



# W1 QSL BUREAU

WWW.W1QSL.ORG



CONFIDENTIAL

## 2016 Summary Report

26 January 2017

### Financials

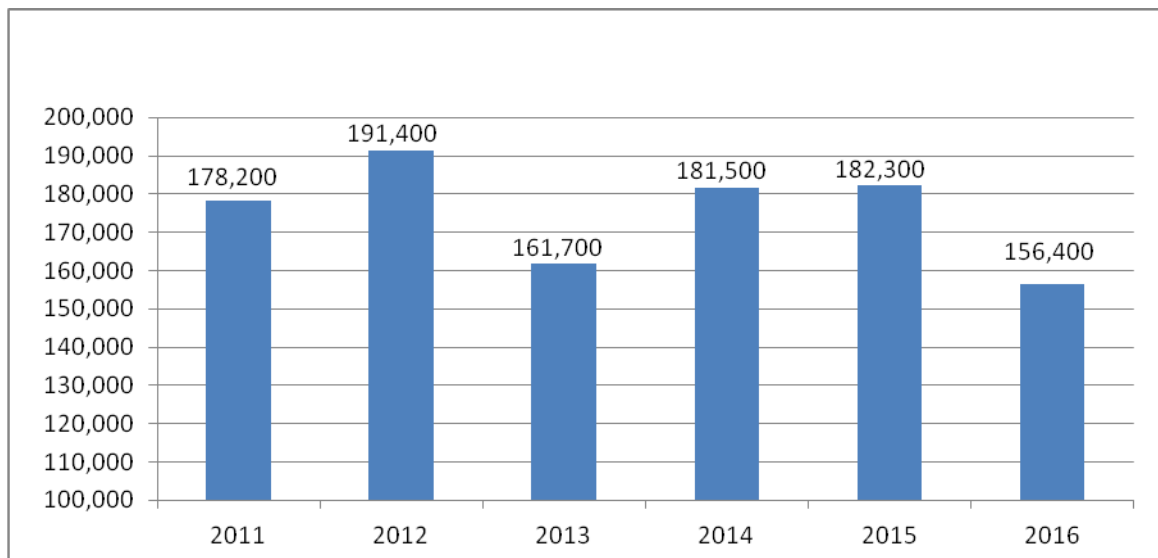
After reconciling the un-cleared transactions, our banking total on 31 December 2016 was \$33,067.86. The Bank of America December bank statement was previously submitted

The total held in cash by our Letter Sorters is \$9,403.27 and a value of \$2,179.29 in postage stamps.

This total asset of \$44,650.42 represents funds sent to us to cover shipments of cards to individual first call area amateurs. No significant change to the shortfall issue reported in 2013.

### Sorting Volume

During the year 2016 we processed approximately 156,400 QSL cards. This is drop in volume from 2015. 36,200 of the 2016 cards were W1AW Centennial cards, both incoming and outgoing.

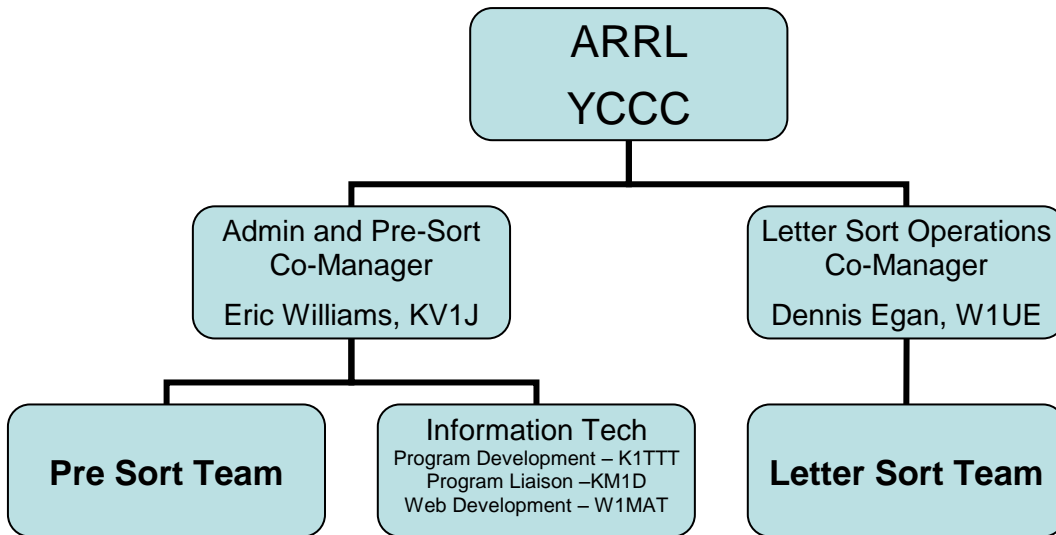


**W1AW Centennial: 2014 = 16,500 cards 2015 = 44,500 cards 2016 = 36,200 Cards (included in the above yearly totals)**

## Organization and Operation Update

As reported in the 2015 report, Burt W1ZS was handling 3 letters and wished to drop the “B” and “V” letters. This past Spring, John K1VOI took on the “V” letter and Steve, W1DXH picked up the “B” letter responsibilities.

After 13 years of managing the “N” letter, Dave, NN1N passed on the reins to Jim, N1NK.



## Accomplishments for the year

The major accomplishment for 2016 was that Dave, K1TTT, implemented the ability for cloud backups of our sorter data. This greatly improved our data protection from loss. **This also enables Bureau Management to query the data to do account research and to answer questions from client hams. This is also the next step to allow us to add a feature to our web that will allow hams to get their account status.**

We had a W1 QSL Bureau booth at the September 2016 ARRL Convention in Boxboro MA. We were supported by the following Bureau staff – KV1J, KM1D, and W8TOM. Matthew, W1MAT, provided the software to manage the money transactions at the booth. At the booth we also accepted Outgoing Bureau cards for the ARRL and provided DXCC Card Checking services. K6ND, AA4AK and AA1M provided the DXCC Card Checking. Participation was good and we were able to help hams by answering their questions about the QSL Bureau services. We took in funds from 39 hams totaling \$464.00.

**We did a special, fast turnaround, mailing in July of approximately 20,700 W1AW Centennial cards to W1 area hams.**

We have begun to move our focus for the presorting process from individuals to doing it at club meetings. Part of this is to reduce expenses since the cards are hand carried to and from the club meetings. The big benefit is that it brings the exposure of DXing and HF operating to the club meetings for new hams to discover through the handling of all the DX QSL cards. We still do presorting with individuals when we can hand carry the boxes.

### **Plans for next year**

**We are changing our business model to allow us to be self funded.** During the past few years we have significantly reduced our operating costs. Effective 1 February 2017, **we will be changing our service fee from 10 cents per shipment to 10 cents per shipment plus 10 cents per ounce.** For larger shipments this will be applied only to the first 10 ounces of the shipment.

Now that we have the cloud backup system implemented, we will start on the development of a feature that will **allow hams to check their account on our web site.**

### **Outstanding Issues**

Not all Letter Sorters have converted to the software accounting program.

Respectfully Submitted,

Eric Williams KV1J

W1 QSL Bureau Co-Manager