

Dear ARAV Members,

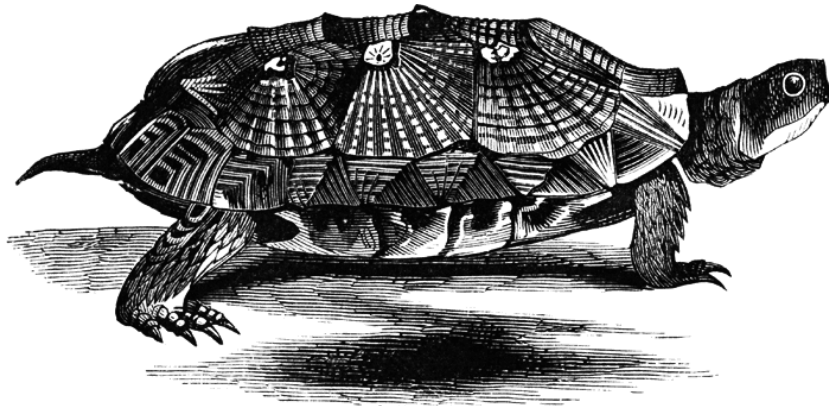
In this, my final year as your treasurer, I regretfully report that ARAV has ended the fiscal year (2010) with a net loss (\$4,618). This loss is due to a combination of factors including increasing costs of food service at our conferences as well as declining membership. The archive CD of ARAV proceedings (which I encourage members to acquire this year) was also a substantial but necessary cost to the ARAV as we move our published materials to a digital, ecofriendly format. Despite this shortfall, as an organization we remain on solid financial footing with total assets over \$200,000.

ARAV has a great need for your investment at this time. For this year's conference in Seattle, we forecast only a break-even outcome, as ARAV will receive only laboratory-based profits. In addition, we plan to move to a digital, online format for the *Journal of Herpetological Medicine and Surgery*. In the long run, this change will save ARAV money, but requires an initial investment. As your treasurer, I believe this investment to be worthwhile as it will attract new members and allow better access to cutting-edge reptile and amphibian medicine for members and prospective members, worldwide. One final financial change evidences our solid financial foundation; as a Board we are creating a separate account that will solely

receive profits from the annual ARAV auction. This fund will strictly benefit conservation and research efforts of the ARAV, and with continuing member support will continue to do so for the foreseeable future.

In this economy, our decrease in membership was not unexpected and is not dissimilar to what other small veterinary organizations like our own are suffering. We need your help as current members to recruit new members; membership is what drives our budget. The greatest assets that the ARAV has continue to be its members—each of you has something of value to offer. Help make this organization all that it can be by volunteering your time. The ARAV needs your help more than ever in this time of economic uncertainty. No other organization can give the publications or presentations to its membership for reptile and amphibian medicine. Your investment now will help make the ARAV a better organization for you and for all who seek to improve the health and welfare of reptiles and amphibians. Please contact any member of the Executive Committee or Board of Directors and we will be happy to direct your energy.

Respectfully Submitted,  
 J. Jill Heatley, DVM, MS, DABVP (Avian), DACZM  
 Treasurer, ARAV



ASSOCIATION OF REPTILIAN AND AMPHIBIAN VETERINARIANS

Statement of Revenues and Expenses—Modified Cash Basis  
 For the Year Ended 31 December 2010 (Forecast) and the Year Ended 31 December 2010 (Historical)  
 Budget Variance for the Year Ended 31 December 2010

	Forecasted year ended 31 December 2010	Historical year ended 31 December 2010	Budget variance 31 December 2010
<b>Revenues</b>			
Membership dues/subscriptions	\$154,000	\$117,269	\$36,731
Conference revenue	72,500	64,045	8,455
Conference sponsorships	1,500	—	1,500
Brochure and back issue sales	100	—	100
Article sales	1,000	—	1,000
Conference exhibitor income	3,000	2,061	939
Interest	1,100	821	279
Raffle/auction income	6,000	—	6,000
Plaque income (costs)	1,000	(501)	1,501
Conservation research donations	2,500	380	2,120
Poster income	100	310	(210)
Miscellaneous income	1,175	20	1,155
<b>Total</b>	<b>243,975</b>	<b>184,405</b>	<b>59,570</b>
<b>Expenses</b>			
Executive director	25,200	25,200	—
Business management fees (Allen Press)	22,000	15,122	6,878
Back issues (Allen Press)	2,000	350	1,650
Marketing (Allen Press)	5,250	7,246	(1,996)
Conference expenses	57,830	80,347	(22,517)
Accounting	2,000	1,850	150
Legal services	650	—	650
Insurance	1,350	1,201	149
Office rent	4,284	4,279	5
Office supplies	1,350	945	405
Utilities	768	768	—
Phone/fax — general	3,500	2,697	803
Postage	1,200	796	404
Travel/officers	4,000	—	4,000
Travel/executive director	4,500	150	4,350
Journal editor	11,000	9,000	2,000
Journal scientific editor	2,000	—	2,000
Journal managing editor	4,000	4,000	—
Journal editor expenses	5,500	457	5,043
Journal editorial support	10,000	—	10,000
Journal — printing	24,000	15,428	8,572
Journal — mailing	12,000	2,711	9,289
Journal — AllenTrack	1,000	545	455
Journal office expenses	1,000	1,006	(6)
Printing	1,000	312	688
Conservation research awards	3,000	3,680	(680)
Bank charges	2,500	4,566	(2,066)
Advertising	5,000	649	4,351
Web site support	5,000	1,000	4,000
Committee expenses	1,250	—	1,250
Miscellaneous	1,500	2,500	(1,000)
ABVP certification	4,000	—	4,000
Strategic planning	1,000	92	908
Dues and subscriptions	1,500	1,328	172
Board meetings	2,500	—	2,500
Travel and entertainment	750	798	(48)
<b>Total</b>	<b>235,382</b>	<b>189,023</b>	<b>46,359</b>
<b>Excess of revenue over expenses (expenses over revenue)</b>	<b>\$8,593</b>	<b>\$(4,618)</b>	<b>\$13,211</b>

See Accountant's Report on Supplementary Information.