

2016 TREASURER'S REPORT

| CATEGORY DESCRIPTION           | 2016                | 2015                 | BUDGET              | DIFF                 |
|--------------------------------|---------------------|----------------------|---------------------|----------------------|
| BALANCE 1/1/16                 | \$67,415.62         | \$79,333.08          |                     |                      |
|                                |                     |                      |                     |                      |
|                                |                     |                      |                     |                      |
| <b>INCOME/EXPENSE</b>          |                     |                      |                     |                      |
| <b>INCOME:</b>                 |                     |                      |                     |                      |
| ADVERTISEMENT THV              | 1,130.00            | 1,780.00             | \$2,000.00          | \$870.00             |
| ASSOCIATE DUES                 | 4,950.00            | 4,375.00             | 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                          | 49,211.62           | 52,178.01            | 40,000.00           | (\$9,211.62)         |
| INTEREST INCOME                | 112.05              | 97.24                | 100.00              | (\$12.05)            |
| MEMBERSHIP DUES                | 50,737.50           | 49,777.13            | 50,000.00           | (\$737.50)           |
| SALES TAX                      | 3,430.94            | 3,634.67             | 2,400.00            | (\$1,030.94)         |
| SCHOLARSHIP                    | 1,580.00            | 2,225.00             | 6,500.00            | \$4,920.00           |
| SEMINARS                       |                     | 0.00                 | 500.00              | \$500.00             |
| SHIPPING                       | 7,144.37            | 7,562.57             | 6,300.00            | (\$844.37)           |
| SOFTWARE                       | 1,780.00            | 1,940.00             | 1,000.00            | (\$780.00)           |
|                                |                     |                      |                     | \$0.00               |
| <b>TOTAL INCOME</b>            | <b>\$121,326.48</b> | <b>\$125,219.62</b>  | <b>\$116,350.00</b> | <b>(\$4,976.48)</b>  |
|                                |                     |                      |                     |                      |
| <b>EXPENSES:</b>               |                     |                      |                     |                      |
| ACCOUNTING-PROF FEES.          | 585.00              | 585.00               | 600.00              | \$15.00              |
| BANK SERVICE FEES              | 2,775.16            | 2,981.74             | 2,000.00            | (\$775.16)           |
| BOARD MEETING EXPENSE          | 1,179.64            | 2,382.53             | 2,250.00            | \$1,070.36           |
| BOARD RESERVE                  |                     | 0.00                 | 0.00                | \$0.00               |
| CAPITAL EXPENDITURES           | 693.84              | 0.00                 | 0.00                | (\$693.84)           |
| DUES (MEMBERSHIP)              | 325.00              | 325.00               | 325.00              | \$0.00               |
| EXECUTIVE DIR PROF FEE         | 36,601.68           | 35,884.08            | 36,601.75           | \$0.07               |
| FORMS                          | 37,028.50           | 48,922.26            | 25,000.00           | (\$12,028.50)        |
| INSURANCE                      | 1,541.00            | 1,541.00             | 1,550.00            | \$9.00               |
| IT                             | 13,065.67           | 3,419.74             | 13,500.00           | \$434.33             |
| LEGAL                          |                     | 0.00                 | 0.00                | \$0.00               |
| MEETINGS                       | 525.00              | 526.20               | 500.00              | (\$25.00)            |
| MISCELLANEOUS                  |                     | 0.00                 | 223.25              | \$223.25             |
| POSTAGE                        | 512.31              | 444.95               | 700.00              | \$187.69             |
| PRINTING                       | 455.93              | 278.48               | 500.00              | \$44.07              |
| RENT                           | 1,800.00            | 1,200.00             | 1,800.00            | \$0.00               |
| SALES TAX PAID                 | 3,395.93            | 5,215.61             | 2,400.00            | (\$995.93)           |
| SCHOLARSHIPS                   | 4,500.00            | 4,000.00             | 5,000.00            | \$500.00             |
| SEMINAR                        |                     | 100.00               | 0.00                | \$0.00               |
| SHIPPING                       | 6,589.32            | 8,764.43             | 4,500.00            | (\$2,089.32)         |
| SOFTWARE                       | 1,775.00            | 2,080.00             | 900.00              | (\$875.00)           |
| SUPPLIES                       | 880.68              | 1,922.69             | 1,200.00            | \$319.32             |
| TAXES                          |                     | 3,538.00             | 4,000.00            | \$4,000.00           |
| TELEPHONE EXPENSE              | 2,739.59            | 2,777.15             | 2,800.00            | \$60.41              |
| TRAVEL EXPENSES                | 10,796.01           | 8,612.35             | 10,000.00           | (\$796.01)           |
| <b>TOTAL EXPENSES</b>          | <b>\$127,765.26</b> | <b>\$135,501.21</b>  | <b>\$116,350.00</b> | <b>(\$11,415.26)</b> |
|                                |                     |                      |                     |                      |
| <b>TOTAL INCOME/EXPENSE</b>    | <b>(\$6,438.78)</b> | <b>(\$10,281.59)</b> | <b>\$0.00</b>       |                      |
|                                |                     |                      |                     |                      |
| <b>CONVENTION 2015 EXPENSE</b> |                     |                      |                     |                      |
| <b>CONVENTION 2015 INCOME</b>  | <b>\$300.00</b>     |                      |                     |                      |
| <b>CONVENTION 2016 INCOME</b>  | <b>\$36,325.00</b>  | <b>43,412.57</b>     |                     |                      |
| <b>CONVENTION 2016 EXPENSE</b> | <b>\$52,301.16</b>  | <b>45,048.44</b>     |                     |                      |
| <b>CASH ON HAND 12/31/16</b>   | <b>\$45,300.68</b>  | <b>\$67,415.62</b>   |                     |                      |

# ACCT BALANCES

| Acct                     | 12/31/2016         |
|--------------------------|--------------------|
| Capital Convention Fund  | 3,945.71           |
| Capital Money Market     | 22,819.99          |
| Capital Regular Checking | 641.11             |
| Capital Scholarship Fund | 6,567.43           |
| CD #1                    | 11,326.44          |
| <b>TOTAL</b>             | <b>\$45,300.68</b> |