

TEXAS JEWELERS ASSOCIATION
Financial Statement as of October 16, 1986

INCOME

	1986 BUDGET	2-1 to 10-16 ACTUAL
DUES (net)	25,000	12,242
HANDBOOK (net)	5,000	3,150
I.C. SYSTEM	1,250	626
INTEREST	3,500	2,190
MISC.	-0-	-0-
INSURANCE COMMISSIONS	1,500	1,170
CONVENTION (net)	1,000	1757
TOTAL	37,250	21,135

EXPENSES

TRA ADMINISTRATION	21,000	15,750
POSTAGE	1,750	948
ACCOUNTING	1,000	350
OFFICE SUPPLIES	-0-	-0-
PRINTING	6,000	4,196 *
TELEPHONE	750	565
MTGS. & TRAVEL	1,000	449
CONTRIBUTIONS & AWARDS	1,000	160
JA CONVENTION	2,500	3,046
TAXES	300	-0-
DUES & SUBSCRIPTIONS	250	-0-
MISC.	250	905 **
TOTAL	35,800	26,369

CASH in the checking account as of 10-16-86 was \$6,477.27.

Investment Accounts	2-1-86	9-30-86
Travis Bank	20,633	16,547 ***
Merrill Lynch Ready Assets	3,426	3,576

* 6 sets of labels; 5 newsletters, letterhead, TRAC solicitation, 2 sets of line listings, zip listing, statements, 86/87 letterhead, and labels for member solicitation

** \$566 for data entry on the computer, \$200 Baumgold bankruptcy refund, \$25 State Board of Insurance, \$68 TOLA Directory Ad, and \$46 Federal Express

*** \$5,000 was transferred into checking on September 29.

NOTE: There is a \$1,548 balance in the "TJA Scholarship Loan Fund" at Texas Commerce Bank.

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Minutes
Texas Jewelers Association
Board of Directors
Oct. 25, 1986 Lakeway, TX

Call to order, 9:35 a.m., President Arnold Rubin.

Present: Arnold Rubin, John Nowlin, Wayne Head, Del Sheftall, Jr., Bill Koen, Bill Holland, Tom Allee, Fred Neel, Kent McClenahan, and Mickey Moore.

Moore reviewed the current financial statement, pointing out that dues income should come in close to budgeted projections with the normal JA dues remittance in November and December. Other revenue and expense items were in line with projections.

There followed a discussion with regard to the TJA Scholarship-Loan Fund, which has a current balance of \$1,548.00. It was agreed that the availability of this fund should be promoted in the newsletter and if the fund is not used it should be donated to Paris Junior College.

Moore discussed the recent Internal Revenue Service audit of Texas Retailers Association and the tax liability created by the operation of TJA as a separate association. Nowlin and Allee moved that Moore investigate the operation of Jeweler Associations by other state retail associations to determine the best way to eliminate the tax liability and for TJA to pay one-half of the tax liability from the IRS audit. Passed

Moore reviewed the situation with the medical insurance program sponsored by TRA, explaining the options and anticipated developments, as well as possible solutions.

President Rubin asked for discussion concerning the TJA Handbook, Associate Membership, and Regular Membership. The following action was agreed upon:

1. Bill Koen, Bill Holland, Wayne Head, and Kent McClenahan were appointed as the Handbook Committee, with Bill Holland as Chairman. Lynn Huss is to prepare a list of advertisers from the past two years who did not advertise in the 1986 Handbook. This list will be sent to each TJA Director.

2. TJA staff is to draft a letter for Board members to send to suppliers on Handbook ads.

3. TJA staff is to design a printed form that TJA members can give to suppliers, one side to contain information on Handbook ads, the other to be an application for associate membership.

4. Print members' telephone numbers in membership list in the Handbook.

5. List Associate Members on newsletter stationery.
6. Send Board members updated list of Associate Members.
7. Handbook Committee will have a conference call meeting after all information is put together.

Moore requested that TJA increase its fee to Texas Retailers Association by \$3,000 per year, retroactive to September 1, 1986, an increase of \$250 per month. Motion by Head and Holland to approve this increase. Passed

Allee and Neel moved that TJA pay a \$1,000 bonus to Lynn Huss, to be paid in December. Passed

It was agreed that the convention dates for 1986, June 12-14, are acceptable. The TJA staff is to contact Diamond Promotion Service, Intergold Corp., G.I.A. (through JA), and the Dallas Market Center for programs and sponsorships.

After discussion, it was decided to maintain the TJA booth in the same place at the February market and that, in the future, the TJA staff is to write a letter of appreciation to the DMC people responsible for providing the booth. The booth will be manned by Board members from 10 to 6 on Sunday and Monday.

Meeting adjourned at 11:40 a.m.

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Minutes
Texas Jewelers Association
Board of Directors Meeting
February 16, 1986 - Dallas

Present: Charles Payne, William Koen, Dell Sheftall, Jr., Bruce Ingram, John Nowlin, Jim Barnes, Wayne Head, Kent McClenahan, Pete Weinkauff, Jerry Burnet, Mickey Moore, and guests Jan Potter and Nell Butler of Dallas Market Center.

Meeting called to order at 8:10 A.M. by President Payne

Payne called on Jan Potter for a report on cooperative efforts involving TJA and the Dallas Market Center (DMC). Potter discussed possible educational programs that could be co-sponsored with TJA and held in conjunction with markets. DMC will underwrite the cost of the presentation. Potter agreed to provide a list of possible programs to TJA for dissemination to members to determine which ones are of interest.

There followed a discussion of DMC's admission policy and the continuing problem of non-retail jewelers being admitted. Potter and Butler assured the Board of the continuing effort to maintain a "Clean" list of qualified buyers. Koen moved, second by Head, that the TJA Board adopt the same admission criteria for its Jewelry Show that Jewelers of America has for its show.

Passed.

Moore presented the Financial Report for the fiscal year ending 1/31/86. Total income was \$32,948., expenses were \$31,156., creating an operating surplus of \$1,792. For the fiscal year beginning 2/1/86, the proposed budget is \$37,250. in income, \$35,800. in expenditures. A copy of the Financial Report and Budget is attached and is part of these minutes. Motion by Barnes, second by Koen, to approve the Financial Report and Budget. Passed.

Moore presented plans for the 1986 Convention. All programs are confirmed. It was agreed to hold a golf tournament on Friday, June 20. Kent McClenahan will sponsor a car giveaway for a hole-in-one. It was agreed to hold a Western Dance as part of the social function at the Y. O. Ranch on Saturday evening if a band is available at a reasonable cost. It was further agreed to provide a spokesman from Paris Junior College 15 minutes on the Sunday morning program to discuss the new programs available for jewelers at PJC.

Page Two
Minutes - TJA Board Meeting
February 16, 1986

Moore read a letter from the Belgian Diamond High Council seeking TJA's cooperation in holding an "Antwerp Diamond Day" in Texas. It was agreed to cooperate if Moore finds that similar events in Florida and Georgia were satisfactory.

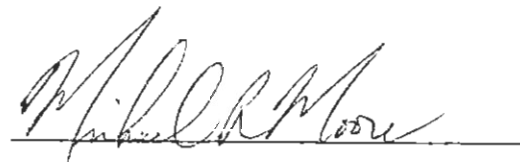
Payne reviewed the following matters with regard to Jewelers of America:

1. JA's sponsorship of GIA programs at state jeweler conventions has been well accepted.
2. GIA scholarships are still available.
3. JA's CEO program in New Orleans has been cancelled.
4. JA's New York shows are moving to the Javit's Convention Center in 1987.
5. Board Members should write their Congressman to oppose legislation that will prohibit employer use of polygraphs.

Barnes commented tha TJA's membership should be broadened, particularly through increased participation of current members. Barnes observed that each Board member probably knows other jewelers who are not TJA members who would probably join if asked. It was agreed that increased membership development activity should be pursued.

Meeting adjourned at 9:40 A.M.

President



Executive Vice President

~~EXHIBIT C~~
TEXAS JEWELERS ASSOCIATION, INC.
~~(A NONPROFIT CORPORATION)~~

COMPARISON OF ACTUAL RESULTS WITH PLANNED BUDGET
YEAR ENDED JANUARY 31, 1986
and 1986-87 Budget

RECEIPTS	ACTUAL	1985-86 BUDGET	ACTUAL OVER(UNDER) BUDGET	1986-87 Budget
	\$	\$	\$	
Dues	22,844.33	30,000.00	(7,155.67)	25,000
I.C. System	1,282.36	1,000.00	282.36	1,250
Handbook, Net	4,406.11	5,000.00	(593.89)	5,000
Interest	3,838.95	2,500.00	1,338.95	3,500
Convention Income, Net	(987.33)	500.00	(1,487.33)	1,000
Insurance Commission Fees	1,564.38	0.00	1,564.38	1,500
Miscellaneous	0.00	500.00	(500.00)	0
TOTAL RECEIPTS	32,948.80	39,500.00	(6,551.20)	37,250
DISBURSEMENTS				
Administrative Fee	21,000.00	21,000.00	0.00	21,000
Legal and Professional	885.00	1,000.00	(115.00)	1,000
Postage	1,069.36	2,300.00	(1,230.64)	1,750
Printing Stationery	5,822.08	6,000.00	(177.92)	6,000
Telephone	695.04	1,000.00	(304.96)	750
Meetings & Travel	645.87	1,250.00	(604.13)	1,000
Contributions & Awards	0.00	3,000.00	(3,000.00)	1,000
Jewelers of America Convention Expense	823.00	3,000.00	(2,177.00)	2,500
Taxes	0.00	300.00	(300.00)	300
Dues & Subscriptions	42.00	400.00	(358.00)	250
Office Supplies	125.00	0.00	125.00	0
Miscellaneous	49.50	250.00	(200.50)	250
TOTAL DISBURSEMENTS	31,156.85	39,500.00	(8,343.15)	35,800
EXCESS (DEFICIT) OF RECEIPTS OVER DISBURSEMENTS	1,791.95	0.00	1,791.95	1,450

Minutes
Texas Jewelers Association
Board of Directors
September 28, 1985 Kerrville

Meeting called to order at 2:00 p.m. by President Charles Payne.

Present: Charles Payne, Bill Holland, Kent McClenahan, Bill Storey, Arnold Rubin, Bruce Ingram, Jerry Burnet, Mickey Moore.

Moore presented the financial report for the fiscal year which ended January 31, 1985, showing income of \$36,767 and expenses of \$35,808. There was a balance of \$23,879 in the TJA investment accounts on January 31, 1985. The proposed budget for 1985-86 is for income of \$39,500 and expenses of \$39,500. A copy of the Financial Report and Proposed Budget is attached and made a part of these Minutes. Holland and McClenahan moved approval.

PASSED.

McClenahan asked that TJA membership information be given to him for distribution with his newsletter. Moore will send this to him.

Rubin discussed the TJA room in the World Trade Center and how to utilize it. It was agreed that TJA should continue to staff the room during market if the Dallas Market Center will pay the expenses of the person who staffs it. Moore will discuss this with DMC personnel. Also, it was agreed that Moore is to write the Board of Directors and request suggestions for using the room and for using the proposed contribution from DMC to TJA.

There followed a discussion of the program for the 1986 Convention. The following was agreed upon:

Cocktail Reception Friday Evening
8:00 a.m., Saturday, "Security and Insurance",
presentation and film to be arranged by
Kent McClenahan. (One hour)

9:00 a.m., GIA Programs (4 hours)
Conclude by 1:00 p.m., No luncheon.
Saturday night social function at Y.O. Ranch.

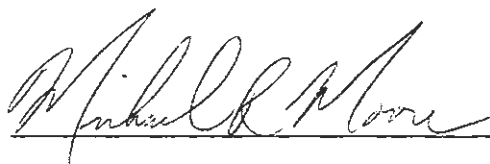
Sunday Morning, Presentation by James White,
to be arranged by Kent McClenahan
JA Report
Annual Membership Meeting, election of new
officers and directors.

Bill Holland moved that Moore advise Dallas Market Center of TJA's desire to continue to work with them to develop a more

professional Market and to ask DMC representatives to report on their progress at the 1986 convention. Also, request DMC to make available for review in the TJA room in the World Trade Center the master pass list for the Jewelry Market. Second by Rubin. Passed.

Meeting adjourned, 3:40 p.m.

President

A handwritten signature in dark ink, appearing to read "Michael R. Moore", written over a horizontal line.

Executive Vice President

Minutes
Texas Jewelers Association
Board of Directors
March 29, 1985 Austin

Meeting called to order, 2:00 P.M., President Charles Payne.

Present: Payne, Rubin, Weinkauff, Holland, Barnes, Burnet,
Spencer, Head, Nowlin, and Ingram. TJA's Moore, Huss.

Moore reviewed the Cancun Convention Program to be held June 20-23. Tentative presentations include Lary Kuehn, "Solving the Sales of Colored Stones"; Richard Smith, "Computers and the Jeweler"; a watch industry spokesman on "Today's Watch Market"; luncheon speaker will be a representative from the Mexican Council of the Silver and Jewelry Industry; Jack Davis will introduce the Diamond Promotion Service's presentation; Shane Decker, "Selling Diamonds"; and luncheon speaker will be JA Chairman, Mike Roman with a JA Report and questions and answers.

The Board suggested inviting Hugh Glenn of the Glenn Corp. to be the watch industry spokesman. Also, a suggestion that Shane Decker give an overview of the diamond industry along with the sales of diamonds aspect; that Fred Claar be asked to speak; and that a representative of the Dallas Market Center be asked to speak on their show admission policy.

The Dallas Market Center has begun an Advisory Panel and Rubin is a member. The DMC has offered TJA Room 117 in the World Trade Center for three years for \$1.00 a year. The Board agreed to accept the room as long as there was no requirement for it to be manned at specific times.

Moore presented the Financial Report showing expenses for the fiscal year ended January 31, 1985, at \$35,808 and income at \$36,767. The proposed budget for 1985 will be mailed for approval to the Board members. Spencer and Weinkauff moved approval of the Financial Report. Passed

Payne appointed Barnes, Holland, and Rubin to the Nominating Committee which will nominate persons for Director. Allee, Spencer, and Burnet have completed two year terms. Sheftall is no longer in the jewelry industry, so must be replaced and there was also a vacant position. The Nominating Committee will report at Convention.

Huss gave the Membership Report including figures through January 29, 1985. JA shows 348 TJA members had paid and 418 had not yet paid. This total of 766 compares to a total of 750 in 1984. A November TJA membership drive resulted in 22 new members. Only 17 of 51 1984 associates have paid for 1985.

Huss handed out a 1985 HANDBOOK update which showed 13 new advertisers for 1985 and 11 advertisers from 1984 who have not yet responded. Board members advised of which companies they would contact for renewing an ad.

Huss mentioned that JA Scholarships needed to be in by May 1 into New York. The Next Generation Club Committee is a group of retailers in family-owned and operated businesses. Head is a member of the Committee. June 8-9 the Committee plans its first get together at Lakeway and jewelers in a family business are encouraged to attend.

There was no old business.

Under new business, Moore explained that jewelers must contact their representatives to encourage a vote for the TRA compromise which will be presented on the Blue Law. Representatives Messer and Uher will be carrying the compromise in the House.

Moore asked if the Board wanted to decide a location for the 1986 Convention. He has booked time in June of 1986 for the YO Ranch in Kerrville, a property which impressed him and also Holland. A final decision will be made in June at Convention about location for 1986.

Holland and Ingram moved adjournment, 4:00 P.M. Passed

President



(Executive V.P.)

1984 FINANCIAL STATEMENT
February 1, 1984 to January 31, 1985
Texas Jewelers Association

INCOME

	1984 BUDGET	ACTUAL
DUES (net)	30,000	24,076*
HANDBOOK	5,000	6,643
I.C. SYSTEM	2,000	969
INTEREST	2,500	2,847
MISC	500	1,681
CONVENTION (net)	1,000	551
TOTAL	<u>41,000</u>	<u>36,767</u>

EXPENSES

TRA ADMIN.	21,000(19,500)	19,500
POSTAGE	1,800	1,250
ACCT.	1,000	875
OFC. SUP.	-0-	-0-
PRINTING	5,000	6,005
TELEPHONE	1,000	540
MTGS. & TRAVEL	1,500	1,245
CONTRIBUTION & AWARDS	2,500	2,888
JA CONV.	2,500	2,973
TAXES	350	-0-
DUES & SUBS.	350	396
MISC.	250	135
TOTAL	<u>41,000</u>	<u>35,808</u>

CASH in bank as of 1-31-85: \$12,684.19

Investment Account	<u>1/31/84</u>	<u>1/31/85</u>
Travis Bank	18,839	20,710
Merrill Lynch Ready Assets	2,871	3,169

*Note that \$4,300 was sent from JA for the dues money they received during January, but this was deposited in the Fiscal Year 1985.

PROPOSED 1985 TJA BUDGET

Texas Jewelers Association

	INCOME		1985
	1984 BUDGET	1984 ACTUAL	PROPOSED BUDGET
DUES (net)	30,000	24,076*	30,000
HANDBOOK	5,000	6,643	5,000
I.C. SYSTEM	2,000	969	1,000
INTEREST	2,500	2,847	2,500
MISC	500	1,681	500
CONVENTION (net)	1,000	551	500
TOTAL	41,000	36,767	39,500

	EXPENSES		
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POSTAGE	1,800	1,250	2,300
ACCT.	1,000	875	1,000
OFC. SUP.	-0-	-0-	-0-
PRINTING	5,000	6,005	6,000
TELEPHONE	1,000	540	1,000
MTGS. & TRAVEL	1,500	1,245	1,500
CONTRIBUTION & AWARDS	2,500	2,888	3,000
JA CONV.	2,500	2,973	3,000
TAXES	350	-0-	300
DUES & SUBS.	350	396	400
MISC.	250	135	250
TOTAL	41,000	35,808	39,500

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Minutes
Texas Jewelers Association
Board of Directors
October 6, 1984 Austin

Meeting called to order, 8:30 A.M., President Charles Payne.

Present: Payne, Holland, Weinkauff, Spencer, Head, Ingram, Burnet, Moore

Moore gave the financial report, advising the Board that all budget items are pretty well on target except for the 1984 convention, which showed a net loss of \$97.00 instead of the \$1,000 surplus that had been budgeted. Cash in bank as of 8/31/84 was \$6,312, and investment account balances were \$19,343 in Travis Bank and \$3,040 in Merrill Lynch Ready Assets. Holland and Spencer moved approval of the financial report. Passed

Payne discussed the need for Director assistance in handbook ad sales, emphasizing the fact that the best time to solicit ads is at time of purchase from sales representatives.

In discussing the need for more associate members, Head suggested reviewing the market book for prospects. It was agreed that associate members should be listed periodically in the newsletter.

Moore advised the Board that the staff is preparing a membership solicitation mailing to non-member firm's.

Payne and Moore discussed the presentation made at the JA Convention by Joel Windman of Jewelers Vigilance Committee requesting support for their efforts to combat fictitious pricing in the industry. Holland and Head moved to contribute \$500 to JVC during the current fiscal year. Passed

A general discussion was held concerning the ongoing problem of retail selling at the Jewelry Market and the World Trade Center in Dallas. Moore is to write a letter to Trammel Crow, Jr. expressing TJA's strong displeasure with the lack of proper requirements for buyers and is to ask other state Jeweler Associations to do the same.

Meeting adjourned at 10:45 A.M.

President



Executive Vice President

February 1, 1984 to Sept. 30, 1984 FINANCIAL STATEMENT

TEXAS JEWELERS ASSOCIATION

INCOME

	<u>1984 BUDGET</u>	<u>ACTUAL - Feb. 1 - Sept.30</u>
DUES (net)	50,000	14,446
HANDBOOK (net)	5,000	5,752
I.C. SYSTEM	2,000	695
INTEREST	2,500	1,679
MISC.	500	1,288
CONVENTION (net)	1,000	52
TOTAL	<u>41,000</u>	<u>23,912</u>

EXPENSES

TRA ADMIN.	21,000	12,250
POSTAGE	1,800	1,073
ACCT.	1,000	-0-
OFC. SUP.	-0-	-0-
PRINTING	5,000	5,673
TELEPHONE	1,000	406
MTGS. & TRAVEL	1,500	543
CONT. & AWARDS	2,500	388
JA CONV.	2,500	2,972
TAXES	350	-0-
DUES & SUBS.	350	396
MISC.	250	135
TOTAL	<u>41,000</u>	<u>23,831</u>

CASH in bank as of 8/31/84: \$6,312

Investment Account	<u>1/31/84</u>	<u>8/31/84</u>
Travis Bank	18,839	19,943
Merrill Lynch Ready Assets	2,871	3,040

Minutes
Texas Jewelers Association
Board of Directors
June 15, 1984 La Mansion, San Antonio

President Jim Barnes called the meeting to order at 3:15 p.m.

Present: Jim Barnes, Henry Mouser, Frank Guess, Herschel Spencer, Bill Holland, Charlie Payne, Mickey Moore, Troy Vinson, Lynn Huss, Pete Weinkauff, Jerry Burnet, Arnold Rubin, Vic Maden, Tom Allee, and JA President Bob Bridge.

Barnes reported that the agenda for this year's should be exciting and that perhaps the only reason to explain lower attendance was because of this being Fathers' Day weekend. He suggested that convention still be held in June, but not on that particular weekend. There was discussion about re-instating the Discovery Room for TJA associate members in order to build up attendance and participation of the associates.

Moore gave the Executive Vice President's report. The financial report for the first four months of fiscal year 1984 is attached. After discussion, Payne moved and Guess seconded to drop consideration of the ASAE endorsed Return of Dues Program.
Passed

Huss reported that the HANDBOOK ad sales were at a record level for the second year. This is the first year for a four color cover, thanks to Bill Holland's contacting the Oscar Heyman & Brothers company who provided the separations.

Huss presented the membership numbers up until May 31st which had 720 paid and 58 not paid. The TJA membership drive brought in 14 new members and the JA drive brought in 28 new members.

Discussion was held on the 1985 convention site and dates. It was agreed to keep the June dates and to discuss the location at the General Assembly. Payne was appointed chairman, with Holland also serving, of a convention committee to pursue locations.

There was no other old business.

Under new business, Moore said that he was disappointed that JA had not nominated Maden for another term as JA Director, since TJA is the second largest in membership. He explained that Donald Zale, Zale Corporation, had been nominated, but that Zale's largeness was not representative of Texas retail jewelers.

JA President Bob Bridge shared some insights on the makeup of the board and said that since 43 states are in JA, but only 18 Board positions, it is next to impossible to keep the large states represented individually on the Board. Bridge said there has been a move to enlarge the Board and to include Directors at large.

Moore suggested that we nominate Charlie Payne to the Affiliate Council of JA since TJA has not been represented in 10 years.

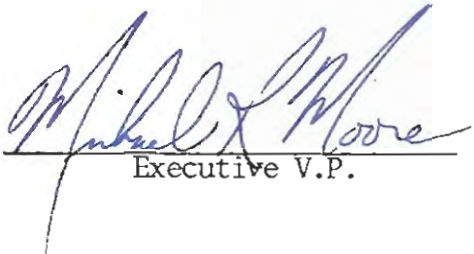
Maden brought up the recent bad press that JA has gotten from trade publications and said he felt that the publications were looking for an axe to grind. He felt that TJA members receive more than 10 times what the dues are in the services and

in the legislative representation that they receive through JA. Maden said there most likely would have been a Federal excise tax had not the JA counsel been in Washington, D.C.

Payne reported that Professional Liability Insurance for the officers and board would be available for \$400 a year through the Alabama Insurance Exchange. Payne moved and Vinson seconded that this be purchased. Passed An insurance committee was formed with Holland as chairman and Guess and Rubin serving on the committee.

There being no further business, Payne and Mouser moved to adjourn the meeting, 4:45 p.m. Passed

President



Executive V.P.

February 1, 1984 to May 31, 1984 FINANCIAL STATEMENT

TEXAS JEWELERS ASSOCIATION

INCOME

	<u>1984 BUDGET</u>	<u>ACTUAL</u> Feb.1 - May 31,1984
DUES (net)	30,000	10,412
HANDBOOK (net)	5,000	2,250
I.C. SYSTEM	2,000	235
INTEREST	2,500	938
MISC.	500	533
CONVENTION (net)	1,000	240
TOTAL	<u>41,000</u>	<u>14,368</u>

EXPENSES

TRA ADMIN.	21,000	7,250
POSTAGE	1,800	436
ACCT.	1,000	-0-
OFC. SUP.	-0-	-0-
PRINTING	5,000	3,278
TELEPHONE	1,000	237
MTGS. & TRAVEL	1,500	178
CONT. & AWARDS	2,500	-0-
JA CONV.	2,500	-0-
TAXES	350	-0-
DUES & SUBS.	350	51
MISC.	250	135
TOTAL	<u>41,000</u>	<u>11,565</u>

CASH in bank as of 5/31/84: \$9163

Investment Account	<u>1/31/84</u>	<u>5/31/84</u>
Travis Bank	18,839	19,441
Merrill Lynch Ready Assets	2,871	2,956

Minutes
Texas Jewelers Association
Board of Directors
March 20, 1984 TJA Office, Austin

President Jim Barnes called the meeting to order at 10:00 A.M.

Present: Jim Barnes, Charles Payne, Pete Weinkauff, David Billings, Henry Mouser, Troy Vinson, Jerry Burnet, Herschel Spencer, Tom Allee, Bill Holland, Lynn Huss, Mickey Moore

Barnes appointed Billings, Koy Kragh, and Vic Maden to the Nominating Committee, to nominate officers and directors for the outgoing Vinson, Mouser, Guess, and Cunningham directorships.

Moore presented the financial report, showing expenses for the fiscal year ended January 31, 1984, at \$30,036 and income at \$33,995, for a net operating surplus of \$3,959. Proposed budget for fiscal 1984 is income of \$41,000 and expenses of \$37,250. As of January 31, 1984, the investment account is \$18,839 in Money Market Certificate at Travis Bank and Trust and \$2,871 in Merrill Lynch Ready Assets. Holland and Payne moved approval of the Financial Report . Passed Mouser and Weinkauff moved approval of the Proposed 1984 Budget. Passed (A copy of the financial report is attached as part of these Minutes).

Moore announced the tentative program for the TJA Convention, June 15-17, in San Antonio. Bart Boydston, Intergold, Inc., will present "1984 - A Golden Outlook," Dan Garfield, Kashan, Inc., will speak on "Kashan Rubies - Successfully Selling These and Other Luxury Synthetics," JA Chairman Robert Bridge, Ben Bridge Jewelers, will address the Saturday luncheon, and Marie Hans, GIA, will present "Pearls." Also, Max Evans, Diamond Information Center, N.W. Ayer, Inc., will speak on "Diamonds for Men." Holland suggested that Evans also be asked to hold a general discussssion period to include questions about the status of the diamond market and diamonds of a carat or more.

Suggestions were made for TJA members to keep associate applications in their stores for handing out to suppliers and sales representatives. Also, Moore said that he, Payne, and Barnes would arrange a meeting with a representative of the Dallas Market Center to better monitor those attending the Dallas Jewlery Show.

Both Moore and Barnes emphasized the importance of all those in family-owned stores attending the Dr. Leon Danco seminar on April 25, 1984, sponsored by TRA/TJA. Entitled, "Planning for Growth and Continuity as a Successful Famil-Owned Business," the presentation will be made at the Thompson Conference Center on the UT Austin campus.

Huss reported that all but two advertisers had paid for their 1983 HANDBOOK advertisement. She passed out contracts for this year's HANDBOOK, applications for associate members, and sign up sheets for suppliers to be contacted by TJA directors.

Reporting on membership, Huss said JA records show TJA with 580 members having paid for 1984 and 181 having not yet paid for 1984. This is ahead of last year at the same time. Decals were presented to the directors for 1984 and JA Scholarship applications distributed.

Huss gave sample packets which will go to 150 prospective associate members and sample membership applications which went out to 1,500 prospective retail jeweler members.

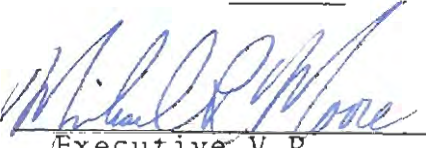
Moore gave the Insurance Report with the information that the rate increase in November was the first one in 18 months, but that an increase of 20-25% is anticipated in the next few months. Moore explained that the past owner of Market Planners Insurance Agency had misappropriated funds for another client, was no longer with MPIA, that no criminal charges had been filed, and that Carroll Stewart had started the new Total Planners and is administrating the TRA/TJA medical and life insurance plans. The Trustees would insist on an audit to be assured that the plan was in the best possible hands.

The Board decided to wait until the June Convention to choose the location for the 1985 Convention.

Moore introduced the Sid Murray Company's Return of Dues Program Designed for the TJA which is a program endorsed by the ASAE and returns all dues paid to TJA upon the death of the owner to the estate. The rate is 4.29% of the net dues each year. The directors agreed that the program sounded worthwhile and asked Moore to get more information on the results that the program has had in building membership in other associations.

Vinson and Spencer moved adjournment, 11:50 A.M. Passed

President



Executive V.P.

1985 FINANCIAL STATEMENT
Texas Jewelers Association

INCOME

	<u>1983 BUDGET</u>	<u>1983 ACTUAL</u>	<u>1984 PROPOSED</u>
DUES (net)	27,500	24,600	30,000
HANDBOOK (net)	4,500	5,260	5,000
I.C. SYSTEM	2,000	1,022	2,000
INTEREST	3,000	2,614	2,500
MISC.	-0-	636	500
CONVENTION (net)	1,500	(137)	1,000
FUNDS TRANSFER*	-0-	5,000	-0-
TOTAL	<u>35,500</u>	<u>38,995*</u> (Actual = 33,995)	<u>41,000</u>

TRA ADMIN.	18,000	18,000	21,000
POSTAGE	1,800	951	1,800
ACCT.	750	875	1,000
OFC. SUP.	650	-0-	-0-
PRINTING	5,000	3,692	5,000
TELEPHONE	1,000	558	1,000
MTGS. & TRAVEL	350	921	1,500
CONT. & AWARDS	2,500	2,500	2,500
JA CONV.	2,500	2,229	2,500
TAXES	350	-0-	350
DUES & SUBS.	350	285	350
MISC.	200	27	250
TOTAL	<u>33,350</u>	<u>30,036</u>	<u>37,250</u>

NET INCOME: 33,995
 -30,036
\$ 3,959 -- which does not include the \$5,000 Funds Transfer

*FUNDS TRANSFER was from Merrill Lynch Ready Assets

CASH in bank as of 1/31/84: \$9,363

Investment Account	1/31/83	1/31/84
Travis Bank	17,257	18,839
Merrill Lynch Ready Assets	<u>7,377</u>	<u>2,871</u>
	24,634	21,710

Minutes
Texas Jewelers Association
Board of Directors
October 29, 1983

President Barnes called the meeting to order at 8:30 A.M.

Members Present: Barnes, Billings, Payne, Rubin, Holland, Guess, Vinson,
Weinkauff, Maden, Moore

Barnes reported on JA's new policy of requiring store photographs to accompany applications for membership. TJA Directors and other members will be asked to assist in seeing that only qualified retail jewelers are approved for membership.

JA Director Vic Maden discussed the "J" emblem promotion and urged members to participate. Maden reviewed the various membership services offered by JA and advised that many GIA scholarships are available through JA. The New Orleans JA show was considered a success and has been booked there for the next two years.

Moore reviewed the financial report for the eight-month period ending September 30. (A copy of the report is attached and made a part of these Minutes). As an effort to increase dues income and broaden participation, it was agreed to include an associate membership application in each TJA newsletter. There followed a discussion of the 1984 Convention Program, with agreement that the programs must be timely and meaningful in helping members become more professional Jewelers. The following programs were agreed upon:

Presentation by Rene Dentan, President of Rolex (to be contacted by Jim Barnes).

Remark from JA President Ben Bridge (to be invited by Vic Maden).

Presentation by Jill Fisher, GIA (to be contacted by TJA staff).

Program by N. W. Ayer, representing DeBeers, with an update on the diamond market (to be contacted by TJA staff).

Program by Fred Claar on diamonds (to be contacted by Barnes and Weinkauff).

Other possible presentations, time permitting, by Intergold, Dallas Market Center, Market Planners Insurance Agency, Jewelers Mutual Insurance Co.

It was also agreed that a good spouse program is a necessity.

Moore reported that a previous proposal to write Jewelers Block Insurance for TJA members has been rejected by Market Planners because of a low dividend offering and that Market Planners is developing a new proposal.

Holland suggested and it was agreed that a delegation from TJA should check with Dallas Market officials concerning distribution of show passes and explore the possibility of establishing a "screening panel" of TJA members to review passes. Barnes, Payne, and Moore are to set up a meeting with Market officials.


Payne suggested and it was agreed that TJA, Beginning 1/1/84, should offer to TJA Associate Members an opportunity to underwrite the cost of mailing the TJA newsletter by having one advertisement in each newsletter.

Under "New Business", Moore advised the Board that with the switch to a June convention, it will probably be necessary to hold one more Board meeting to review and approve a budget for the fiscal year that begins February 1, 1984.

The Board also instructed Moore to review the TJA By-laws and, if necessary, draft amendment(s) to conform with the new JA membership policy regarding store photographs.

Meeting adjourned at 10:20 A.M.

President



Executive Vice President

TJA Financial Report
February 1, 1983 to September 30, 1983

	12 Mos. Budget	8 Mos. Actual
<u>Income</u>		
Dues	\$ 27,500	\$ 7,130
Handbook (net)	3,000	4,460
I. C. System	2,000	743
Interest	2,000	1,572
Misc.	-0-	98
Convention (net)	(1,000)	899
	<u>\$ 33,500</u>	<u>\$ 14,902</u>
<u>Expense</u>		
TRA Admin.	\$ 18,000	\$ 10,500
Postage	1,800	1,804
Acctng./Audit	750	-0-
Office Supplies	650	-0-
Printing	5,000	2,734
Telephone	1,000	391
Mtgs./Travel	350	397
Contributions/Awards	2,500	-0-
JA Convention, NY	2,500	1,772
Taxes	350	-0-
Dues & Subs.	350	285
Misc.	200	-0-
	<u>\$ 33,350</u>	<u>\$ 17,883</u>

Cash in Bank as of 9/30 \$ 1,517.00

Investment Accounts
 Travis Bank Certificate of Deposit \$18,289.00
 Merrill Lynch Ready Asset Trust 2,790.00

Notes To Financial Report

Dues Income - Actual dues income for the eight month period is \$12,298. Of this, \$5,168 was paid to Jewelers of America and of that amount, approximately \$4,000 should have been charged against the previous fiscal year. The JA portion of dues was not paid from July, '82, through April, '83. Also, we anticipate dues income of \$15,000 - \$16,000 during December and January.

TRA Administrative Fee - Not current. TRA will be paid when dues income is sufficient so as to avoid using invested funds.

Contributions - TJA pledged \$10,000 to the TRA Building Fund \$5,000 was paid in 1983. A \$2,500 payment is due and will be paid in January, 1984.

Minutes
Texas Jewelers Association
Board of Directors
March 11, 1983. D/FW Airport

President Jim Barnes called the meeting to order at 3:20 P.M.

Present: Jim Barnes, Arnold Rubin, Charles Payne, Wayne Head,
Don Cunningham, Henry Mouser, Troy Vinson, Vic Maden,
Pete Weinkauf, Kay Kraugh, Jim Whited, Lynn Huss,
Mickey Moore

Barnes reported that the new offices are very attractive and functional and encouraged all TJA members to go by for a visit.

Huss reported that handbook ad sales were at a record level, with much of the success due to the efforts of Board members making sales contacts. Barnes expressed appreciation to the Board for their efforts.

Jim Whited, Market Planners Insurance Agency, recapped the recent change-over in the group medical, life and dental program from Lone Star Life Insurance Company to a "minimum premium" program administered by Market Planners. The program exceeds \$1 million in annualized premium and TJA has 50 employer units enrolled. Whited also reported that his firm is working on development of a Jewelers Block insurance program for TJA members. There followed a discussion of the problem of medical coverage for retirees. Because of pending litigation at the federal level concerning medicare, it was decided to wait until a decision is reached on court cases before taking any action. Whited is to determine if a program can be designed to accomodate retirees who are store owners.

Moore presented the financial report, showing expenses for the fiscal year ended January 31, 1983, at \$34,568 and income at \$36,515, for a net operating surplus of \$1,947. Proposed budget for fiscal 1983 is income of \$33,500 and expenses of \$33,350. As of January 31, 1983, the investment account is \$17,257 in Money Market Certificate at Travis Bank and Trust and \$7,377 in Merrill Lynch Ready Assets. Cunningham and Rubin moved approval of the Financial Report. Passed (A copy of the financial report is attached as part of these Minutes).

Moore reported that membership has remained stable for the year, with new memberships sufficient to offset terminations. A discussion was held concerning the need to increase associate memberships. Vinson and Mouser moved appointment of a committee of associate members to meet with Vinson, Barnes and Moore to develop plans for increasing associate memberships. Passed

Moore briefly discussed legislation pending before the Texas Legislature that directly affects TJA members, including repeal of the Saturday-Sunday Closing Law, Unemployment Compensation, Finance Charge Rates, and possible new taxes.

The Nominating Committee report was presented as follows:

Directors: Tom Allee, Crockett
Hershel Spencer, Ft. Worth
Bill Holland, San Angelo

The report was adopted by acclamation. President Barnes appointed Jerry Burnet to the Board as the associate member representative, replacing Hall Hammond, who resigned.

Moore presented a proposed contractual agreement between Texas Jewelers Association and Texas Retailers Association, requested by the Board at the last meeting. Rubin and Weinkauff moved adoption of the agreement. Passed (A copy of the Agreement is attached to and made a part of these Minutes).

Maden reported on Jewelers of America activities, urging members to use the "J" logo, to be tied in with a national advertising campaign. He reviewed plans for the JA show in New Orleans in August and advised that JA has increased its GIA scholarships to 200.

Moore reported on a request that TJA consider setting up and staffing a jewelry store in a "19th century town" to be built to commemorate the Texas Sesquicentennial in 1986. It was agreed that TJA has insufficient resources to handle such a project.

Watson and Rubin moved adjournment, 5:05 P.M. Passed

President


Executive V. P.

February 1, 1982 to January 31, 1983

TJA Financial

Income

	1982 Budget	1982 Actual	1983 Proposed
Dues	\$21,600	\$25,229	\$27,500
Handbook (Net)	2,545	3,319	3,000
I. C. System	1,500	1,863	2,000
Interest	3,000	3,715	2,000
Misc.	0	323	0
Convention (Net)	0	2,066	1,000
Total	\$28,645	\$36,515	\$33,500

Expense

TRA Admin.	\$18,000	\$19,500	\$18,000
Postage	1,300	1,051	1,800
Audit/Acctng.	400	620	750
Off. Sup.	800	448	650
Printing	4,000	4,634	5,000
Telephone	600	737	1,000
Mtgs. & Travel	600	169	350
Cont. & Awards	75	5,168	2,500
JA Conv.	2,500	1,878	2,500
Taxes	0	0	350
Dues & Subs.	260	321	350
Misc.	100	42	200
Total	\$28,635	\$34,568	\$33,350

Net Income \$ 1,947

Cash in bank as of 1-31-83 \$ 7,371

Investment Account	1-31-82	1-31-83
Travis Bank	\$16,039	\$17,257
Merrill Lynch Ready		
Assets	7,150	7,377
	\$23,189	\$24,634

AGREEMENT

between

Texas Retailers Association and Texas Jewelers Association

Effective January 1, 1983, the Texas Retailers Association and the Texas Jewelers Association do enter into the following agreement:

1. The Texas Retailers Association staff will perform all of the administrative functions for the Texas Jewelers Association.

2. The Texas Jewelers Association will pay to the Texas Retailers Association as a fee for performing these administrative functions the sum of \$18,000 each year, payable monthly. In addition to this fee, the Texas Jewelers Association will pay the said Texas Retailers Association all direct expenses incurred in such administration, including, but not limited to, postage, telephone, travel, printing and all other direct expenses incurred in performing such administrative functions.

3. The administrative fee provided in the above paragraph will increase each year effective each September 1, by an amount equal to the percentage increase of the consumer price index at that time. Nothing herein shall prevent the Texas Jewelers Association from approving a greater increase in the administrative fee. The Texas Retailers Association, upon the request of the Texas Jewelers Association, may, at its option, waive or reduce the increase in the administrative fee as provided herein.

4. The Texas Jewelers Association may, during the term of this agreement, request that the Texas Retailers Association perform additional services for such association. In such event the parties shall agree to the fee for such additional services.

5. This agreement shall be for a term of five years from the effective date as provided herein. Thereafter the parties may negotiate a new agreement or extend this agreement on a year-to-year basis.

This agreement is executed and performable in Travis County, Texas.

TEXAS RETAILERS ASSOCIATION

By: 

TEXAS JEWELERS ASSOCIATION

BY: _____

Minutes
Texas Jewelers Association
Board of Directors
October 25, 1982 Austin

Meeting called to order at 11:15 A.M. by President Jim Barnes.

Present: Barnes, Dupont, Watson, Vinson, Hammond, Cunningham, Mouser, Payne, Billings, Weinkauff, Guess, Rubin, Head, Moore and guest, Dalton Billings.

Jim Whited, President, Market Planners Insurance Agency, briefed the Board on his efforts to develop a group Jewelers Block Insurance Program, called a "No Claims Bonus Contract" through Lloyds of London. If sufficient premium can be generated through broad membership participation, substantial savings can be developed under such a program. Whited is to work out additional details and report to the Board at a future date.

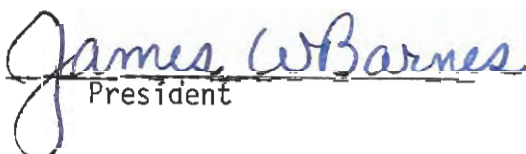
Moore discussed a proposal from the Sid Murray Agency in Corpus Christi, and Nationwide General Insurance Company, Columbus, Ohio, to offer TJA members and their employees an automobile insurance program on personally-owned vehicles. Features of the program include up to 25% deviation from state manual rates for qualified drivers and monthly premium payments by payroll deduction or electronic funds transfer with no interest charge. Guess and Dupont moved approval. Passed.

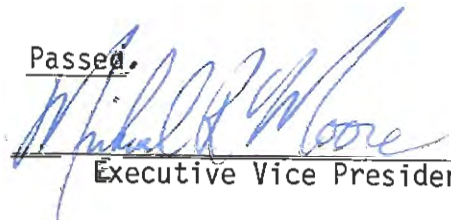
Moore presented the Financial Report, showing TJA to be in sound condition with a comfortable surplus of funds and well within budgeted figures for the current fiscal year.

Discussion was held concerning a contribution from TJA to the Texas Retailers Association building fund. TJA will share the building and will have its name on the sign at the outside of the building. Considerable discussion ensued regarding the relationship between TJA and TRA and the need to establish a formal long-term agreement for continuation of the relationship. Hammond and Cunningham moved that TJA contribute \$10,000 to the TRA Building Fund, payable as follows: \$5,000 on 1/1/83, \$2,500 payable on 1/1/84, and 1/1/85, with the contribution contingent on the establishment of a long-term contractual arrangement between TJA and TRA, to be approved by the TJA Executive Committee. Passed.

Moore advised the Board of the need to adopt a policy providing for conversion of the group medical insurance program upon retirement. Rubin and Billings moved that conversion be permitted at a cost of twice the premium in effect from time to time under the group program. Passed.

Dupont and Rubin moved adjournment, 2:10 P.M. Passed.


President


Executive Vice President

Minutes
Texas Jewelers Association
Board of Directors
March 19, 1982 South Padre Island

President Billings called the meeting to order at 3:00 P.M.

Present: Billings, Payne, Barnes, Rubin, Salviatti, Weinkauf,
Cunningham, Watson, Head, Walden, Kragh, Moore.

Billings reported on changes in the Dallas Jewelry Show stating that the show management has indicated awareness of past problems and is attempting to remedy them. Rubin mentioned that the registration procedure is still poor and there was general agreement that the show still lacks sufficient safeguards to keep out unqualified buyers. Barnes suggested the staff should check with JA concerning smaller Texas manufacturers who deserve to be in the JA Dallas show but who would not have participated in either the New York or Chicago shows.

Moore gave the financial report, advising the Board that the Association had an operating surplus of approximately \$2,600 for the year ended January 31, 1982. Moore presented the proposed 1982-83 budget, calling for income of \$28,645.00 and expenditures of \$28,635.00. Rubin and Barnes moved approval. Passed.

Moore reported that the Scholarship/Loan Fund has a balance of \$1,548.80, with no loans outstanding. Moore was instructed to contact eligible colleges and advise them of the availability of the fund.

Moore reported on membership, indicating an increase from 436 to 517, including 53 associates; 99 new members were added and 38 failed to renew.

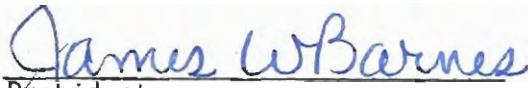
President Billings submitted the Nominating Committee report, to be voted on at the General Assembly, as follows:

President	-Jim Barnes
President Elect	-Charles Payne
Vice President	-Arnold Rubin
Sec.-Treas.	-Pete Weinkauf
Directors	-Henry Mouser
	-Don Cunningham
	-Troy Vinson
	-Frank Guess
	-Hall Hammond (Representing Suppliers)

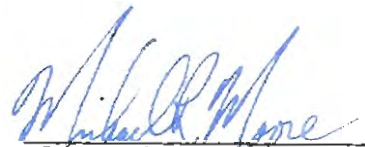
Moore asked the Board if there is interest in arranging a TJA Market study trip to London and Amsterdam. It was the consensus of the Board that many members would be interested and that the month of August would be the best time for such a trip.

Billings expressed his appreciation for the cooperation of the officers and directors during his term as president and especially to retiring directors Hill and Walden.

Head and Barnes moved adjournment. Passed.



President



Executive Vice President

Minutes
Texas Jewelers Association
General Assembly

March 20, 1982

South Padre Island

President Billings called the meeting to order at 8:00 A.M.

Billings expressed appreciation to those attending, noting that the turnout was equal to previous years when the convention was held jointly with Texas Watchmakers Association.

Maden presented the Nominating Committee report as follows:

President	Jim Barnes
President-elect	Charles Payne
Vice President	Arnold Rubin
Sec.-Treas.	Pete Weinkauff
Directors	Henry Mouser
	Don Cunningham
	Troy Vinson
	Frank Guess
	Hall Hammond(Representing Suppliers)

There being no additional nominations from the floor, Maden and Holland moved the slate be elected by acclamation. Passed.

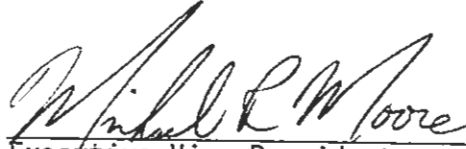
Maden introduced Art Gleim, President, Jewelers of America, who discussed developments concerning the proposed 1983 JA Jewelry show in Dallas. Turnbull and Watson moved that the convention go on record expressing full support for the JA show in Dallas. Passed.

Moore made the Financial Report and Budget Report, copies of which are attached to and made a part of these Minutes.

Turnbull discussed the robbery he experienced in 1981, the MO used by the robber, and suggested the need for TJA to establish an "alert system" whereby members could be apprised very quickly when a robbery of this nature occurs. Billings appointed the following committee to study the matter and make a recommendation to the Board: Ed Turnbull, Chairman; Tom Barnes, Victoria; Herschel Spencer, Ft. Worth.

Meeting adjourned at 8:55 A.M.

President



Executive Vice President

Minutes
Texas Jewelers Association
Board of Directors
September 22, 1981 Austin, Texas

Meeting called to order at 11:10 A.M., President Billings.

Present: Billings, Rubin, Cunningham, Payne, Watson, Hill, Kragh,
Weinkauf, Salviatti, Barnes, Moore, Maden

Moore read the Minutes of the March 28, 1981 meeting. Rubin and
Watson moved approval. Passed.

Moore reviewed the new services approved by Texas Retailers
Association:

Accounts receivable servicing by Santoro
Management Consultants

Retirement program by First Benefit Trust
Company of Dallas

National Revenue Corporation Collection
Service

There being no objection from the Board, these services will
be offered TJA members.

Maden reported on Jewelers of America's situation concerning a Dallas
Jewelry show. JA is still very much interested but will move slowly,
awaiting a strong indication of support from exhibitors. In addition,
JA may consider a Houston or New Orleans show before Dallas.

Billings asked for suggestions for programs for the 1982 Convention.
Charles Payne was named Convention Chairman. GIA will be contacted
about presenting a full day seminar to include discussions on "Gem
Identification" and on "Certificates". Art Gleim, Chairman of JA,
will be asked to present a program on "Parent-Child Relationships in
Family-Owned Retail Jewelry Businesses". Billings requested a motivational
speaker for the luncheon.

Moore reported on the September 8 robbery of Turnbull's Jewelry and
passed out a composite drawing of the suspect. The possibility of
establishing a regional "telephone alert" network is to be discussed
at the March convention.

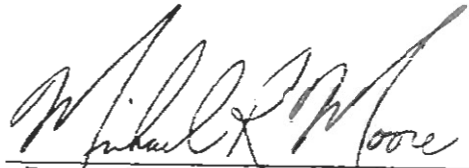
Moore reported on the current financial condition of the Association, indicating an operating surplus of over \$6,000 for the fiscal year concluded 1/31/81. Rubin requested that Board members be given membership lists periodically to be kept informed on which firms are members and which are prospects.

Moore requested approval of an increase in the administrative fee to Texas Retailers Association of \$250 per month, effective 9/1/81, making the fee \$1,500 per month. This increase to be effective until 1/83. Barnes and Cunningham moved approval. Passed.

Billings requested the staff send out with the next newsletter a summary of the new gold-buying law. He also advised that a Nominating Committee will be appointed and announced by November 1.

Meeting adjourned at 2:20 P.M.

President



Executive Vice President

Texas Jewelers Association
Board of Directors Meeting
Houston, Texas March 28, 1981

Meeting called to order at 7:40 A.M., President David Billings.

Present: David Billings	Vic Maden
Jim Barnes	Arnold Rubin
David Walden	Elvira Brehmer
Don Cunningham	Koy Kragh
Pete Weinkauff	Mike Roman
Charles Payne	Mickey Moore

President Billings presented a proposal from a firm concerning TJA marketing a diamond testing machine. It was the consensus of the Board not to undertake this program.

Moore presented a proposal to increase minimum dues to \$50.00 per year, with proportionate increases in the other dues categories, and a clear definition of "employee" for dues-paying purposes. Motion by Rubin, second Walden, to approve the proposal for consideration by the General Assembly on March 29, 1981. Passed.

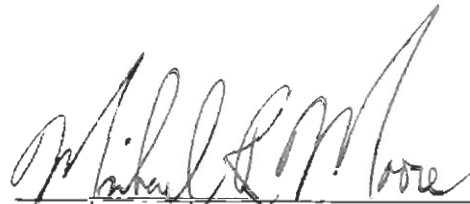
A discussion was held concerning the desirability of Jewelers of America sponsoring a market show in Dallas in late summer or early fall, competing with the show currently sponsored by private interests. Motion by Kragh, second by Barnes, that TJA encourage JA to sponsor such a show and offer all possible assistance. Passed.

The Board agreed that the Fall meeting should be scheduled for a weekday in August.

President Billings expressed his gratitude for the service of retiring directors Elvira Brehmer, Alan Katz, Chase Holland, and Ed Mira.

Meeting adjourned 8:45 A.M.

President



Executive Vice President

General Assembly
Texas Jewelers Association
March 29, 1981 Houston, Texas

The meeting was opened by President David Billings at 9:15 A.M. Billings reported that the nominating committee had submitted the following names for the four director openings:

Eric Taylor, Wm.R. Katz Co., Dallas
Jeanette Salviati, Caribe Fine Jewelry, San Antonio
Wayne Head, Tetts Jewelers, Bay City
Stacy Watson, Watson Jewelry, Alpine

There were no more nominations. Vic Maden made a motion that the nominating committee's slate be accepted by acclamation. the motion was seconded by Arnold Rubin and carried.

A discussion of problems with the Dallas Gift and Jewelry Show followed. Billings said Jewelers of America is interested in putting on a fine jewelry show and that TJA had been asked to write RJA stating that there is a need for a fine jewelry show in Texas.

Wayne Head made a motion that TJA write Jewelers of America stating that Texas Jewelers Association would support a jewelry show to be put on by Jewelers of America. Ben Gordon seconded the motion and it carried.

Mickey Moore, Executive Vice President of TJA, presented figures of membership dues showing that some 60% of the membership is paying the minimum dues. He discussed the financial situation and the need for restructuring the dues, specifically, increasing the minimum dues from \$35 to \$50.

Don Cunningham made a motion that the dues structure be revised, increasing the minimum dues to \$50. The motion was seconded by Mac House and carried.

Arnold Rubin made a motion that Associate Membership Dues be increased from \$25 to \$50 and that motion was seconded by Koy Kragh and carried.

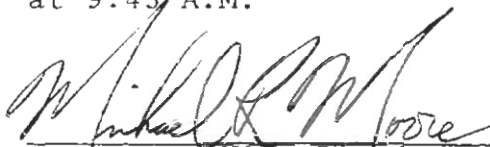
A discussion of legislation affecting retail jewelers followed. Mickey Moore informed the group that a bill had been introduced by Senator Leedom of Dallas, regulating the sale of gold and precious metals and that he was working with the senator and would appreciate input from TJA members.

Moore also informed the membership on the status of the effort to repeal the Saturday-Sunday Closing Law and asked for the help of the membership in contacting the members of the Texas House of Representatives to let them know the feelings of Texas Jewelers.

Billings announced that the site of the 1982 TJA convention would be South Padre Island if arrangements could be made.

That failing, the back-up site would be San Antonio.

There being no further business, the meeting was ajourned
at 9:45 A.M.



Executive Vice President

President

MINUTES

Texas Jewelers Association
Board of Directors
Dallas, Texas February 22, 1981

Meeting called to order by President Billings at 8:40 A.M.
President Billings welcomed Doug Hemphill, President, Louisiana
Retail Jewelers Association.

Present: David Billings	Jim Barnes
Koy Kragh	Charles Payne
Arnold Rubin	Ed Mira
Alan Katz	Don Cunningham
Pete Weinkauff	David Walden
Chase Holland	Myron Everts
	Mickey Moore

Guests: Vic Maden, Doug Hemphill, Vim Rye, Wayne
Head, Frank Everts

Billings advised the Board of his discussions with a representative of the government of Israel and their promotion of a "Jewelers Week" in April, 1981. This will be publicized in the TJA newsletter.

Moore submitted the financial report and a proposed budget which included an increase of \$100 per month, to a total of \$15,000 per year, in the administrative fee paid to Texas Retailers Association. Motion by Barnes, second by Holland, to approve the budget. Passed.

Moore also reported that TJA membership had increased to 436 companies, of which 46 are associates. Moore advised the Board that a change in the dues structure to one based on annual sales volume, and an increase in the minimum dues, should be considered at the convention in March. Moore would develop the necessary information for the presentation. Moore reported further that handbook ad sales are \$8,400 for the current year.

Moore reviewed several proposals currently pending before the Texas Legislature. Two proposals to regulate purchases of gold, silver, and precious gems would require licensing of retail jewelers. Motion by Cunningham, second by Walden, that TJA oppose regulatory proposals requiring licensing. Passed. The Board expressed interest in legislation to regulate the purchase of used gold, silver and precious gems.

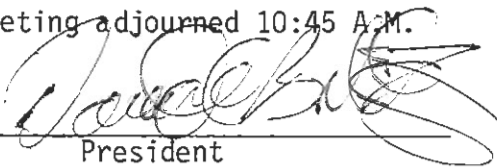
Frank Everts requested the Board to enter discussions with Jewelers of America concerning the possibility of sponsoring a show for jewelers only, to be held in Dallas at the same time as the present gift and

jewelry show. President Billings appointed the following committee to discuss the matter, then to arrange a meeting with Mike Roman during the TJA Convention in March: Vic Maden, Chairman; Arnold Rubin, Charles Payne, Alan Katz, Frank Everts, Vim Rye.

Vic Maden, newly appointed to the Board of Directors of Jewelers of America, reported that JA is definitely interested in setting up a competing show in Dallas. It was agreed that this matter be kept confidential at this time.

President Billings appointed the following persons to the Nominating Committee: Chase Holland, Jim Barnes, Pete Weinkauff.

Meeting adjourned 10:45 A.M.



President



Executive Vice President

Proposed Budget for 1981
TEXAS JEWELERS ASSOCIATION

INCOME

Dues	\$16,500.00
Handbook	4,500.00
I.C. System	2,500.00
Interest	2,000.00

Total	\$25,500.00
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EXPENSE

Administrative fee	\$15,000.00
Postage	1,000.00
Supplies	325.00
Printing	4,000.00
Audit & Tax	250.00
Telephone	450.00
Dues & Subs.	260.00
Meetings & Travel	600.00
Contributions & Awards	.
J/A Convention Exp.	2,800.00
Miscellaneous	300.00
Reserve for Taxes	500.00

Total	\$25,485.00
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AGENDA - TJA BOARD MEETING
February 17, 1980
Marriott on Stemmons, Dallas

Call to order - President Koy Kragh

Reading and Approval of previous minutes - Executive V.P.

TJA Handbook Report

Membership Report

Financial Report

Approval of proposed 1980 budget

Convention Report

Nominating Committee Report -

Executive Vice President's Report -

Scholarship Loan Fund

Credit Insurance

Retail Selling at Market

Other business

Adjournment

1979 Financial Statement
Texas Jewelers Association

Income:

Membership dues	\$20,113.75	
Directory ads	6,770.00	
Registrations	9,768.27	
I.C. System Adm. Fee	1,927.64	
Interest Income	446.27	(\$213.87 in penalties pd.)
Total Income		\$39,025.93

Expenses:

Adm. Fees	\$11,300.00	
Handbooks	3,903.91	
Legal & Professional	275.00	
Newsletter	2,302.35	
Postage	257.26	
Telephone	555.27	
Office Supplies	585.49	
Meetings and Travel	796.67	
Contributions, Awards, etc.		
Expense to RJA Convention	1,924.11	
TJA Convention Exp.	8,328.76	
Miscellaneous	2,967.88	
Total Expense		\$33,196.70

Excess of revenues over expenses \$5,829.23

Misc. re-cap:	TWA's part of '78 & '79 conventions	\$1,132.08	
	Income Tax	56.34	
	Jewelers Industry Council	230.00	
	Subscription to Jewelers Circular Ky.	14.00	
	Scholarship Loan Fund	1,500.00	
	Contract Labor	35.46	
			<hr/>
			\$2,967.88

Texas Jewelers Association

PROPOSED BUDGET

1980

INCOME:

Dues	\$16,000
I.C. System	1,700
Handbook	4,000
Interest	<u>800</u>
	\$ 22,500.

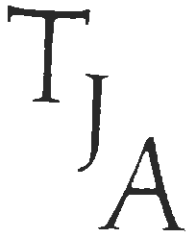
EXPENSE:

Administrative Fee	\$12,000
RJA Conv. Travel	4,000
Meetings & Travel	800
Newsletter	2,300
Office Supplies	400
Telephone	500
Accounting	300
Jewelers Industry Council	230
Distributive Education	300
Tax	<u>100</u>
	\$20,930

TEXAS JEWELERS ASSOCIATION
February 4, 1980
Membership Report

In February of 1979, we had 323 members in TJA. 38 were Associates.

As of today, we have 363 members. 52 are associates.



TEXAS JEWELERS ASSOCIATION

AFFILIATED WITH
RETAIL JEWELERS OF AMERICA, INC. AND THE TEXAS RETAILERS ASSOCIATION, INC.
(512) 472-8261, SUITE 1001, WESTGATE BUILDING, AUSTIN, TEXAS 78701

February 4, 1980

TJA HANDBOOK REPORT

OFFICERS

PRESIDENT
ROY KRAGH
ROY KRAGH JEWELRY
BASTROP

PRESIDENT ELECT
DAVID BILLINGS
BILLINGS JEWELRY STORES
HOUSTON

VICE PRESIDENT
JAMES W. BARNES
BILL BARNES JEWELER
VICTORIA

SECRETARY TREASURER
CHARLES PAYNE
PAYNE & JEWELLERS
LURROIA

DIRECTORS

ED TURNBULL
TURNBULL & JEWELRY
PORT ARTHUR

WAYNE HEAD
TETTS JEWELERS
DAY CITY

ARNOLD RUBIN
ARNOLD'S JEWELERS
FORT WORTH

BOB MORROW
RINGS BY MORROW
HOUSTON

ELVIRA BREHMER
BREHMER'S JEWELERS
KERRVILLE

ALAN KATZ
ZALE CORPORATION
DALLAS

CHASE HOLLAND
HOLLAND JEWELRY CO.
SAN ANGELO

ED MIRA
B. D. COMPANY
HOUSTON

MYRON EVERTS
HONORARY LIFE MEMBER
TJA BOARD OF DIRECTORS
DALLAS

IMMEDIATE PAST PRESIDENT
W. M. MAC HOUSE
W. M. MAC JEWELRY

EXECUTIVE VICE PRESIDENT
MICHAEL R. MOORE
AUSTIN

We've sold 30 full page ads @ \$150	-----	\$4500.00
21 half page ads @ \$100	-----	2100.00
inside back @ \$175	-----	175.00
outside back @ \$200	-----	200.00
inside front @ \$175	-----	175.00
		<u>\$7150.00</u>

Cost of production will be around \$2,500, envelopes and postage and handling will bring the cost to about \$3,000.

Some of our old advertisers did not choose to advertise this year:

Henry H. Harteveltdt
Star Jewelry Co., Houston
Brasilia Gems, Inc.
Winard, Inc.
G C & G Jewelry Manuf.
Rockson Jewelry Mfg.



Organized in 1906 to Serve and Represent the Retail Jewelers of Texas

MINUTES
Texas Jewelers Association
Board of Directors
August 31, 1980 Dallas

Meeting called to order 8:45 A.M., President David Billings

Present: Billings, Rubin, Katz, Everts, Walden, Weinkauf, Payne, Mira, Cunningham, Hill, Moore. Guests present were Past President Frank Everts and Vic Maden

Billings reported on the Jewelers of America convention in New York and the fact that Texas Jewelers Association has advised JA of its desire to have an independent Texas Jeweler considered for the JA Board of Directors.

Moore reviewed the financial report and requested an increase in compensation paid to Texas Retailers Association. Motion by Rubin, second by Walden, to increase the fee to \$1,150 per month, an increase of \$150 per month. Passed.

Moore suggested that the site of the Board meeting held in conjunction with the February market be changed to the Anatole Hotel, if possible, and that the Fall Board Meeting, now held on Labor Day weekend during market, be changed to another date to permit more time to discuss matters. The Board agreed with these suggestions and directed the staff to poll the Board regarding dates for this meeting.

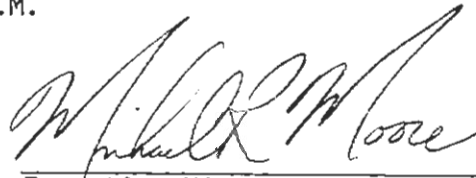
Bert Petersson, President of Petersson and Associates, outlined a proposal for an "Errors and Omissions" insurance policy for liability on jewelry appraisals. In addition, this firm would market others lines of property and casualty insurance to TJA members. Motion by Cunningham, second by Mira, to approve the proposal. Passed.

Moore outlined a proposal on a "Return of Dues" program for TJA members. Under this program, members would be issued a life insurance policy which would pay the beneficiary the amount of dues paid to TJA by the members. TJA would pay 5.6% of dues annually to the underwriting company. The Board requested additional information and Moore will send a more specific outline to each Director.

Billings advised the Board that Hammond Company, through its sales representatives, will distribute TJA membership data to prospective members.

Moore discussed some problems concerning the convention arrangement with Texas Watchmakers Association, particularly with respect to a TWA proposal to produce a convention program book with advertising. Motion by Walden, seconded by Everts, that Moore send a letter to the President of TWA advising him of the agreement regarding program book advertising that was made at the time of the convention merger and that failure by TWA to honor the agreement will necessitate a separation of the convention. Passed.

Meeting adjourned at 10:35 A.M.

A handwritten signature in cursive script, appearing to read "W. R. Moore". The signature is written in dark ink and is positioned above a horizontal line.

Executive Vice President

Minutes
Texas Jewelers Association
General Assembly
Kerrville March 23, 1980

Called to Order 8:20 A.M., President Koy Kragh

President Kragh reviewed the past two years, noting the establishment of the TJA Scholarship Fund, the new credit insurance program, the significant growth in membership, and the very positive results of TJA's assuming the job of billing members for dues. This function was previously handled by RJA. Kragh also noted that handbook ad sales for 1980 were at a record level.

Kragh expressed appreciation to the officers and directors and presented plaques to those who were changing office or going off the Board. He also expressed appreciation to Margaret Youngquist and Mickey Moore and presented gifts to each of them.

Mickey Moore reported on the new credit life insurance programs, noting that a large number of members had indicated an interest. He also mentioned that the bank card program has been very effective in membership development and that, with the excellent non-member prospect list Margaret Youngquist has compiled, continued membership growth will be experienced.

Frank Guess asked that consideration be given to developing a market for TJA members to sell commercial paper. Moore advised Mr. Guess that such a program had been extensively explored in recent months and was determined to be not feasible. Guess also suggested that future convention programs consist of small group discussions of various problems.

Vic Maden presented the Nominating Committee report as follows:

President - David Billings, Billings Jewelers, Houston
President-Elect - Jim Barnes, Barnes Jewelers, Victoria
Vice President - Charles Payne, Payne Jewelers, Lubbock
Secretary-Treasurer - Arnold Rubin, Arnold's Jewelers, Ft. Worth
Directors: Pete Weinkauf, Weinkauf Jewelry, Abilene
J.T. Hill, Hill's Jewelry, Sonora
Don Cunningham, Cunningham Jewelry, Port Lavaca
Dave Walden, Jewelry by Dav-Ed, San Antonio

Maden and Brehmer moved election by acclamation. Passed

Meeting adjourned 9:00 A.M. Passed

President



Executive Vice President

MINUTES
Texas Jewelers Association
Board of Directors
February 17, 1980 Dallas

Meeting was called to order at 8:45 A.M. by President Koy Kragh.

Present: Koy Kragh, Ed Mira, Bob Morrow, Myron Everts, Arnold Rubin, Chase Holland, Wayne Head, Jim Barnes, Elvira Brehmer, Ed Turnbull, David Billings, Charles Payne, Vic Maden, Mickey Moore.

Vic Maden presented the report of the Nominating Committee as follows:

President - David Billings
President-Elect - Jim Barnes
Vice President - Charles Payne
Secretary-Treasurer - Arnold Rubin
Directors: J. D. Hill, Jewelry, Sonora
Don Cunningham, Cunningham Jewelry, Port Lavaca
Pete Weinkauff, Weinkauff Jewelry, Abilene
David Walden, Jewelry by Dav-Ed, San Antonio

The Nominating Committee report was approved by the Board.

Executive Vice President Moore reported that Handbook ad sales were at a record. The Board expressed appreciation to Margaret Youngquist for an excellent job. Moore also reported that membership had increased to a total of 363 firms, of which 52 are associates.

Moore reviewed the Financial Report and presented the proposed 1980 budget. Morrow and Billings moved approval of the budget. Passed. Copies of the Financial Report and the Budget are attached to and made a part of these Minutes.

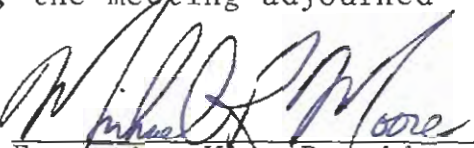
Moore reported that plans for the March convention are finalized and that registration materials have been mailed. He also reported that the first repayment to the Scholarship Loan Fund has been received and that the Credit Insurance program has been initiated. Concerning retail selling at market, Moore is to contact that Market Center officials and ask that they require exhibitors to post signs saying they will not sell at retail.

President Kragh asked the Board to reconsider action taken at the September meeting concerning payment of expenses to the RJA Convention for the spouse of the Executive Vice President and President-elect. Rubin and Holland moved that TJA pay the expenses of the spouse of the Executive Vice President on alternate year and the transportation

and lodging expenses of the spouse of the President-elect
on the other years. Passed

On Motion by Turnbull and Billings, the meeting adjourned
at 10:05 A.M.

President



Executive Vice President

AGENDA - TJA BOARD MEETING
February 17, 1980
Marriott on Stemmons, Dallas

Call to order - President Koy Kragh

Reading and Approval of previous minutes - Executive V.P.

TJA Handbook Report

Membership Report

Financial Report

Approval of proposed 1980 budget

Convention Report

Nominating Committee Report -

Executive Vice President's Report -

Scholarship Loan Fund

Credit Insurance

Retail Selling at Market

Other business

Adjournment

Texas Jewelers Association

PROPOSED BUDGET

1980

INCOME:

Dues	\$16,000
I.C. System	1,700
Handbook	4,000
Interest	<u>800</u>
	\$ 22,500.

EXPENSE:

Administrative Fee	\$12,000
RJA Conv. Travel	4,000
Meetings & Travel	800
Newsletter	2,300
Office Supplies	400
Telephone	500
Accounting	300
Jewelers Industry Council	230
Distributive Education	300
Tax	<u>100</u>
	\$20,930



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(512) 472-8261, SUITE 1001, WESTGATE BUILDING, AUSTIN, TEXAS 78701

February 4, 1980

TJA HANDBOOK REPORT

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ROY KRAGH JEWELRY
BASTROP

PRESIDENT ELECT
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BILLINGS JEWELRY STORES
HOUSTON

VICE PRESIDENT
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VICTORIA

SECRETARY TREASURER
CHARLES PAYNE
PAYNE'S JEWELERS
LUBBOCK

DIRECTORS

ED TURNBULL
TURNBULL'S JEWELRY
FORT ARTHUR

WAYNE HEAD
TETTS JEWELERS
BAY CITY

ARNOLD RUBIN
ARNOLD'S JEWELERS
FORT WORTH

BOB MORROW
RINGS BY MORROW
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ELVIRA BREHMER
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KERRVILLE

ALAN KATZ
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		<hr/>
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Brasilia Gems, Inc.
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Rockson Jewelry Mfg.



TEXAS JEWELERS ASSOCIATION
February 4, 1980
Membership Report

In February of 1979, we had 323 members in TJA. 38 were
Associates.

As of today, we have 363 members. 52 are associates.

1979 Financial Statement
Texas Jewelers Association

Income:

Membership dues	\$20,113.75	
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Registrations	9,768.27	
I.C. System Adm. Fee	1,927.64	
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Total Income		\$39,025.93

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Handbooks	3,903.91	
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Newsletter	2,302.35	
Postage	257.26	
Telephone	555.27	
Office Supplies	585.49	
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Contributions, Awards, etc.		
Expense to RJA Convention	1,924.11	
TJA Convention Exp.	8,328.76	
Miscellaneous	2,967.88	
Total Expense		\$33,196.70

Excess of revenues over expenses \$5,829.23

Misc. re-cap:	TWA's part of '78 & '79 conventions	\$1,132.08	
	Income Tax	56.34	
	Jewelers Industry Council	230.00	
	Subscription to Jewelers Circular Ky.	14.00	
	Scholarship Loan Fund	1,500.00	
	Contract Labor	35.46	
		<hr/>	
			\$2,967.88

TEXAS JEWELERS ASSOCIATION, INC.
January 31, 1980

ASSETS

Cash in Bank	\$9,616.14
Money Market CD--Travis	<u>\$11,200.47</u>
TOTAL ASSETS	\$20,816.61

MINUTES
TEXAS JEWELERS ASSOCIATION
Board of Directors
September 2, 1979 Dallas

Meeting was called to order at 8:35 A.M. by President Koy Kragh.

Present: Koy Kragh, David Billings, Ed Turnbull, Wayne Head, Arnold Rubin, Bob Morrow, Elvira Brehmer, Alan Katz, Chase Holland, Ed Mira, Myron Everts, W. M. House, Margaret Youngquist.

Youngquist read the minutes of the previous meeting and they were approved as read.

President Kragh reported on the R.J.A. Convention recently attended by him and President-Elect Billings. He commented on the expenses for officials of TJA attending the RJA convention and proposed that the reimbursement to officers and their wives be limited to airfare and hotel room. David Billings moved that reimbursement to TJA officers be limited to coach air fare round trip and four nights lodging for the President and his wife every year and the President-Elect and his wife every other year. This motion was seconded by W. M. House and failed to pass.

Alan Katz then offered an amended motion that coach air fare round trip and four nights lodging for the President and his wife and the President-Elect on one year be paid by the association and that on the following year coach air fare round trip and four nights lodging for the President and expenses of the Executive Vice President be paid by the association. This motion was seconded by Arnold Rubin and carried.

The TJA Staff Report was given by M. Youngquist. Youngquist asked the Board to approve an increase in the administrative fee paid Texas Retailers Association to \$1,000 per month, explaining that the staff has taken on extra duties in membership development and by assuming the responsibility for billing and collecting dues formerly done by RJA. Motion by House and second by Rubin and Passed.

A proposal on Credit Life Insurance endorsement by TJA presented by Central National Insurance Group of Omaha was distributed by Youngquist and after the Board expressed favorable interest in the plan., President Kragh appointed a committee of Alan Katz and Arnold Rubin to study the proposal and report back to Executive V.P. He instructed the TJA staff to survey the membership and report findings as soon as possible.

Chase Holland made a motion that the Board abide by the committee's decision and put the program in effect as soon as possible if the committee reports favorably. Second by Wayne Head and Passed.

Youngquist reported that the first scholarship loan had been consumated and reminded the Board that donations were actively being solicited for this fund.

It was announced that the 1980 TJA/TWA Joint Convention would be held in Kerrville at The Inn of the Hills March 21-23 and President Kragh appointed Arnold Rubin, Chairman, Elvira Brehmer and Ed Mira to the Convention Committee.

Youngquist reported that the TJA membership was currently 323 individual stores (braches not included) and that 24 members had not been renewed. Directors took the names and addresses of members not renewing and plan to contact them individually.

A discussion of the non-retailer buying at markets followed. The practice is still prevalent. Billings made a motion that the show manager be contacted by TJA directors before each show concerning this matter. Second by Brehmer and Passed. Staff was directed to mail the address of market manager to the Board.

TJA staff was directed to write to presidents of adjoining state jewelers associations and see if they were having the same problems with non-retailer buyers at market and ask them to contact market manager prior to next market.

There was a discussion about inflated floater insurance rates and Katz was directed to discuss this matter with State Director, Selwyn Leeds and ask for the matter to be brought up in a future RJA Board meeting. The Board also asked the staff to write RJA regarding this problem.

There being no further business, the meeting was adjourned at 11:00 am.

President

M. Youngquist

TJA Staff

MINUTES
Texas Jewelers Association
Board of Directors
February 19, 1979 Dallas

Called to order at 8:35 A.M. by President-elect David Billings, in the absence of Koy Kragh.

Present: David Billings, Ed Turnbull, Arnold Rubin, Myron Everts, Alan Katz, Bob Morrow, Charles Payne, W. M. House, Chase Holland, Mickey Moore.

Moore presented the Financial Report for the fiscal year concluding January 31, 1979, advising the Board that it was difficult to give a completely accurate report of dues income until the billing records from RJA are cleared up. Motion by Morrow, second by Rubin, to approve the budget for 1979-80 as proposed. Passed, (Copy of the budget is attached to and included as a part of these Minutes.)

Moore reported that all arrangements for the 1979 convention are in order and that an outstanding event is anticipated. Handbook ad sales reached a new high and Board members are urged to express their appreciation to the advertisers.

Moore reported that, through a direct mail effort and largely as a result of the low bankcard discount rate, membership has shown a steady, if not spectacular, increase. The Board was advised that studies conducted by the American Society of Association Executives indicate that in associations in the distributive fields direct personal contact does not generally work in membership development. Direct mail efforts will be continued.

Moore advised the Board that, due to the problems encountered with the RJA office on dues billings and membership records, the TJA staff will begin handling this instead of RJA.

Moore reported that the Internal Revenue Service has tentatively approved the tax exempt status of the TJA Scholarship-Loan Fund and that operation could begin immediately. \$1,300 is to be transferred from the operating account to this fund, representing profit from the Paris Junior College colored stone

seminars held in 1977. Motion by House, second by Turnbull, that TJA contribute an additional \$2.00 per member to the fund, based on the membership as of 1/31/79. This is in accordance with Board action at the February 1978 meeting. Passed.

Moore presented the report of the Nominating Committee as follows:

For Director for a two-year term:

1. Alan Katz
2. Chase Holland
3. Elvira Brehmer
4. Ed Mira (representing suppliers)

Motion by House, second by Rubin, to accept this report. Passed.

Moore reported on the investigation of possible TJA sponsorship of a trade show at the Marriott, as directed by the Board at the September meeting. It was determined, after surveying those exhibitors in the Marriott in 1978, that there was not sufficient support to enable us to sponsor a show. Moore reported further that he and President Kragh had met with Market Center Director, Bill Cooper, to discuss again the problem of exhibitors selling to retail customers and that Mr. Cooper assured us of his continued efforts to eliminate it. Moore was directed to maintain contact with Cooper and keep him apprised of the problem.

The Board discussed the matter of holding Director's meetings at times other than during market and it was agreed that the present format should be continued.

The Board discussed the present joint convention arrangement with Texas Watchmakers Association and agreed to consider it further at the Annual Convention.

The meeting adjourned at approximately 10:00 A.M.

President



Executive Vice President

Texas Jewelers Association

PROPOSED BUDGET

1979

INCOME:

Dues	\$12,000	12,000
I.C. System	1,200	1,200
Handbook	4,000	4,000
Interest	600	600
Misc.	200	200
	<u>\$18,000</u>	

EXPENSE:

Administrative Fee	\$10,800	10,800
RJA Conv. Travel	4,500	4,500
Meetings & Travel	800	800
Newsletter (print & mail)	1,700	1,700
Office Supplies	300	300
Telephone	500	500
Accounting	325	325
Jewelers Industry Council	230	230
Distributive Education	300	300
Tax	100	100
Scholarship Fund	<u>1,300</u>	
	<u>\$20,855</u>	

TEXAS JEWELERS ASSOCIATION, INC
(a nonprofit corporation)
STATEMENT OF REVENUES AND EXPENDITURES
AND CHANGES IN FUND BALANCE
for the year ended January 31, 1979

EXHIBIT B

REVENUES

Membership dues	\$ 9,456.86 *
Directory Advertising	6,055.00
Registrations	7,709.94
I.C. System Administrative Fee	1,262.98
Interest Income	681.79

TOTAL REVENUES

\$ 25,166.57

EXPENDITURES

Administrative Fees	9,400.00
Handbooks	2,282.94
Legal & Professional	325.00
Newsletter	1,621.36
Postage	158.99
Telephone	334.77
Office Supplies	336.19
Meetings & Travel	731.66
Contributions, Awards & Gifts	530.00
Conventions	9,239.88 *
Miscellaneous	1,260.93

TOTAL EXPENDITURES

\$ 26,221.72

EXCESS OF EXPENDITURES OVER REVENUES

1,055.15

FUND BALANCE, January 31, 1978

15,016.85

FUND BALANCE, January 31, 1979

13,961.70

* Does not include dues receivable from Retail Jewelers of America in the amount of \$ 2,500.00.

* Accountant lumped the travel expense to RJA Convention in this account. Slap expense check to M. Youngquist to Travel to IABC Convention also included in this bracket.

TEXAS JEWELERS ASSOCIATION, INC
(a nonprofit corporation)

Austin, Texas
BUDGET ANALYSIS
for the year ended January 31, 1979

EXHIBIT C

INCOME	BUDGET	ACTUAL	OVER/(SHORT)
Dues	9,500.00	9,456.86 *	(43.14)
I.C. system	1,000.00	1,262.98	262.98
Handbook	3,500.00	3,772.06	272.06
Interest	300.00	681.79	381.79
Miscellaneous Income	200.00	-0-	(200.00)
TOTAL INCOME	\$ 14,500.00	\$ 15,173.69	\$ 673.69

EXPENSES

Administrative Fee	8,400.00	9,400.00	1,000.00
RJA Convention	2,000.00	1,529.94	(470.06)
Meeting & Travel	600.00	731.66	131.66
Newsletter	1,600.00	1,621.36	21.36
Telephone & Postage	700.00	493.76	(206.24)
Accounting	300.00	325.00	25.00
J I C	200.00	230.00	30.00
Decca	300.00	300.00	-0-
Tax	200.00	-0-	(200.00)
Miscellaneous	200.00	1,597.12*	1,397.12
TOTAL EXPENSES	\$ 14,500.00	\$ 16,228.84	\$ 1,728.84

* MISCELLANEOUS

Office Supplies	336.19
Printing Decals	259.35
Entertainment - RJA President	133.60
Training Tape	90.00
Printing - Survey	16.28
Accts Payable Prior Yr-Tx Retail	720.70
Registration Fee	35.00
	\$1,597.12

* Nov., Dec., and Jan. dues not included as we have not received statement and check for dues from RJA.

TEXAS JEWELERS ASSOCIATION, INC
(a nonprofit corporation)
STATEMENT OF REVENUES AND EXPENDITURES
AND CHANGES IN FUND BALANCE
for the year ended January 31, 1979

EXHIBIT B

REVENUES

Membership dues	\$ 9,456.86 *
Directory Advertising	6,055.00
Registrations	7,709.94
I.C. System Administrative Fee	1,262.98
Interest Income	681.79

TOTAL REVENUES

\$ 25,166.57

EXPENDITURES

Administrative Fees	9,400.00
Handbooks	2,282.94
Legal & Professional	325.00
Newsletter	1,621.36
Postage	158.99
Telephone	334.77
Office Supplies	336.19
Meetings & Travel	731.66
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Conventions	9,239.88 - *
Miscellaneous	<u>1,260.93</u>

TOTAL EXPENDITURES

\$ 26,221.72

EXCESS OF EXPENDITURES OVER REVENUES

1,055.15

FUND BALANCE, January 31, 1978

15,016.85

FUND BALANCE, January 31, 1979

13,961.70

* Does not include dues receivable from Retail Jewelers of America in the amount of \$ 2,500.00.

** Accountant lumped the travel expense to RJA Convention in this account. Also expense check to M. Youngquist to Travel to IABC Convention also is included in this bracket.

TEXAS JEWELERS ASSOCIATION, INC
(a nonprofit corporation)
Austin, Texas
BUDGET ANALYSIS
For the year ended January 31, 1979

EXHIBIT C

INCOME	BUDGET	ACTUAL	OVER/(SHORT)
Dues	9,500.00	9,456.86 *	(43.14)
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Handbook	3,500.00	3,772.06	272.06
Interest	300.00	681.79	381.79
Miscellaneous Income	200.00	-0-	(200.00)
TOTAL INCOME	\$ 14,500.00	\$ 15,173.69	\$ 673.69

EXPENSES

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RJA Convention	2,000.00	1,529.94	(470.06)
Meeting & Travel	500.00	731.66	131.66
Newsletter	1,600.00	1,621.36	21.36
Telephone & Postage	700.00	493.76	(206.24)
Accounting	300.00	325.00	25.00
J I C	200.00	230.00	30.00
Decca	300.00	300.00	-0-
Tax	200.00	-0-	(200.00)
Miscellaneous	200.00	1,597.12*	1,397.12
TOTAL EXPENSES	\$ 14,500.00	\$ 16,228.84	\$ 1,728.84

* MISCELLANEOUS

Office Supplies	336.19
Printing Decals	259.35
Entertainment - RJA President	133.60
Training Tape	90.00
Printing - Survey	16.28
Accts Payable Prior Yr-Tx Retail	726.70
Registration Fee	35.00

\$1,597.12

* Nov., Dec., and Jan. dues not included as we have not received statement and check for dues from RJA.

TEXAS JEWELERS ASSOCIATION, INC
(a nonprofit corporation)
Austin, Texas
STATEMENT OF ASSETS AND FUND BALANCE
ARISING FROM CASH TRANSACTIONS
January 31, 1979

EXHIBIT A

ASSETS

Cash in Bank	\$ 3,207.50
Certificate of Deposits - Capital City Savings	4,134.02
Certificate of Deposits - Travis Bank & Trust	3,436.03
Certificate of Deposits - Travis Bank & Trust	<u>3,184.15</u>
TOTAL ASSETS	<u>\$ 13,961.70</u>

FUND BALANCE

Fund Balance - Exhibit B	<u>\$ 13,961.70</u>
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Texas Jewelers Association

PROPOSED BUDGET

1979

INCOME:

Dues	\$12,000
I.C. System	1,200
Handbook	4,000
Interest	600
Misc.	200
	<hr/>
	\$18,000

EXPENSE:

Administrative Fee	\$10,800
RJA Conv. Travel	4,500
Meetings & Travel	800
Newsletter (print & mail)	1,700
Office Supplies	300
Telephone	500
Accounting	325
Jewelers Industry Council	230
Distributive Education	300
Tax	100
Scholarship Fund	1,300
	<hr/>
	\$20,855

HANDBOOK REPORT

Ads have been sold to the following companies:

A Sales	C.A. Kiger
Artcarved Class Rings, Inc.	Sweet Mfg. Co.
B.A. Ballou, Inc.	Gould Co.
Baumgold Bros.	Texchron
Binder Bros	I.C. System
Boon-Chapman	Concept Marketing
Brasilia Gems	Town & Country Mfg. Corp.
Bufkor	Star Jewelry Co.
Bulova	Stucky & Speer, Inc.
Alice Caviness	Hammerman Bros.
Church & Co.	Paris Texas College
J & S S DeYoung	Lyles DeGrazier
The Everwed Co.	J.C. Wilfert Inc.
G C & G Jewelry Mfg. Co.	Henry H. Harteveltdt
Halton Industries	The Hammond Co.
Harrell Enterprises	Winard
Heirloom '73	Ullenberg Corp.
A & Z Hayward	Texas State Directory
A. Jaffee	Legacy
Jewelers Mutual	Lovebright Diamond Co.
Wm. R. Katz Co.	Nova
Kinsley & Sons	Dodson Insurance
Lazare Kaplan	Keepsake Diamond Co.
Lieber & Lerner	
Longine Wittnauer	
Marshall Shwartchild	
Norvell-Marcum	
Pacific Gem Cutters	
Portescap U.S.	
Rockson Jewclery Mfg.	
Schlusberg-Messing	
J. Solomon & Son	
Stan Lee Trading	
SWEST	
Van Dell Corp.	
Wideband	

Total value of ads sold: \$6,375

Estimated cost of printing, mailing and handling: \$2,200

TEXAS JEWELERS ASSOCIATION
February 16, 1979
Membership Report

In March of 1978, we had 308 members.

This year, we had to cancel 26 of these: 21 for non-payment and 5 for other reasons. I sent a past due letter to all past due members in December and received checks from about 16 past dues leaving the above mentioned 21.

As of today, 2/16/79, we have 323 members. This is a growth of 42 members, but counting the loss of 26, it only means an increase of 16 over last year.

Of the current 323, 38 are associates.

TJA MEMBERS CANCELLED:

Bahlman Jewelers, Winters, Texas
W. L. Briggs Watch Repair, Houston, Texas
Leonard M. Briones Mg. Jeweler, Austin, Texas
Buckle & Abeita Jewelers, Inc., Dallas, Texas
Cashen Jewelers, Kilgore, Texas
Creative Horological Casting, San Antonio, Texas
Daiches Jewelers, Corsicana, Texas
The Deauville Corporation, Houston, Texas
Elwood's Jewelry, San Antonio, Texas
Esther Imports, Houston, Texas
Lester Frers, Jeweler, Cuero, Texas
Mr. G. Jewelers, Wharton, Texas
Gemcrafts and Jewelry, San Antonio, Texas
Hardwicke and Harris, Houston, Texas
Dwight N. Harmon Jewelers, Tyler, Texas 75701
Monroe's Jewelry, Carrollton, Texas
Oliver's, Kingsville, Texas
T & G Enterprises, Hidalgo, Texas
Tedford Jewelry, Sonora, Texas
Texas Jewelry, Dallas, Texas
Turk's Gift & Antique Shop, Houston, Texas

TJA/TWA JOINT CONVENTION - 1979

Expenses:

Convention Committee Meeting in Dallas (Air Fare)	\$55.00
Postage - Mailing registrations to TWA	30.00
Richardson Trophies - Fishing Trophies	42.00
Printing - Registration Information	390.76
Hoyt Hurst - Expenses	164.50
Ron Carroll - Luncheon Speaker	250.00
Frank Mann - Dinner Entertainment	350.00
Programs - Printing	124.83
Margaret Youngquist - Convention Help	100.00
Margaret Youngquist - Photography	35.25
Telephone Expense - L.D. Re: Convention	31.76
Cocktail Party	829.92
Saturday Luncheon	892.50
Saturday Banquet	1,880.99
Sunday Luncheon	836.98
Piano Player - Cocktail Party	30.00
Hoyt Hurst - Expense (room and meal)	32.00
Richard Arnou - R-om	27.82
Mickey Moore - Expenses (room, etc.)	142.88
Coffee Breaks	167.90
Misc.	7.99
Gene Fuller - Speaker	100.00
Joyce Sever - Ladies Program	250.00
Austin Country Club - Golf Tournament	498.15
Fishing Tournament	252.25
Signs - Cocktail Party & Discovery Room	65.00
TJA/TWA Breakfast Meetings	207.22
Program Artwork	38.00
Badges	13.71

Total \$7,847.41 \$7,847.41

Income:

Cash Donations	\$1,375.00	
Registrations	6,647.45	
Total	\$8,022.45	\$8,022.45

Income \$8,022.45
Expense 7,847.41
Total 175.04

Income from 1978 Convention: \$2,089.12
Income from 1979 Convention: 175.04
Net Income both years \$2,264.16

1/2 net income from 1978 and 1979 conventions = \$1,132.08