

- Income Statement Budget vs Actual -  
For the Eleven Months Ended November 30, 2008

	November Actual	Budget	Variance	YTD Actual	YTD Budget	Variance	Annual Budget
<b>REVENUE</b>							
Dues Revenue	\$1,537		\$1,537	\$197,787	\$210,645	(\$12,858)	\$210,645
Annual Conference				293,749	300,075	(6,327)	300,075
New Professional's Conference				54,895	49,750	5,145	49,750
Regional Seminar	195		195	11,550		11,550	
Journal Advertising				12,443	3,250	9,193	3,250
Journal Subscriptions				545	360	185	360
Website Advertising	605	1,000	(395)	9,330	11,000	(1,670)	12,000
Products				80		80	
Mailing Lists		42	(42)	900	458	442	500
Special Seminar				22,896		22,896	
Interest Income	487	500	(13)	7,550	5,500	2,050	6,000
Equipment Rental Income				1,941		1,941	
<b>TOTAL REVENUE</b>	<b>2,824</b>	<b>1,542</b>	<b>1,282</b>	<b>613,665</b>	<b>581,038</b>	<b>32,626</b>	<b>582,580</b>
<b>DIRECT COSTS</b>							
Annual Meeting Costs	(128)		(128)	181,050	221,026	(39,976)	221,026
New Professional's Conference				50,123	49,665	458	49,665
Regional Seminar	2,217		2,217	5,266		5,266	
Membership	55		55	3,458	4,500	(1,042)	4,500
Editor Fees	2,000	1,034	966	13,377	11,377	2,000	12,411
Editor Expenses		417	(417)	5,451	4,583	868	5,000
Marketing-Other	135	833	(698)	7,875	9,167	(1,292)	10,000
Resource Library		417	(417)	2,535	4,583	(2,048)	5,000
Special Seminar				17,488		17,488	
E-Newsletter				336		336	
ResourceNet	500		500	6,000	5,000	1,000	6,000
Website	119	167	(48)	3,408	1,833	1,575	2,000
Awards					3,250	(3,250)	3,250
Board of Directors				14,616	28,000	(13,384)	28,000
Journal Adv Commission		225	(225)	186	900	(714)	900
Journal Postage/Handling		1,625	(1,625)	3,984	6,500	(2,516)	6,500
Journal Printing		9,000	(9,000)	29,268	36,000	(6,732)	36,000
Journal Other	500	250	250	5,109	1,000	4,109	1,000
<b>TOTAL DIRECT COSTS</b>	<b>5,398</b>	<b>13,968</b>	<b>(8,569)</b>	<b>349,529</b>	<b>387,384</b>	<b>(37,855)</b>	<b>391,252</b>
<b>GENERAL EXPENSES</b>							
Accounting/Auditing		417	(417)	5,424	4,583	841	5,000
Bank Charges	226	417	(190)	4,912	4,583	328	5,000
Insurance	200	233	(33)	2,205	2,567	(362)	2,800
Legal		417	(417)	5,338	4,583	754	5,000
Professional training/seminars	206		206	374		374	
Management	10,747	11,497	(750)	124,218	126,468	(2,250)	137,965
Postage	5	333	(329)	2,186	3,667	(1,481)	4,000
Printing & Copying	13	83	(70)	506	917	(410)	1,000
Supplies	2	100	(98)	546	1,100	(554)	1,200
Taxes/Licenses & Corp. Registration	10		10	20		20	600
Telephone	279	417	(137)	3,716	4,583	(867)	5,000
Logo Design				1,979	850	1,129	2,000
CE Accreditation				600		600	600
<b>TOTAL GENERAL EXPENSE</b>	<b>11,688</b>	<b>13,914</b>	<b>(2,226)</b>	<b>152,022</b>	<b>153,901</b>	<b>(1,879)</b>	<b>170,165</b>
<b>TOTAL DIRECT COST &amp; GENL EXP</b>	<b>17,086</b>	<b>27,881</b>	<b>(10,795)</b>	<b>501,551</b>	<b>541,286</b>	<b>(39,734)</b>	<b>561,417</b>
<b>SURPLUS/DEFICIT</b>	<b>(14,262)</b>	<b>(26,340)</b>	<b>12,078</b>	<b>112,113</b>	<b>39,753</b>	<b>72,361</b>	<b>21,163</b>