



# 2022 BJCP<sup>®</sup> Annual Report

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## President's Report

by Dennis Mitchell, Mountain/Northwest Rep and BJCP President

BJCP members,

I am not going to sugar-coat this update. We have struggled as an organization to stabilize our operations after a combination of the pandemic, outdated IT systems, and significant leadership and volunteer turnover. We have experienced much longer exam grading times than we'd like, especially for international exams requiring translation. We've heard the complaints, and we are trying to right the ship. Many of our current efforts are "under the hood" and not visible to members, but please know that we have a dedicated group of volunteers who are trying to make positive changes after a time of significant turmoil for the organization. I want to personally thank our many [staff volunteers](#) who put in many hours to help run the BJCP.

While we have encountered difficulties, we have started to see progress in some areas, and I hope that progress can be seen in the updates in this report. A bright point this year has been the return of the first-round judging centers for the AHA's National Homebrew Competition (NHC). I was able to judge in Chicago and Denver. It was great seeing old friends, and meeting new judges (despite a bottle shattering in my hands and cutting me during a mini-BOS!). The AHA is trying to forge a path to post-pandemic existence, so our support of the AHA's NHC and Homebrew Con (HBC) is important to ensure those events remain viable in the future. If attendance continues to fall, we are at risk of losing these events as part of our judging community. So, please show up and participate when you can, including in your local competitions, as we continue to hear of problems with judge recruitment post-pandemic.

### Exams

See Don Blake's Exam Director section in this report for a thorough update on our challenges with exam grading times and progress in clearing our backlog. Exam delays have been created by a perfect storm of the pandemic (we were liberal in allowing exams to reschedule, which created a large backlog of exams to be graded as the pandemic waned), transitions with a new Managing Exam Director and new ED/ADs, growth in non-English exams, along with old systems and processes that require much manual data entry. After some extra staffing difficulties in 2022, we are back on track with average exam grading times decreasing again.

One important note on exam grading times is that delays to the release of exam results are also caused by our manual, outdated IT system. Due to the large amount of work required to update records in our online database, that process only occurs once every 4-6 weeks (which has been the average cadence for these updates for years). So, if an exam is closed out right after a database update, the completed grades are not making it out to members until the next database update 4-6 weeks later. This is one area where our new IT system (keep reading for details) should enable exam results to go out as soon as the grading process is completed instead of waiting for someone to manually update the database.

Also noted in the exam update is that we recently [updated the “three styles” question](#) on the Beer Written Exam to remove the requirement to list vital statistics. We heard from and agreed with the many members opposed to the addition of vital stats to the question several years ago. The board collaborated with the Exam Directors to refine the question and make the requirements clearer. This change goes into effect with the written exam and Homebrew Con, and, no, the change is not retroactive (we’ve already had questions).

Once the exam turn-around times are stabilized, hopefully within the next several months, I hope that we can put together a committee to start focusing on evaluating the exam program in general to ensure it is still meeting our goals and is appropriately certifying and advancing judges. The current exam structure has been in effect for a decade, so it’s time to evaluate effectiveness and areas for improvement.

### **IT Systems**

While our legacy technology systems served us well for a long time, they are outdated and require significant manual touchpoints. In summer 2022, we contracted with a member to start building a new system. Unfortunately, at the end of 2022, that member had to back out due to personal reasons. Recently, I took over efforts to move our new IT system forward. I have been working with the IT directorate, particularly Assistant IT Director Andrés Torres and his team of developers, to start the development of a new, modern technology system for the BJCP. We are hopeful to have this completed by the end of 2023. The automation planned for this new system should help both decrease wait times for exam results and competition point postings, as well as decrease the amount of manual data entry required by BJCP staff volunteers. We might have a sneak peek of a prototype available at the member’s meeting at HBC in San Diego.

As part of this migration, and due to losing our Assistant Exam Directors who mailed rank pins, we have currently paused mailings of pins until the new system can send pin orders to a vendor for drop shipping. As a stopgap, we are providing some reps with pins to distribute within their region. In addition, in order to get us caught up with our current backlog of pins, we are searching for a member who would be willing to accept a shipment of pins at their home, mail out pins to members, and ultimately ship the pins to the new pin mailing vendor. If you are willing to take on such a role, please [contact me](#).

### **Style Guidelines**

The 2021 BJCP Beer Style Guidelines are in full effect. All beer exams have been updated to reflect the 2021 guidelines, and I worked with President Emeritus Gordon Strong to develop a [change log](#) between the 2015 and 2021 versions. We have had discussions as a board about making our style committee a permanent directorate given the amount of work required to monitor, research, and write styles, so stay tuned for more information about that as well. We anticipate updates to the mead and cider style guidelines next. We sometimes receive emails or see questions online about styles. If you believe you have found an error in the guidelines, or have a style suggestion, please email [style@bjcp.org](mailto:style@bjcp.org). You may not receive a reply, but please

know that the style committee reviews all emails to that address to correct errors or note changes for future updates.

### **BJCP Trademark Issued**

As noted in this [post](#), in order to protect our intellectual property interests in the long-term, the BJCP applied in 2021 for trademarks. Based on feedback from members and those who encouraged the BJCP to pursue trademarks in the past, I worked with the firm Christopherson Brew Law to submit our trademark applications. In February 2023, the US Patent and Trademark Office (USPTO) granted trademarks for the full name (Beer Judge Certification Program®), acronym (BJCP®), and logo.

### **Judge Activity Enforcement to Resume**

We announced in October 2022 our plans to start enforcing judge activity requirements to remain in active status. We paused this practice during the pandemic, but competition opportunities once again abound and most judges should not have issues finding a competition to participate in to remain active. See this [post](#) for details, but as a reminder, you will never lose your rank if you go inactive; you will only drop off of competition lists and lose eligibility to vote or run for the board.

### **Scoresheet Update**

We have started evaluating our current primary scoresheets for an update. Gordon and Dr. Kristen England (Education Director) started this process previously, and we will be vetting changes in the coming months. Planned changes include updates to the checkbox descriptors (improved definitions and additional descriptor options), and adding boxes for entry final score/place on the scoresheet so the coversheet does not have to be used (to save paper/facilitate processing). We are also looking at an additional hybrid version and a version with increased line spacing for those members who may need additional space to legibly write.

### **Looking Toward The Future**

As organizations grow, especially as rapidly as the BJCP has in the past 10-15 years, prior processes and systems may no longer be sustainable. This year, I will be asking the board to explore the sustainability of the current leadership model for the organization (all volunteer elected reps, elected officers, and volunteer staff) and determine if any changes to our bylaws should be made to protect the organization moving forward. Because of our current bylaws and elected representative/officer structure, the organization is unlikely to have the good fortune of another long-term, transformative leader like Gordon. So, I believe we need to discuss changes to ensure the organization has a viable path to stable operations for years to come without frequent leadership turnover.

I strongly believe this upcoming 2023-24 year will be the year of progress for the BJCP as many of our “under the hood” efforts come to fruition. Thank you for your continued patience. Change is slow and difficult, especially in all-volunteer organizations. I hope to see some of you in San Diego!

## **Exam Directors' Report**

by Managing Exam Director Don Blake

The past few years have been rather challenging for the Exam Directorate. After a post-Covid wave of exams, turn-around time for grading has been rather long. In the recent months however, we are getting things back on track. We have made multiple staffing additions and focus areas to address international exams, implemented exam changes, and streamline our processes. I appreciate everyone's patience as we get caught back up.

### **Staffing**

In 2022, Ryan Thomas, Mike Lentz, and Stephen Clapham stepped back from their day-to-day Exam Director duties. Please join me in thanking them for their years of service. Andy Hejl, Mike Bury, and Diego Setti have since joined (or re-joined) the team as Exam Directors. Rounding out the roster of Exam Directors are Greg Toothaker, Thomaz Pupo, and myself.

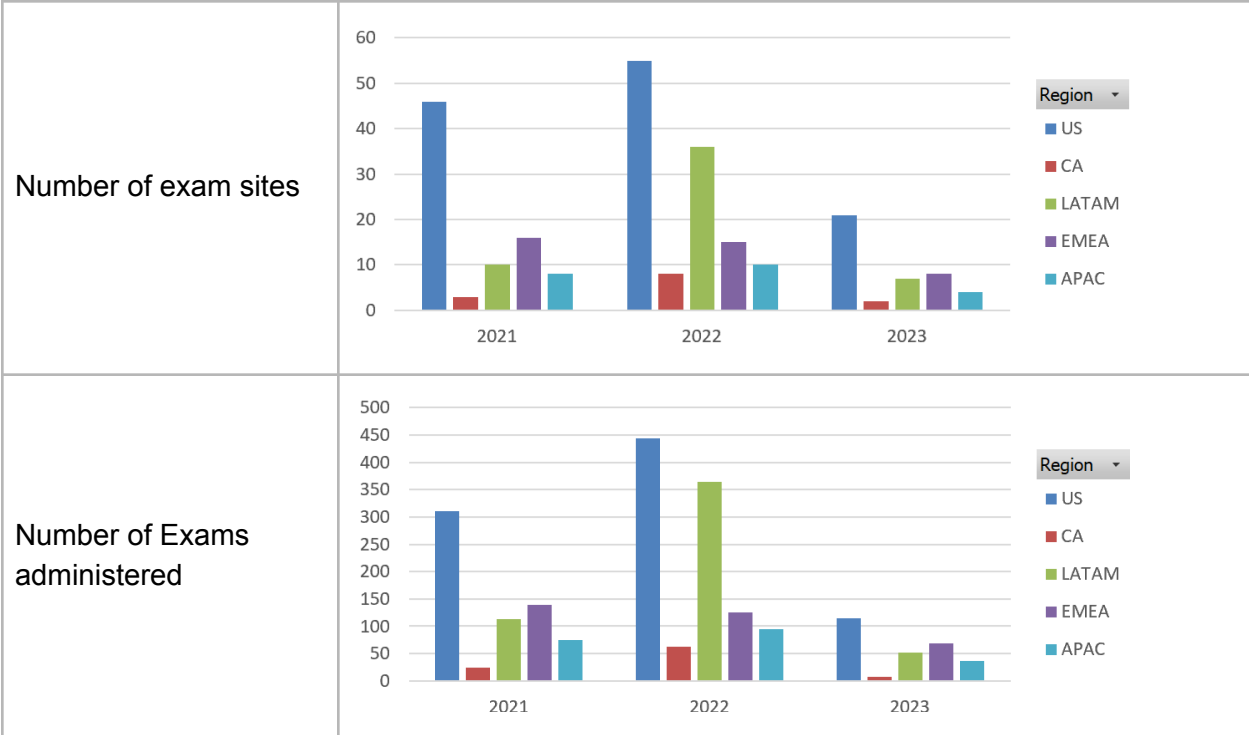
Sandy Cockerham has stepped down as Assistant Exam Director and Fred Hirsch has taken her place in helping with back-end data processing. Gail Milburn remains as AED handling US mailing of pins

We have added several new Associate Exam Directors (ADs) as well. James Lallande, Jay Hersh, John Haven, and Carolina Perez join Phil Farrell on the AD team.

During the past several months, we have implemented some changes in the Exam Directorate that have already made a huge impact. Greg Toothaker has taken on the grader recruitment and assignment tasks. This, in addition to some grading tool improvements and automation scripts he's implemented have enabled the grading process to be greatly streamlined. I am still taking care of the exam request and calendar management. Thomaz Pupo and Diego Setti are focused on an effort to clear a substantial backlog with Spanish and Portuguese exams.

### **International Exams**

There has been significant interest in BJCP certification across the globe, with highlights in several areas. Just recently, 7 judges in Australia have advanced to National. In Europe, Slovakia and Bulgaria have been added to the list of countries to host BJCP Exams. In Latin America, 2022-2023 saw a 200% increase in exams administered.



**US:** United States. **CA:** Canada. **LATAM:** Latin America **EMEA:** Europe/Middle East/Africa **APAC:** Asia-Pacific

Due to the significant increase in exams administered in Latin America, a notable backlog in the grading process has grown. The Exam directorate is actively working on the issue by pursuing grading exams in the language they were written, eliminating the translation step. To address this, Director Diego Setti and Associate Director Carolina Perez will be reviewing exams written in Spanish. Director Thomaz Pupo is coordinating exams written in Portuguese. We are currently planning to add an Associate Exam Director fluent in Portuguese.

Meanwhile, the Exam Directorate will be coordinating translations so that the grading process can continue.

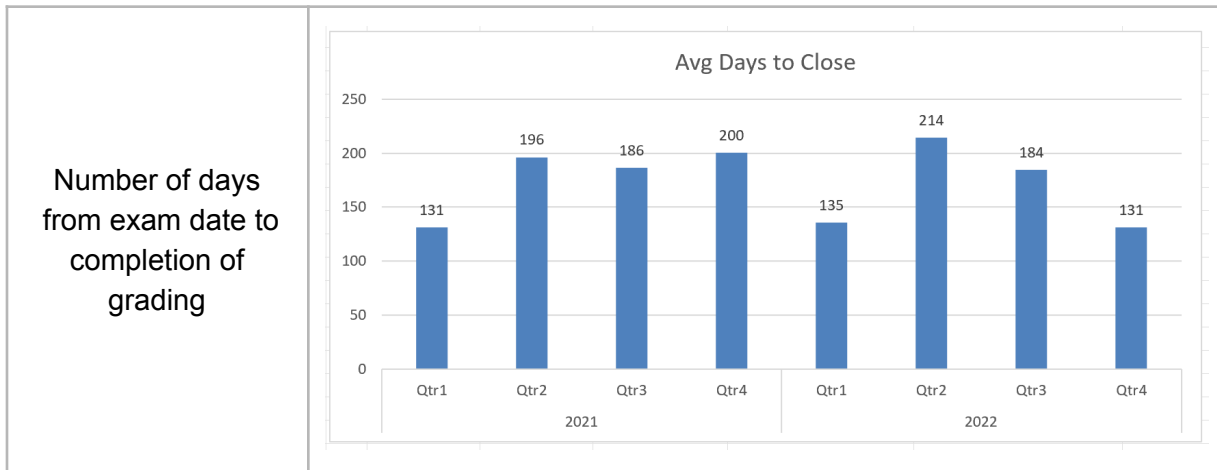
## Open Exam Grading Status

Thanks to all the active graders for your continued efforts! Currently, 787 exams are in process across 95 sites. 69 Exams are on the calendar

Exam Status	Sites	Exams
Exams in Grading	36	296
Exams in Translation	46	444
Exams Needing Graders	9	37
Exams Needing status from Admin	4	10
Scheduled Exams	69	
<b>Total Open Exams</b>	<b>164</b>	<b>787</b>

## Exam turn-around

Over the past two years, the average exam turn-around has been right around 180 days. During the past several months, however, the trend has been going in the downward direction.



## Types of exams administered

Year administered	Judging	Written	Mead	Cider	Grand Total
2021	549	21	25	52	647
2022	490	33	48	25	596
<b>Grand Total</b>	<b>1039</b>	<b>54</b>	<b>73</b>	<b>77</b>	<b>1243</b>

## Exam material updates

The pool of questions for the online exam has been reviewed and updated to be consistent with the 2021 guidelines. A huge thanks to Dennis Mitchell who did the heavy lifting in this effort. With 3000+ questions under review, there's a few that may have slipped through the cracks - please direct any concerns to [exam\\_director@bjcp.org](mailto:exam_director@bjcp.org)

We have also made a change to the written exam that will place more emphasis on the *compare & contrast* aspect and less on the rote memorization of vital statistics. This change will be active as of June 1, 2023 and any written exam afterward (starting with the 2023 HBC exams) will have the following wording for the "3-style question"

1. Describe, compare and contrast these three styles: **Belgian Tripel**, **German Pils**, and **Belgian Single**. Your answer should address the following topics:

50%	a) <b>Describe</b> the aroma, appearance, <u>flavor</u> and mouthfeel of each style according to the current BJCP Beer Style Guidelines.
40%	b) <b>Compare and contrast</b> the three styles based on aspects such as ingredients, characteristics (e.g., aroma, appearance, flavor, mouthfeel, vital statistics, etc.), and background information (e.g., history, brewing processes, fermentation techniques, serving methods, etc.) that distinguish each style.
10%	c) For each of the styles, name one classic <b>commercial example</b> as listed in the current BJCP Style Guidelines.

One last update clarifies the exam retake policy. We will now allow examinees to sit for an exam, even while a previous one is being graded, but the examinee must wait 6 months prior to taking the second exam.

## Looking forward

The Exam Directorate will be prioritizing the translation of several Spanish and Portuguese exams. If you have fluency in either of these languages and are able to help, please contact me at [bjcp.med@gmail.com](mailto:bjcp.med@gmail.com).

See you in San Diego!



## Competition Director's Report

By David Houseman, Competition Director  
Michael Bury, BJCP Assistant Competition Director

Last year was finally an uneventful year with competitions returning to mostly in-person judging. The world-wide pandemic largely abated and just had little effect on competitions. A few were postponed or canceled due to hot-spots, but the vast majority of the 666 competitions registered for 2022 were held. This didn't reach the peak pre-COVID level of registrations of 895 in 2019, but better than the 379 low in 2020 and exceeded the 525 registered for 2021. Some countries have even had an increase in competitions; Mexico had 50 competitions in 2022. Competitive brewing was back to business as usual.

How we judge has been affected by the pandemic. The major competition software packages implemented on-line judging technology that supported remote judging during the pandemic. Now that competitions and judges have experience with the technology it is being utilized with face-to-face judging in order to eliminate the use of paper and to get judging forms returned to the entrants faster. Most judges can type faster, and with less cramping, when using their laptops or tablets, than writing with pencil and paper. There are some refinements that need to be made, but this will certainly be the way many competitions will be conducted going forward.

Mike and I still want to remind the competition organizers that they must submit their organizer reports within 21 days of the date of the competition. The competition date is the date for which it is registered, not when all the judging takes place; it is normally the last date of the competition judging when Best of Show takes place. It's not when announcements and awards are made. It's not the first day of judging. If a competition has judging on multiple days, it's the last day of the competition. Organizers should plan for judging in the days prior to the registered competition date.

Of course, things happen, and some judging may extend beyond the registered competition date. Just be aware that the BJCP database with the registered competition date drives our expectation about when the reports are due. If a report is not received by that date, then the competition becomes delinquent, posted on the public Delinquent Competitions list, and it forces us to contact organizers to get their report submitted. Organizers need to plan. If you have a business trip or vacation plan to have the report submitted before you go or arrange to have someone submit the report.

Approved competition software packages can create XML reports to be submitted to the BJCP. These are emailed to us. However, they are not necessarily uploaded to our database right away and therefore judges' on-line records are only updated periodically. Organizers are encouraged to use the BJCP on-line reporting system since there is immediate acknowledgement and database updating. It's quick and easy for all but the largest competitions.

Judges: If you don't receive your judging credit within 21 days of the competition, contact the organizer and push to get the report submitted. You are our watchdogs to ensure that everyone receives credit for their judging efforts.

David Houseman  
BJCP Competition Director

Mike Bury  
BJCP Assistant Competition Director

## Education and Training Director's Report

By Kristen England, Education and Training Director

## Communication Director's Report

By Andrew Melchers, Communication Director

*BJCP's Communication Directorate (CD) is responsible for communications with members, including content and organization of the BJCP Website, producing quarterly newsletters, administration and maintenance of our presence on social media including the BJCP Facebook Group and official Page, responding to and/or routing general inquiries about the BJCP, and electronically posting public messages of interest regarding the BJCP. The Communication Directorate is also responsible for managing requests for licensing or use of BJCP intellectual property and overseeing annual representative and board elections.*

### Communications Directorate Staff

Andrew Melchers, *Director*

Andrew Luberto, *Assistant Director*

Toby Guidry, *Assistant Director*

John Lawless, *Assistant Director*

### A note from the Director:

As I'm still "fresh" in this role I want to take a second to thank and recognize the CD staff for the strong 'behind-the-scenes' work they do. They've all been around much longer than me, and I've needed to lean on them while I learn, probably asking too many questions along the way :) But like everyone else at BJCP we are a group of volunteers with day jobs and families. Serving requires a passion for the program and willingness to put aside a couple hours each week to devote to running the show.

Andrew Luberto has been organizing, soliciting, writing, editing and preparing the articles for the emailed newsletters for some time now, along with managing the Annual Reports. Toby handles

badge orders every two months, and the merch store. John and I have been overseeing some of the IT style tasks that are assigned to the CD team such as posting to the website, moderating social media pages, addressing password resets and account login issues, along with addressing general email requests and complaints.

I'm learning a ton and committed to helping improve our standing with members to "get the word out" on all things BJCP. It's been fun to take on this new challenge and contribute to a program that has provided me with many great experiences over the years.

Cheers!

Andrew Melchers

[andrew.melchers@bjcp.org](mailto:andrew.melchers@bjcp.org)

## HOW WE'RE COMMUNICATING WITH MEMBERS

### 1) Email Newsletters

The primary method of communications between the BJCP and members is email. The staff of the CD oversees creation and distribution of quarterly newsletters and the occasional major organizational news release.

Newsletters are sent quarterly to all active judges – a list averaging roughly 8000. We sent 6 newsletters in 2022; email open rates averaged 52% with a range of 43.5–63.8%, while click-through rates averaged 7.5% with a range of 2–10.8%

Some Highlights: Our biggest announcement of the year was of course the 2021 updates to the style guidelines, posted in early Jan of 2022. The style booklet has been downloaded over 130,000 times!

Further big news was posted in April. After years of well-intentioned, but later stalled attempts by volunteers, we partnered with an attorney and after close to 20 months were granted trademark protection and IP rights for the organization name, acronym and logo.

This year we also had 4 regions host elections for Regional Reps: Asia-Pacific, Europe-Middle East-Africa (EMEA), Northeast US, and West US. Nominations were requested, and candidate review was swift. In the end, elections weren't needed as only 1 nominee from each region met the requirements for service.

Congrats to the following Reps who will take office on June 1, 2023:

Asia-Pacific: Mark Hibberd

Europe-Middle East-Africa: Marek Kamiński

Northeast: Max Finnance

West: Brian Cooper

*Have something you think is newsworthy? Willing to share? Contact Assistant Communication Director Andrew Luberto to inquire about writing an article for the quarterly newsletter! We offer non-judging points for submissions!*

Find recent news and articles at: <https://www.bjcp.org/newsletter/>

## **2) Website**

Responsibility for maintaining the website is shared between IT, the CD and the other directorates that manage their own content.

Front page posting of news and content is handled directly by the CD.

Even though we recently launched and completed migration of content in late 2021, our 'new' website along with the infrastructure and design is already outdated due to the long delays in getting it up and running. We will be looking at options to generate a refreshed site using modern day best-practices to be more mobile-friendly and incorporate GDPR compliant design.

We also have word that work has been re-started (by a member) to develop an official BJCP app that will contain the style guidelines, and eventually other features such as a judge login.

## **3) Social Media**

Our official presence on Facebook is the organization's public page at [BeerJudgeCertificationProgram](#) where official news and events are posted, similar to the website.

However, the most active "forum" is on Facebook in the [BJCP Group](#) which is a private group and has become the de-facto online forum for questions and discussions among members. All members are welcome to join and will be verified as an active or interested judge before being approved by the moderators.

We have not been active on twitter since 2019. We used to try to respond to people who posted about us. Often, it was congratulating them on passing the exam. Sometimes it was clarifying or directing them to resources. Traffic on this channel has waned in recent years. However, if someone out there is all in on twitter, and willing to manage the account, let's talk!

We do have a YouTube channel, but as an organization we don't produce much content and therefore there's not much to see. If any members are interested in helping, taking over, or partnering to produce content, let's talk!

## **MEMBER SERVICES**

### **Logo Merchandise**

The BJCP Shop hosted by Queensboro offers a wide range of products, including work shirts (Red Kap brand), polos, T-shirts, jackets, dress shirts, sweatshirts and bags/backpacks. Clothing is available in both men's and women's cuts and a variety of colors and brands. For a small fee, members can add custom embroidery such as their name or rank.

To access the store, log into the Merchandise Portal using your BJCP Judge Portal credentials and click on "Go to BJCP Merchandise Store." This will automatically take you to the BJCP store homepage. Once you are on the BJCP Queensboro Shop page, you will need to register for a Queensboro account to make a purchase.

Queensboro often runs discounts (e.g. 20% off your order), which is displayed on the BJCP Queensboro store homepage. Be sure to click on the coupon to activate it for your order!

### **Name Badges**

Our partner for member name badges has continued to work well for us and is providing dependable service. If you've lost, damaged, or have ranked up and need a new name badge visit the badge ordering page for more info.

### **Rank Pins**

Due to changes in staff, we no longer have capacity to mail rank pins to international members. We have been working on moving all BJCP member pin mailings to a vendor. This is taking longer than we hoped. We will work to address the backlog of undelivered pins once we are up and running with the vendor.

The mailing of pins to new judges and judges who rank up is still occurring within the U.S.

We do not offer rank pins for sale. If you've lost your pin and need a replacement, contact the assistant exam directors or [north\\_rep@bjcp.org](mailto:north_rep@bjcp.org)

## **IT Director's Report**

By Bruce Buerger, IT Director

## Financial Report

By Al Boyce, BJCP Finance Director

Brian Cooper, BJCP Treasurer

### BJCP ANNUAL REPORT

December 31, 2022

		2021 TOTALS	2022 BUDGET	ACTUAL	Surplus/ (Shortage )	Pct of total
	<b>INCOME</b>					
<b>A</b>	BJCP Examination Fees	16632.00	16632.00	25730.80	9098.80	154.71
<b>B</b>	BJCP Contest Certification Fees	15255.00	15255.00	18265.00	3010.00	119.73
<b>C</b>	BJCP Merchandise Receipts	0.00	0.00	46.22	46.22	
<b>D</b>	Interest (PayPal)	0.00	0.00	0.00	0.00	
<b>E</b>	Misc. Income	399.74	399.74	1622.00	1222.26	405.76
<b>F</b>	Returned Checks	0.00	0.00	0.00	0.00	0.00
<b>G</b>	Savings Account	411.37	411.37	235.74	(175.63)	57.31
<b>H</b>	WRS Reimbursement	0.00	0.00	0.00	0.00	0.00
<b>I</b>	Siebel Flavor Kits	4550.00	4550.00	5050.00	500.00	110.99
<b>J</b>	Online Exams	19390.00	19390.00	25270.00	5880.00	130.32
<b>K</b>	Grader Incentive Program - AHA	0.00	0.00	0.00	0.00	0.00
<b>L</b>	BJCP - AHA Reception	0.00	0.00	0.00	0.00	0.00
	<b>Total</b>	<b>56638.11</b>	<b>56638.11</b>	<b>76219.76</b>	<b>19581.65</b>	<b>134.57</b>
	<b>EXPENSES</b>					
<b>1</b>	AHA SCP Fees	0.00	0.00	0.00	0.00	0.00
<b>2</b>	BJCP Grants	374.95	1000.00	0.00	1000.00	0.00
<b>3</b>	Continuing Education Program	931.00	1000.00	560.61	439.39	56.06
<b>4</b>	Legal Fees	2250.00	0.00	0.00	0.00	0.00
<b>5</b>	Merchandise	3506.47	3500.00	4504.42	(1004.42)	128.70
<b>6</b>	Miscellaneous	168.79	338.11	223.25	114.86	66.03
<b>7</b>	Office Supplies	303.12	300.00	619.41	(319.41)	206.47
<b>8</b>	PayPal Fees	1619.88	1700.00	3389.05	(1689.05)	199.36
<b>9</b>	PO Box Rental & Forwarding	0.00	300.00	0.00	300.00	0.00
<b>10</b>	Postage	500.00	500.00	701.81	(201.81)	140.36
<b>11</b>	Printing	0.00	0.00	0.00	0.00	0.00
<b>12</b>	Recognition	0.00	500.00	0.00	500.00	0.00
<b>13</b>	Exam Program	219.88	3000.00	2282.66	717.34	76.09
<b>14</b>	Shipping: Merchandise	0.00	0.00	0.00	0.00	0.00

15	Surety Bond	0.00	600.00	580.00	20.00	96.67
16	Telephone	0.00	0.00	0.00	0.00	0.00
17	Information Technology	1671.12	1700.00	11048.48	(9348.48)	649.91
18	Savings Account	0.00	0.00	0.00	0.00	0.00
19	Siebel Flavor Kits	5936.10	6000.00	5930.71	69.29	98.85
20	Online Exam Fees	6489.40	6500.00	6144.67	355.33	94.53
21	Proctor Travel Expenses	5245.46	6600.00	16381.56	(9781.56)	248.21
22	Rep Travel Expenses	1200.80	2000.00	2983.21	(983.21)	149.16
23	NHC Staff Travel Expenses	0.00	5500.00	5999.98	(499.98)	109.09
24	AHA-BJCP Reception	0.00	5500.00	1835.41	3664.59	33.37
25	Admin/Grader Reimbursement	4334.83	4100.00	3123.99	976.01	76.19
26	Exam Translation	3482.49	6000.00	2119.97	3880.03	35.33
	<b>Total</b>	<b>38234.29</b>	<b>56638.11</b>	<b>68429.19</b>	<b>(11791.08)</b>	<b>120.82</b>

				<b>ACTUAL</b>
	Prior Balance		250960.50	250960.50
	Income			76219.76
	Expenses			68429.19
	<b>Current Balance</b>			<b>258751.07</b>
	<b>Checks Outstanding</b>			
	<b>Account Balance Showing</b>			<b>258751.07</b>
	<b>Receivables Outstanding</b>			0.00
	<b>Annual Net Gain / (Loss)</b>			<b>7790.57</b>

Al Boyce, BJCP Finance Director, 12/31/2022

In 2022, the BJCP brought in almost \$20,000.00 more than we did in 2021, though still over \$19,000.00 less than our 2019 income level – pre-COVID. We spent more than 120% of what was budgeted, which was easily covered by our ample reserves. Explanation for the extra spending is detailed below.

EXAMS: 148 exams were scheduled for 2022 (compared to 102 scheduled for 2021), 15 of those exams were canceled (compared to 39 canceled in 2021.)

COMPETITIONS: 656 competitions were scheduled for 2022 (compared to 517 for 2021), with only 5 refunds (3 were refunded in 2021.)

## **INCOME**

Overall, \$76,219.76 of \$56,638.11 budgeted. 135% of estimate.  
(\$19,581.65 more income than expected.)

- A. **Exam Fees.** \$25,730.80 of \$16,632.00 budgeted. 154.71% of estimate. This is a lot more than 2021, but still almost \$4,000.00 less than 2019. 46% of registered exams in 2022 were non-US – 2% more than 2021.
- B. **Contest Certification fees.** Brought in \$18,265.00 in 2022 of \$15,255.00 in the budget - \$3,000.00 more than 2021, but still over \$5,600.00 less than 2019. 113% of estimate. 38.5% of competitions are non-US now – 5% less than 2021.
- C. **Merchandise receipts.** Brought in \$46.22, budgeted 0. This was from an unexpected payment from Book Patch, for sales of bound copies of the BJCP Guidelines
- D. **PayPal Interest.** PayPal hasn't paid interest for a few years.
- E. **Misc Income.** \$1,622.00 of \$399.74 budgeted. 405% of estimate. Two payments from the AHA for Web Banner advertising on our site for AHA members. I'm not sure why there was such a large payment (\$1,600.00) in April. I would suggest that this amount should not be relied upon for future budgeting.
- F. **Returned Checks.** This didn't occur in 2022. The BJCP rarely receives paper checks any more.
- G. **Savings Account.** \$235.74 of \$411.37 budgeted. 57.31% of estimate. Interest from our Money Market interest savings account.
- H. **WRS Reimbursement.** Payments from Bill Slack. Received 0. This is a vestigial item, there will be no more payments.
- I. **Siebel Flavor kits.** \$5,050.00 of \$4,550.00 budgeted. 110.99% of estimate.
- J. **Online exams.** \$25,270.00 of \$19,390.00 budgeted. 130.32% of estimate.
- K. **Grader Incentive Program.** \$0 of \$0 budgeted. This is the AHA's contribution to this program – and they postponed this program in 2020 and it remained postponed in 2022.
- L. **BJCP/AHA Reception at Homebrew Con.** Event was cancelled. \$0 of \$0 budgeted.

## **EXPENSES**

Overall, \$68,429.19 of \$56,638.11 budgeted. We spent 120.82% of our budget, 89.77% of actual income.

- 1. **AHA/SCP Fee.** \$0. The AHA doesn't charge us for this any longer.
- 2. **BJCP Grants** \$0 of \$1,000.00 budgeted. .
- 3. **Continuing Education.** Spent \$560.81 of \$931.00 budgeted. 56.06% of estimate.
- 4. **Legal Fees.** \$0 spent. \$0 budgeted.
- 5. **Merchandise.** Spent \$4,502.42 of \$3,506.47 budgeted. 128.7% of estimate. This is for Name Badges. This is 6.5% of total BJCP expenditures.
- 6. **Miscellaneous.** Spent \$223.25 of \$338.11 budgeted; 66.03% of estimate.
- 7. **Office Supplies.** Spent \$619.41 of \$300.00 budgeted. 206.47% of estimate.



8. **PayPal Fees.** Spent \$3,389.05 of \$1,700.00 budgeted. 199.36% of estimate.
9. **PO Box rental and mail forwarding.** \$0 of \$300.00 budgeted. Purchased a 3-year rental in 2020, so no payment required in 2021.
10. **Postage.** Spent \$701.81 of \$500.00 budgeted. 140.36% of estimate.
11. **Printing.** Spent 0, 0 budgeted. "DropBox" distribution of exams and online distribution of certificates have mostly eliminated this category.
12. **Recognition.** Spent 0 of \$500.00 budgeted.
13. **Exam Program.** Spent \$2,282.66 of \$3,000.00 budgeted. 76.09% of estimate.
14. **Shipping – merchandise.** Spent 0, budgeted 0. Shipping for name badges and Siebel Kits are combined in their own categories.
15. **Surety Bond.** Spent \$580.00, budgeted \$600.00. This paid for three years.
16. **Telephone.** Spent 0, budgeted 0.
17. **Information Technology.** (Formerly Website and Domain renewal.) Spent \$11,048.48 of \$1,700.00 budgeted. 649.9% of estimate. \$8,000.00 of this was paid to a contractor to maintain our existing database while a new database was being developed. When the need arose, the board voted to pay for this overage out of reserves.
18. **Savings Account.** Spent 0, budgeted 0.
19. **Siebel Flavor Kits.** Spent \$5,930.71 of \$6,000.00 budgeted. 98.85% of estimate.
20. **Online Exam Fees.** Spent \$6,144.67 of \$6,500.00 budgeted. 94.53% of estimate.
21. **Proctor Travel Expenses.** Spent \$16,381.56 of \$6,600.00 budgeted. 248.21% of estimate.
22. **Rep Travel Expenses.** Spent \$2,983.21 of \$2,000.00 budgeted. 149.16% of estimate.
23. **NHC Staff Travel Expenses.** Spent \$5,999.98 of \$5,500.00 budgeted. 109.09% of estimate.
24. **AHA/BJCP Judge Reception.** Spent \$1,835.41 of \$5,500.00 budgeted. 33.37% of estimate.
25. **Admin/Grader Reimbursement.** Spent \$3,123.99 of \$4,100.00 budgeted. 76.19% of estimate.
26. **Exam Translations.** Spent \$2,119.97 of \$6,000.00 budgeted. 35.33% of estimate.

**8 items were over budget:**

5. Merchandise
7. Office Supplies
8. PayPal Fees
10. Postage
17. Information Technology.
21. Proctor Travel Expenses
22. Rep Travel Expenses
23. NHC Staff Travel Expenses

**SAVINGS**

We have \$224,260.07 in our Capital One money market savings account. It started the year at \$224,024.33.

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