



TREASURER'S REPORT
CTCI CONVENTION COMPARISON
NJ 2017 and TX 2022

Over the years, our club donated funds to a chapter club in support of CTCI International and Regional Conventions prior to the 2022 San Antonio convention. Why the change of heart in convention support is a topic that deserves a closer look. A comparison between the NJ convention and the recent TX convention does not explain the difference in financial outcomes.

First of all, the two conventions are comparable in terms of attendance: 330 people registered for NJ versus 294 for TX. A major difference is that the TX event was managed by three CTCI chapters (Houston Classic TBird Club, Austin TBird Owners, and San Antonio Classic TBird Club) as well as CTCI itself, while the NJ convention was run solely by NJORTC under the auspices of CTCI. With a potential volunteer pool of three local TBird clubs, plenty of hands should have been available to cover all of the convention jobs to create not only a positive convention atmosphere, but also a positive financial outcome.

Secondly, a look at what is known of the income side should have led to a positive financial outcome. The registration charge for NJ was \$70 while it was \$120 for TX, for a 71% increase. Also, a hotel night for NJ was \$159.68, while it was \$234.65 for TX, for a 47% increase. Although we hear a lot about inflation now, that does not account for a large increase in convention costs. Inflation averaged about 2.5% per annum for the four years 2018 through 2021. Also, the TX convention included the usual fund raising events of Fifty/Fifty raffles and a silent auction of donated TBird memorabilia. Plus, TX had ample charges for meals, for example, \$60 per person for the TX BBQ (\$18 per person for the NJ Cook Out), and \$65 per person for the TX Awards Banquet (\$55 per person for the NJ Awards Banquet).

Finally, a look at what is known of the TX expense side shows a decided effort to cut costs. TX did not provide a complimentary Hospitality Suite as NJ did. Also, NJ provided a complimentary Welcome Dessert Party, while TX charged \$5 per person for a Smores Party and \$20 per person for a Welcome to Texas Party. Also, the TX Awards Banquet was a buffet and not a multi course sit down dinner. The atmosphere thus created in TX was that corners were cut. Were the cuts necessary, and who benefitted from the savings?

In conclusion, the NJ convention produced a net gain, while the TX convention produced a \$53,000 net loss! Although CTCI could sustain the loss, no individual chapter club could. The question is how did a convention sponsored by three local chapters along with the national parent club produce such a loss? But CTCI does not provide a breakdown of convention income and expenses. That the net difference in the financial outcomes of the two conventions is in the neighborhood of high five figures, the question that must be asked is: Where did the money go? And what does it mean for future conventions? Until it is known where the money went, it is recommended that our club not make future CTCI convention donations.