

2020 TREASURER'S REPORT

| CATEGORY DESCRIPTION | 2020 | 2019 | BUDGET | DIFF |
|-------------------------------|---------------------|---------------------|---------------------|----------------------|
| BALANCE January 1 | \$87,871.16 | \$80,255.36 | | FROM BUDGET |
| | | | | |
| | | | | |
| INCOME/EXPENSE | | | | |
| INCOME: | | | | |
| ASSOCIATE DUES | 3,150.00 | 5,600.00 | 6,300.00 | (\$700.00) |
| BRANCH DUES | 975.00 | 1,050.00 | 1,200.00 | (\$150.00) |
| CREDIT CARD FEES | 1,293.33 | 1,205.57 | 2,000.00 | (\$794.43) |
| FORMS | 21,888.55 | 25,442.21 | 35,000.00 | (\$9,557.79) |
| INTEREST INCOME | 223.98 | 477.20 | 700.00 | (\$222.80) |
| MEMBERSHIP DUES | 50,188.50 | 46,786.25 | 56,000.00 | (\$9,213.75) |
| SALES TAX | 1,515.29 | 1,758.99 | 2,500.00 | (\$741.01) |
| SCHOLARSHIP | | 500.00 | 2,000.00 | (\$1,500.00) |
| SEMINARS | | | | \$0.00 |
| SHIPPING | 2,756.26 | 3,446.61 | 5,000.00 | (\$1,553.39) |
| SOFTWARE | 1,205.00 | 1,335.00 | 1,400.00 | (\$65.00) |
| | | | | |
| TOTAL INCOME | \$83,195.91 | \$87,601.83 | \$112,100.00 | (\$24,498.17) |
| | | | | |
| EXPENSES: | | | | |
| ACCOUNTING-PROF FEES. | | 605.00 | 605.00 | \$0.00 |
| ADVERTISING - PSA VIDEO | 5,681.25 | | | |
| BANK SERVICE FEES | 1,626.13 | 1,450.81 | 2,500.00 | (\$1,049.19) |
| BOARD MEETING EXPENSE | 529.50 | 1,461.68 | 2,000.00 | (\$538.32) |
| BOARD RESERVE | | | 0.00 | \$0.00 |
| CAPITAL EXPENDITURES | | | 0.00 | \$0.00 |
| DUES (MEMBERSHIP) | | | 325.00 | (\$325.00) |
| EXECUTIVE DIR PROF FEE | 20,000.04 | 19,423.68 | 40,000.00 | (\$20,576.32) |
| FORMS | 14,909.51 | 16,580.57 | 28,500.00 | (\$11,919.43) |
| INSURANCE | 1,041.00 | | 1,500.00 | (\$1,500.00) |
| IT | 847.24 | 701.30 | 2,000.00 | (\$1,298.70) |
| LEGAL | | | | \$0.00 |
| MEETINGS | | 100.00 | 750.00 | (\$650.00) |
| MISCELLANEOUS | | 104.00 | 0.00 | \$104.00 |
| POSTAGE | 561.15 | 440.48 | 750.00 | (\$309.52) |
| PRINTING | 352.85 | | 470.00 | (\$470.00) |
| RENT | 900.00 | 900.00 | 1,800.00 | (\$900.00) |
| SALES TAX PAID | 1,570.53 | 1,518.29 | 2,500.00 | (\$981.71) |
| SCHOLARSHIPS | 5,569.42 | 4,500.00 | 5,000.00 | (\$500.00) |
| SHIPPING | 2,763.56 | 3,090.46 | 5,000.00 | (\$1,909.54) |
| SOFTWARE | 1,210.00 | 1,105.00 | 1,300.00 | (\$195.00) |
| SUPPLIES | 398.07 | 873.97 | 1,500.00 | (\$626.03) |
| TAXES | | 1,034.00 | 1,100.00 | (\$66.00) |
| TELEPHONE EXPENSE | 1,179.78 | 1,296.25 | 3,000.00 | (\$1,703.75) |
| TRAVEL EXPENSES | 1,921.85 | 6,780.41 | 11,500.00 | (\$4,719.59) |
| | | | | |
| TOTAL EXPENSES | \$61,061.88 | \$61,965.90 | \$112,100.00 | (\$50,134.10) |
| | | | | |
| TOTAL INCOME/EXPENSE | \$22,134.03 | \$25,635.93 | \$0.00 | |
| | | | | |
| CONVENTION 2018 INCOME | | \$200.00 | | |
| CONVENTION 2019 INCOME | \$150.00 | | | |
| | | | | |
| CASH ON HAND 6/30/20 | \$110,155.19 | \$106,091.29 | | |

ACCT BALANCES

| Acct | 6/30/2020 |
|-------------------------|---------------------|
| Wells Fargo Convention | 5,091.30 |
| Wells Fargo Savings | 95,277.05 |
| Wells Fargo Operating | 6,187.26 |
| Wells Fargo Scholarship | 3,599.58 |
| TOTAL | \$110,155.19 |