2016 TREASURER'S REPORT

| CATEGORY DESCRIPTION | 2016 | 2015 | BUDGET | DIFF |
|-------------------------|----------------------------|--------------|--------------|--------------|
| BALANCE 1/1/16 | \$67,415.62 | \$79,333.08 | | |
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| | | | | |
| INCOME/EXPENSE | | | | |
| INCOME: | | | | |
| ADVERTISEMENT THV | 1,130.00 | 1,630.00 | \$2,000.00 | \$870.00 |
| ASSOCIATE DUES | 4,950.00 | 4,075.00 | 5,000.00 | \$50.00 |
| BANNER AD FOR WEB PAGE | 200.00 | 300.00 | 1,500.00 | \$1,300.00 |
| BRANCH DUES | 1,050.00 | 1,350.00 | 1,050.00 | \$0.00 |
| FORMS | 46,425.17 | 44,255.82 | 40,000.00 | (\$6,425.17) |
| INTEREST INCOME | 103.21 | 77.28 | 100.00 | (\$3.21) |
| MEMBERSHIP DUES | 50,737.50 | 48,517.13 | 50,000.00 | (\$737.50) |
| SALES TAX | 3,233.20 | 3,098.12 | 2,400.00 | (\$833.20) |
| SCHOLARSHIP | 1,580.00 | 1,075.00 | 6,500.00 | \$4,920.00 |
| SEMINARS | | 0.00 | 500.00 | \$500.00 |
| SHIPPING | 6,662.96 | 6,349.23 | 6,300.00 | (\$362.96) |
| SOFTWARE | 705.00 | 1,140.00 | 1,000.00 | \$295.00 |
| | | | | \$0.00 |
| TOTAL INCOME | \$116,777.04 | \$111,867.58 | \$116,350.00 | (\$427.04) |
| EXPENSES: | | | | |
| ACCOUNTING-PROF FEES. | 585.00 | 585.00 | 600.00 | \$15.00 |
| BANK SERVICE FEES | 2,594.82 | 2,640.97 | 2,000.00 | (\$594.82) |
| BOARD MEETING EXPENSE | 1,179.64 | 2,382.53 | 2,250.00 | \$1,070.36 |
| BOARD RESERVE | 1,179.04 | 0.00 | 0.00 | \$0.00 |
| CAPITAL EXPENDITURES | 597.78 | 0.00 | 0.00 | (\$597.78) |
| DUES (MEMBERSHIP) | 325.00 | 325.00 | 325.00 | \$0.00 |
| EXECUTIVE DIR PROF FEE | | | | \$3,050.21 |
| | 33,551.54 | 29,903.40 | 36,601.75 | |
| FORMS | 33,642.68 | 43,899.56 | 25,000.00 | (\$8,642.68) |
| INSURANCE | 1,541.00 | 1,541.00 | 1,550.00 | \$9.00 |
| IT | 12,995.67 | 3,149.74 | 13,500.00 | \$504.33 |
| LEGAL | 000.00 | 0.00 | 0.00 | \$0.00 |
| MEETINGS | 200.00 | 201.20 | 500.00 | \$300.00 |
| MISCELLANEOUS | 470.70 | 0.00 | 223.25 | \$223.25 |
| POSTAGE | 476.76 | 367.67 | 700.00 | \$223.24 |
| PRINTING | 880.14 | 278.48 | 500.00 | (\$380.14) |
| RENT | 1,650.00 | 1,000.00 | 1,800.00 | \$150.00 |
| SALES TAX PAID | 3,190.11 | 4,744.17 | 2,400.00 | (\$790.11) |
| SCHOLARSHIPS | 4,500.00 | 4,000.00 | 5,000.00 | \$500.00 |
| SEMINAR | | 100.00 | 0.00 | \$0.00 |
| SHIPPING | 5,988.22 | 7,982.33 | 4,500.00 | (\$1,488.22) |
| SOFTWARE | 900.00 | 1,260.00 | 900.00 | \$0.00 |
| SUPPLIES | 873.32 | 1,261.81 | 1,200.00 | \$326.68 |
| TAXES | | 3,538.00 | 4,000.00 | \$4,000.00 |
| TELEPHONE EXPENSE | 2,501.17 | 2,307.81 | 2,800.00 | \$298.83 |
| TRAVEL EXPENSES | 10,603.56 | 8,107.57 | 10,000.00 | (\$603.56) |
| TOTAL EXPENSES | \$118,776.41 | \$119,576.24 | \$116,350.00 | (\$2,426.41) |
| TOTAL INCOME/EXPENSE | (\$1,999.37) | (\$7,708.66) | \$0.00 | |
| CONVENTION COAS EVENIOR | | #0.070.05 | | |
| CONVENTION 2015 EXPENSE | #200.00 | \$3,070.35 | | |
| CONVENTION 2015 INCOME | \$300.00 | \$40,535.00 | | |
| CONVENTION 2016 INCOME | \$35,300.00 \$54,507,65 | | | |
| CASH ON HAND 44/20/46 | \$51,507.65 | ¢400,000,07 | | |
| CASH ON HAND 11/30/16 | \$49,508.60 | \$109,089.07 | | |

ACCT BALANCES

| Acct | 11/30/2016 |
|--------------------------|-------------|
| | |
| Capital Convention Fund | 3,270.01 |
| Capital Money Market | 27,763.47 |
| Capital Regular Checking | 583.57 |
| Capital Scholarship Fund | 6,567.43 |
| CD #1 | 11,324.12 |
| | |
| TOTAL | \$49,508.60 |