

## 2020 TREASURER'S REPORT

| CATEGORY DESCRIPTION          | 2020                | 2019                | BUDGET              | DIFF                 |
|-------------------------------|---------------------|---------------------|---------------------|----------------------|
| <b>BALANCE January 1</b>      | <b>\$87,871.16</b>  | <b>\$80,255.36</b>  |                     | <b>FROM BUDGET</b>   |
|                               |                     |                     |                     |                      |
| <b>INCOME/EXPENSE</b>         |                     |                     |                     |                      |
| <b>INCOME:</b>                |                     |                     |                     |                      |
| ASSOCIATE DUES                | 3,675.00            | 5,950.00            | 6,300.00            | (\$350.00)           |
| BRANCH DUES                   | 1,050.00            | 1,050.00            | 1,200.00            | (\$150.00)           |
| CREDIT CARD FEES              | 1,536.47            | 1,339.24            | 2,000.00            | (\$660.76)           |
| FORMS                         | 25,978.15           | 27,544.81           | 35,000.00           | (\$7,455.19)         |
| INTEREST INCOME               | 223.98              | 596.93              | 700.00              | (\$103.07)           |
| MEMBERSHIP DUES               | 52,832.25           | 51,798.75           | 56,000.00           | (\$4,201.25)         |
| SALES TAX                     | 1,814.29            | 1,897.51            | 2,500.00            | (\$602.49)           |
| SCHOLARSHIP                   |                     | 500.00              | 2,000.00            | (\$1,500.00)         |
| SEMINARS                      |                     |                     |                     | \$0.00               |
| SHIPPING                      | 3,412.14            | 3,761.50            | 5,000.00            | (\$1,238.50)         |
| SOFTWARE                      | 1,480.00            | 1,335.00            | 1,400.00            | (\$65.00)            |
| <b>TOTAL INCOME</b>           | <b>\$92,002.28</b>  | <b>\$95,773.74</b>  | <b>\$112,100.00</b> | <b>(\$16,326.26)</b> |
| <b>EXPENSES:</b>              |                     |                     |                     |                      |
| ACCOUNTING-PROF FEES.         | 625.00              | 605.00              | 605.00              | \$0.00               |
| ADVERTISING - PSA VIDEO       | 5,681.25            |                     |                     |                      |
| BANK SERVICE FEES             | 1,917.43            | 1,718.42            | 2,500.00            | (\$781.58)           |
| BOARD MEETING EXPENSE         | 529.50              | 1,461.68            | 2,000.00            | (\$538.32)           |
| BOARD RESERVE                 |                     |                     | 0.00                | \$0.00               |
| CAPITAL EXPENDITURES          |                     | 1,632.84            | 0.00                | \$1,632.84           |
| DUES (MEMBERSHIP)             | 325.00              |                     | 325.00              | (\$325.00)           |
| EXECUTIVE DIR PROF FEE        | 23,333.38           | 22,661.06           | 40,000.00           | (\$17,338.94)        |
| FORMS                         | 17,006.51           | 20,193.07           | 28,500.00           | (\$8,306.93)         |
| INSURANCE                     | 1,436.00            | 1,436.00            | 1,500.00            | (\$64.00)            |
| IT                            | 927.23              | 878.50              | 2,000.00            | (\$1,121.50)         |
| LEGAL                         |                     |                     |                     | \$0.00               |
| MEETINGS                      |                     | 100.00              | 750.00              | (\$650.00)           |
| MISCELLANEOUS                 |                     | 104.00              | 0.00                | \$104.00             |
| POSTAGE                       | 626.75              | 521.73              | 750.00              | (\$228.27)           |
| PRINTING                      | 352.85              |                     | 470.00              | (\$470.00)           |
| RENT                          | 1,050.00            | 1,050.00            | 1,800.00            | (\$750.00)           |
| SALES TAX PAID                | 1,795.87            | 2,046.84            | 2,500.00            | (\$453.16)           |
| SCHOLARSHIPS                  | 5,569.42            | 4,500.00            | 5,000.00            | (\$500.00)           |
| SHIPPING                      | 3,189.89            | 3,741.69            | 5,000.00            | (\$1,258.31)         |
| SOFTWARE                      | 1,435.00            | 1,105.00            | 1,300.00            | (\$195.00)           |
| SUPPLIES                      | 432.37              | 1,100.86            | 1,500.00            | (\$399.14)           |
| TAXES                         |                     | 1,034.00            | 1,100.00            | (\$66.00)            |
| TELEPHONE EXPENSE             | 1,376.54            | 1,505.87            | 3,000.00            | (\$1,494.13)         |
| TRAVEL EXPENSES               | 2,046.17            | 7,337.79            | 11,500.00           | (\$4,162.21)         |
| <b>TOTAL EXPENSES</b>         | <b>\$69,656.16</b>  | <b>\$74,734.35</b>  | <b>\$112,100.00</b> | <b>(\$37,365.65)</b> |
| <b>TOTAL INCOME/EXPENSE</b>   | <b>\$22,346.12</b>  | <b>\$21,039.39</b>  | <b>\$0.00</b>       |                      |
| <b>CONVENTION 2018 INCOME</b> |                     | <b>\$200.00</b>     |                     |                      |
| <b>CONVENTION 2019 INCOME</b> | <b>\$150.00</b>     | <b>\$6,500.00</b>   |                     |                      |
| <b>CASH ON HAND 7/31/20</b>   | <b>\$110,367.28</b> | <b>\$107,994.75</b> |                     |                      |

ACCT BALANCES

| <b>Acct</b>             | <b>7/31/2020</b>    |
|-------------------------|---------------------|
| Wells Fargo Convention  | 5,105.53            |
| Wells Fargo Savings     | 96,570.87           |
| Wells Fargo Operating   | 5,091.30            |
| Wells Fargo Scholarship | 3,599.58            |
| <b>TOTAL</b>            | <b>\$110,367.28</b> |