



National
STUDENT
EMPLOYMENT
Association

2011

NSEA FINANCIAL REPORT

December 31, 2011

Account Balances - As of 12/31/2011

As of 12/31/2011

1/12/2012

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Account	12/31/2011 Balance
Bank Accounts	
NSEA Conference Account	0.00
NSEA GOA	6,176.00
NSEA Investments	393,562.29
NSEA Reserve Account	10,294.04
TOTAL Bank Accounts	410,032.33
OVERALL TOTAL	410,032.33

2011 NSEA Financial Report

As of 12/31/2011

By June Hagler

	Income	Expenses	
NSEA Checking Account			
Beginning Balance 1/1/2011			\$ 26,621.02
Income			
Membership dues	\$ 52,843.71		
SEE Training	\$ 6,550.00		
On site & Distance Learning	\$ 754.23		
UPS Grant	\$ 25,000.00		
Interest Income (on reserve acct)	\$ 172.74		
Other income	\$ (396.58)		
Conference Income	\$ 64,181.95		
Total Income			\$ 149,106.05
Transfer from Reserve accounts			\$ 15,000.00
Expenses			
President's Office			
Audit Review		\$ (1,702.52)	
Discretionary Travel		\$ (2,149.38)	
Executive Board Meetings		\$ (23,760.25)	
Gifts		\$ (279.99)	
Misc		\$ (266.49)	
Regional President's Meeting		\$ (1,520.24)	
President's Office Expense		\$ -	
Professional Development		\$ -	
Public Relations		\$ -	
Regional Board's Reception		\$ (427.55)	
The Work Book Committee		\$ (12.91)	
Federal Relations			
Committee		\$ -	
VP for Administration			
Elections		\$ (499.00)	
Historian		\$ -	
VP for Communication			
Newsletter		\$ (294.00)	
Web Site		\$ (3,310.00)	
VP for Member Services			
Awards		\$ (395.95)	
Best of NSEA		\$ (506.71)	
Diversity Program Committee		\$ (750.00)	
SEE Training		\$ (7,465.92)	
On-site & Distance Learning		\$ (172.74)	
SEOTY		\$ (3,667.03)	
VP for External Affairs			
Advancement		\$ -	

Journal	\$	-	
Membership Recruitment	\$	(1,318.11)	
Research Grants	\$	-	
VP for Finance			
Conference Scholarships	\$	(2,550.00)	
Diversity Scholarships	\$	(3,126.96)	
Professional Development Scholarships	\$	(2,516.73)	
SEE Scholarships	\$	(417.00)	
SEOTY Grants	\$	(2,000.00)	
Credit Card Fees	\$	(292.75)	
Finance Committee	\$	(2.08)	
Treasurer/Home Office			
Bank Charges	\$	(115.00)	
Corporation Fees	\$	(168.00)	
Insurance	\$	(2,275.00)	
Management Fee	\$	(23,100.00)	
Office Supplies	\$	(309.15)	
Phone/Fax/Internet	\$	(435.40)	
Postage & Shipping	\$	(186.65)	
Software	\$	(299.99)	
Tax Preparation	\$	(2,765.11)	
Region			
Best of Region	\$	(750.00)	
Conference			
Conference Site Selection	\$	(614.59)	
Other Expense			
International Outreach	\$	-	
Conference Expenses	\$	(48,765.13)	
Region's Share of Profit	\$	(5,190.00)	
Total Expenses			\$ (144,378.33)
Transfer to Reserves			\$ (25,000.00)
Ending Balance			\$ 21,348.74

Balance of General Operating Account	\$	6,176.00
Balance of Reserve Account	\$	10,294.04
Balance of Investment Account	\$	393,562.29
Balance of All Accounts	\$	410,032.33

NSEA Financial Statements Comparisons 2005 to 2011							
Operating Account							
Income	2005	2006	2007	2008	2009	2010	2011
Membership Dues	41,900.00	42,458.00	50,675.00	48,875.00	43,876.00	48,441.83	52,843.71
UPS Grant	30,000.00	30,000.00	0.00	30,000.00	40,000.00	40,000.00	25,000.00
Conference Profit	9,841.50	11,294.96	17,123.96	13,310.56	11,802.88	5,406.18	
Conference Income							64,181.95
Publications							
FWS Brochure			143.00	1,393.00	0.00	0.00	0.00
Journal	44.00	0.00	135.94		0.00	0.00	0.00
Monograph	180.00	0.00			0.00	0.00	0.00
Work Book	2,338.00	2,456.00	2,729.40	2,777.70	35.00	0.00	0.00
Training							
SEE	7,575.00	5,825.00	8,225.00	6,200.51	5,188.61	6,940.00	6,550.00
On-site & Distance						1,650.72	754.23
Other Income							
Interest Earned	638.83	914.55	1,159.33	444.10	235.16	148.50	172.74
Job Target		240.00	570.00	360.00	0.00	0.00	0.00
Other Income							-396.58
Total Income	92,517.33	93,188.51	80,761.63	103,360.87	101,137.65	102,587.23	149,106.05
Expenses							
President							
Audit Meeting	1,903.61	2,345.21	2,309.34	2,681.21	2,616.34	2,108.05	1,702.52
Discretionary Travel	2,350.51	3,087.00	3,958.31	2,419.11	3,954.71	2,810.96	2,149.38
Executive Board Mtgs	29,348.87	32,188.71	31,145.80	27,509.62	30,281.86	33,886.47	23,760.25
Gifts	219.08	61.98	481.59	255.41	648.97	348.45	279.99
Misc		55.95	250.00	265.00	0.00	160.89	266.49
President's Office	400.04	268.95	86.62	2,829.76	0.00	0.00	0.00
President's Mtg	1,405.73	3,670.71	2,489.89	1,902.48	3,526.41	1,496.61	1,520.24
Professional Development	36.96			295.00	295.00	265.00	0.00
Public Relations	347.35	76.30	643.97	151.25	269.11	0.00	0.00
Regional Presidents Rec	841.08	930.30	0.00		148.73	630.00	427.55
Work Book Committee						1,743.05	12.91
Total President	36,853.23	42,685.11	41,365.52	38,308.84	41,741.13	43,449.48	30,119.33
Federal Relations							
Committee	541.18	590.46	815.98	0.00	13.09	0.00	0.00
Publications		1,987.53			0.00	0.00	0.00
Total Federal Relations	541.18	2,577.99	815.98	0.00	13.09	0.00	0.00
VP Administration							
Elections	19.95	59.85	8.20		149.00	149.00	499.00
Historian	645.57	64.47	429.21	273.46	0.00	0.00	0.00
Volunteerism					0.00	0	0.00
Total VP Admin	665.52	124.32	437.41	273.46	149.00	149.00	499.00
VP Communication							
Newsletter	3,385.18	3,901.98		126.00	168.00	294.00	294.00
Web Site	1,181.40	133.98	633.52	2,262.50	4,002.50	2,885.00	3,310.00
Misc.					92.98	0.00	0.00
Total VP Communication	4,566.58	4,035.96	633.52	2,388.50	4,263.48	3,179.00	3,604.00

VP Members Services							
Awards	306.56	289.14	255.29	374.83	684.50	673.47	395.95
Best of NSEA	507.99	536.31	513.56	503.30	541.54	530.98	506.71
Board Committee Gifts	715.25	413.79					0.00
Diversity	3,000.00	1,473.99	479.80	752.34	1,500.00	916.40	750.00
SEE Training	2,973.27	2,893.98	3,373.86	4,371.21	3,337.53	8,750.39	7,465.92
On-site & Distance						843.71	172.74
SEOTY Award	1,042.80	1,063.00	1,046.80	1,000.00	1,118.91	1,087.13	1,116.06
SEOTY Travel	354.26	250.56	95.00	56.00	582.46	109.00	300.97
UPS Membership Award			125.00		0.00	250.00	250.00
SEOTY Grant Promotion					0.00	0.00	
SEOTY Grant Funds		2,500.00	3,500.00		0.00	0.00	
SEOTY Regional Reimb	1,861.88	1,760.27	1,840.12	2,000.00	2,000.00	1,850.00	2,000.00
Total VP Member Svcs	8,900.13	11,181.04	11,229.43	9,057.68	9,764.94	15,011.08	12,958.35
VP External Affairs							
Advancement	481.04	298.53			94.56	0.00	0.00
Journal	537.45		2,353.24		909.04	4.95	0.00
Membership Brochure	338.40				0.00	0.00	0.00
Membership Recruitment	676.81	31.88	190.35	143.16	0.00	1,258.00	1,318.11
Research Grants			712.98	1,445.40	1,630.46	0.00	0.00
The Work Book		10.49	31.53		4.18		0.00
Total VP External Affairs	2,033.70	340.90	3,288.10	1,588.56	2,638.24	1,262.95	1,318.11
VP Finance							
Conference Scholarships			4,850.00	5,100.00	5,113.57	5,610.00	2,550.00
Diversity Scholarships					3,272.58	2,194.62	3,126.96
Professional Dev. Schol.					1,710.00	2,879.09	2,516.73
SEE Training Scholarshi	1,576.67	1,875.00	1,619.49	1,112.00	556.00	1,529.00	417.00
SEOTY Grants				2,000.00	2,500.00	2,500.00	2,000.00
Credit Card Fees				25.00		292.75	292.75
National Office							
Attorney Fees	180.00		206.25		0.00	0.00	
Bank Charges	74.00	74.00	74.00	148.00	442.99	87.00	115.00
Corporation Fee	184.00	166.00	171.00	172.00	132.00	167.00	168.00
Equipment	887.12				0.00	0.00	0.00
Liability Insurance	2,020.00	2,065.00	2,095.00	2,028.00	2,232.00	2,254.00	2,275.00
Management Fee	21,000.00	21,000.00	22,500.00	22,678.50	22,500.00	22,800.00	23,100.00
Relocation Home Office				1,373.67	0.00		0.00
Office Supplies	1,076.82	1,090.76	1,146.90	837.52	782.71	812.32	309.15
PO Box Rental	68.00	72.00	68.00	14.50	0.00		0.00
Postage/Shipping	1,495.19	1,470.13	1,068.39	1,396.94	1,013.90	274.16	186.65
Software						75.76	299.99
Tax Preparation	1,685.00	1,745.00	312.27	1,900.00	2,288.75	2,737.50	2,765.11
Telephone/Fax	515.11	515.04	1,810.00	726.78	1,065.41	596.48	435.40
Finance Committee					180.50	0.00	2.08
Total VP Finance	29,185.24	28,197.93	29,451.81	39,512.91	43,790.41	44,809.68	40,559.82
Regions							
Best of Region	750.00	1,000.00	1,000.00	750.00	750.00	250.00	750.00
Total Regions	750.00	1,000.00	1,000.00	750.00	750.00	250.00	750.00
Conference							
Advertising				447.10	0.00	0.00	0.00
Site Selection	844.12	214.23	441.09	330.86	1,203.02	587.61	614.59
Total Conference	844.12	214.23	441.09	777.96	1,203.02	587.61	614.59
Other Expense							

International Outreach	10,969.87	5,307.57	6,788.80	5,936.57	7,445.31	7,609.77	0.00
Total Other Expense	10,969.87	5,307.57	6,788.80	5,936.57	7,445.31	7,609.77	0.00
Conference Expenses							
Expenses							48,765.13
Regions % of Profit							5,190.00
Total Expenses	95,309.57	95,665.05	95,451.66	98,594.48	111,758.62	116,308.57	144,378.33
Income less Expenses	-2,792.24	-2,476.54	-14,690.03	4,766.39	-10,620.97	-13,721.34	4,727.72
Total All Accounts							
GOA	19,963.14	19,697.05	17,378.20	48,441.55	1,571.00	-36.48	6,176.00
Reserve Account	42,262.19	38,176.74	19,336.07	312,579.25	3,235.16	121.30	10,294.04
Investment Account	342,809.45	394,097.58	430,881.42	3,063.33	375,820.86	405,093.51	393,562.29
Conference Account	5,000.00	5,000.00	5,000.00	5,000.00	0.00	0.00	0.00
Total All Accounts	410,034.78	456,971.37	472,595.69	369,084.13	380,627.02	405,178.33	410,032.33
Membership Count	443	457	446	416	380	417	485
Transfers							
Transfer from Reserve	30,000.00	35,000.00	20,000.00	20,000.00	37,000.00	58,262.36	15,000.00
Transfer to Reserve	30,000.00	30,000.00	20,000.00	30,000.00	37,000.00	46,000.00	25,000.00

Budget 2011 - Last year

1/1/2011 through 12/31/2011 Using 2011 Budget

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Category Description	1/1/2011 Actual	- Budget	12/31/2011 Difference
Business Expenses			
500 - EXPENSE			
501 - PRESIDENT			
Audit Review Meeting	-1,702.52	-2,000.00	297.48
Discretionary Travel	-2,149.38	-2,000.00	-149.38
Executive Board Meetings			
1-Conference Calls	-191.31	-200.00	8.69
2-Winter Board Mtg			
Hotel	-3,119.97	0.00	-3,119.97
Meals	-1,413.37	0.00	-1,413.37
Travel	-2,938.97	0.00	-2,938.97
Other 500 - EXPENSE:501 - PRESI...	0.00	-10,000.00	10,000.00
TOTAL 2-Winter Board Mtg	-7,472.31	-10,000.00	2,527.69
3-Summer Board Mtg			
AV	0.00	0.00	0.00
Hotel	-3,755.70	0.00	-3,755.70
Meals	-1,832.26	0.00	-1,832.26
Mtg Room	0.00	0.00	0.00
Travel	-4,912.77	0.00	-4,912.77
Other 500 - EXPENSE:501 - PRESI...	0.00	-11,000.00	11,000.00
TOTAL 3-Summer Board Mtg	-10,500.73	-11,000.00	499.27
4-Fall Board Meeting			
AV	-185.50	0.00	-185.50
Hotel	-2,350.27	0.00	-2,350.27
Meals	-2,384.75	0.00	-2,384.75
Special event	0.00	0.00	0.00
Travel	-465.98	0.00	-465.98
Other 500 - EXPENSE:501 - PRESI...	0.00	-8,500.00	8,500.00
TOTAL 4-Fall Board Meeting	-5,386.50	-8,500.00	3,113.50
5-Unused Travel Tickets			
Next Yr Winter Brd Mtg	-209.40	0.00	-209.40
Other 500 - EXPENSE:501 - PRESIDE...	0.00	0.00	0.00
TOTAL Executive Board Meetings	-23,760.25	-29,700.00	5,939.75
Gifts	-279.99	-500.00	220.01
Misc	-266.49	-100.00	-166.49
President's Meeting	-1,520.24	-1,500.00	-20.24
President's Office Expense			
Home Office Committee	0.00	0.00	0.00
Other 500 - EXPENSE:501 - PRESIDE...	0.00	0.00	0.00
TOTAL President's Office Expense	0.00	0.00	0.00
Professional Development	0.00	0.00	0.00
Public Relations	0.00	-250.00	250.00
Regional Boards Reception	-427.55	-500.00	72.45
The Work Book	-12.91	-50.00	37.09
Other 500 - EXPENSE:501 - PRESIDENT	0.00	0.00	0.00
TOTAL 501 - PRESIDENT	-30,119.33	-36,600.00	6,480.67
502 - FEDERAL RELATIONS			
Federal Relations Committee	0.00	0.00	0.00
Publications	0.00	0.00	0.00
Other 500 - EXPENSE:502 - FEDERAL R...	0.00	0.00	0.00

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Category Description	1/1/2011 Actual	- Budget	12/31/2011 Difference
TOTAL 502 - FEDERAL RELATIONS	0.00	0.00	0.00
504 - VP FOR ADMINISTRATION			
Elections	-499.00	-200.00	-299.00
Historian	0.00	0.00	0.00
Volunteerism	0.00	0.00	0.00
Other 500 - EXPENSE:504 - VP FOR AD...	0.00	0.00	0.00
TOTAL 504 - VP FOR ADMINISTRATION	-499.00	-200.00	-299.00
505 - VP FOR COMMUNICATIONS			
Equipment	0.00	0.00	0.00
Newsletter	-294.00	-350.00	56.00
Website	-3,310.00	-3,500.00	190.00
Other 500 - EXPENSE:505 - VP FOR CO...	0.00	0.00	0.00
TOTAL 505 - VP FOR COMMUNICATIONS	-3,604.00	-3,850.00	246.00
506 - VP for MEMBER SERVICES			
1 - Awards	-395.95	-500.00	104.05
2 - Best of NSEA	-506.71	-550.00	43.29
4 - Diversity Program Committee	-750.00	-1,000.00	250.00
5 - SEE Training			
1 SEE Manual Printing	-2,139.83	-1,000.00	-1,139.83
2 SEE Expenses at Conference	0.00	0.00	0.00
3 Train-the-Trainer	-1,598.59	-1,750.00	151.41
4 SEE Trainer Expense	-500.00	-500.00	0.00
5 TtheT Scholarships	-3,008.73	-3,200.00	191.27
6 SEE Conference Calls	0.00	-50.00	50.00
License & copyright	-35.00	0.00	-35.00
SEE supplies	-183.77	0.00	-183.77
Other 500 - EXPENSE:506 - VP for ME...	0.00	0.00	0.00
TOTAL 5 - SEE Training	-7,465.92	-6,500.00	-965.92
6 - On-site & Distance Learning	-172.74	-1,500.00	1,327.26
7 - SEOTY			
1 - NSEA SEOTY Award	-1,116.06	-1,100.00	-16.06
2 - NSEA SEOTY Travel	-300.97	-600.00	299.03
3 -UPS Membership Award	-250.00	-250.00	0.00
6 - SEOTY Regional Expense	-2,000.00	-2,000.00	0.00
Other 500 - EXPENSE:506 - VP for ME...	0.00	0.00	0.00
TOTAL 7 - SEOTY	-3,667.03	-3,950.00	282.97
Other 500 - EXPENSE:506 - VP for MEM...	0.00	0.00	0.00
TOTAL 506 - VP for MEMBER SERVICES	-12,958.35	-14,000.00	1,041.65
507 - VP for EXTERNAL AFFAIRS			
Advancement	0.00	-100.00	100.00
Journal	0.00	-100.00	100.00
Membership Recruitment	-1,318.11	-1,500.00	181.89
Research Grants	0.00	-500.00	500.00
Other 500 - EXPENSE:507 - VP for EXTE...	0.00	0.00	0.00
TOTAL 507 - VP for EXTERNAL AFFAIRS	-1,318.11	-2,200.00	881.89
508 - VP for FINANCE			
1 - SCHOLARSHIPS			
Conference Scholarships	-2,550.00	-4,080.00	1,530.00
Diversity-Training Scholarship	-3,126.96	-1,500.00	-1,626.96
On-site & Distance Learning Scholarshi...	0.00	0.00	0.00
Professional Development Schol	-2,516.73	-2,000.00	-516.73

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Category Description	1/1/2011 Actual	- Budget	12/31/2011 Difference
SEE Scholarships	-417.00	-1,400.00	983.00
SEOTY Grant Funds	-2,000.00	-2,000.00	0.00
SEOTY Grant Promotion	0.00	0.00	0.00
Other 500 - EXPENSE:508 - VP for FIN...	0.00	0.00	0.00
TOTAL 1 - SCHOLARSHIPS	-10,610.69	-10,980.00	369.31
2 - CREDIT CARD FEES	-292.75	-300.00	7.25
2 - NATIONAL OFFICE			
Attorney Fees	0.00	0.00	0.00
Bank Charges	-115.00	-100.00	-15.00
Corporation Fees	-168.00	-175.00	7.00
Equipment	0.00	0.00	0.00
Liability Insurance	-2,275.00	-2,300.00	25.00
Management Fee			
Home Office Richardson, TX	-23,100.00	-23,700.00	600.00
Other 500 - EXPENSE:508 - VP for ...	0.00	0.00	0.00
TOTAL Management Fee	-23,100.00	-23,700.00	600.00
Office Supplies	-309.15	-500.00	190.85
Phone-Fax-Internet	-435.40	-600.00	164.60
Postage-Shipping	-186.65	-300.00	113.35
Software	-299.99	0.00	-299.99
Tax Preparation	-2,765.11	-2,750.00	-15.11
Other 500 - EXPENSE:508 - VP for FIN...	0.00	0.00	0.00
TOTAL 2 - NATIONAL OFFICE	-29,654.30	-30,425.00	770.70
Finance Committee	-2.08	0.00	-2.08
Other 500 - EXPENSE:508 - VP for FINA...	0.00	0.00	0.00
TOTAL 508 - VP for FINANCE	-40,559.82	-41,705.00	1,145.18
510 - REGIONS			
Best of Region	-750.00	-500.00	-250.00
Other 500 - EXPENSE:510 - REGIONS	0.00	0.00	0.00
TOTAL 510 - REGIONS	-750.00	-500.00	-250.00
511 - CONFERENCE			
Advertising	0.00	0.00	0.00
Site Selection	-614.59	-1,500.00	885.41
Other 500 - EXPENSE:511 - CONFEREN...	0.00	0.00	0.00
TOTAL 511 - CONFERENCE	-614.59	-1,500.00	885.41
512 - OTHER EXPENSE			
International Outreach	0.00	-1,520.00	1,520.00
Miscellaneous Business Expense	0.00	0.00	0.00
Other 500 - EXPENSE:512 - OTHER EXP...	0.00	0.00	0.00
TOTAL 512 - OTHER EXPENSE	0.00	-1,520.00	1,520.00
Other 500 - EXPENSE	0.00	0.00	0.00
TOTAL 500 - EXPENSE	-90,423.20	-102,075.00	11,651.80
514 - Transfer to Reserve Account	0.00	0.00	0.00
CONF ADJUSTMENTS TO INCOME			
1C Region % of Profit	-5,190.00	0.00	-5,190.00
Other CONF ADJUSTMENTS TO INCOME	0.00	0.00	0.00
TOTAL CONF ADJUSTMENTS TO INCOME	-5,190.00	0.00	-5,190.00
CONF EXPENSES			
1C Gifts			
Committee & Presenter Gifts	-305.85	-700.00	394.15
Participant gifts	0.00	-1,500.00	1,500.00

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Category Description	1/1/2011 Actual	- Budget	12/31/2011 Difference
Other CONF EXPENSES:1C Gifts	0.00	0.00	0.00
TOTAL 1C Gifts	-305.85	-2,200.00	1,894.15
2C Planning Committee			
Conference Calls	-97.42	-100.00	2.58
Sponsorship Expenses	-250.00	-50.00	-200.00
Travel	0.00	-2,400.00	2,400.00
Other CONF EXPENSES:2C Planning Co...	0.00	0.00	0.00
TOTAL 2C Planning Committee	-347.42	-2,550.00	2,202.58
3C Hospitality Suite			
Food & Beverage	-402.26	-500.00	97.74
Other CONF EXPENSES:3C Hospitality S...	-516.72	0.00	-516.72
TOTAL 3C Hospitality Suite	-918.98	-500.00	-418.98
4C Hotel			
AV Equipment	-4,690.37	-2,500.00	-2,190.37
Food & Beverage	-34,751.46	-30,000.00	-4,751.46
Miscellaneous	0.00	-150.00	150.00
Parking & Tips	0.00	-200.00	200.00
Room Expense	-516.72	0.00	-516.72
Other CONF EXPENSES:4C Hotel	0.00	0.00	0.00
TOTAL 4C Hotel	-39,958.55	-32,850.00	-7,108.55
5C Program			
Evaluations	0.00	-100.00	100.00
Keynote Speakers	-1,750.00	-4,000.00	2,250.00
Printing	0.00	0.00	0.00
Shipping	0.00	0.00	0.00
Supplies	-247.42	0.00	-247.42
Other CONF EXPENSES:5C Program	0.00	0.00	0.00
TOTAL 5C Program	-1,997.42	-4,100.00	2,102.58
6C Publicity			
Advertising	0.00	-250.00	250.00
Postage & Shipping	0.00	-440.00	440.00
Printing	-480.86	-200.00	-280.86
Other CONF EXPENSES:6C Publicity	0.00	0.00	0.00
TOTAL 6C Publicity	-480.86	-890.00	409.14
7C Registration			
Computer Services	-275.00	0.00	-275.00
Printing	0.00	0.00	0.00
Supplies	-404.70	-150.00	-254.70
Other CONF EXPENSES:7C Registration	0.00	0.00	0.00
TOTAL 7C Registration	-679.70	-150.00	-529.70
8C President's Reception	-3,938.58	-500.00	-3,438.58
9C Miscellaneous	-137.77	0.00	-137.77
Other CONF EXPENSES	0.00	0.00	0.00
TOTAL CONF EXPENSES	-48,765.13	-43,740.00	-5,025.13
TOTAL Business Expenses	-144,378.33	-145,815.00	1,436.67

Business Income

400 - INCOME			
401 - Membership Dues	52,843.71	52,925.00	-81.29
402 - Grants	25,000.00	25,000.00	0.00
403 - CONFERENCE			

Budget 2011 - Last year

1/1/2011 through 12/31/2011 Using 2011 Budget

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Category Description	1/1/2011 Actual	- Budget	12/31/2011 Difference
Conference Profit	0.00	16,000.00	-16,000.00
Other 400 - INCOME:403 - CONFERENCE	0.00	0.00	0.00
TOTAL 403 - CONFERENCE	0.00	16,000.00	-16,000.00
404 - PUBLICATIONS			
FWS Brochures	0.00	0.00	0.00
Journal			
Journal Postage	0.00	0.00	0.00
Journal Sales	0.00	0.00	0.00
Other 400 - INCOME:404 - PUBLICATI...	0.00	0.00	0.00
TOTAL Journal	0.00	0.00	0.00
The Workbook			
Work Book Postage	0.00	0.00	0.00
Work Book Sales	0.00	0.00	0.00
Other 400 - INCOME:404 - PUBLICATI...	0.00	0.00	0.00
TOTAL The Workbook	0.00	0.00	0.00
Other 400 - INCOME:404 - PUBLICATIONS	0.00	0.00	0.00
TOTAL 404 - PUBLICATIONS	0.00	0.00	0.00
405 - SEE TRAINING			
Shipping Charges	0.00	0.00	0.00
Train the Trainer	1,000.00	0.00	1,000.00
Training Manuals	5,550.00	6,000.00	-450.00
Other 400 - INCOME:405 - SEE TRAINING	0.00	0.00	0.00
TOTAL 405 - SEE TRAINING	6,550.00	6,000.00	550.00
406 - PROFESSIONAL DEVELOPMENT			
On-site & Distance Learning	754.23	2,000.00	-1,245.77
Other 400 - INCOME:406 - PROFESSION...	0.00	0.00	0.00
TOTAL 406 - PROFESSIONAL DEVELO...	754.23	2,000.00	-1,245.77
407 - OTHER INCOME			
Interest Income	0.00	150.00	-150.00
Investment Gain-Loss	0.00	0.00	0.00
Other Income	20.42	0.00	20.42
SEE Training at Conference			
SEE Income to Region	-10,822.63	0.00	-10,822.63
Other 400 - INCOME:407 - OTHER IN...	10,405.63	4,170.00	6,235.63
TOTAL SEE Training at Conference	-417.00	4,170.00	-4,587.00
Other 400 - INCOME:407 - OTHER INCO...	0.00	0.00	0.00
TOTAL 407 - OTHER INCOME	-396.58	4,320.00	-4,716.58
Other 400 - INCOME	0.00	0.00	0.00
TOTAL 400 - INCOME	84,751.36	106,245.00	-21,493.64
CONF INCOME			
1C Full Registrations	60,517.13	57,750.00	2,767.13
2C One Day Registrations	1,399.82	600.00	799.82
4C Guest Meals	225.00	300.00	-75.00
5C Exhibitors	2,000.00	1,000.00	1,000.00
6C Sponsors	0.00	1,000.00	-1,000.00
8C Silent Auction			
1 Charity Proceeds	-1,088.00	0.00	-1,088.00
Other CONF INCOME:8C Silent Auction	1,088.00	0.00	1,088.00
TOTAL 8C Silent Auction	0.00	0.00	0.00
9C Conf. Cancellation Fee	40.00	0.00	40.00
Other CONF INCOME	0.00	0.00	0.00

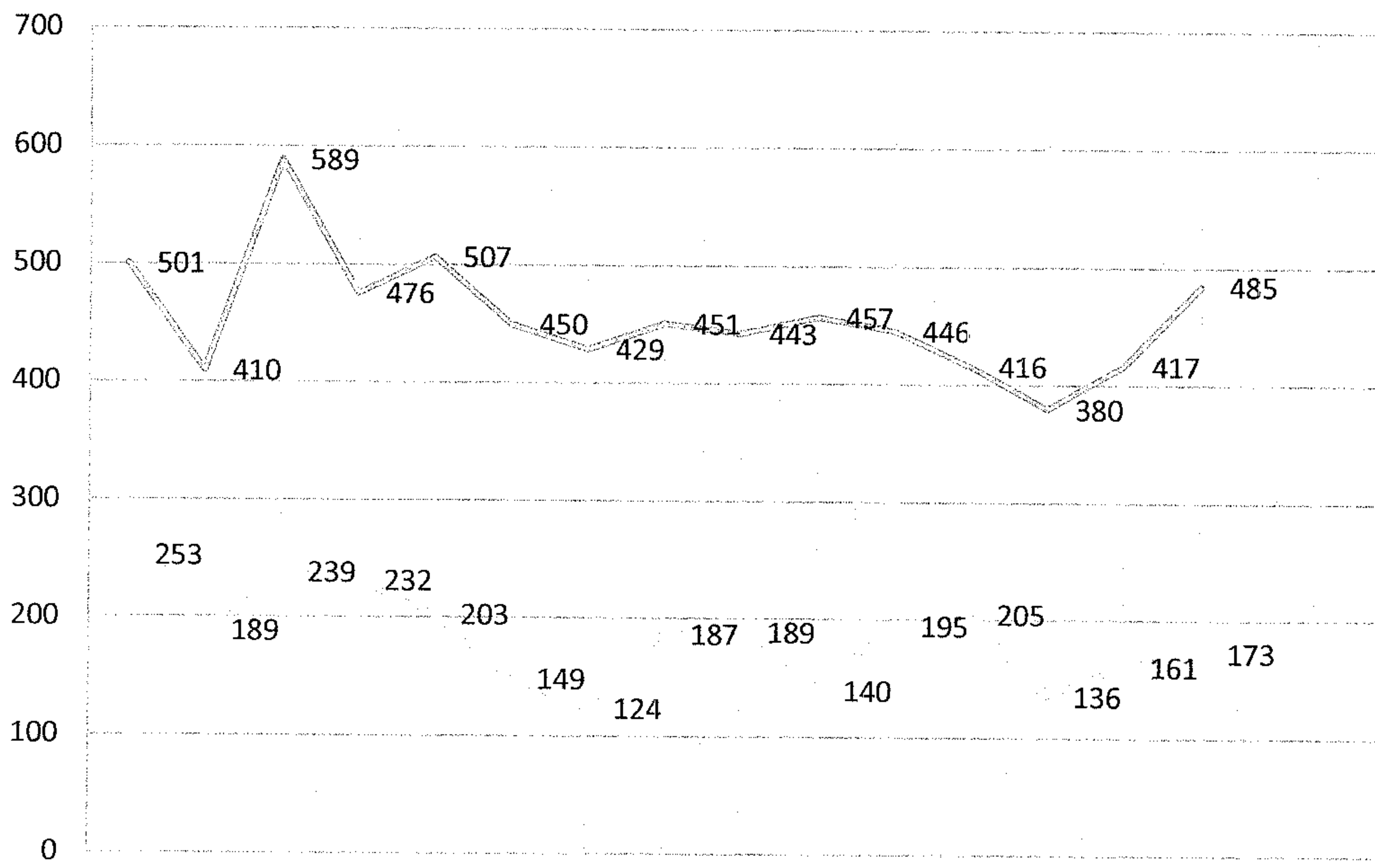
Budget 2011 - Last year
1/1/2011 through 12/31/2011 Using 2011 Budget

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Category Description	1/1/2011 Actual	- Budget	12/31/2011 Difference
TOTAL CONF INCOME	64,181.95	60,650.00	3,531.95
TOTAL Business Income	148,933.31	166,895.00	-17,961.69

Total Membership by Year & Conference Site



— # Members
 # Conf. Attendees