

## A Difficult Search Problem

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This brief report outlines the financial status of the ICCA for the year 1990. For comparison purposes, interested readers are referred to last year's report (*ICCA Journal*, Vol. 13, No. 1, pp. 50-51). In the following, please note that the ICCA has assets in Canadian and American dollars, and Dutch guilders. As a result, some variation is to be expected due to currency fluctuations.

Figure 1 gives the 1990 *ICCA Journal* Profit and Loss Statement. There are several important differences from last year. First, we are indebted to SWOL (Stichting Wetenschappelijk Onderwijs Limburg) and IBM for their generous support. Second, the *Journal* was assessed "cash flow" charges for the 1990 by the University of Limburg. We have reached an agreement with the University that we will not be charged this in future years, and believe we will get this amount reimbursed for 1990. The amount appears in Figure 1 as part of "reimbursements", and later on the balance sheet as part of accounts receivable. Third, in comparing 1989 to 1990, income from sales of the *Journal* has changed little. Unfortunately, costs have risen roughly \$7000 (excluding the cash flow charges). Part of this increase is due to the rise in the value of the Dutch guilder in relation to the US dollar. If the exchange rate used in preparing the 1989 statement is applied to the figures, the loss would be under \$6000 instead of the reported \$8151.

Income:	1990 Memberships (in advance)	3450	
	1990 Memberships	12920	
	Back Issues	2944	
	Interest	859	
	SWOL/IBM	4500	
	Reimbursement	4283	
	Other Income	450	
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Expenses:	Printing & Postage		18185
	Secretarial Support & Supplies		15540
	Cash Flow Charges		2783
	Bank Charges		299
	Advertising		750
			<hr/>
<i>Net loss for 1990</i>			\$8151

**Figure 1:** *ICCA Journal* Profit & Loss Statement (US Dollars).

The *ICCA Journal* continues to lose a significant amount of money, and we must search for solutions to this problem. Although the ICCA executive has actively been looking for ways to make the *Journal* a break-even proposition, our search has "failed low". This year, we printed leaflets that advertise the ICCA. With the kind assistance of Mephisto and Fidelity, a leaflet will be included in many of their new products. It is hoped that we can reach a wider audience this way and increase our membership.

The ICCA was fortunate to have additional income generated by the 1990 World Microcomputer Championship (Figure 2). The tournament raised a significant amount of money; almost enough to offset the *ICCA Journal* losses. Nevertheless, the net result is that our organization lost \$1716 in 1990.

Figure 3 shows the Balance Sheet. Our net balance is down roughly \$5,500 from last year. The differences come from the \$1716 loss, \$2000 revenue expected from Sr. Amador Cuesta (in exchange

Income:	World Micro Championship	6435	
Expenses:	ICCA Journal loss		8151
<i>Net loss</i>			\$1716

**Figure 2:** ICCA Change in financial position (US Dollars).

for the right to organize the 1992 World Computer Chess Championship in Spain) which failed to materialize, and the change in the exchange rate. While the balance is still obviously in the black, this is only due to the ICCA's past additional sources of income.

Assets:	Bank (Netherlands)	2749	
	Bank (Canada)	8971	
	Accounts Receivable	4283	
	Contingency	10000	
		\$26003	
Liabilities:	Memberships (in advance)		1602
	Accounts Payable		16926
			\$18528
<i>Net balance</i>		\$7475	

**Figure 3:** Balance Sheet (US Dollars).

Table 1 shows the breakdown of ICCA members. Unfortunately, our track record shows that we have done a poor job of enlisting new members.

Type	Europe	North America	Total
Subscribers	301	208	509
Libraries	6	8	14
Institutional	1	0	1
Gratis	24	8	32
Total	332	224	556

**Table 1:** ICCA Journal Distribution.

Putting the numbers in perspective, the ICCA is not in a stable financial position. Should the expected reimbursements from the University of Limburg (accounts receivable) not materialize, or SWOL/IBM discontinue their support of the *Journal*, or the 1991 World Micro Championship not turn a large profit, the ICCA could very easily find itself in the red. However, looking back on the first ICCA financial statement that I prepared in 1987, the same doom and gloom message appears. Yet the ICCA has survived and, I am confident, will continue to do so.

The ICCA triennial elections are next year. After 5 years of being secretary/treasurer, I have notified the ICCA that I intend to resign from this position, effective the 1992 elections. If anyone is interested in joining the ICCA executive as secretary/treasurer and wants more information about this position, please get in touch with me. The success of the organization depends on volunteers. No experience required!