

	Unaudited				
	FY16-17 Actual	FY17-18 Board Approved Budget	FY17-18 Forecast	FY18-19 Forecast	FY19-20 Forecast
<b>Income</b>					
4011 · Membership-Teacher	44,882	56,248	56,248	57,373	58,521
4012 · Membership Paraprofessional	1,972	987	987	1,006	1,027
4013 · Membership Parent/Community	4,154	2,517	2,517	2,567	2,618
4014 · Membership Student	1,675	713	713	728	742
4016 · Membership-Inst/Org/Commercial	3,000	3,292	3,292	3,358	3,425
4017 · Membership Administrator	23,034	10,007	10,007	10,207	10,412
4018 · Membership Retired Teacher	1,983	775	775	791	806
4019 · Half Day & 2 Days Institutes	44,620	45,500	45,500	46,410	47,338
4020 · Fees Registration	2,637,577	2,575,562	2,739,187	2,821,363	2,906,004
4021 · Fees-Exhibitors	64,443	146,050	146,050	148,971	151,950
4024 · Presenter Fees Annual	39,700	40,000	40,000	40,800	41,616
4025 · Award Luncheon	37,825	36,000	36,000	36,720	37,454
4026 · Seal of Excellence	40,440	45,000	45,000	45,900	46,818
4027 · Admin. Leadership Symposium	4,800	6,000	6,000	6,120	6,242
4029 · Shipping Cost	20,576	5,300	5,300	5,406	5,514
4030 · Publications / Books	11,809	10,630	10,630	10,842	11,059
4031 · Promotional Items	17,498	15,000	15,000	15,300	15,606
4032 · Auxiliary Materials	1,126	1,000	1,000	1,020	1,040
4040 · Sponsors	242,500	103,000	103,000	105,060	107,161
4041 · Other Contributions	379	250	250	255	260
4042 · Other-Advertising	14,070	4,500	4,500	4,590	4,682
4043 · Government Grant	579,565	422,630	972,630	550,000	550,000
4044 · Ticket Sales		3,000	3,000	3,060	3,121
4045 · Other School Visits	12,780	10,000	10,000	10,200	10,404
4046 · Hotel Rebates	26,250	30,000	30,000	30,600	31,212
4047 · Mailing Lists	1,750	700	700	714	728
4048 · Dues & Subscription Income	1,526	2,201	2,201	2,245	2,290
4900 · Interest-Savings, Short-term CD	3,973	4,502	4,502	4,592	4,684
4920 · Fundraising Income	500	1,500	1,500	1,530	1,561
4921 · Grant Income	79,000	506,000	506,000	516,120	526,442
4930 · Contract Income	958,418	1,126,000	1,226,000	1,262,780	1,300,663
4992 · In-Kind Contribution	63,935				
4990 · Other Income	254	18	18	18	18
<b>Total Income</b>	<b>4,986,014</b>	<b>5,214,883</b>	<b>6,028,508</b>	<b>5,746,647</b>	<b>5,891,420</b>
<b>Cost of Goods Sold</b>					
5000 · COGS - Books/Publications	11,726				
5010 · COGS - Promotional Items	14,426	18,350	18,350	18,717	19,091
5300 · Purchases/Membership					
<b>Total COGS</b>	<b>26,152</b>	<b>18,350</b>	<b>18,350</b>	<b>18,717</b>	<b>19,091</b>
<b>Gross Profit</b>	<b>4,959,861</b>	<b>5,196,533</b>	<b>6,010,158</b>	<b>5,727,930</b>	<b>5,872,329</b>

	Unaudited				
	FY16-17 Actual	FY17-18 Board Approved Budget	FY17-18 Forecast	FY18-19 Forecast	FY19-20 Forecast
<b>Expense</b>					
6000 · Payroll Expenses	1,635,198	1,826,357	2,122,771	1,955,334	1,994,441
6006 · Salaries - OT		45,000	45,000	43,350	45,001
6008 · Bonus Expense		51,081	51,081	52,102	53,144
6010 · Temporary Help	3,853	10,000	10,000	10,200	10,404
6110 · Payroll Taxes	134,062	158,400	182,702	168,723	172,098
6120 · Workers Comp	17,104	21,257	24,357	22,507	22,958
6130 · Dental Insurance	13,447	19,324	21,762	20,073	20,474
6140 · Medical Insurance	79,265	111,115	124,477	114,751	117,046
6150 · Employee Life Insurance	4,395	2,899	3,695	3,451	3,520
6155 · Retirement Plan	43,441	71,500	79,375	73,102	74,564
6200 · Rent Expense (Mortgage pmt P&I)		85,000	109,168	187,144	187,144
6210 · Phone Expense	34,004	59,580	59,580	58,808	59,984
6220 · Electricity Expense	9,048	21,000	21,000	21,420	21,849
6221 · Disposal Expense	2,004	3,081	3,081	3,143	3,205
6222 · Gas Expense	392	720	720	734	749
6223 · Janitorial Expense	4,628	7,200	7,200	7,344	7,491
6224 · Security (Alarm) Expense	4,132	12,000	12,000	12,240	12,485
6230 · Insurance Expense	13,615	20,500	20,500	20,910	21,328
6240 · Water Expense	2,074	2,550	2,550	2,601	2,653
6250 · Tax & Licenses	2,795	3,750	3,750	3,825	3,901
6300 · Postage	4,854	5,125	5,125	5,228	5,332
6301 · Postage Freight Shipping	1,555	4,700	4,700	2,754	2,809
6302 · Postage UPS	6,626	7,251	7,251	7,396	7,544
6303 · Postage Bulk Mail	5,000	15,050	15,050	15,351	15,658
6304 · Postage FedEx	1,389	4,857	5,107	5,209	5,314
6310 · Office Supplies Expense	29,265	30,421	31,531	30,493	31,103
6330 · Equipment Maint & Repairs	9,305	9,374	9,374	9,562	9,753
6331 · Bldg. Maintenance & Repairs	12,906	20,000	20,000	20,400	20,808
6340 · Equipment Rental Expense	207,449	197,850	197,850	201,807	205,843
6351 · Small Equipment Purchases-Hardware	19,631	15,750	17,350	13,821	14,098
6352 · Small Equipment Purchases-Software	15,632	15,500	15,500	15,810	16,126
6353 · Small Equipment Purchases-Other	2,247	4,000	4,000	4,080	4,162
6360 · Office Furniture Purchases	712	1,000	1,000	1,020	1,040
6400 · Activity Supplies	68,465	59,603	61,103	60,490	61,699
6401 · Activity Supplies Region 1	25	1,200	1,200	1,224	1,248
6402 · Activity Supplies Region 2		1,200	1,200	1,224	1,248
6403 · Activity Supplies Region 3	545	1,200	1,200	1,224	1,249
6404 · Activity Supplies Region 4	200	1,200	1,200	1,224	1,248
6405 · Activity Supplies Region 5		1,200	1,200	1,224	1,248
6410 · Decorations	464	1,750	1,750	1,785	1,821
6420 · Education/Prof. Materials	1,212	3,150	4,573	4,665	4,758
6430 · Awards & Gifts	15,672	16,425	16,425	16,754	17,089
6440 · Reprographics	68,979	91,918	94,918	88,816	90,593

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	FY16-17 Actual	FY17-18 Board Approved Budget	FY17-18 Forecast	FY18-19 Forecast	FY19-20 Forecast
6450 · Facility Rental	20,217	27,000	27,000	27,540	28,091
6501 · Depreciation Expense	30,513	38,652	38,652	39,425	40,214
6600 · Seminars & Education Expense	14,644	17,260	29,260	26,520	27,050
6610 · Dues & Subscriptions Expense	5,407	6,350	6,350	6,477	6,607
6700 · Speaker Fees	30,825	32,250	32,250	32,895	33,553
6710 · Speaker Travel Costs	7,408	11,225	11,225	11,450	11,679
6720 · Chapter Rebates	16,836	17,000	17,000	17,340	17,687
6730 · Scholarships	20,004	28,000	28,000	28,560	29,131
6740 · Donations & Contributions	1,012	4,500	4,500	4,590	4,682
6800 · Travel Expense	198,369	205,196	207,996	199,946	203,945
6810 · Meals Expense	33,217	43,207	47,207	47,251	48,196
6820 · Conference Music Show Expense	5,500	6,000	6,000	6,120	6,242
6840 · Food Catering Service	467,323	483,300	483,300	492,966	502,825
6850 · Lodging Expense	175,401	191,448	191,448	184,736	188,431
6900 · Legal Expense	29,200	26,900	26,900	27,438	27,987
6910 · Accounting Expense	116,779	145,000	145,000	147,900	150,858
6920 · Bank Charges	11,711	15,500	15,500	15,810	16,126
6921 · Credit Card Charge Fees	35,442	32,099	32,099	32,741	33,396
6950 · Other-Services	254,727	267,705	268,705	251,991	257,031
6960 · Consultants	422,160	508,000	640,160	602,484	614,533
6961 · Consultant Reimbursements	36,451	35,600	35,600	36,312	37,038
7000 · Advertising/Marketing Expense	4,560	11,250	11,250	11,474	11,704
7500 · Interest Expense (mortgage)	2,225	50	50		
7920 · In-Kind Expense	63,935				
7840 · Miscellaneous Expense	139	1,000	1,000	1,020	1,040
7930 · Indirect Cost		0	40,871	41,689	42,522
<b>Total Expense</b>	<b>4,479,595</b>	<b>5,196,532</b>	<b>5,770,700</b>	<b>5,587,998</b>	<b>5,696,799</b>
<b>Change in Net Assets</b>	<b>480,266</b>	<b>0</b>	<b>239,457</b>	<b>139,932</b>	<b>175,530</b>