

CONV INCOME/EXPENSE

| <u>EVENT</u>                  | 2008            | 2009            | 2010            | 2011            | 2012            | 2013            | 2014            | 2015            |
|-------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
|                               | Grnsboro        | Charlotte       | Asheville       | Wville Bch      | Grnsboro        | Concord         | Caro Bch        | Raleigh         |
|                               |                 |                 |                 |                 |                 |                 |                 |                 |
| <b>INCOME</b>                 |                 |                 |                 |                 |                 |                 |                 |                 |
| SPONSOR                       | 26010.00        | 21930.00        | 20285.00        | 20755.00        | 21950.00        | 25500.00        | 24410.63        | 28295.00        |
| MEMBER                        | 4785.00         | 5325.00         | 4390.00         | 7000.00         | 7215.00         | 8440.00         | 8465.00         | 10517.57        |
| DOOR PRIZE DONATIONS          | 2300.00         | 3850.00         | 3150.00         | 4100.00         | 3150.00         | 3100.00         | 2150.00         |                 |
| GOLF/AUCTION/RAFFLE           | 2325.00         | 2845.00         | 2700.00         | 3600.00         | 3500.00         | 3500.00         | 3900.00         | 4600.00         |
| <b>TOTAL INCOME</b>           | <b>35420.00</b> | <b>33950.00</b> | <b>30525.00</b> | <b>35455.00</b> | <b>35815.00</b> | <b>40540.00</b> | <b>38925.63</b> | <b>43412.57</b> |
|                               |                 |                 |                 |                 |                 |                 |                 |                 |
| <b>EXPENSES</b>               |                 |                 |                 |                 |                 |                 |                 |                 |
| THURSDAY BOARD MTG            |                 |                 | 113.14          |                 |                 |                 |                 |                 |
| MISC SET UP                   |                 |                 | 387.90          |                 | 164.79          | 1413.45         | 1474.94         | 1784.29         |
| EXHIBIT TABLES/ELEC           | 205.44          | 438.41          | 1105.52         | 1075.35         | 552.97          | 156.65          |                 |                 |
| MEETING ROOMS                 | 1926.00         | 2601.68         |                 | 1265.65         | 600.00          | 2349.72         | 1285.88         |                 |
| THURSDAY NIGHT                | 3723.60         | 2799.69         | 3203.87         | 2533.65         | 3116.17         | 0.00            | 3808.00         | 6538.85         |
| FRIDAY MORNING                | 1540.80         | 1982.67         | 2313.83         | 1827.53         | 1601.36         | 3994.51         | 2551.85         | 3286.38         |
| FRIDAY LUNCH                  | 924.48          |                 |                 |                 |                 |                 |                 |                 |
| FRIDAY NIGHT                  | 3723.60         | 2856.25         | 4264.13         | 2887.98         | 4004.19         | 7323.29         | 5370.21         | 9240.49         |
| SATURDAY MORNING              | 1540.80         | 1899.51         | 2353.26         | 2060.58         | 2576.89         | 3524.58         | 2368.00         | 4518.11         |
| SATURDAY NIGHT                | 4830.98         | 5857.56         | 6980.43         | 5146.99         | 5812.54         | 8162.67         | 6016.00         | 5398.78         |
| SATURDAY NIGHT SNACKS         |                 |                 |                 |                 |                 |                 | 203.54          | 328.64          |
| BAR (TICKETS)                 | 1759.23         | 2168.30         | 1463.72         | 2070.10         |                 |                 |                 | 1334.27         |
| SODAS, BTLD WATER             |                 |                 |                 | 841.38          | 659.40          | 1033.88         | 1300.48         | 132.37          |
| GIFT CARDS - Prizes for Games |                 |                 |                 |                 |                 | 200.00          |                 |                 |
| SUNDAY BOARD MTG              |                 |                 | 60.12           |                 |                 |                 |                 |                 |
| ROOM RENTALS                  | 1263.28         | 1362.58         | 1034.62         | 1014.12         | 704.77          | 2190.34         | 1280.94         | 1464.51         |
| SUBTOTAL HOTEL                | 21438.21        | 21966.65        | 23280.54        | 20723.33        | 19793.08        | 30349.09        | 25659.84        | 34026.69        |
| ** \$1,000 deposit pd in 2012 |                 |                 |                 |                 |                 |                 |                 |                 |
|                               |                 |                 |                 |                 |                 |                 |                 |                 |
| BONUS FOR EXEC. DIR           | 1200.00         |                 |                 |                 |                 |                 |                 |                 |
| COLOR GUARD                   | 100.00          | 150.00          | 150.00          | 150.00          | 150.00          | 150.00          |                 | 150.00          |
| CONVENTION GIVEAWAYS          |                 |                 |                 |                 | 353.83          | 247.83          |                 | 734.73          |
| DECORATIONS                   |                 | 700.00          | 717.49          | 906.79          | 1486.27         | 1492.61         | 789.65          | 694.32          |
| DOOR PRIZES                   | 1283.75         | 755.20          | 345.96          | 337.64          | 86.38           | 297.16          | 393.79          | 400.00          |
| ENTERTAINMENT                 | 575.00          | 1800.00         | 1550.00         | 4298.13         | 2000.00         | 2110.00         | 1000.00         | 1250.00         |
| FUEL RAFFLE                   | 200.00          |                 |                 |                 |                 |                 |                 |                 |
| GOLF OUTING**                 | 2072.53         | 2698.10         | 1853.29         | 1836.00         | 2262.36         | 2548.14         | 2002.00         | 3467.53         |
| GRAND PRIZE                   | 500.00          | 500.00          |                 |                 |                 | 500.00          | 500.00          |                 |
| PHOTOGRAPHER                  | 320.45          | 300.00          | 200.00          | 500.00          | 420.00          | 500.00          | 1000.00         | 1080.00         |
| PLAQUES                       | 249.15          | 260.33          | 173.33          | 230.48          | 309.08          | 317.68          | 390.50          | 382.70          |
| PRINTING                      | 597.00          | 525.12          | 162.97          | 518.38          | 633.11          | 444.08          | 579.89          | 751.07          |
| RAFFLE                        |                 |                 |                 |                 |                 |                 |                 |                 |
| SATURDAY NIGHT MOVERS         | 2116.88         | 3814.76         | 3073.15         | 3765.87         | 3074.28         | 3137.82         | 2062.15         | 853.94          |
| SCHOLARSHIP FUND              | 300.00          |                 |                 | 1864.00         |                 |                 |                 |                 |
| SIGNS                         | 314.83          | 287.97          | 211.85          | 263.00          | 316.12          | 289.56          | 289.56          | 630.11          |
| SPEAKERS                      | 3000.00         | 3000.00         | 750.00          |                 | 2250.00         | 0.00            |                 |                 |
| SPONSOR GIFTS                 |                 |                 |                 |                 |                 |                 |                 |                 |
| SUPPLIES                      | 110.00          | 109.70          | 96.74           | 74.71           | 182.69          | 117.40          | 143.06          | 627.35          |
| THURSDAY & FRIDAY NIGHT       |                 |                 |                 |                 | 750.00          |                 |                 |                 |
| SUBTOTAL OTHER EXP            | 12939.59        | 14901.18        | 9284.78         | 14745.00        | 14274.12        | 12152.28        | 9150.60         | 11021.75        |
|                               |                 |                 |                 |                 |                 |                 |                 |                 |
| <b>TOTAL EXPENSES</b>         | <b>34377.80</b> | <b>36867.83</b> | <b>32565.32</b> | <b>35468.33</b> | <b>34067.20</b> | <b>42501.37</b> | <b>34810.44</b> | <b>45048.44</b> |
|                               |                 |                 |                 |                 |                 |                 |                 |                 |
| TRF TO SCHOL FROM GOLF        |                 |                 |                 |                 | 1262.64         | 951.86          | 1898.00         | 1132.47         |
| <b>TOTAL INCOME/EXPENSE</b>   | <b>1042.20</b>  | <b>-2917.83</b> | <b>-2040.32</b> | <b>-13.33</b>   | <b>485.16</b>   | <b>-2913.23</b> | <b>2217.19</b>  | <b>-2768.34</b> |