

BRANDING IRON

JUNE 2020



The Official Newsletter of the Arizona Gay Rodeo Association

PRESIDENT'S REPORT



I want to thank all of our members who attended our membership meetings via Zoom in April and May. The June 14 meeting will

also be conducted via Zoom.

Hopefully, we will be able to have an in-person meeting in July.

Since it has not been possible to have any in-person meetings or social activities, I don't really have much to report. I am so anxious for things to get back to somewhat of a normal status. Thank you all for staying involved as much as possible and continuing to show your dedication and support for AGRA.

As you all probably know, all schedule 2020 IGRA Rodeos (with the exception of our rodeo) were

postponed until 2021. IGRA took action and combined 2020 and 2021 which will now be known as the 2020-2021 Year.

Our 2020 AGRA Royalty will continue their reign in 2021.

The next AGRA Board Meeting has been rescheduled to Thursday – June 11 at 7:00 pm. This meeting will be conducted via teleconference. Board Meetings are open meetings, and all members are welcome to attend. To attend the board meeting, call 701-802-5480, and when prompted, enter access code 2610276#.

Ron Trusley
Ron Trusley

President

Phone: (602) 510-9671

E-Mail: rtrusley@cox.net

2020 AGRA Board of Directors

PRESIDENT

Ron Trusley

E-Mail: rtrusley@cox.net

Phone: (602) 510-9671

VICE PRESIDENT

Kevin McSweeney AKA Pussy LeHoot

E-Mail: plehoot@yahoo.com

SECRETARY

Shannon McKenzie Perkins

E-Mail: agrasecretary2020@gmail.com

TREASURER

Walt Hutter

E-Mail: waltagra@cox.net

Phone: (602) 510-9672

TRUSTEE

Mark Christensen

E-Mail: mrogra2010@gmail.com

Phone: (405) 219-7075

PUBLIC RELATIONS DIRECTOR

Mark Alan Boyd

E-Mail: mark@markalanboyd.com

Phone: (602) 717-8685

FUNDRAISING DIRECTOR

Joshua Sipe AKA Claudia B.

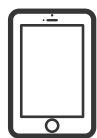
E-Mail: jjsipe17@gmail.com

THIS MONTH'S MEMBERSHIP MEETING WILL BE HELD ON ZOOM



Personal Computer

Using a PC or Mac you can choose to use either Video or Audio-only. Video will require your computer to have a webcam and microphone. Most newer laptops have this built-in. Simply click on the link in the email being sent out to join the meeting, or manually enter the URL below into your web browser. You can see if your PC is capable by joining a test meeting at <https://zoom.us/test>



Smartphone or Tablet

Using a smartphone or tablet will give you Video or Audio-only options. Download the Zoom app from the Apple App Store or Google Play Store. Then you will be able to access the meeting through the email link or by entering the Meeting ID below.



Call-in (Audio-Only)

Call any of the numbers to the right from any telephone and enter the Meeting ID below when prompted.

CALL-IN NUMBERS:

1-346-248-7799

1-669-900-6833

1-312-626-6799

1-929-205-6099

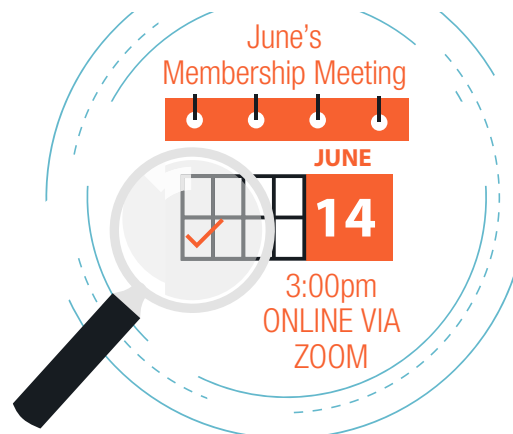
1-253-215-8782

1-301-715-8592

MEETING ID: 874 534 1582

URL: <https://zoom.us/j/8745341582>

More info and links can also be found at agra-phx.com





RODEO DIRECTOR'S REPORT

Recently we received the commission check for \$245.20 for ATM use at the 2020 rodeo. This brings the net income for the rodeo to \$40,999.28.

In the May 14 membership meeting, a decision was made to present checks from the net income to:

TIHAN	\$2,000.00
PFLAG	2,000.00
Casa de Cristo Church & Apostolic Center	2,000.00
Phoenix Storm	2,000.00
Community Church of Hope	3,000.00
Cactus Cities Softball League (CCSL)	3,000.00
Phoenix Gay Flag Football League (PGFFL)	3,000.00
Strength for the Journey	3,000.00
TOTAL	\$20,000.00

This will leave \$20,999.28 start-up money for the 2021 rodeo. This was done because it will likely be more difficult to obtain sponsorships, have fundraising events, etc., due to current situation.

Again, we want to sincerely thank all of the organizations and individuals who volunteered in any capacity and helped us produce a successful 2020 Rodeo. AGRA loves you and truly appreciates each and every one.

Members voted to submit our 2021 Rodeo

Application. So, from the start-up money, we will pay the \$700.00 sanction fee, \$5,000.00 payment to Corona Ranch-due March 1, 2020; and \$5,000.00 payment to Corona Ranch-due June 1, 2020.

Per our contract/agreement with Hensley Beverage Company, we should receive \$16,500.00 sponsorship money, but we will not receive it until January 2021.

If, for any reason, AGRA determines that we will be unable to raise enough money to produce the rodeo, our contract with Corona Ranch will simply move one year forward.

We will not know how much the rodeo insurance will be until sometime in Fall 2020. At that time, we will pay the insurance. IGRA has changed insurance providers so everything still has to be finalized.

So, if you are interested in serving on the 2021 Rodeo Committee, please let me know. We will begin having meetings as soon as possible.

Ron Trusley
Ron Trusley

Rodeo Director

Phone: (602) 510-9671

E-Mail: rtrusley@cox.net

MEETINGS & EVENTS

AGRA BOARD MEETINGS

June 11, 2020
 July 16, 2020
 August 6, 2020
 September 10, 2020
 October 8, 2020
 November 12, 2020
 December 17, 2020
 January 7, 2020
 February 4, 2020
 March 11, 2020

AGRA MEMBERSHIP MEETINGS

June 14, 2020
 July 19, 2020
 August 9, 2020
 September 13, 2020
 October 11, 2020
 November 15, 2020
 December 20, 2020
 January 10, 2020
 February 7, 2020
 March 14, 2020

IGRA BOARD MEETINGS

November 19, 2020

AGRA Membership meetings are held at 3:00pm at Charlie's Phoenix on the dance floor.

AGRA Board Meetings are held at 7:00pm at Charlie's Corporate Offices.

RODEO/EVENT	DATES
Zia Regional Rodeo (Albuquerque, NM) (RESCHEDULED TO 2021)	June 12-14, 2020
Pride in the Pines (Flagstaff, AZ) (CANCELLED)	June 20, 2020
Denver Pride (Denver, CO) (WILL BE VIRTUAL, ONLINE)	June 19-22, 2020
Bisbee Pride (Bisbee, AZ)	June 19-22, 2020
A Texas Tradition Rodeo (Denton, TX) (RESCHEDULED TO 2021)	June 26-28, 2020
Grand Ol' Opry @ Charlie's (AGRA Fundraiser)	June 27, 2020
Rocky Mountain Regional Rodeo (Denver, CO) (RESCHEDULED TO 2021)	July 10-12, 2020
North Star Regional Rodeo (Minneapolis/St Paul, MN) (RESCHEDULED TO 2021)	July 24-26, 2020
Canadian Rockies Rodeo North (Calgary AB Canada) (RESCHEDULED TO 2021)	August 1-2, 2020
Beach Party @ Charlie's (AGRA Fundraiser)	September 5, 2020
Labor Day (Monday)	September 7, 2020
Best Buck in the Bay (San Francisco/Duncan Mills CA) (RESCHEDULED TO 2021)	September 11-13, 2020
BigHorn Rodeo (Las Vegas, NV) (RESCHEDULED TO 2021)	September 18-20, 2020
Pride in the Desert (Tucson)	September 25-26, 2020
Las Vegas Pride (Las Vegas, NV)	October 18-20, 2020
World Gay Rodeo Finals (Scottsdale AZ) (RESCHEDULED TO 2021)	October 23-25, 2020
IGRA Royalty Competition (Scottsdale, AZ) (RESCHEDULED TO 2021)	October 22-24, 2020
Palm Springs Pride (Palm Springs, CA)	November 1-3, 2020
Phoenix Pride Parade & Festival	November 7 & 8, 2020
AGRA Fall Bake Sale	November 15, 2020
36th Annual IGRA Convention (Sparks (Reno), NV) (RESCHEDULED TO 2021)	November 19-22, 2020
AGRA Day of Christmas at Charlie's	December 20, 2020
AGRA Holiday Bake Sale	December 20, 2020
AGRA 2021 Royalty Competition @ Charlie's	February 6, 2021
Super Bowl LV (55) (Tampa, FL)	February 7, 2021
Charlie's/AGRA Mini Rodeo	February 11, 2021
36th Anniversary Arizona Gay Rodeo	February 12-14, 2021
Rodeo Volunteer Party	February 19, 2021 (Friday)
AGRA Annual Corporation Meeting/Banquet	February 27, 2021 (Saturday)

A MESSAGE FROM TIHAN

Once again, the Tucson Interfaith HIV/AIDS Network (TIHAN) showed up in force at February's Arizona Gay Rodeo. TIHAN was a GOLD SPONSOR of this year's rodeo, including sponsoring the Grand Marshall buckle, and also had a vendor booth.

In addition, we again had a crew help volunteer for this year's rodeo. Eight TIHAN volunteers, half of them board members of the organization, made the two-hour trek up to Phoenix to support AGRA and volunteer with the event. Among these volunteers were TIHAN Board Member George Vissichelli, Executive Director Scott Blades, and TIHAN volunteer Jess Losoya, all of whom are AGRA members.

TIHAN and AGRA have a long relationship, dating back to the 1990s, first through the Tucson rodeo, then the Phoenix rodeo. TIHAN has been blessed to be one of the charities benefitting from rodeo proceeds, including a donation in 1999 that helped start TIHAN's popular Poz Café lunch program for people living with HIV, which has now provided more than 29,000 meals.

TIHAN's support services help nearly 400 people with HIV (we call them CarePartners instead of clients) each year. These CarePartners know they can count on a reliable flow of care and compassion, love and support from both staff and volunteers. With its variety of programs and services, TIHAN helps this population feel less isolated, better informed and engaged, and more likely to take the steps that help people with HIV to live well.

Founded in 1994, TIHAN is Arizona's largest privately-funded provider of support for people living with HIV/AIDS. Like AGRA, TIHAN is a nonprofit that relies on volunteers – more than 500 over the course of the year – to keep its staff lean and to make every dollar count. TIHAN has only four paid staff, and receives no government funding—it's all from donations from people and groups in the community, like AGRA.



Right now during this COVID-19 pandemic, TIHAN continues to serve, and we want to give you an update on what AGRA's support makes possible. The people we serve are some of the most vulnerable people during this public health crisis. We are anxious about what a significant outbreak of COVID-19 could mean for our CarePartners living with HIV. Our goal is to keep people supported and help them stay safe at home.

All of our CarePartners are living with HIV, and may face higher risks of contracting COVID-19 and experiencing life-threatening complications. The majority are over age 55, people of color, have additional underlying medical issues, and are living in poverty (at or below 150% of the federal poverty level, which is \$19,140/year for a single person).

In addition to important protections and safeguards, we've supplemented some of our support services and added new support to address the needs of people living with HIV during this pandemic. We've augmented our essential services with

new support based on the results of our emergency needs assessment. We are now offering curbside, minimal-contact pickup of meals, CarePackages with personal care and cleaning items that CarePartners cannot purchase with their SNAP benefits, and facial masks, as well as providing home deliveries so that our CarePartners can practice self-isolation (especially the people who would have to take public transportation).

We're experiencing an increase in demand for key support services and also a high utilization of these new and amplified services that we are offering. We're grateful to AGRA for the partnership of mutual support we've had over the years, and want you to know your contributions have made—and continue to make—a difference in the lives of people with HIV in our community. Thank you!

Scott Blades
Executive Director
Tucson Interfaith HIV/AIDS Network (TIHAN)
(520) 299-6647 ext 202
www.tihan.org

AGRA
Balance Sheet
As of May 31, 2020

	<u>May 31, 20</u>
ASSETS	
Current Assets	
Checking/Savings	
100 · Chase Bank Checking - # 7493	<u>24,575.11</u>
Total Checking/Savings	<u>24,575.11</u>
Total Current Assets	<u>24,575.11</u>
TOTAL ASSETS	<u>24,575.11</u>
LIABILITIES & EQUITY	
Equity	
2000 · Retained Earnings	9,259.33
Net Income	<u>15,315.78</u>
Total Equity	<u>24,575.11</u>
TOTAL LIABILITIES & EQUITY	<u>24,575.11</u>

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06/01/20
Cash Basis

AGRA
Non-Rodeo Income & Expenses
May 2020

	<u>May 20</u>
Ordinary Income/Expense	
Income	
4008 · Bank Account Income	
4012 · Credit Card Services	4.00
Total 4008 · Bank Account Income	4.00
4000 · Income	
4001 · Membership Dues	
4002 · Champion Membership	150.00
4001 · Membership Dues - Other	50.00
Total 4001 · Membership Dues	200.00
4020 · Fundraisers	
4021 · AGRA	
4030 · St Patio Show	214.00
Total 4021 · AGRA	214.00
Total 4020 · Fundraisers	214.00
Total 4000 · Income	414.00
Total Income	418.00
Gross Profit	418.00
Expense	
6000 · Expenses	
6001 · Bank Account Expenses	
6004 · Paytech-Authorized Net Fees	133.30
Total 6001 · Bank Account Expenses	133.30
6090 · AGRA Office Expenses	
6092 · Telephone & Internet	82.17
Total 6090 · AGRA Office Expenses	82.17
Total 6000 · Expenses	215.47
Total Expense	215.47
Net Ordinary Income	202.53
Net Income	<u>202.53</u>

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Cash Basis

AGRA

2020 Rodeo Report

Monthly

	May 20
Ordinary Income/Expense	
Income	
4000 · Income	
5000 · RODEO INCOME	
5015 · Miscellaneous Income - Rodeo	245.25
5025 · Sponsorships	
5031 · Buckle & Ribbon Sponsor	175.00
Total 5025 · Sponsorships	175.00
Total 5000 · RODEO INCOME	420.25
Total 4000 · Income	420.25
Total Income	420.25
Gross Profit	420.25
Expense	
6000 · Expenses	
7000 · RODEO EXPENSES	
7170 · Donations	
7171 · Charity Donations	20,000.00
Total 7170 · Donations	20,000.00
Total 7000 · RODEO EXPENSES	20,000.00
Total 6000 · Expenses	20,000.00
Total Expense	20,000.00
Net Ordinary Income	-19,579.75
Net Income	-19,579.75

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Cash Basis

AGRA 2020-Rodeo Year to Date

	May '19 - May 20
Ordinary Income/Expense	
Income	
4000 · Income	
5000 · RODEO INCOME	
5024 · Rodeo Dinner Sales	1,760.00
5400 · Entertainment	
5403 · Entertainer Tips	106.00
5402 · Tickets	2,305.00
	<hr/>
Total 5400 · Entertainment	2,411.00
5001 · Change Fund Replace - Rodeo	8,500.00
5003 · Contestant Entry Fees	19,990.00
5006 · AGRA Additional Prize Money	2,500.00
5008 · Rodeo Balance Transferred	9,260.13
5009 · Rodeo School Income Rodeo	260.00
5010 · Contestant Trailer Parking	180.00
5015 · Miscellaneous Income - Rodeo	245.25
5017 · Miscellaneous Donations	70.00
5020 · Vendor/Booth Rental	
5021 · Space Rental Fee	2,700.00
5022 · Vendor Pass	30.00
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Total 5020 · Vendor/Booth Rental	2,730.00
5025 · Sponsorships	
5052 · Contributing Sponsorship	500.00
5031 · Buckle & Ribbon Sponsor	2,705.00
5033 · Gold Sponsorship	4,500.00
5038 · Program Ads	200.00
5041 · Dimond Sponsor	3,000.00
5042 · Riderless Horse Flowers	100.00
5043 · Hensley Bud Light Sponsorship	14,600.00
5051 · Other Sponsors - Rodeo	5,150.00
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Total 5025 · Sponsorships	30,755.00
5055 · Bar	
5056 · Bar & Food Commissions	997.39
5057 · Bar Tips	2,716.20
5059 · Drinks Ticket Sales	
5060 · Friday Drink Ticket Sales	2,926.00
5061 · Saturday Drink Ticket Sales	23,682.00
5062 · Sunday Drink Ticket Sales	8,618.00
	<hr/>
Total 5059 · Drinks Ticket Sales	35,226.00
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Total 5055 · Bar	38,939.59
5065 · Fundraisers	
5068 · Mini Rodeo	212.00
5070 · Raffle Tickets	17,850.00
5072 · Rodeo Other Fundraisers	462.00
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06/01/20

Cash Basis

AGRA 2020-Rodeo Year to Date

	May '19 - May 20
Total 5065 · Fundraisers	18,524.00
5083 · ARENA	
5085 · Horse Feed/Straw/Shavings	40.00
5086 · Hat Fines	25.00
5087 · Contestant Camping & Stall Fees	150.00
Total 5083 · ARENA	215.00
5100 · Ticket Sales	
5102 · Saturday Gate Admission	9,770.00
5103 · Sunday Gate Admission	3,325.00
5106 · Buddy Passes	300.00
5107 · VIP Party Bus	10,829.00
5110 · Advance Ticket Sales	
5112 · Advanced Saturday Admission	645.00
5113 · Advanced Sunday Admission	180.00
Total 5110 · Advance Ticket Sales	825.00
Total 5100 · Ticket Sales	25,049.00
5170 · RV Rodeo Passes	
5176 · RV Park	1,240.00
Total 5170 · RV Rodeo Passes	1,240.00
5200 · AGRA Rodeo Booth	
5205 · AGRA-Rodeo-Booth Sales	1,330.76
Total 5200 · AGRA Rodeo Booth	1,330.76
Total 5000 · RODEO INCOME	163,959.73
Total 4000 · Income	163,959.73
Total Income	163,959.73
Gross Profit	163,959.73
Expense	
6000 · Expenses	
7000 · RODEO EXPENSES	
7004 · Dinner Sales Expense	1,760.00
7003 · Bank Rodeo Expense	0.00
7001 · Change Fund - Rodeo	8,500.00
7005 · Equipment	
7007 · Generator Rental	1,936.14
7009 · Portable Toilets	760.00
7011 · Tables and Chairs	1,545.00
Total 7005 · Equipment	4,241.14
7017 · Bar	
7022 · Liquor & Beverages	15,458.32
7023 · Other Bar Expenses	525.00

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06/01/20
Cash Basis

AGRA
2020-Rodeo
Year to Date

	May '19 - May 20
Total 7017 · Bar	15,983.32
7030 · Contestant Prize Money	15,110.00
7035 · Officials	
7036 · Travel	4,974.98
7037 · Officials Hotel Rooms	7,233.83
Total 7035 · Officials	12,208.81
7040 · Buckles	5,967.50
7041 · Ribbons and Badges	704.90
7042 · Stalls	2,320.00
7045 · Volunteers Party	600.00
7049 · Sponsorship	650.00
7050 · Printing and Advertising	
7055 · Program	2,983.50
Total 7050 · Printing and Advertising	2,983.50
7059 · Rodeo Administration	
7064 · Secretarial Supplies	30.39
7067 · Grand Marshal Sash	60.00
Total 7059 · Rodeo Administration	90.39
7100 · IGRA Expenses	
7101 · Sanction Fee	700.00
7103 · Finals Arena Fund	924.00
7104 · Operating Fund	924.00
7105 · Hat Fines	25.00
7108 · Unawarded Purse	132.00
Total 7100 · IGRA Expenses	2,705.00
7120 · Arena	
7121 · Arena Supplies	504.18
7122 · Arena Rental	15,922.00
7123 · Vet	1,000.00
7124 · Communications	494.76
7126 · Stock Contractor	15,000.00
7127 · Security	1,788.25
7128 · Medical Transportation	2,856.00
7129 · Insurance	1,701.55
7130 · Parking	140.00
7132 · Horse Feed-Straw & Shavings	880.00
7133 · Arena-Maintance	1,775.00
Total 7120 · Arena	42,061.74
7160 · Rodeo Fund Raisers Expense	
7166 · Entertainment Rodeo	2,250.00
7161 · Raffle & Other Expenses	2,843.81
Total 7160 · Rodeo Fund Raisers Expense	5,093.81
7170 · Donations	

9:14 AM

06/01/20

Cash Basis

**AGRA
2020-Rodeo
Year to Date**

	<u>May '19 - May 20</u>
7171 · Charity Donations	<u>20,000.00</u>
Total 7170 · Donations	20,000.00
7190 · Miscellaneous Expense / Rodeo	<u>1,980.29</u>
Total 7000 · RODEO EXPENSES	<u>142,960.40</u>
Total 6000 · Expenses	142,960.40
Total Expense	<u>142,960.40</u>
Net Ordinary Income	<u>20,999.33</u>
Net Income	<u><u>20,999.33</u></u>