteed annuity income and EAB sales to make up the difference. We don't know exactly how many EABs we will sell in 2020, but we budgeted for selling 1,670 books which will make up the \$5,010 we need to balance the budget. We currently have 670 books in inventory and will be ordering more. We have one confirmed order for 1,000 books. We also have a Canadian company that has reached out with an interest in purchasing 2,000 copies of a metric version, which we currently no longer have. We are looking at the cost to add metric equivalents to our current EAB so it can be used for either, hoping this will be a cost-effective way to produce the 2,000 additional copies to fill the order. If we can sell these, we will have a small profit for 2020 if nothing unusual happens. We also can hope that we have a significantly higher than budgeted number of members in 2020, as we did in 2019. The 2020 approved budget and highlights from B&P will soon be available on the ADDC Website.

March is Desk and Derrick Awareness Month! What are you as a member and your club doing to promote D&D this month? Everything we can do to spark interest in ADDC and rekindle the interest in members who are beginning to stray from us are so very important right now. We need to do what we can every day to build up ADDC and carry out our mission.

I've been seeing some nominations for RD for 2021. This is very exciting! Is it your time to step up and serve? Let your club know you are ready, willing, and able to expand your leadership potential by serving as RD in 2021. Already served as RD? There are more rungs on the ladder my friends! ADDC needs YOU to help keep us relevant, interesting, and intellectually inspired. You CAN do it.

All four regional meetings are just weeks away. I am attending the Northeast Region Meeting March 25th-28th; the Southeast Region Meeting April 15th-20th; and the Central Region Meeting April 23rd-25th. Since the West Region Meeting falls during the same week as the Southeast Region Meeting, unfortunately, I will have to miss it. I have not missed my region's meeting since my first region meeting in 1996. I know Christina and the rest of the West Region members will have a fantastic region meeting. Until next month....

"Well done is better than well said." Benjamin Franklin