## SUMMARY

YTD through September 30, 2015
3 months (25%) of the fiscal year presented

<table>
<thead>
<tr>
<th>Jul - Sep 2015</th>
<th>YTD Budget</th>
<th>$ Over Budget</th>
<th>% Over Budget</th>
<th>Annual Budget %</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Income</strong></td>
<td></td>
<td></td>
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</tr>
<tr>
<td>4011 · Membership-Teacher</td>
<td>1,378.89</td>
<td>11,374.97</td>
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<td>4012 · Membership Paraprofessional</td>
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<td>499.97</td>
<td>-454.72</td>
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<tr>
<td>4013 · Membership Parent/Community</td>
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<tr>
<td>4014 · Membership Student</td>
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<td>-220.03</td>
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<td>4016 · Membership-Inst/Org/Commercial</td>
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<td>875.01</td>
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<td>4017 · Membership Administrator</td>
<td>343.50</td>
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<tr>
<td>4018 · Membership Retired Teacher</td>
<td>40.00</td>
<td>375.00</td>
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<td>4020 · Fees Registration</td>
<td>30,950.00</td>
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</tr>
<tr>
<td>4021 · Fees-Exhibitors</td>
<td>21,975.00</td>
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<tr>
<td>4022 · Fees-Career Fair</td>
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<tr>
<td>4023 · Fees-Meals</td>
<td>0.00</td>
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</tr>
<tr>
<td>4024 · Presenter Fees Annual</td>
<td>0.00</td>
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<tr>
<td>4029 · Shipping Cost</td>
<td>136.62</td>
<td>0.00</td>
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<tr>
<td>4030 · Publications / Books</td>
<td>2,388.00</td>
<td>2,900.00</td>
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<tr>
<td>4031 · Promotional Items</td>
<td>41.00</td>
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<tr>
<td>4032 · Auxiliary Materials</td>
<td>845.35</td>
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<td>4040 · Sponsors</td>
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<tr>
<td>4041 · Other Contributions</td>
<td>25.00</td>
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<td>4042 · Other-Advertising</td>
<td>1,850.75</td>
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<td>4043 · Government Grant</td>
<td>124,296.10</td>
<td>179,546.00</td>
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<td>4044 · Ticket Sales</td>
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<td>4045 · Other School Visits</td>
<td>0.00</td>
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<tr>
<td>4046 · Hotel Rebates</td>
<td>0.00</td>
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<td>4047 · Mailing Lists</td>
<td>0.00</td>
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<td>4048 · Dues &amp; Subscription Income</td>
<td>13.95</td>
<td>14.00</td>
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<td>4900 · Interest-Savings, Short-term CD</td>
<td>0.00</td>
<td>1,249.97</td>
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<tr>
<td>4920 · Fundraising Income</td>
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<td>0.00</td>
<td>0.00</td>
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<tr>
<td>4921 · Grant Income</td>
<td>0.00</td>
<td>12,499.97</td>
<td>-12,499.97</td>
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<tr>
<td>4930 · Contract Income</td>
<td>19,875.00</td>
<td>75,580.00</td>
<td>-55,705.00</td>
<td>26.3%</td>
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<tr>
<td>4990 · Other Income</td>
<td>0.00</td>
<td>625.03</td>
<td>-625.03</td>
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<tr>
<td><strong>Total Income</strong></td>
<td>205,314.41</td>
<td>291,039.91</td>
<td>-85,725.50</td>
<td>70.5%</td>
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<td><strong>Cost of Goods Sold</strong></td>
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<tr>
<td>5000 · COGS - Books/Publications</td>
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<tr>
<td>5010 · COGS - Promotional Items</td>
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<tr>
<td>5300 · Purchases/Membership</td>
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<td>0.00</td>
<td>0.00</td>
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<tr>
<td><strong>Total COGS</strong></td>
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<td>0.00</td>
<td>0.00</td>
<td>0.0%</td>
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<tr>
<td><strong>Gross Profit</strong></td>
<td>205,314.41</td>
<td>291,039.91</td>
<td>-85,725.50</td>
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<tr>
<td><strong>Expense</strong></td>
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<td></td>
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<tr>
<td>6000 · Payroll Expenses</td>
<td>310,753.11</td>
<td>378,524.04</td>
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</tr>
<tr>
<td>6010 · Temporary Help</td>
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<td>0.0%</td>
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<tr>
<td>6110 · Payroll Taxes</td>
<td>23,362.88</td>
<td>30,482.34</td>
<td>-7,119.46</td>
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</tr>
<tr>
<td>6120 · Workers Comp</td>
<td>2,697.76</td>
<td>3,680.94</td>
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<tr>
<td>6130 · Dental Insurance</td>
<td>2,406.36</td>
<td>4,797.27</td>
<td>-2,390.91</td>
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<tr>
<td>6140 · Medical Insurance</td>
<td>13,908.78</td>
<td>17,293.77</td>
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<tr>
<td>6142 · Allied Insurance</td>
<td>2,043.23</td>
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</tr>
<tr>
<td>6150 · Employee Life Insurance</td>
<td>437.55</td>
<td>992.22</td>
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<tr>
<td>6155 · Retirement Plan</td>
<td>7,547.28</td>
<td>12,110.73</td>
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<tr>
<td>6170 · Vacation Expense</td>
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<tr>
<td>6210 · Phone Expense</td>
<td>5,750.16</td>
<td>6,294.99</td>
<td>-544.83</td>
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</tr>
<tr>
<td>6220 · Electricity Expense</td>
<td>4,283.90</td>
<td>3,500.01</td>
<td>783.89</td>
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<tr>
<td>6221 · Disposal Expense</td>
<td>411.51</td>
<td>444.99</td>
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<tr>
<td>6222 · Gas Expense</td>
<td>0.00</td>
<td>129.99</td>
<td>-129.99</td>
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<tr>
<td>6223 · Janitorial Expense</td>
<td>1,340.00</td>
<td>1,850.01</td>
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<tr>
<td>6224 · Security (Alarm) Expense</td>
<td>374.00</td>
<td>249.99</td>
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<tr>
<td>6230 · Insurance Expense</td>
<td>2,712.12</td>
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<tr>
<td><strong>Total Expense</strong></td>
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<td></td>
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</tr>
</tbody>
</table>

Page 1 of 2
<table>
<thead>
<tr>
<th>Item Description</th>
<th>2015 Budget</th>
<th>YTD Budget</th>
<th>% Over Budget</th>
<th>Annual Budget</th>
</tr>
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<tbody>
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<td>6240 - Water Expense</td>
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<td>387.51</td>
<td>70.15</td>
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<tr>
<td>6250 - Tax &amp; Licenses</td>
<td>292.23</td>
<td>999.99</td>
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<td>7,999.96</td>
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<tr>
<td>6300 - Postage</td>
<td>70.75</td>
<td>1,040.76</td>
<td>-970.01</td>
<td>4,808.04</td>
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<tr>
<td>6301 - Postage Freight Shipping</td>
<td>0.00</td>
<td>0.00</td>
<td>0.00</td>
<td>3,500.00</td>
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<tr>
<td>6302 - Postage UPS</td>
<td>666.91</td>
<td>550.00</td>
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<td>4,750.00</td>
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<td>6303 - Postage Bulk Mail</td>
<td>0.00</td>
<td>304.24</td>
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<td>6304 - Postage FedEx</td>
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<td>4,599.22</td>
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<tr>
<td>6330 - Maint &amp; Repairs Equipment</td>
<td>2,104.02</td>
<td>4,325.01</td>
<td>-2,220.99</td>
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<tr>
<td>6331 - Maintenance &amp; Repairs Building</td>
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<td>4,250.01</td>
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<td>6340 - Equipment Rental Expense</td>
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<td>Total 6350 - Small Equipment Purchases</td>
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<td>10,558.00</td>
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<td>6400 - Activity Supplies</td>
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<td>547.00</td>
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<td>6520 - Gains/Losses on Disposal Assets</td>
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<td>6600 - Seminars &amp; Education Expense</td>
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<td>6610 - Dues &amp; Subscriptions Expense</td>
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<td>6700 - Speaker Fees</td>
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<td>46,600.00</td>
</tr>
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<td>6710 - Speaker Travel Costs</td>
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<td>6720 - Chapter Rebates</td>
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<td>6730 - Scholarships</td>
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<td>6740 - Donations &amp; Contributions</td>
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<td>6800 - Travel Expense</td>
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<td>6810 - Meals Expense</td>
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<td>6820 - Conference Music Show Expense</td>
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<td>0.00</td>
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<td>6840 - Food Catering Service</td>
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<td>6910 - Accounting Expense</td>
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<td>6920 - Bank Charges</td>
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<td>6961 - Consultant Reimbursements</td>
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</tr>
<tr>
<td>7000 - Advertising/Marketing Expense</td>
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<td>-1,575.01</td>
<td>7,400.04</td>
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<tr>
<td>7500 - Interest Expense (mortgage)</td>
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<td>7640 - Miscellaneous Expense</td>
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<tr>
<td>Total Expense</td>
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<tr>
<td>Net Income</td>
<td>-335,981.60</td>
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<td>55,829.38</td>
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<tr>
<td>% of Budget</td>
<td>85.8%</td>
<td>85.8%</td>
<td>14.8%</td>
<td>289.6%</td>
</tr>
</tbody>
</table>