Madame President,

This has been a busy and insightful year for me. At the beginning I felt like I was thrown into a pool or perhaps more of a raging river with no life vest. There was so much I didn't know and the decision, I made, to pull tasks, such as donations and Girls State from MPMC was probably a bit premature but I got through it . . . thank goodness!!

I want to thank everyone for their patience as I navigated through the learning process and I hope that I have provided effective communication and have gained trust.

I won't bore everyone with a bunch of numbers but I will provide a few. Donations and Membership are an integral part of sustaining the Am Leg Aux and most programs saw an increase in donations, so thank you all.

As compared to last year overall Dept Revenue increased 4%, so far

Welfare Fund rev increased 13%

Poppy Fund rev increased 36%

Girls State rev increased 12%

Membership rev decreased 4%

Gen Fund donations decreased 17%

Costs and inflation have increased significantly and we as an organization must develop ways to reduce costs. We cannot continue to run this organization at a deficit. We have already taken a few steps to meet this objective but more is needed.

Regarding membership, we have seen an increase with dues processed online, which is a great accomplishment. To go even further, when a unit processes their membership online they get to keep the <u>Unit portion</u> of the funds and only pay out the National/Dept portion of the dues. I have written hundreds of checks for Dues Paid Online and these funds could remain have stayed at the Unit level.

I'm hoping, with the help of Liz and the Webmaster we can implement new forms for donations and mileage. The Dept has (4) checking accounts, GF, WF, PF, GS. When donations are made there should be a maximum number of (4) checks.

Lastly Madam President I would like to provide some numbers for the revenue you have generated.

Overall the President's income has increased 65% so far, compared to last year. Donations to your special project is over \$14,000 and with the help of this years attendees I hope we can get this number to \$15,000.

Thank you Madam President for this appointment and it has been a pleasure to be part of your team.

Thank you