



March 2, 2015 Board Meeting Agenda

(14 BOD Members, 14 Voting Members, 8 = Quorum)

In attendance: (yes/no)

RSVP	Steve	Taddie		RSVP	Katie	Hill
RSVP	David	Walser		RSVP	Steve	Koons
RSVP	Darlene	Hagan		RSVP	Harry	Calivas
RSVP	Kyle	Decker			Bill	Perdue
RSVP	Emily	Burns		RSVP	Remy	Carpenter
RSVP	Charles	Whetstine		RSVP	Nick	Kolesar
RSVP	Liz	Shabaker		RSVP	Gary	Ringel

Reserves requirement adopted March 5, 2012:
20% of last season's total revenue (May 2014): \$29,608.61

Additional Guests: Stephanie Weadock, Premium Organization

3:30pm Call the meeting to order (Steve Taddie)

Previous BOD Meeting Minutes: (Kyle Decker)

January 30th Strategic and general board meeting minutes

Treasurer's Report: (Darlene Hagan)

January 2015 Financial Reports

President's Report: (Steve Taddie)

Review golf_banquet survey results
Way finding sign
Administrative support hours

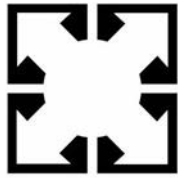
Administrative Report

Committee Report(s):

Golf Event (Nick Kolesar)
Public Outreach (Harry Calivas)

- Estate Planning Week

Nominating (Emily Burns)
Membership (Bill Perdue)
Sponsorship (Steve Koons)
EPG (Remy Carpenter)
AEP (Harry Calivas)
Holiday Social: (Remy Carpenter)



Meeting Ambassadors (Kyle Decker)

Adjourn

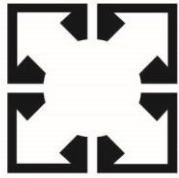
Action Items: Items noted as done will not reflect on next meeting agenda

AI #	Action Item:	Assigned To	Goal
1	Ask Phoenix Country Club if we can have two easels with our organization's name in order to direct people to our meeting location	Kyle Decker	As soon as possible
3	Follow up with prospective members that attended the ice cream social as guests	All Board Members that invited a guest	Ongoing
4	Solicit Tee, Hole and Bathroom Sponsors for Golf Event	Golf Committee	Ongoing
5	Coordinate with Stephanie to send a blast email regarding the Golf Event	Golf Committee	By next meeting
6	Begin to solicit donations for the golf goody bags	Golf Committee, Board	Ongoing
7	Email Nick to work with him to update the food cost line item in the golf budget	Darlene Hagan	As soon as possible



Board Member Attendance Record

	8/6/14	10/6/14	11/3/14	1/5/15	2/2/15	3/2/15	5/11/15	Attendance Percentage
Steve Taddie (President)	yes	yes	yes	yes	yes			100%
David Walser (Vice President)	yes	yes	no	yes	yes			80%
Darlene Hagan (Treasurer)	yes	yes	yes	yes	yes			100%
Kyle Decker (Secretary)	yes	yes	yes	yes	yes			100%
Emily Burns (Past President)	yes	no	yes	yes	yes			80%
Charles Whetstine	yes	yes	yes	yes	yes			100%
Liz Shabaker	yes	yes	yes	yes	yes			100%
Katie Hill	yes	yes	yes	yes	yes			100%
Steve Koons	yes	no	yes	yes	no			60%
Harry Calivas	yes	yes	yes	yes	yes			100%
Bill Perdue	yes	yes	yes	yes	yes			100%
Remy Carpenter	yes	yes	yes	yes	yes			100%
Nick Kolesar	no	yes	no	no	no			20%
Gary Ringel	yes	no	yes	yes	yes			80%



January 30th, 2015 4:00pm
February Board Meeting Minutes

(14 BOD Members, 14 Voting Members, 8 = Quorum)

In attendance: (yes/no)

yes	Steve	Taddie	yes	Katie	Hill
yes	David	Walser	no	Steve	Koons
yes	Darlene	Hagan	yes	Harry	Calivas
yes	Kyle	Decker	yes	Bill	Perdue
yes	Emily	Burns	yes	Remy	Carpenter
yes	Charles	Whetstine	no	Nick	Kolesar
yes	Liz	Shabaker	yes	Gary	Ringel

Additional Guests: NA

3:47: Steve Taddie called the meeting to order.

Previous BOD Meeting Minutes: (Kyle Decker)

- Kyle presented the December board meeting minutes. David Walser moved to accept minutes as presented. Harry Calivas seconded the motion. The motion passed.

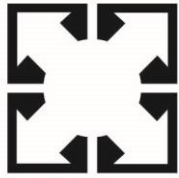
Treasurer's Report: (Darlene Hagan)

- Darlene presented the updated Profit and Loss statement as of December 31, 2104, the Balance Sheet as of December 31, 2014 and the Budget vs Actual for June-December 2014

The board discussed the following items related to the budget:

- 2 Sponsorship payments were received in January
- Currently 187 full year members (including 5 non-paying memberships for the Executive Committee), 2 EPG half-year members, 3 free EPG scholarship members and one half year member. This coincides with 193 members that appear on the website.
- As of 12/31/14, CAEPC had net income (cash basis) of \$44,100.
- As of 12/31/14, CAEPC had cash reserves of \$115,357.





President's Report: (Steve Taddie) - Steve presented the President's Report and the Board discussed the following:

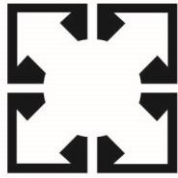
- Stephanie will be attending meetings to help Kyle Decker to take notes and produce the monthly meeting minutes
- Board meetings will now be scheduled for 3:30 to 4:30 p.m. while the Executive Board will meet from 4:30 to 5:00 p.m. This will also allow Non-Executive board members to serve as member greeters if they like.
- Possibly place two easels with signs at the PCC front door and at the top of the stairs that give directions to our CAEPC meeting. Need to review with Phoenix Country Club.
- There is now an RSS link to CAEPC's new LinkedIn page on our homepage of the website
- CAEPC has a new AEP certificate recipient - Katie Hill
- The Board will be reviewing the contract our organization has with Phoenix Country Club in May of 2015
- Board membership – Chuck Whestine has declined to serve a new term
- Steve will submit application for CAEPC for the NAEPC's Council of Excellence Award

Administrative Report – No discussion

Committee Report(s):

Membership (Bill Perdue) –

- 1 person inquired about a ½ year membership



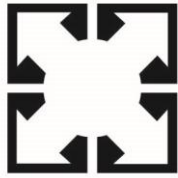
- Potential new members attended the Ice Cream Social event as guests of Board Members. The members that invited them will follow up with the guests to answer any question they may have about CAEPC.
- Bill Perdue will continue to serve as membership chair for the '15 –'16 season
- At the end of May, the membership committee will introduce two new disciplines – real estate and private fiduciary. Members will be allowed to choose up to 4 disciplines with their membership.

Sponsorship (Steve Koons)

- Steve will continue to serve as the chair for this committee and will begin soliciting for next year in mid-May.

Golf Event (Nick Kolesar) – presented by Katie Hill

- Budget was distributed and reviewed
- Dinner Sponsor will be Mass Mutual
- The Mulligan Sales for the Putting Contest will be discontinued this year
- The committee is currently seeking golf hole sponsors for \$300 each. There are currently 33 sponsorship opportunities available - 18 for tee boxes, 18 for holes and for the bathroom
- It was suggested that CAEPC could offer a sponsorship as part of a foursome package in the future.
- The committee will be sending out a blast email with the golf tournament and sponsorship information.



- The committee is also seeking donations to include in the “golf goody bags” from CAEPC members.
- Darlene will be emailing Nick to work with him to update the food cost line item in the golf budget

EPG (Remy Carpenter) –

- EPG – On February 11th the EPG will host a planned giving and animal experience event at the Phoenix Zoo.
- Remy will be updating and emailing out guidelines for the EGP membership and EPG scholarship program.

Public Outreach – the board will consider setting up a new committee

AEP (Harry Calivas) –

- The AEP committee will be co-hosting an event with the EPG committee in April.

Holiday Social (Remy Carpenter) – No report

Nominating (Emily Burns) –

- Emily Burns passed out the Tentative Slate for the 2015-2016 Season. The board reviewed and discussed the slate. No changes were suggested or presented.

Meeting Ambassadors (Kyle Decker) – No report

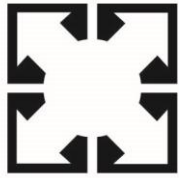
Unfinished Business:

Charge nominal fee for guest at holiday party

Future structure of the golf tournament

Begin membership and sponsorship drives over the summer

LinkedIn – choose day members need to be signed up by in order not to be removed



Other Business: Steve Taddie asked the board for permission to highlight a long term member’s participation in the Kidney Foundations “Dancing with the Stars” event. The board discussed how to appropriately highlight Jim Ryan’s participation and decided as a group to allow Steve to announce his participation during the meeting. Conflict of interest disclosures - Steve Taddie’s spouse is on the board of directors and Liz Shabaker is a co-chair of the event.

Meeting Adjourned at 4:27pm

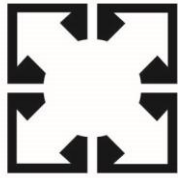
Respectfully submitted,

Kyle Decker, Secretary

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4	Solicit Tee, Hole and Bathroom Sponsors for Golf Event	Golf Committee	Ongoing
5	Coordinate with Stephanie to send a blast email regarding the Golf Event	Golf Committee	By next meeting
6	Begin to solicit donations for the golf goody bags	Golf Committee, Board	Ongoing
7	Email Nick to work with him to update the food cost line item in the golf budget	Darlene Hagan	As soon as possible
8	Update and email out guidelines for the EGP membership and EPG scholarship program	Remy Carpenter	Completed





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David Walser (Vice President)	yes	yes	no	yes	yes			80%
Darlene Hagan (Treasurer)	yes	yes	yes	yes	yes			100%
Kyle Decker (Secretary)	yes	yes	yes	yes	yes			100%
Emily Burns (Past President)	yes	no	yes	yes	yes			80%
Charles Whetstine	yes	yes	yes	yes	yes			100%
Liz Shabaker	yes	yes	yes	yes	yes			100%
Katie Hill	yes	yes	yes	yes	yes			100%
Steve Koons	yes	no	yes	yes	no			60%
Harry Calivas	yes	yes	yes	yes	yes			100%
Bill Perdue	yes	yes	yes	yes	yes			100%
Remy Carpenter	yes	yes	yes	yes	yes			100%
Nick Kolesar	no	yes	no	no	no			20%
Gary Ringel	yes	no	yes	yes	yes			80%

Central Arizona Estate Planning Council
2014/15 P&L CAEPC PY COMPARISON
 June 2014 - January 2015

	TOTAL			
	JUN 2014 - JAN 2015	JUN 2013 - JAN 2014 (PY)	CHANGE	% CHANGE
Income				
EPG Event Registration Fee	390		390	
Event Sponsorship Sales				
Golf Event Sponsorship (Master)	3,000		3,000	
Total Event Sponsorship Sales	<u>3,000</u>	<u>0</u>	3,000	0
Guest Fees (meals)	4,845	4,300	545	13.00 %
April Banqu Guest Meals		25	(25)	(100.00 %)
Total Guest Fees (meals)	4,845	4,325	520	12.00 %
Interest Income	1	10	(9)	(87.00 %)
Member Disciplines	425		425	
Member Web Links		475	(475)	(100.00 %)
Membership Dues				
EPG 2nd & 3rd Yr half price	450	1,125	(675)	(60.00 %)
Full Year Memberships	82,350	85,925	(3,575)	(4.00 %)
Half-year membership	670	1,005	(335)	(33.00 %)
Total Membership Dues	83,470	88,055	(4,585)	(5.00 %)
Other Income				
Drink Tickets	1,632	1,479	153	10.00 %
Total Other Income	1,632	1,479	153	10.00 %
Sponsorship Sales				
Emerging Professionals' Group				
Emerging Young Planners Scholarships	3,000	3,000	0	0.00 %
Total Emerging Professionals' Group	3,000	3,000	0	0.00 %
Meeting Sponsorship	10,250	12,000	(1,750)	(15.00 %)
Web Master Sponsorship	1,500	1,500	0	0.00 %
Total Sponsorship Sales	14,750	16,500	(1,750)	(11.00 %)
Total Income	\$108,513	\$110,844	\$ (2,331)	(2.00 %)
Expenses				
General Expenses				
Administrative Service	24,012	25,988	(1,975)	(8.00 %)
Bank Service Charges	43	132	(89)	(67.00 %)
Credit Card	3,519	3,033	486	16.00 %
Total Bank Service Charges	3,563	3,166	397	13.00 %
Board Bus and Meetings	549	1,135	(586)	(52.00 %)
Annual VP NAEPC Conf Attendance		800	(800)	(100.00 %)
Lodging		571	(571)	(100.00 %)
Meals		120	(120)	(100.00 %)
Travel		77	(77)	(100.00 %)
Total Annual VP NAEPC Conf Attendance	0	1,568	(1,568)	(100.00 %)
Past Presidents' Gift		256	(256)	(100.00 %)
Total Board Bus and Meetings	549	2,960	(2,411)	(81.00 %)
Committee Mtgs and Events				
Young Professionals Outreach	681	277	404	146.00 %
Total Committee Mtgs and Events	681	277	404	146.00 %
Insurance	854	854	0	0.00 %
General Liability Insurance	535	535	0	0.00 %
Total Insurance	1,389	1,389	0	0.00 %
Licenses and Permits		216	(216)	(100.00 %)
Arizona Corp Commission Reports	10		10	
Total Licenses and Permits	10	216	(206)	(95.00 %)
Marketing and Outreach Communic				
Newsletters	488	965	(478)	(49.00 %)
Website Development & Maint.	2,575	1,125	1,450	129.00 %
Website Domain Name/Hosting	191	540	(349)	(65.00 %)
Total Marketing and Outreach Communic	3,253	2,630	623	24.00 %
Miscellaneous	28	134	(106)	(79.00 %)
Printing and Reproduction				
Annual Roster	1,061	1,119	(58)	(5.00 %)
Total Printing and Reproduction	1,061	1,119	(58)	(5.00 %)
Software expense	466	464	2	0.00 %
Total General Expenses	35,012	38,342	(3,330)	(9.00 %)
Member Benefits		71	(71)	(100.00 %)
Dues and Subscriptions				
CFP Annual and Monthly Fees	370	170	200	118.00 %
CLU-CE-Experior	240	240	0	0.00 %
Total Dues and Subscriptions	610	410	200	49.00 %
Speaker AV Needs	840	1,205	(365)	(30.00 %)
Speaker Fees	2,500	7,300	(4,800)	(66.00 %)
Speaker gifts	72	132	(60)	(45.00 %)
Speaker Handouts		447	(447)	(100.00 %)
Speaker Travel Costs	315	1,802	(1,486)	(83.00 %)
Total Member Benefits	4,337	11,366	(7,029)	(62.00 %)

	TOTAL			
	JUN 2014 - JAN 2015	JUN 2013 - JAN 2014 (PY)	CHANGE	% CHANGE
Member Events				
Golf Event				
Golf Prizes (specific to Golfers)				
Goody Bags		54	(54)	(100.00 %)
Total Golf Prizes (specific to Golfers)	0	54	(54)	(100.00 %)
Total Golf Event	0	54	(54)	(100.00 %)
Holiday Event				
Drink expense	593	899	(306)	(34.00 %)
Holiday Event Sales Tax	476	592	(116)	(20.00 %)
Holiday Event Entertainment	1,100	2,300	(1,200)	(52.00 %)
Holiday Event Meals	4,353	5,950	(1,597)	(27.00 %)
Holiday Event Service charge	1,462	1,758	(296)	(17.00 %)
Holiday Events - AV		305	(305)	(100.00 %)
Wine with dinner	1,147		1,147	
Total Holiday Event	9,132	11,804	(2,672)	(23.00 %)
Monthly Ed Program Meals	15,055	14,547	507	3.00 %
Drink Tickets	708	1,090	(382)	(35.00 %)
Service Charge	2,833	3,374	(541)	(16.00 %)
Tax	939	2,397	(1,458)	(61.00 %)
Wine with dinner	2,728	2,325	403	17.00 %
Total Monthly Ed Program Meals	22,262	23,734	(1,471)	(6.00 %)
Other Member Meals				
Student Meals	250	450	(200)	(44.00 %)
Total Other Member Meals	250	450	(200)	(44.00 %)
Total Member Events	31,644	36,041	(4,397)	(12.00 %)
Total Expenses	\$70,993	\$85,749	\$ (14,756)	(17.00 %)
Net Operating Income	\$37,520	\$25,095	\$12,425	50.00 %
Net Income	\$37,520	\$25,095	\$12,425	50.00 %

Thursday, Feb 26, 2015 10:10:04 AM PST GMT-7 - Cash Basis

Central Arizona Estate Planning Council
BUDGET VS. ACTUALS: 2014/15 CAEPC BUDGET - FY14 P&L
 June 2014 - January 2015

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Income				
EPG Event Registration Fee	390		390	
Event Sponsorship Sales				
Golf Event Sponsorship (Master)	3,000	0	3,000	
Total Event Sponsorship Sales	3,000	0	3,000	0
Guest Fees (meals)	4,845	2,520	2,325	192.00 %
Interest Income	1	7	(6)	19.00 %
Member Disciplines	425	525	(100)	81.00 %
Membership Dues				
EPG 2nd & 3rd Yr half price	450	675	(225)	67.00 %
Full Year Memberships	82,350	83,250	(900)	99.00 %
Half-year membership	670	1,005	(335)	67.00 %
Total Membership Dues	83,470	84,930	(1,460)	98.00 %
Other Income				
Drink Tickets	1,632	1,500	132	109.00 %
Total Other Income	1,632	1,500	132	109.00 %
Sponsorship Sales				
Emerging Professionals' Group				
Emerging Young Planners Scholarships	3,000	3,000	0	100.00 %
Total Emerging Professionals' Group	3,000	3,000	0	100.00 %
Meeting Sponsorship	10,250	13,250	(3,000)	77.00 %
Print Sponsor		2,500	(2,500)	
Web Master Sponsorship	1,500	1,500	0	100.00 %
Total Sponsorship Sales	14,750	20,250	(5,500)	73.00 %
Total Income	\$108,513	\$109,732	\$ (1,219)	99.00 %
Expenses				
General Expenses				
Administrative Service	24,012	23,168	844	104.00 %
Bank Service Charges	43	104	(61)	42.00 %
Credit Card	3,519	2,760	759	128.00 %
Total Bank Service Charges	3,563	2,864	699	124.00 %
Board Bus and Meetings	549	1,190	(641)	46.00 %
Annual VP NAEPC Conf Attendance		900	(900)	
Lodging		1,300	(1,300)	
Total Annual VP NAEPC Conf Attendance	0	2,200	(2,200)	0
Past Presidents' Gift		632	(632)	
Total Board Bus and Meetings	549	4,022	(3,473)	14.00 %
Committee Mtgs and Events		0	0	
Young Professionals Outreach	681	1,400	(719)	49.00 %
Total Committee Mtgs and Events	681	1,400	(719)	49.00 %
Insurance	854	1,400	(546)	61.00 %
General Liability Insurance	535	0	535	
Total Insurance	1,389	1,400	(11)	99.00 %
Licenses and Permits				
Arizona Corp Commission Reports	10	10	0	100.00 %
Total Licenses and Permits	10	10	0	100.00 %
Marketing and Outreach Communic				
Membership Outreach		200	(200)	
Newsletters	488	750	(263)	65.00 %
Website Development & Maint.	2,575	1,000	1,575	258.00 %
Website Domain Name/Hosting	191	1,000	(809)	19.00 %
Total Marketing and Outreach Communic	3,253	2,950	303	110.00 %
Miscellaneous	28	320	(292)	9.00 %
Printing and Reproduction		0	0	
Annual Roster	1,061	1,300	(239)	82.00 %
Total Printing and Reproduction	1,061	1,300	(239)	82.00 %
Software expense	466	466	(0)	100.00 %
Total General Expenses	35,012	37,900	(2,888)	92.00 %
Member Benefits				
Dues and Subscriptions				
CFP Annual and Monthly Fees	370	150	220	247.00 %
CLU-CE-Experior	240	180	60	133.00 %
Total Dues and Subscriptions	610	330	280	185.00 %
Speaker AV Needs	840	1,940	(1,100)	43.00 %
Speaker Fees	2,500	2,500	0	100.00 %
Speaker gifts	72	72	0	100.00 %
Speaker Travel Costs	315	500	(185)	63.00 %
Total Member Benefits	4,337	5,342	(1,005)	81.00 %
Member Events				
Holiday Event		0	0	
Drink expense	593	0	593	
Holiday Event Sales Tax	476	508	(32)	94.00 %

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Holiday Event Entertainment	1,100	1,200	(100)	92.00 %
Holiday Event Meals	4,353	5,600	(1,247)	78.00 %
Holiday Event Service charge	1,462	1,560	(98)	94.00 %
Holiday Events - AV		425	(425)	
Wine with dinner	1,147	900	247	127.00 %
Total Holiday Event	9,132	10,193	(1,061)	90.00 %
Monthly Ed Program Meals	15,055	13,200	1,855	114.00 %
Drink Tickets	708	1,080	(372)	66.00 %
Service Charge	2,833	3,804	(971)	74.00 %
Tax	939	1,239	(300)	76.00 %
Wine with dinner	2,728	2,280	448	120.00 %
Total Monthly Ed Program Meals	22,262	21,603	659	103.00 %
Other Member Meals				
Student Meals	250	510	(260)	49.00 %
Total Other Member Meals	250	510	(260)	49.00 %
Total Member Events	31,644	32,306	(662)	98.00 %
Total Expenses	\$70,993	\$75,548	\$ (4,555)	94.00 %
Net Operating Income	\$37,520	\$34,184	\$3,336	110.00 %
Net Income	\$37,520	\$34,184	\$3,336	110.00 %

Thursday, Feb 26, 2015 10:11:46 AM PST GMT-7 - Cash Basis

Central Arizona Estate Planning Council
BALANCE SHEET - COMPARATIVE
 As of January 31, 2015

	TOTAL		
	AS OF JAN 31, 2015	AS OF JAN 31, 2014 (PY)	CHANGE
ASSETS			
Current Assets			
Bank Accounts			
Drink Tickets Cash Box	200.00	200.00	0.00
Harris Bank Checking	108,776.37	64,325.38	44,450.99
Harris CD/Savings	0.00	30,150.74	-30,150.74
Total Bank Accounts	\$108,976.37	\$94,676.12	\$14,300.25
Total Current Assets	\$108,976.37	\$94,676.12	\$14,300.25
TOTAL ASSETS	\$108,976.37	\$94,676.12	\$14,300.25
LIABILITIES AND EQUITY			
Liabilities			
Total Liabilities			\$0.00
Equity			
Opening Bal Equity	0.00	60,812.43	-60,812.43
Retained Earnings	71,456.34	8,768.81	62,687.53
Net Income	37,520.03	25,094.88	12,425.15
Total Equity	\$108,976.37	\$94,676.12	\$14,300.25
TOTAL LIABILITIES AND EQUITY	\$108,976.37	\$94,676.12	\$14,300.25

Thursday, Feb 26, 2015 PST - Cash Basis

Central Arizona Estate Planning Council

Reconciliation Report

Harris Bank Checking, Period Ending 01/31/2015

Reconciled on: 02/02/2015 (any changes to transactions after this date aren't reflected on this report)

Reconciled by: Stephanie Weadock

Summary

Statement Beginning Balance	115,356.82
Checks and Payments cleared	-3,481.72
Deposits and Other Credits cleared	+7,371.00
Statement Ending Balance	119,246.10
Register Balance as of 01/31/2015	119,246.10

Details

Checks and Payments cleared

<u>Date</u>	<u>Type</u>	<u>Num</u>	<u>Name</u>	<u>Amount</u>
01/05/2015	Check			-245.93
01/13/2015	Check	2269	Premium Organization	-3,217.79
01/24/2015	Check	2263	Joseph McCabe	-18.00
Total				-3,481.72

Deposits and Other Credits cleared

<u>Date</u>	<u>Type</u>	<u>Num</u>	<u>Name</u>	<u>Amount</u>
01/02/2015	Deposit		Emory Smith	75.00
01/07/2015	Deposit		Roger Heywood	75.00
01/14/2015	Deposit			4,296.00
01/14/2015	Deposit			20.00
01/14/2015	Deposit		Thomas Maguire (C)	450.00
01/15/2015	Deposit			30.00
01/16/2015	Deposit			490.00
01/20/2015	Deposit			220.00
01/21/2015	Deposit			230.00
01/21/2015	Deposit		Marc Fleischman	110.00
01/22/2015	Deposit			330.00
01/23/2015	Deposit		Curley & Allison, LLP	10.00
01/26/2015	Deposit		Jennifer Tellez	110.00
01/28/2015	Deposit			585.00
01/29/2015	Deposit			330.00
01/30/2015	Deposit		Nicole Hill	10.00
Total				7,371.00

BMO HARRIS BANK N.A. 250920
 P.O. BOX 94033
 PALATINE, IL 60094-4033

ACCOUNT NUMBER: 6079701025

Statement Period
 01/01/15 TO 01/31/15
 IM0099002900000000

01 07612

CENTRAL ARIZONA EST PLANNING COUNCIL
 4110 N SCOTTSDALE RD SUITE 200
 SCOTTSDALE AZ 85251

PAGE 1 OF 2

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IF YOU HAVE QUESTIONS ABOUT ANY OF YOUR BMO HARRIS ACCOUNTS, PLEASE CALL US
 TOLL-FREE AT 1-888-340-2265. BMO HARRIS BANK(R) IS A TRADE NAME USED BY
 BMO HARRIS BANK N.A. MEMBER FDIC. EQUAL HOUSING LENDER. NMLS401052 VISIT US
 ONLINE AT WWW.BMOHARRIS.COM.

CHECKING ACCOUNTS

NON-PROFIT CHECKING
ACCOUNT NUMBER 6079701025 (Checking)

CENTRAL ARIZONA EST PLANNING COUNCIL

DEPOSIT ACCOUNT SUMMARY

Previous Balance as of December 31, 2014	115,356.82
16 Deposits (Plus)	7,371.00
3 Withdrawals (Minus)	3,481.72
Ending Balance as of January 31, 2015	119,246.10

Deposits and Other Credits

Date	Amount	Description	
Jan 02	75.00	ACH DEPOSIT	
		CCD GLOBAL PAY	GLOBAL DEP
Jan 07	75.00	ACH DEPOSIT	
		CCD GLOBAL PAY	GLOBAL DEP
Jan 12	450.00	ACH DEPOSIT	
		CCD GLOBAL PAY	GLOBAL DEP
Jan 14	20.00	ACH DEPOSIT	
		CCD GLOBAL PAY	GLOBAL DEP
Jan 15	30.00	ACH DEPOSIT	
		CCD GLOBAL PAY	GLOBAL DEP
Jan 16	490.00	ACH DEPOSIT	
		CCD GLOBAL PAY	GLOBAL DEP
Jan 16	4,296.00	TELLER DEPOSIT	
Jan 20	220.00	ACH DEPOSIT	
		CCD GLOBAL PAY	GLOBAL DEP
Jan 21	110.00	ACH DEPOSIT	
		CCD GLOBAL PAY	GLOBAL DEP
Jan 21	230.00	ACH DEPOSIT	
		CCD GLOBAL PAY	GLOBAL DEP
Jan 22	330.00	ACH DEPOSIT	
		CCD GLOBAL PAY	GLOBAL DEP
Jan 23	10.00	ACH DEPOSIT	
		CCD GLOBAL PAY	GLOBAL DEP

BMO HARRIS BANK N.A. 250921
 P.O. BOX 94033
 PALATINE, IL 60094-4033

ACCOUNT NUMBER: 6079701025

Statement Period
 01/01/15 TO 01/31/15
 IM0099002900000000

01 07612

CENTRAL ARIZONA EST PLANNING COUNCIL

PAGE 2 OF 2

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Jan 26	110.00	ACH DEPOSIT	
		CCD GLOBAL PAY	GLOBAL DEP
Jan 28	585.00	ACH DEPOSIT	
		CCD GLOBAL PAY	GLOBAL DEP
Jan 29	330.00	ACH DEPOSIT	
		CCD GLOBAL PAY	GLOBAL DEP
Jan 30	10.00	ACH DEPOSIT	
		CCD GLOBAL PAY	GLOBAL DEP

Withdrawals and Other Debits

Date	Amount	Description	
Jan 05	245.93	ACH DEBIT	
		CCD GLOBAL PAY	GLOBAL STL

Checks by Serial Number

Date	Serial #	Amount	Date	Serial #	Amount
Jan 21	2263	18.00	Jan 13	2269 *	3,217.79

* Indicates break in check sequence

Daily Balance Summary

Date	Balance	Date	Balance
Dec 31	115,356.82	Jan 20	117,549.10
Jan 02	115,431.82	Jan 21	117,871.10
Jan 05	115,185.89	Jan 22	118,201.10
Jan 07	115,260.89	Jan 23	118,211.10
Jan 12	115,710.89	Jan 26	118,321.10
Jan 13	112,493.10	Jan 28	118,906.10
Jan 14	112,513.10	Jan 29	119,236.10
Jan 15	112,543.10	Jan 30	119,246.10
Jan 16	117,329.10		

BMO HARRIS BANK N.A. 328216
 P.O. BOX 94033
 PALATINE, IL 60094-4033

ACCOUNT NUMBER: 6079701025

Statement Period
 01/01/15 TO 01/31/15
 IM0099002900000000

07612

CENTRAL ARIZONA ESTATE
 C/O PREMIUM ORGANIZATION
 P.O. BOX 4130
 SCOTTSDALE AZ 85291

PAGE 1 OF 2

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DUPLICATE

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IF YOU HAVE QUESTIONS ABOUT ANY OF YOUR BMO HARRIS ACCOUNTS, PLEASE CALL US TOLL-FREE AT 1-888-340-2265. BMO HARRIS BANK(R) IS A TRADE NAME USED BY BMO HARRIS BANK N.A. MEMBER FDIC. EQUAL HOUSING LENDER. NMLS401052 VISIT US ONLINE AT WWW.BMOHARRIS.COM.

CHECKING ACCOUNTS

NON-PROFIT CHECKING
ACCOUNT NUMBER 6079701025 (Checking)

CENTRAL ARIZONA ESTATE

DEPOSIT ACCOUNT SUMMARY

Previous Balance as of December 31, 2014	115,356.82
16 Deposits (Plus)	7,371.00
3 Withdrawals (Minus)	3,481.72
Ending Balance as of January 31, 2015	119,246.10

Deposits and Other Credits

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Jan 07	75.00	ACH DEPOSIT	
		CCD GLOBAL PAY	GLOBAL DEP
Jan 12	450.00	ACH DEPOSIT	
		CCD GLOBAL PAY	GLOBAL DEP
Jan 14	20.00	ACH DEPOSIT	
		CCD GLOBAL PAY	GLOBAL DEP
Jan 15	30.00	ACH DEPOSIT	
		CCD GLOBAL PAY	GLOBAL DEP
Jan 16	490.00	ACH DEPOSIT	
		CCD GLOBAL PAY	GLOBAL DEP
Jan 16	4,296.00	TELLER DEPOSIT	
Jan 20	220.00	ACH DEPOSIT	
		CCD GLOBAL PAY	GLOBAL DEP
Jan 21	110.00	ACH DEPOSIT	
		CCD GLOBAL PAY	GLOBAL DEP
Jan 21	230.00	ACH DEPOSIT	
		CCD GLOBAL PAY	GLOBAL DEP
Jan 22	330.00	ACH DEPOSIT	
		CCD GLOBAL PAY	GLOBAL DEP
Jan 23	10.00	ACH DEPOSIT	
		CCD GLOBAL PAY	GLOBAL DEP

BMO HARRIS BANK N.A. 328217
P.O. BOX 94033
PALATINE, IL 60094-4033

ACCOUNT NUMBER: 6079701025

07612

Statement Period
01/01/15 TO 01/31/15
IM0099002900000000

CENTRAL ARIZONA ESTATE

PAGE 2 OF 2

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DUPLICATE

Jan 26	110.00	ACH DEPOSIT		
		CCD GLOBAL PAY	GLOBAL DEP	
Jan 28	585.00	ACH DEPOSIT		
		CCD GLOBAL PAY	GLOBAL DEP	
Jan 29	330.00	ACH DEPOSIT		
		CCD GLOBAL PAY	GLOBAL DEP	
Jan 30	10.00	ACH DEPOSIT		
		CCD GLOBAL PAY	GLOBAL DEP	

Withdrawals and Other Debits

Date	Amount	Description		
Jan 05	245.93	ACH DEBIT		
		CCD GLOBAL PAY	GLOBAL STL	

Checks by Serial Number

Date	Serial #	Amount	Date	Serial #	Amount
Jan 21	2263	18.00	Jan 13	2269 *	3,217.79

* Indicates break in check sequence

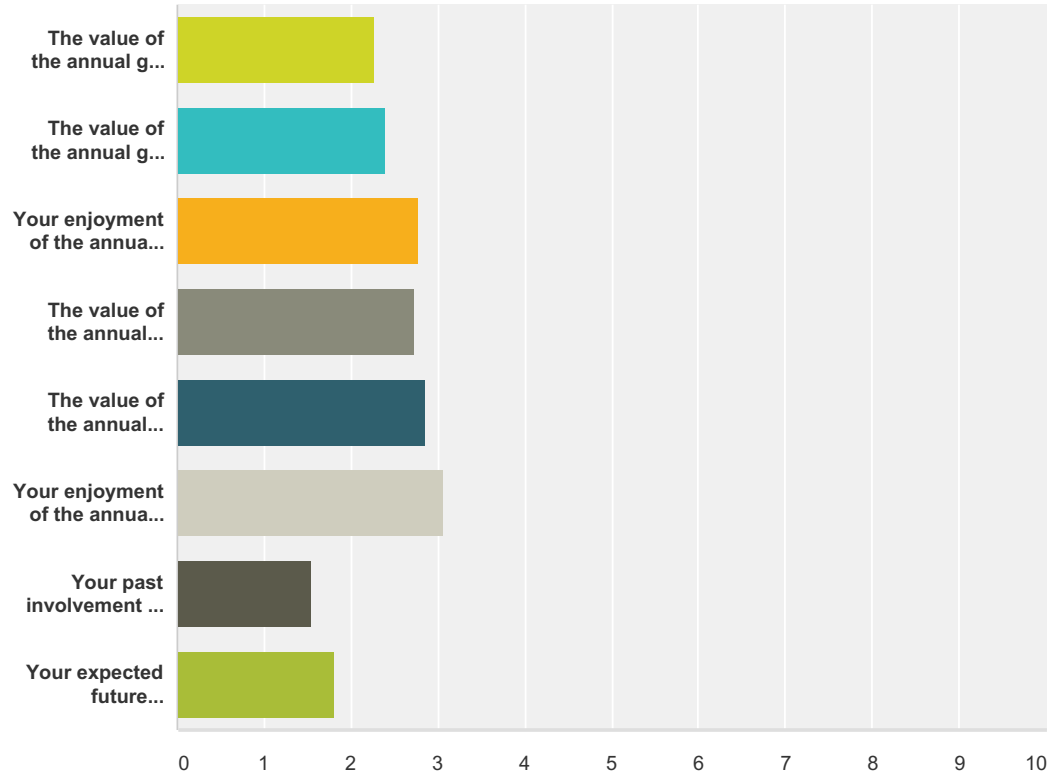
Daily Balance Summary

Date	Balance	Date	Balance
Dec 31	115,356.82	Jan 20	117,549.10
Jan 02	115,431.82	Jan 21	117,871.10
Jan 05	115,185.89	Jan 22	118,201.10
Jan 07	115,260.89	Jan 23	118,211.10
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Jan 14	112,513.10	Jan 29	119,236.10
Jan 15	112,543.10	Jan 30	119,246.10
Jan 16	117,329.10		

CAEPC Golf Tourney and Banquet Associate Member Value

Q1 Please rate the following statements on a scale of 1-5, with 1 being the lowest and 5 being the highest:

Answered: 48 Skipped: 0

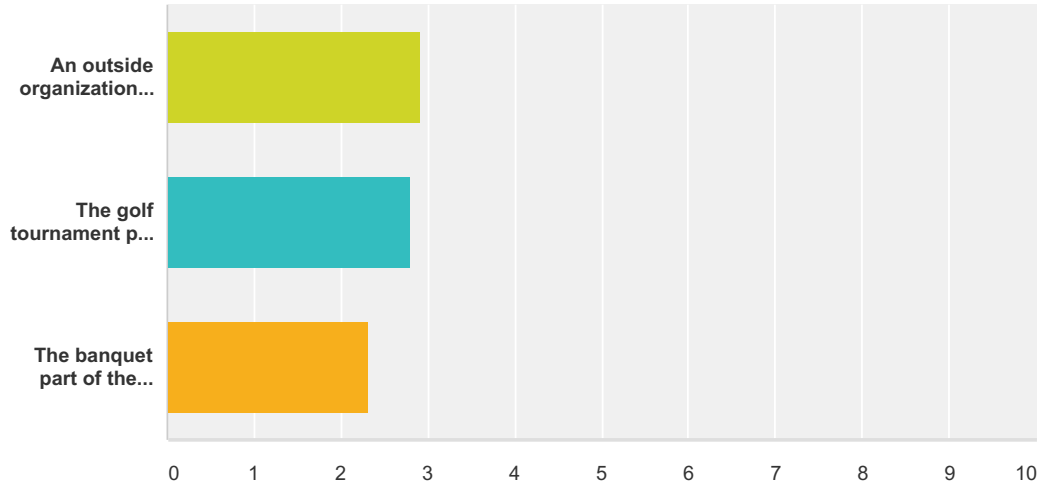


	Very Low	Low	Average	High	Very High	Total	Weighted Average
The value of the annual golf tournament to your practice.	43.75% 21	18.75% 9	14.58% 7	12.50% 6	10.42% 5	48	2.27
The value of the annual golf tournament as part of your associate membership.	43.75% 21	16.67% 8	12.50% 6	10.42% 5	16.67% 8	48	2.40
Your enjoyment of the annual golf tournament.	39.58% 19	8.33% 4	10.42% 5	18.75% 9	22.92% 11	48	2.77
The value of the annual banquet to your practice.	20.83% 10	14.58% 7	37.50% 18	25.00% 12	2.08% 1	48	2.73
The value of the annual banquet as part of your associate membership.	20.83% 10	14.58% 7	31.25% 15	25.00% 12	8.33% 4	48	2.85
Your enjoyment of the annual banquet.	19.15% 9	10.64% 5	29.79% 14	25.53% 12	14.89% 7	47	3.06
Your past involvement in running the golf tournament.	70.21% 33	14.89% 7	8.51% 4	2.13% 1	4.26% 2	47	1.55
Your expected future involvement in running the golf tournament.	57.45% 27	14.89% 7	19.15% 9	6.38% 3	2.13% 1	47	1.81

CAEPC Golf Tourney and Banquet Associate Member Value

Q2 Please respond to the following statements on a scale of 1-5, with 1 as strongly disagree and 5 as strongly agree:

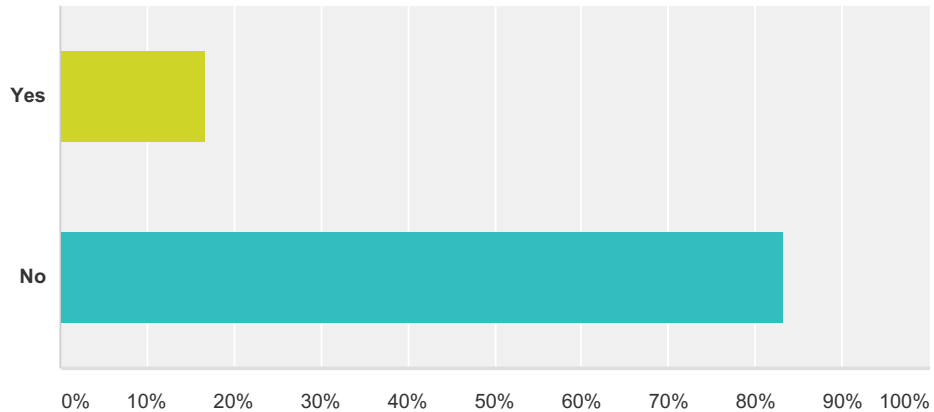
Answered: 48 Skipped: 0



	Strongly Disagree	Disagree	No Preference	Agree	Strongly Agree	Total	Weighted Average
An outside organization or an acceptable charity should run the golf tournament on behalf of the CAEPC.	4.17% 2	18.75% 9	60.42% 29	14.58% 7	2.08% 1	48	2.92
The golf tournament part of the Spring event should be discontinued.	20.83% 10	14.58% 7	35.42% 17	22.92% 11	6.25% 3	48	2.79
The banquet part of the Spring event should be discontinued	25.00% 12	27.08% 13	39.58% 19	8.33% 4	0.00% 0	48	2.31

Q3 Is there another event or project you would like to see the CAEPC get involved with or sponsor on behalf of its associate members in lieu of the Spring event as currently conducted?

Answered: 36 Skipped: 12



Answer Choices	Responses	
Yes	16.67%	6
No	83.33%	30
Total		36

#	If yes, please provide details here:	Date
1	Something that is not so centered around golf would be nice. How many members who participate regularly in the other events actually participate in the golf tournament. The banquet seemed like just an add on to the golf, instead of an event in itself.	2/24/2015 1:57 PM
2	Not everyone golfs. Not everyone has the patience to sit around and watch other people golf. I am one of those types of people. I hate the golf event, I think it is dumb and it alienates those people that don't golf. What is the point of taking the day off work and watching people I barely know hit a tiny little ball into a hole, with a stick. Do something that appeals to everyone, the older generation and the younger ones. What about a charity event? Or something similar to the holiday party??	2/24/2015 12:06 PM
3	Baseball Spring Training Game Party a Phoenix Zoo or Desert Botanical Garden	2/17/2015 10:30 AM
4	Another networking event that golfers/ non-golfers can enjoy.	2/17/2015 10:29 AM
5	CAEPC night at a Diamondbacks game	2/17/2015 10:07 AM
6	I do not golf and the information regarding the banquet part of the spring event is never easy to find. I have been a member for 5-6? years and have never attended the spring event. It always seems like non-golfers are not a priority in joining even the banquet part.	2/10/2015 12:00 PM
7	I like the social side of the banquet. Whether a sporting event is included is not important.	2/10/2015 10:26 AM
8	Wine Tasting Event Horse Racing Event Polo watching Event	2/10/2015 10:00 AM
9	If the event is not a money-maker for CAEPC, then have an event at maybe the Phx. Zoo or at a "banquet-style" restaurant or? with entertainment; or???	2/10/2015 9:59 AM
10	Hmmm, I can't think of a suggestion. I wish I could!	2/10/2015 9:42 AM

CENTRAL ARIZONA ESTATE PLANNING COUNCIL

Slate of Officers and Board of Directors for membership year 2015-2016

President	Dave Walser
Vice President	Darren Case
Secretary	Kyle Decker
Treasurer	Darlene Hagan
Past President	Steve Taddie

Board Members

Katie Hill
Harry Calivas
Remy Carpenter
Nick Kolesar
Steve Koons
Liz Shabaker
Bill Perdue
Jim Lukes
Cindy Andreson



HENRY & HORNE, LLP
Certified Public Accountants



Cindy Andresen

ASA, MANAGER
CindyA@hhcpa.com

Cindy Andresen is a Manager for the Henry & Horne, LLP Valuation and Litigation Support Services Group. Cindy has successfully attained her designation as an Accredited Senior Appraiser (ASA) in Business Valuation from the American Society of Appraisers. She has prepared hundreds of business valuations for attorneys, accountants, trust officers and financial planners for various purposes including gift and estate tax reporting; estate planning; annual ESOP reporting; divorce; buy/sell; bankruptcy and charitable contributions.

Prior to joining Henry & Horne, LLP in 2010, Cindy was a Manager at Ringel Business Valuation Services. She received her Bachelor of Science degree in Finance from Santa Clara University. Cindy joined the firm with over 20 years of financial industry experience encompassing financial analysis, portfolio management, accounting, project management, consulting, strategy, and research.

Cindy was previously employed at Barclays Global Investors in San Francisco, where she was a portfolio manager in the Global Market Strategies Group. She was part of a team that managed U.S. and global asset allocation strategies for institutional and retail clients. Prior to her role as a portfolio manager, Cindy was a supervisor and accountant in the Portfolio Accounting Group, responsible for the preparation of financial statements and measuring performance for equity and fixed income funds.

Tempe
2055 E. Warner Road
Suite 101
Tempe, AZ 85284
(480) 839-4900

Scottsdale
7098 E. Cochise
Suite 100
Scottsdale, AZ 85253
(480) 483-1170

Casa Grande
1115 E. Cottonwood
Suite 100
Casa Grande, AZ 85122
(520) 836-8201

w w w . h e n r y a n d h o r n e . c o m

Cindy Andresen, ASA

POSITION

Manager, Business Valuation & Litigation Support Services

EDUCATION

Bachelor of Science, Finance – Santa Clara University

PROFESSIONAL DESIGNATION

Accredited Senior Appraiser, Business Valuation Discipline (ASA) - American Society of Appraisers

BUSINESS HISTORY

Henry & Horne, LLP (Phoenix, AZ): Manager, Valuation and Litigation Support Services Group

Ringel Kotzin Valuation Services (RKVS) (Phoenix, AZ): Manager

Ringel Business Valuation Services (RBVS) (Phoenix, AZ): Manager

Barclays Global Investors (San Francisco, CA): Portfolio Manager, Portfolio Accounting Supervisor, Portfolio Accountant

LeasePartners Corporation (Burlingame, CA): Senior Staff Accountant

First Interstate Bank (San Francisco, CA): Collateral Examiner

RANGE OF EXPERIENCE

Henry & Horne, LLP

Ringel Business Valuation Services

Ringel Kotzin Valuation Services

- Perform valuations of operating and holding companies for estate and gift tax, buy/sell, marital dissolution, charitable donations, annual reporting, conversion of C Corporation to S Corporation status, and employee stock ownership plans (ESOPS). Company structures include partnerships, limited liability companies, S Corporations, and C Corporations.
- Perform valuations of undivided interests in real property primarily for estate and gift tax purposes.
- Perform valuations of promissory notes primarily for estate and gift tax purposes.
- Manage project coordinator/administrative assistant to the Valuation and Litigation Support Services Group.

Barclays Global Investors

- Team managed funds in the Global Market Strategies Group, the majority invested in US and global active asset allocation strategies.
- Project manager for the launch of a long/short, global macro hedge fund invested in the developed equity, bond and currency markets.
- Wrote monthly client commentary on strategy performance and positions, incorporating extensive research and analysis of the US and global economies, markets, industries, and companies.

- Updated and ran strategy optimization models based on fundamental value, economic environment, and market sentiment. Thoroughly verified and analyzed model results prior to placing trades.
- Managed portfolio accounting functions including but not limited to financial statements, fund performance, corporate actions, client contributions and redemptions, and client reports.
- Partnered with outside auditors to produce, review, and finalize the audit books for more than 500 domestic and international commingled funds.

LeasePartners Corporation

- Managed financial and accounting functions, with responsibility for general ledger journal entries, financial statements, variance analysis, budgets, and forecasting.
- Performed cash management, which included preparation of daily cash reports.

First Interstate Bank

- Monitored clients' accounts receivable and inventory lines of credit, responsible for establishing the quality and validity of collateral assigned to the bank.
- Prepared analysis of clients' performance and operating status for review by the bank Loan Administrator.

PRESENTATIONS

Phoenix Current Tax Discussion Group, February 2012

"Making Lemonade Out of Lemons in a Real Estate Recession"

East Valley Estate Planning Council, November 2009

"The IRS Today: Misconceptions and Opportunities"

ARTICLES AND BLOGS

Henry & Horne, LLP BV/Lit e-News

"Is Forming an ESOP a Good Exit Strategy for Your Business?" December 2013

"The Importance of the Site Visit in Business – What the Numbers Won't Tell You" June 2013

"What 'Not to Do' When Forming a Family LP or LLC. Avoid IRS Audits Based on Treasury Regulation §2036!" September 2012

Henry & Horne, LLP Perspectives: Demystifying Valuation, Economic Damages, and Forensic Accounting

"Apple Brings Jobs to the Valley" January 28, 2014

"Succession Planning with an ESOP" December 10, 2013

"Discount Rate...Capitalization Rate...Multiple. What do These Mean to the Value of My Company?" October 1, 2013

"What Can the Site Visit Tell Me That's Not Already in the Numbers?" June 26, 2013

Cindy Andresen, ASA

"No Appraisal, No Charitable Deduction" August 1, 2012

"IRS Challenges Gifts of Interests from FLP Owning Publicly Traded Stock: Decedent's Estate Prevails" July 2, 2012

"Not-for-Profit Entities: Use of 'Fair Value' for Financial Reporting" January 6, 2012

"ESOP and the DOL" October 25, 2011

Ringel Kotzin Valuation Services: Real Estate Trends and Insights, Summer 2009

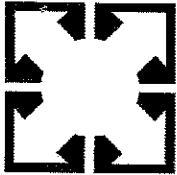
"A Spotlight on Brad Yonover: Creating a Hip, Cool & Fun Downtown Phoenix Experience"

MEMBERSHIPS

American Society of Appraisers

Central Arizona Estate Planning Council

The National Center for Employee Ownership



Central
Arizona
Estate
Planning
Council

2014-2015 Season

Steve Taddie, President, 602-778-0307
David Walser, CPA, Vice-President, 602-474-3410
Darlene Hagan, CPA, Treasurer, 480-946-0751
Kyle Decker, CFP, Secretary, 480-315-5216
Emily Burns, JD, CFP, Past President, 602-212-9500

Application for CAEPC Board Nominees

Name: Cindy Andresen

Company: Henry & Horne, LLP

Phone: 480.624.2933

Email: cindya@hhcpa.com

Length of Time for CAEPC Membership:

2 years, however I have attended many meetings as a guest since 2007

How many meetings/year do you attend?

I plan to attend all meetings this year as I am on the Meeting Ambassador Committee. I think I missed one last year due to a prior work commitment.

Please state the reason that you would like to serve on the CAEPC Board:

I believe that CAEPC members are professional, talented, and diverse and I have been fortunate to develop both professional and personal relationships with some of the members over the years. I think I would be a good fit for the Board with my business valuation and portfolio management experience.

Please list other Boards that you have served on:

None

Please list your duties and responsibilities on these Boards:

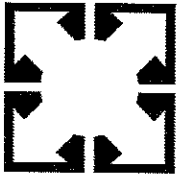
N/A

Have you or your company been involved in CAEPC activities/sponsorships?

Henry & Horne, LLP is a sponsor. I am serving on the Meeting Ambassador Committee this year.

Please attach your BIO along with this application

Central Arizona Estate Planning Council
in care of: Premium Organization
PO Box 4130, Scottsdale, Arizona 85261-4130
www.caepc.org
Phone: 602-840-2900 Fax: 480-922-5283
E-mail: info@CAEPC.org



Central
Arizona
Estate
Planning
Council

2014-2015 Season

Steve Taddie, President, 602-778-0307
David Walser, CPA, Vice-President, 602-474-3410
Darlene Hagan, CPA, Treasurer, 480-946-0751
Kyle Decker, CFP, Secretary, 480-315-5216
Emily Burns, JD, CFP, Past President, 602-212-9500

Application for CAEPC Board Nominees

Name: James Lukes

Company: N/A

Phone: 480-451-4751

Email: ljlukes@cox.net

Length of Time for CAEPC Membership:

First joined in 2003. Membership lapsed in ~~~2009~~²⁰¹⁴.

How many meetings/year do you attend?

5-6 as someone's guest.

Please state the reason that you would like to serve on the CAEPC Board:

Although currently unemployed, I want to remain involved with the Professional Community.

Please list other Boards that you have served on:

Sun Health Foundation Board of Trustees; SHF Investment Committee; Phoenix Zoo Planned Giving Board; Scottsdale Healthcare Financial Health Advisors; Area Agency on Aging Financial Committee

Please list your duties and responsibilities on these Boards:

Policy; Investment & Planned Giving Advisory

Have you or your company been involved in CAEPC activities/sponsorships?

Former employers Harris Bank, M&I, and the Arizona Community Foundation have been sponsors

Central Arizona Estate Planning Council
in care of: Premium Organization
PO Box 4130, Scottsdale, Arizona 85261-4130
www.caepec.org
Phone: 602-840-2900 Fax: 480-922-5283
E-mail: info@CAEPC.org

JAMES R. LUKES

480-451-4751 * Cell 602-320-3467 * LJLukes@cox.net

EMPLOYMENT HISTORY

Phoenix Zoo

Campaign Development Officer – 6 month contract – 2012

Arizona Community Foundation, Phoenix, AZ.

Senior Philanthropic Advisor – 2011-2012

Johnson Bank, Scottsdale, AZ.

Trust Officer/Business Development – 2009-2010

Marshall and Ilsley Trust, Scottsdale, AZ. 2005-2009

Wealth Management Consultant

Harris Bank, Sun City, AZ 2003-2005

Client Advisory Officer

Smith Barney, Scottsdale, AZ 1987-2002

Financial Consultant

Trans World Airlines, Boston, MA 1977-1986

International Flight Service Manager

EDUCATION

Arizona State University - Biology

Berlitz School of Languages, Boston, MA. – French

Institut de Francais, Villefranche-sur-Mer, France

UMass Boston, Business Finance

LICENSES

Series 7, 3, 63, 65

Arizona Insurance