



2019 BJCP Annual Report

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President's Report

by Gordon Strong, Mid-Atlantic Region Rep and BJCP President

Report provided at the 2019 Members Meeting

Exam Directors' Report

by Exam Director Sarah Bridegroom

Overall exam activity in 2019 was lively: over 1200 exams were administered: 85% beer, 6 % written, 7% mead, 2% cider. Approximately 1000 people earned a passing certificate for the entrance exam: 9% for mead, 5 % for cider, and the remainder for beer. Exam growth continues in several regions including Latin America, Europe and Asia.

Notable events of 2019 include the beginning of the cider program, generating both new cider judges and qualified proctors. [\[hyperlink\]](#) Also progressing last year were upgrades to grader forms and communication tools, and improved data collection for exam administration.

We welcomed both new graders and new language providers into the program throughout 2019. The grader group has worked collaboratively by providing insight into grading procedures, and helping new graders become proficient in exam evaluation.

While exam data similar to that above are often of interest, there are other, lesser- known data and trends that affect the program. That can include trends that generate concern or warrant extra attention. The Exam Directorate has identified salient examples below. These scenarios do not apply to all areas or all exams, but apply often enough to take notice and to identify as areas of needed improvement.

Proctor Participation

Obtaining appropriate qualified proctors is part of the exam-planning process. For exam administrators, this means identifying and obtaining commitments from qualified proctors before submitting an application for an exam. For the qualified judges, it means making yourself available and accepting invitations to proctor. Qualified proctor participation is evaluated during application review.

Exam Attendance

A notable number of exams this past year were not full. In some cases, attendance numbers fell below the minimum number of examinees. When applying to host an exam and throughout exam planning, please perform due diligence in not only evaluating demand but also successfully filling available seats.

Exam Administrator Performance

It is crucial that exam administrators follow BJCP protocols. These protocols are designed to maintain the quality of the exams (qualified proctors, good beverage planning), efficient scheduling, grading and reporting (timely and complete submission of exam data, correct file formatting, obtaining required ED approvals) and fair access to potential examinees (non-exclusionary

registration practices). Also, as the program has expanded outside of the US, financial pressures are more pronounced. Follow BJCP guidelines with respect to spending, ED approvals, and requests for reimbursements. Failure to adhere to BJCP policy and procedure places a site's future exams at risk.

Data Confidentiality

Exam data is considered confidential data. Any judge that acts on behalf of the BJCP is expected to treat it as such. Whether examinee, proctor, or grading data, the BJCP expects that data custodians are respectful of not only governing policies, but also your BJCP colleagues' right to confidentiality and parity.

Social Media

Be mindful of not only others' personal boundaries but also data confidentiality when creating or commenting on exam-related content on social media platforms. Items that jeopardize either a judge's anonymity or data can have unintended, negative impact.

Throughout 2020, we'll continue our focus on various policies and procedures that govern the program. Objectives for 2020 include:

- Provide follow up information steps for exam administrators;
- Work with the Board of Directors to improve protocols governing proctor-related reimbursements;
- Evaluate growth strategies for the exam program;
- Upgrade standardized forms and exam program documents; and
- Support process automation goals.

The Exam Directorate and exam participants appreciate the volunteer time and expertise that our judges lend in support and growth of the exam program. Thank you to all exam volunteers that participated last year and those that are continuing service in 2020. Thank you as well to the members of the Exam Directorate. It takes a lot of time and accountability to make successful programs. Best wishes to all for a prosperous and productive year.

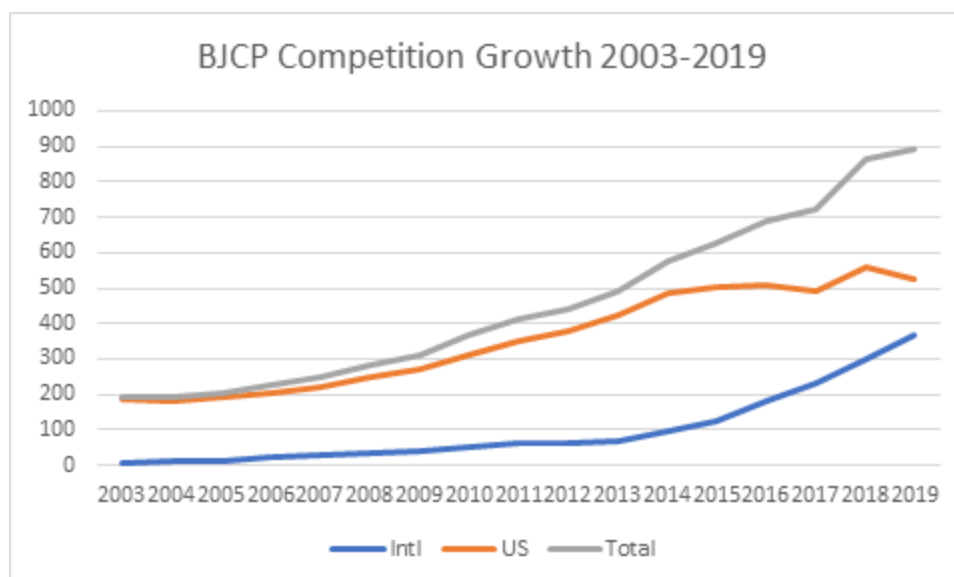
Competition Director's Report

By David Houseman, Competition Director

This year the BJCP welcomed Michael Bury, GM II, as Assistant Competition Director. As Michael has been coming up to speed, he has been focusing on resolving competitions with delinquent organizer reports. Please help Michael, and your fellow judges, by pushing the organizers from the competitions in which you participate to get their organizer reports submitted on time.

The number of BJCP competitions and opportunities for BJCP judges to judge grew again in 2019. The total number of competitions grew from 862 in 2018 to 895 in 2019, a 3.8% increase, with 41% of the AHA/BJCP Sanctioned Competitions held outside the USA. However, the number of competitions in the USA dropped from 561 in 2018 to 525 in 2019, a 6.4% decline. The chart below shows the growth in competitions from 2003 to the end of 2019. Growth was especially strong once

again in Latin America. There were competitions in 7 new countries for the BJCP in 2019. There are now AHA/BJCP sanctioned competitions in 44 countries worldwide.



We had competitions geographically dispersed as follows (2018 numbers are in parenthesis):

AR (Argentina) – 27 (13)	HR (Croatia) – 1 (1)	PY (Paraguay) – 2 (2)
AU (Australia) – 39 (26)	HU (Hungary) – 2 (3)	SG (Singapore) – 3 (4)
BR (Brazil) – 79 (61)	ID (Indonesia) – 0 (1)	*SK (Slovakia) – 2
CA (Canada) – 32 (31)	IE (Ireland) – 3 (4)	TH (Thailand) – 2 (3)
CL (Chile) – 6 (9)	IL (Israel) – 9 (5)	*TR (Turkey) -- 1
CN (China) – 9 (13)	*IN (India) -- 1	TW (Taiwan) — 3 (4)
CO (Colombia) – 10 (5)	IT (Italy) – 12 (3)	UK (United Kingdom) – 11 (13)
CR (Costa Rica) – 2 (2)	JP (Japan) – 0 (1)	US (United States) – 525 (561)
CZ (Czech Republic) – 2 (1)	KR (Korea) – 5 (7)	UY (Uruguay) – 5 (4)
DE (Germany) – 6 (2)	*LT (Lithuania) – 2	VE (Venezuela) – 1 (1)
DO (Dominican Republic) – 0 (1)	*LU (Luxembourg) -- 1	ZA (South Africa) — 15 (13)
EC (Ecuador) – 5 (3)	MX (Mexico) – 27 (23)	* New BJCP country of presence
ES (Spain) – 11 (11)	NZ (New Zealand) – 10 (11)	
*FR (France) – 2	PA (Panama) – 4 (4)	
*GT (Guatemala) - 2	PE (Peru) – 4 (3)	
HK (Hong Kong) – 3 (4)	PL (Poland) – 6 (7)	
	PT (Portugal) – 2 (3)	

State of the Competition Director Union

This was a good year to be a BJCP judge. The increase in the number of competitions has increased the opportunities to judge. However, also the [manual] workload on the Competition Directorate; that is why we have put forward to IT, recommendations for the automation of much of the process. Some recommendations to help us and you:

Register competitions at least 90 days prior to the competition date. Otherwise the on-line organizer reporting site may not have your competition available when you try to file your organizer report.

File organizer reports on-line rather than submit XML files. Filing on-line reports is quick and simple and participants receive confirming emails. Submit reports within the required 21-day timeframe.

When sending out emails soliciting judges be sure to use the Bcc field to hide the large email lists. And be sure to indicate necessary information about the competition, like the date and location of the competition, in the body of the email.

After registering a competition, if you do not receive a registration email within 2 weeks, check your SPAM, JUNK, and TRASH email folders. If you cannot find that email, contact the Competition Director. Don't wait until after the competition date to look for the password to file your report.

If you need to contact the Competition Director about a competition, include the Competition ID#, as well as the Competition Name, in the email.

If you must cancel or delay your competition, contact the Competition Directorate BEFORE the listed competition date. We can postpone the competition date rather than cancel the competition and perhaps provide a fee refund, but only if we are contacted PRIOR to the competition date.

Some of the most frequent questions posed by organizers and entrants are the following:

Why can't I get my points for judging in a competition? If you haven't received your judging points within 21 days following the listed competition date there it is because the database has not been updated with the competition organizer report. Competition organizers are required to file their reports within 21 days. If they file their reports on-line, BJCP participants will receive a confirmation email of their points received. If organizers submit XML file reports, these are only periodically loaded into the database and no confirming emails are sent to BJCP participants. BJCP members need to log into the BJCP database to check their records. If competition organizers do not submit their reports in a timely manner, the point allocations will be delayed; contact the competition organizer!

How can I get my points from prior competitions? If you participated in a competition prior to becoming a BJCP member, your points were credited to someone who was Non-BJCP. Contact the IT Director with your name, your BJCP ID#, the Competition name, date, and competition ID#, if available, to have your retroactive points moved from a Non-BJCP record to your personal record.

Can we use style guidelines other than the BJCP's? Yes, competitions can use any style guidelines so long as they are published to both the entrants/brewers and the judges so that everyone is working to the same guidelines. However, the BJCP recommends using the BJCP style guidelines whenever possible since the BJCP judges will be most familiar with them. There are a number of published style guidelines or those with local additions.

Can we use judging forms other than those provided by the BJCP? Yes, any judging forms that provide feedback to the brewers/entrants can be used. However, the BJCP judging forms are recommended as the BJCP judges are used to using them and will be more productive. The GABF and WBC use a different form that does meet the BJCP requirements for feedback.

What is the BJCP position on allowing cans to be entered in competitions? The BJCP doesn't take an official position on the use of cans. That is entirely up to the competition. However, everyone should consider the often need to re-cap bottles used in judging so that the remaining beer is available for a mini-Best of Show. Cans are particularly difficult to retain carbonation and the aluminum conducts heat better than glass, so the beer judged in a mini-BOS may be at a disadvantage compared to those entries in bottles. Additionally, with cans judges cannot provide visual feedback that we usually provide for bottled entries.

Can we limit who enters our competition? While the BJCP would discourage any discrimination, we do recognize that there are competitions that do limit the field of entrants. State and county fairs often require that entries be only from the specific state or county. There are women brewer only competitions and club only competitions. We sanction all of these.

Must we seat all judges who want to judge? Many competitions could not imagine turning away any judges, but in some areas there could be an excess of available judges. We would recommend using all the judges you can and not turning any away, but this is up to each competition; the BJCP is not involved in telling competitions who can and cannot judge. Competitions must balance their needs and support of the judging community with their ability to afford lunches and other variable costs. Also, if specific judges are known to be a problem or to create particularly poor judging forms the competition may choose not to accept those judges. Conversely judges may choose not to support competitions that are not well organized or prove to be problematic to the judging community. This is volunteer by all involved.

How can I change some of the details of my competition, like the date or the competition URL? Competitions cannot, but we can. This is because of the IT systems used for competitions. We have proposed changes that will allow organizers to update their competition facts and even download recent judge lists when needed. We hope this will be in place in the near future.

I received this terrible judging feedback for my beer; what will the BJCP do about it? We do get these sorts of complaints on occasion. We tell the entrant that this is up to the competition organizer to resolve. The BJCP tries to not be actively involved but let the competition organizer manage their own PR and competition results. We then contact the competition organizer to try and mediate between the entrant and the judge. Organizers need to know that the competition reputation is critical to keep entrants submitting entries and to attract judges to judge. So, it's in their best interest to manage these issues in a professional and timely manner.

Tell me about how to run a competition (this usually comes from new organizers). We inform them about the Competition Handbook and other resources available on the Competition Center and the link to the Rules on that page. There is a wealth of information for judges and many resources for international competitions.

There are a lot more opportunities to judge. So, if you are traveling on vacation or business check out the city or country on the Scheduled Competition Calendar and volunteer to judge in a new locale while you are there. And experienced judges, please be open to helping new organizers in your area plan and organize new competitions for the benefit of all the judges involved. Enjoy and good luck. Have fun.

Education and Training Director's Report

By Bruce Buerger, Education and Training Director

- Notable changes and accomplishments from 2019 include:
- National Homebrew Conference (NHC) Recap.
- Processed 80+ sensory kit orders for members and upcoming exams.
- Cider Judge Training & Study Program development and trial.
- Continued evaluation of new sensory offerings for existing and potential members.
- Release candidate of new malt sensory and vocabulary exercise.

Sensory kit orders by members held steady in 2019. In addition to fulfilling orders for our traditional sensory offerings the Directorate also reached out to Siebel regarding possibilities for a sensory kit pertaining to cider. Special thanks goes out to Randy Scorby for overseeing all of our kit sourcing.

Big kudos go out to Kristen England again for his efforts with the BJCP Judge Reception at the NHC in Providence last year. A very good and well known speaker had been lined up to present but unfortunately that speaker withdrew shortly before the conference and there was no time to find a replacement. Every effort was made to continue the event but in the end we couldn't ensure a worthwhile alternate solution. Big kudos also go out to Kristen and Brian Joas for stepping up to help out with administering the Mead Judging, Beer Judging, and Beer Written exams. Plans are already underway for Nashville so stay tuned for news on how to sign up.

The team also continued to research sensory and instructional type courses that members can conduct locally for future and existing judges. 2018 saw the drafting of a malt sensory course that focuses on what malt contributes to a brew in both taste and aroma. The course also incorporates a component that helps participants develop their vocabulary and ability to communicate intensity levels. This approach was tested in 2019 twice for malt and hops and is currently scheduled to be debuted in Nashville at Homebrew Con. 2019 also saw the trial of a hop aroma sensory kit from a new vendor. Responses to the trials were very positive and we're currently looking into ways for members to obtain the kit.

2019 saw the launch of the Cider Judge program and the need for a Training & Study Program to help members prepare for the exams associated with it. Julie Lawson did a great job drafting a program and leading a trial of it in Milwaukee in advance of their December judging exam. Currently Julie is revising the program based on observations and feedback from the participants. Look for this program to be published in the Spring of 2020.

2020 is already off to a solid start. In addition to the learning competency offerings and NHC planning the Directorate is continuing to look at developing wood and barrel aged sensory training and additional offerings on the training portal.

Communication Director's Report

By Dennis Mitchell, Communication Director

The Communications Directorate (CD) manages communications with members through periodic email newsletters, front-page website posts and social media activity. We also respond to general inquiries to the organization from prospective judges, the media or those wishing to

use our guidelines for various purposes. Other areas of responsibility include overseeing elections, member badge orders and the member merchandise store.

CD Staff

We added Mark Gudmastad as an Assistant Communications Director. Mark is a communications professional and will help us with social media, the website, and the newsletter. Mark joins ACDs Toby Guidry and Andrew Luberto. Toby manages BJCP badge orders and the merchandise store. Andrew has served as the main newsletter editor and edited the annual report.

Newsletters

The main method of communications between the BJCP and members is email. Automated emails are sent regarding exam scores and promotions (that automation is handled by IT), and the CD oversees emails of periodic newsletters or major organizational news. Newsletters are emailed approximately quarterly to all active judges. We sent four newsletters in 2019; email open rates ranged from 41-48 percent while click-through rates were relatively low and ranged from 4-16 percent.

March: [BJCP Board Nominations and Cider Program Launched](#)

June: [BJCP Events at Homebrew Con 2019 in Providence, RI](#)

October: [Directorate Updates, Pat Baker Award Recipient, and More](#)

December: [Creating Good Mead Scoresheets, Directorate Updates, and More](#)

CALL FOR NEWSLETTER HELP! If you are interested in writing an article for the newsletter, please contact Assistant Communication Director Andrew Luberto. We can offer non-judging points for submissions.

Other Member Communication

In addition to newsletters, the CD triages emails sent to the general organizational emails such as info @ BJCP.org, as well as emails from members with account login difficulties like lost passwords or forgotten BJCP ID numbers. About half of those emails were related to account access issues (forgotten passwords or IDs). Other common email topics include questions about ordering a name badge or new pin, asking for permissions to use the BJCP guidelines, asking how to become a judge, or those wishing to provide feedback to the BJCP on various topics.

In addition to email, the CD oversees the BJCP social media platforms as well as a member forum. The [BJCP Facebook page](#) continues to be a frequent means of communications between members and with non-members asking BJCP-related questions, and the group surpassed the 5,500 member mark in 2019. Frequent topics include where certain beers should be entered in a competition and discussions about BJCP processes.

The BJCP Twitter (@BJCP_Official) receives periodic questions and mentions and has grown to over 3,000 followers. We were not highly active on this platform in 2019 but hope to use the time of new communications staff to provide a greater presence. We are currently working with

the IT Directorate to transition to a new member-only forum on the new website and archive the old forum, which is not being updated at this time.

Website

The CD has been waiting for the IT directorate to wrap up the migration to the new website. Responsibility for maintaining the website is shared between IT, the CD and the other directorates that manage their own content.

BJCP Logo Merchandise

In December 2017, we launched a new BJCP member store with an expanded selection of BJCP logo merchandise through an embroidery-on-demand store hosted by Queensboro Embroidery. This new shop offers a significantly wider range of products, including work shirts (Red Kap brand), polos, T-shirts, jackets, dress shirts, sweatshirts and bags/backpacks. Clothing is available in both men's and women's cuts and a variety of colors and brands. Queensboro also offers international shipping, so our members outside the US can now order BJCP logo merchandise. For more details on how to access this new store, members can visit the [Merchandise page](#).

Member interest in BJCP-logo merchandise is relatively low but consistent, with 27 orders placed in 2019. This matches the order total from 2018. Unfortunately, due to web attacks on their systems, Queensboro has closed off access to the web store from many IP addresses from countries outside the U.S. Members can still call to place orders. We are exploring options for international member merchandise.

Member Badges

Unfortunately, 2019 was a rough year for member badge orders with several delayed orders. In early 2020, we received notice of business difficulties from our badge vendor and decided to end the relationship with the vendor, who has served the BJCP well for many years. We are currently searching for a new vendor, and it is unclear if badge orders placed in the second half of 2019 will ship. Once we secure a new vendor (or internal process), we will reach out to those who ordered a badge in 2019 and collect information for those who did not receive their order.

2020 Goals

This year, we hope to complete the following:

- Secure new badge vendor and resume badge orders
- Find a better international merchandise provider
- Increase presence on some social media platforms
- Work with IT in the migration of the new website and features such as a new member forum and automated password resets
- Propose social media guidelines for BJCP board representatives and staff members

IT Director's Report

By Gordon Strong, Mid-Atlantic Region Rep and IT Director

Report provided at the 2019 Members Meeting.

Financial Report

By Al Boyce, BJCP Finance Director

		2019 BUDGET	DEC 19	TO DATE	Surplus/ (Shortage)	Pct of total
	INCOME					
A	BJCP Examination Fees	36592.50	8687.00	29709.00	(6883.50)	81.19
B	BJCP Contest Certification Fees	22980.00	5490.00	23955.00	975.00	104.24
C	BJCP Merchandise Receipts	0.00	0.00	0.00	0.00	
D	Interest (PayPal)	0.00	0.00	0.00	0.00	
E	Misc. Income	170.10	-3877.84	75.68	(94.42)	44.49
F	Returned Checks	0.00	0.00	0.00	0.00	0.00
G	Savings Account	763.43	208.98	820.76	57.33	107.51
H	WRS Reimbursement	0.00	0.00	0.00	0.00	0.00
I	Siebel Flavor Kits	9050.00	1950.00	7650.00	(1400.00)	84.53
J	Online Exams	35250.00	6210.00	29100.03	(6149.97)	82.55
K	Grader Incentive Program - AHA	2430.00	0.00	2275.00	(155.00)	93.62
L	BJCP - AHA Reception	3368.00	0.00	0.00	(3368.00)	0.00
	Total	110604.03	18668.14	93585.47	(17018.56)	84.61

	EXPENSES					
1	AHA SCP Fees	0.00	0.00	0.00	0.00	
2	BJCP Grants	1000.00	0.00	500.00	500.00	50.00
3	Continuing Education Program	5500.00	605.38	1163.53	4336.47	21.16
4	Legal Fees	0.00	0.00	0.00	0.00	
5	Merchandise	11000.00	2043.75	11466.55	(466.55)	104.24
6	Miscellaneous	2454.03	-1413.06	5.00	2449.03	0.20
7	Office Supplies	1000.00	0.00	216.17	783.83	21.62
8	PayPal Fees	3000.00	622.84	2432.24	567.76	81.07
9	PO Box Rental & Forwarding	650.00	0.00	347.78	302.22	53.50
10	Postage	2200.00	1577.89	3266.86	(1066.86)	148.49
11	Printing	0.00	0.00	0.00	0.00	
12	Recognition	4000.00	0.00	7280.00	(3280.00)	182.00
13	Exam Program	4000.00	1502.82	3268.07	731.93	81.70
14	Shipping: Merchandise	0.00	0.00	0.00	0.00	
15	Surety Bond	800.00	0.00	0.00	800.00	0.00
16	Telephone	0.00	0.00	0.00	0.00	

17	Website & Domain Renewal	2500.00	3274.34	3274.34	(774.34)	130.97
18	Savings Account	0.00	0.00	0.00	0.00	0.00
19	Siebel Flavor Kits	14500.00	2651.50	10411.25	4088.75	71.80
20	Online Exam Fees	6500.00	903.14	5680.47	819.53	87.39
21	Proctor Travel Expenses	18000.00	1742.49	6373.99	11626.01	35.41
22	Rep Travel Expenses	7000.00	1439.49	2239.49	4760.51	31.99
23	NHC Staff Travel Expenses	6000.00	0.00	5999.90	0.10	100.00
24	AHA-BJCP Reception	7000.00	877.54	2478.85	4521.15	35.41
25	Admin/Grader Reimbursement	9000.00	150.00	8650.00	350.00	96.11
26	Exam Translation	4500.00	3167.50	4207.49	292.51	93.50
	Total	110604.03	19145.62	79261.98	31342.05	71.66

			DEC 19	TO DATE
	Prior Balance	212420.42	227221.39	212420.42
	Income		18668.14	93585.47
	Expenses		19145.62	79261.98
	Current Balance		226743.91	226743.91

	Checks Outstanding		0.00	
	Account Balance Showing		226743.91	226743.91
	Receivables Outstanding			0.00
	Annual Net Gain / (Loss)		14323.49	14323.49

Al Boyce, BJCP Finance Director, 12/31/2019

INCOME

Overall, \$93,585.47 of \$110,604.03 budgeted. 84.61% of the estimate.
(\$17,018.56 less taken in than expected.)

- A. **Exam Fees.** 29,709.00 of \$36,592.50 budgeted. 81.19% of estimate. We had one exam outstanding UNPAID for 2019. This is the second year in a row we have seen a decline in exam fees over the previous year. **43.2% of registered exams are non-US now.** 45.5% of 2020 scheduled exams are non-US.
- B. **Contest Certification fees.** Brought in \$23,955.00 of \$22,980.00 budget – 104.24% of estimate. **35.9% of competitions are non-US now.**
- C. **Merchandise receipts.** Brought in 0, budgeted 0. We used to sell replacement pins.
- D. **PayPal Interest.** PayPal hasn't paid interest for a few years.
- E. **Misc Income.** \$75.68 of \$170.10 budgeted. 44.49% of estimate. This is from payments from the AHA for Web Banner advertising on our site for AHA members.
- F. **Returned Checks.** This hasn't occurred in 2019.
- G. **Savings Account.** \$820.76 of \$763.43 budgeted. 107.51% of estimate. Interest from our Money Market interest savings account.
- H. **WRS Reimbursement.** Received 0.
- I. **Siebel Flavor kits.** \$7,650.00 of \$90.50 budgeted. 84.53% of estimate.
- J. **Online exams.** \$29,100.03 of \$32,250.00 budgeted. 82.55% of estimate.
- K. **Grader Incentive Program.** \$2,275.00 of \$2,430.00 budgeted. 93.62 of estimate. This is the AHA's contribution to this program.
- L. **BJCP/AHA Reception at Homebrew Con.** Event was cancelled. \$0 of \$3,368.00 budgeted.

EXPENSES

Overall, \$97,261.98. We spent 71.6% of our budget, 84.69% of actual income.

1. **AHA/SCP Fee.** \$0. The AHA doesn't charge us for this any longer.
2. **BJCP Grants** \$500.00 of \$,1000 budgeted.
3. **Continuing Education.** Spent \$1,163.53 of \$5500.00 budgeted. 21.16% of estimate.
4. **Legal Fees.** Spent 0, 0 budgeted.
5. **Merchandise.** Spent \$11,466.55 of \$11,000 budgeted. 104.24% of estimate. This is for Name Badges. This is 14.24% of our total BJCP budget.
6. **Miscellaneous.** Spent \$5.00 of \$2,454.03 budgeted. 0.2% of estimate. This was "Digital Ocean" – registration fee for new ISP.
7. **Office Supplies.** Spent \$216.17 of \$3000 budgeted. 21.62% of estimate. Primarily envelopes for sending pins, etc.
8. **PayPal Fees.** Spent \$2,432.24 of \$2800 budgeted. 81.07% of estimate.
9. **PO Box rental and mail forwarding.** \$347.78 of \$650 budgeted. 53.5% of estimate.
10. **Postage.** Spent \$3,266.86 of \$2,200.00 budgeted. \$148.49% of estimate.
11. **Printing.** Spent 0, 0 budgeted. "DropBox" distribution of exams and online distribution of certificates have mostly eliminated this category.
12. **Recognition.** Spent \$7,280.00 of \$4,000 budgeted. 182% of estimate. Purchase of Recognized and Certified pins in June.
13. **Exam Program.** Spent \$3,268.07 of \$4000 budgeted. 81.7% of estimate.
14. **Shipping – merchandise.** Spent 0, budgeted 0. Shipping for name badges and Siebel Kits are combined in their own categories.
15. **Surety Bond.** Spent 0, budgeted \$800. We paid for three years at a time when we last paid this.
16. **Telephone.** Spent 0, budgeted 0.
17. **Website and Domain renewal.** Spent \$3,274.34 of \$2,500.00 budgeted. 130.97% of estimate.
18. **Savings Account.** Spent 0, budgeted 0.
19. **Siebel Flavor Kits.** Spent \$10,411.25 of budget of \$14,500.00. 71.8% of estimate.
20. **Online Exam Fees.** Spent \$5,680.47 of \$6500.00 budgeted. 87.39% of estimate.
21. **Proctor Travel Expenses.** Spent \$6,373.99 of \$18,000 budgeted. 35.41% of estimate.
22. **Rep Travel Expenses.** Spent \$2,239.49 of original budget of \$7,000.00. 31.99% of original estimate.
23. **NHC Staff Travel Expenses.** Spent \$5,999.90 of \$6000 budgeted. 100% of estimate.
24. **AHA/BJCP Judge Reception.** Spent \$2,478.85 of \$7000 budgeted. 35.41% of estimate. The actual reception didn't happen. This amount went to the Officer dinner and the BJCP Staff reception.
25. **Admin/Grader Reimbursement.** Spent \$8,650.00 of \$9,000.00 budgeted. 96.11% of estimate.
26. **Exam Translations.** Spent \$4,207.49 of \$4,500.00 budgeted. 93.5% of estimate.

Only these four items were over budget:

5. Merchandise (Name Badges) 104.2% - Badge prices and shipping prices increased in 2019.

10. Postage – 148.5% - Same thing. Shipping increased in 2019, as did the number of international badge orders with high shipping rates.

12. Recognition – 182% - Periodic order of certified and recognized pins.

17. Website and Domain Renewal – 131%. Continued web migration and improvements.

SAVINGS

We have \$207,777.09 in our Capital One money market savings account. It started the year at \$196,956.33.