



There are two matters which I should like to call to your attention. Both involve money. The first is the subject of dues. Through the years our treasurer has found year-end to be, usually, an exciting time, but not necessarily the type of excitement she is looking for. Along about September, October, or November, our financial situation begins to squeeze, thus necessitating an early call for the next year's dues. There are two obvious solutions, among others, to remedy the matter of sufficient operating income.

We may either reduce expenses or increase income. To reduce expenses would be difficult for two reasons. Firstly, a number of EBBA's operating expenses are already borne by officers and committee chairmen. Secondly, to reduce the magnitude of our major expense, this publication, would be foolhardy, for it is one of the prime binders that holds together this association. Any such reduction would harm the quality of EBBA News, and thereby harm EBBA.

Therefore, how can we increase our income? We can increase our membership. Our membership committee is working on this, but we should not let the effort stop there. Each member can and should help. This can be done by selling our birding friends on the idea of an EBBA News subscription. The News has a wide appeal and would be of interest to birders, especially those who have assisted or observed banding operations. Why not offer gift subscriptions of EBBA News to friends? Our membership need not be limited to banders. Additional memberships such as these will defray the fixed costs of EBBA News over a broader base.

We can also increase our income by increasing the number of Sustaining Members. I appeal to as many of you who are able to consider changing to a sustaining membership and thereby aiding your association. Our present sustaining membership is about 85, compared to a recent maximum of 144. The added income afforded by these memberships is significant and critical to our operation. As a benefit of sustaining membership, such members receive discount prices on mist nets, and that leads me into the second subject.

The second subject is mist nets. Our net committee works diligently to serve us, but this service is neglected, for EBBA members buy relatively few EBBA nets. Net sales can be profitable and ours are, but they could be much more profitable. Does this make you wonder, how can we not sell nets to EBBA members and yet be profitable?

It goes something like this. During May, one out of every 20 nets sold, or 4.7%, went to EBBA members, and the remaining 95.3% went to non-members (banders from other associations, federal and state agencies, etc.)

During June, net sales were of insufficient volume to draw a representative picture. In July, net sales volume, on a par with that of May, went 4.2% to EBBA members and 95.8% to non-members.

Our committee has recognized differences in EBBA nets compared to those available elsewhere. For this reason, improvements have been made and the committee is still receptive to consider additional improvements or changes more to your liking. Obviously, as in the running of any business, certain economic factors preclude being able to offer everyone everything. However, within reason, the net committee stands ready to serve EBBA members. However, at this time, EBBA members stand aloof of this service.

Since it has probably been some time since many of us bought an EBBA net, and are therefore unfamiliar with recent improvements in the nets, it's time to give the net committee a chance to show us what's new. I say "us" because I include myself in the group who has bought nets elsewhere.

Greater EBBA patronization of EBBA net sales will allow our committee to adjust inventories better to serve us. In addition, more active sales will allow a greater inventory turnover, which will result in a more profitable return on our investment. We stand to gain in quality, variety and earnings by buying from within our own association.

In calling your attention to these two financial matters, I do not mean to imply that EBBA is financially destitute. EBBA is paying its bills and EBBA has money in the bank. However, additional funds are needed to strengthen our financial status, so that we need not operate so close to the edge of solvency as far as operating income is concerned.

Therefore, if it is within your power to become a Sustaining Member, or to sign up a new member, please do so. And don't forget to buy EBBA nets.

Dr. Robert P. Yunick, 1527 Myron St., Schenectady, N.Y. 12309



NEW ADDRESS FOR THE EDITOR By the time this issue is off the press, we will be moving 20 miles west to rural Long Valley, N.J. and all mail for the Editor should be addressed to:

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