

	<u>Jan - Dec 13</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>	<u>2014 Budget</u>
<b>Ordinary Income/Expense</b>					
<b>Income</b>					
<b>CERTIFICATION INCOME</b>					
<b>Certification Testing NCRW</b>					
Testing NCRW-Member \$140	280.00	420.00	-140.00	66.67%	420.00
Testing NCRW-Retake \$70	140.00	0.00	140.00	100.0%	140.00
Testing NCRW-RR \$70	0.00	0.00	0.00	0.0%	0.00
<b>Total Certification Testing NCRW</b>	<u>420.00</u>	<u>420.00</u>	<u>0.00</u>	<u>100.0%</u>	<u>560.00</u>
<b>Online Training Programs</b>					
Online Training-Member \$30/\$130	10,279.53	8,400.00	1,879.53	122.38%	9,000.00
Online Training-Non-Mem \$45/200	220.00	0.00	220.00	100.0%	300.00
Online Training-Retakes \$15 ea	915.00	345.00	570.00	265.22%	700.00
<b>Total Online Training Programs</b>	<u>11,414.53</u>	<u>8,745.00</u>	<u>2,669.53</u>	<u>130.53%</u>	<u>10,000.00</u>
<b>Sample Submissions</b>					
Sample Submissions-Members \$50	825.00	420.00	-420.00	0.0%	1,200.00
Sample Submissions-Promotion	200.00	0.00	200.00	100.0%	0.00
<b>Total Sample Submissions</b>	<u>1,025.00</u>	<u>420.00</u>	<u>-220.00</u>	<u>244.05%</u>	<u>1,200.00</u>
<b>Total CERTIFICATION INCOME</b>	<u>12,859.53</u>	<u>9,585.00</u>	<u>2,449.53</u>	<u>134.16%</u>	<u>11,760.00</u>
<b>CONFERENCE INCOME</b>					
<b>2014 Registrations</b>					
Breakout Speaker 50% Off \$224	224.00	0.00	224.00	100.0%	2,912.00
CC Registration Half Price \$248.50	0.00	0.00	0.00	0.0%	1,242.50
Early Bird Prev Attendee \$397	397.00	0.00	397.00	100.0%	397.00
Early Bird PrevAtt NonMem \$574	0.00	0.00	0.00	0.0%	0.00
Early Bird Registration \$447	0.00	0.00	0.00	0.0%	6,705.00
Early Bird Regis Nonmember \$619	0.00	0.00	0.00	0.0%	0.00
Early Bird 2-Pay Prev Attend \$398	398.00	0.00	398.00	100.0%	398.00
Early Bird 2-Pay PrevAtt NonMem \$575	0.00	0.00	0.00	0.0%	0.00
Early Bird 3-Pay Reg \$449.97	0.00	0.00	0.00	0.0%	3,216.00
Early Bird 3-Pay NonMem \$620.97	0.00	0.00	0.00	0.0%	0.00
Early Bird 6-Pay Reg \$449.94	0.00	0.00	0.00	0.0%	2,175.00

	<b>Jan - Dec 13</b>	<b>Budget</b>	<b>\$ Over Budget</b>	<b>% of Budget</b>	<b>2014 Budget</b>
Early Bird 6-Pay NonMem \$623.94	0.00	0.00	0.00	0.0%	0.00
Early Bird 9-Pay Reg \$423	630.00	0.00	630.00	100.0%	630.00
Early Bird 9-Pay NonMem \$594	0.00	0.00	0.00	0.0%	0.00
Regular Registration \$497.00	0.00	0.00	0.00	0.0%	6,294.00
Regular Regis NonMem \$674.00	0.00	0.00	0.00	0.0%	674.00
Regular Regis 2-Pay \$498	0.00	0.00	0.00	0.0%	0.00
Regular Reg NonMem 2-Pay \$678	0.00	0.00	0.00	0.0%	0.00
Late Registration \$577.00	0.00	0.00	0.00	0.0%	2,308.00
Late Registration NonMem \$727	0.00	0.00	0.00	0.0%	577.00
Thursday Only Registration \$247	0.00	0.00	0.00	0.0%	494.00
Thursday Only NonMem \$417.00	0.00	0.00	0.00	0.0%	0.00
Friday Only Registration \$247	0.00	0.00	0.00	0.0%	0.00
Friday Only NonMem \$417.00	0.00	0.00	0.00	0.0%	0.00
Staff Registration \$224	0.00	0.00	0.00	0.0%	0.00
<b>Total 2014 Registrations</b>	<b>1,649.00</b>	<b>0.00</b>	<b>1,649.00</b>	<b>100.0%</b>	<b>28,022.50</b>
<b>2013 Registrations</b>					
Conference Speaker 50% Off \$199	2,588.00	2,985.00	-397.00	86.7%	0.00
Early Bird Prev Attend \$349	0.00	725.00	-725.00	0.0%	0.00
Early Bird Prev Attend 2-Pay	1,755.00	1,755.00	0.00	100.0%	0.00
Early Bird Registration \$399	10,325.00	10,773.00	-448.00	95.84%	0.00
Early Bird Regis Nonmember \$574	0.00	0.00	0.00	0.0%	0.00
Early Bird 3-Pay Reg \$134x3	3,216.00	2,814.00	402.00	114.29%	0.00
Early Bird 3-Pay Reg NonMem 577	0.00	0.00	0.00	0.0%	0.00
Early Bird 6-Pay Reg \$67.50x6	2,175.00	1,620.00	555.00	134.26%	0.00
Early Bird 6-Pay Reg NonMem 580	0.00	0.00	0.00	0.0%	0.00
Early Bird 9-Pay Reg \$45.33x9	0.00	2,448.00	-2,448.00	0.0%	0.00
Early Bird 9-Pay Reg NonMem 583	0.00	0.00	0.00	0.0%	0.00
Regular Registration \$469	6,744.00	7,080.00	-336.00	95.25%	0.00
Regular Regis \$644 Nonmember	0.00	1,288.00	-1,288.00	0.0%	0.00
Regular Regis 2-Pay \$236x2	0.00	944.00	-944.00	0.0%	0.00
Reg Reg 2-Pay Nonmem \$323.50x2	0.00	0.00	0.00	0.0%	0.00
RR/CC Reg Previous Attend \$299	1,196.00	1,000.00	196.00	119.6%	0.00

	<b>Jan - Dec 13</b>	<b>Budget</b>	<b>\$ Over Budget</b>	<b>% of Budget</b>	<b>2014 Budget</b>
<b>RR/CC Conference Regis \$349.00</b>	3,141.00	349.00	2,792.00	900.0%	0.00
<b>Late Registration \$499</b>	2,596.00	998.00	1,598.00	260.12%	0.00
<b>Late Registra Nonmember \$674</b>	0.00	674.00	-674.00	0.0%	0.00
<b>Thursday Only Regis \$345</b>	494.00	345.00	149.00	143.19%	0.00
<b>Thursday Only Nonmember \$499</b>	0.00	345.00	-345.00	0.0%	0.00
<b>Friday Only Regis \$345</b>	0.00	345.00	-345.00	0.0%	0.00
<b>Friday Only Nonmember \$499</b>	0.00	0.00	0.00	0.0%	0.00
<b>2013 Registrations - Other</b>	0.00	0.00	0.00	0.0%	0.00
<b>Total 2013 Registrations</b>	<b>34,230.00</b>	<b>36,488.00</b>	<b>-2,258.00</b>	<b>93.81%</b>	<b>0.00</b>
<b>Conference Sponsors</b>					
<b>Presenting Sponsor \$1,750</b>	1,750.00	1,750.00	0.00	100.0%	1,750.00
<b>Gold Sponsor \$1,250</b>	1,250.00	1,250.00	0.00	100.0%	1,250.00
<b>Silver Sponsor \$750</b>	0.00	1,500.00	-1,500.00	0.0%	0.00
<b>Supporting Sponsor \$650</b>	0.00				1,950.00
<b>Speaker Table \$100</b>	200.00	200.00	0.00	100.0%	300.00
<b>Total Conference Sponsors</b>	<b>3,200.00</b>	<b>4,700.00</b>	<b>-1,500.00</b>	<b>68.09%</b>	<b>5,250.00</b>
<b>Pre-Conference Workshops</b>					
<b>2014 PDI #1 Member \$119</b>	119.00	0.00	119.00	100.0%	1,309.00
<b>2014 PDI #1 Nonmember \$273</b>	0.00	0.00	0.00	0.0%	273.00
<b>2014 PDI #2 Member \$119</b>	0.00	0.00	0.00	0.0%	2,261.00
<b>2014 PDI #2 Nonmember \$273</b>	0.00	0.00	0.00	0.0%	273.00
<b>2013 Marie Precon Workshop \$119</b>	1,284.50	1,335.00	-50.50	96.22%	0.00
<b>2013 Kim Precon Workshop \$119</b>	2,260.01	1,785.00	475.01	126.61%	0.00
<b>Total Pre-Conference Workshops</b>	<b>3,663.51</b>	<b>3,120.00</b>	<b>543.51</b>	<b>117.42%</b>	<b>4,116.00</b>
<b>Tours, Activities, Food Only</b>					
<b>2014 Activity \$35</b>	0.00	0.00	0.00	0.0%	1,505.00
<b>2013 Chicago Boat Trip \$35</b>	1,482.00	1,680.00	-198.00	88.21%	0.00
<b>Wednesday Reception Guest \$20</b>	300.00	240.00	60.00	125.0%	240.00
<b>Total Tours, Activities, Food Only</b>	<b>1,782.00</b>	<b>1,920.00</b>	<b>-138.00</b>	<b>92.81%</b>	<b>1,745.00</b>
<b>Binder Coupon \$27</b>	270.00	0.00	270.00	100.0%	270.00
<b>Items Sold at Conference</b>	150.00	0.00	150.00	100.0%	150.00
<b>Total CONFERENCE INCOME</b>	<b>39,632.00</b>	<b>43,108.00</b>	<b>431.00</b>	<b>91.94%</b>	<b>39,553.50</b>

	<u>Jan - Dec 13</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>	<u>2014 Budget</u>
<b>EDUCATION PROGRAMS INCOME</b>					
Sale of Recordings	0.00	0.00	0.00	0.0%	0.00
<b>Teleseminar Registrations</b>					
Teleseminar-Member \$19.99	5,431.93	4,935.24	496.69	110.06%	5,431.93
Teleseminar-Non-member \$29.99	1,919.38	719.76	1,199.62	266.67%	1,919.38
<b>Total Teleseminar Registrations</b>	<b>7,351.31</b>	<b>5,655.00</b>	<b>1,696.31</b>	<b>130.0%</b>	<b>7,351.31</b>
<b>Webinar Registrations</b>					
Webinar-Member \$45	0.00	180.00	-180.00	0.0%	180.00
Webinar-Non-member \$55	55.00	0.00	55.00	100.0%	55.00
<b>Total Webinar Registrations</b>	<b>55.00</b>	<b>180.00</b>	<b>-125.00</b>	<b>30.56%</b>	<b>235.00</b>
<b>Total EDUCATION PROGRAMS INCOME</b>	<b>7,406.31</b>	<b>5,835.00</b>	<b>1,571.31</b>	<b>126.93%</b>	<b>7,586.31</b>
<b>INTEREST INCOME</b>					
Interest on CDs	0.00	0.00	0.00	0.0%	0.00
Savings/Checking Interest	50.65	84.00	-33.35	60.3%	60.00
<b>Total INTEREST INCOME</b>	<b>50.65</b>	<b>84.00</b>	<b>-33.35</b>	<b>60.3%</b>	<b>60.00</b>
<b>MEMBERSHIP INCOME</b>					
<b>Affiliate</b>					
Affiliate Member-New \$350	1,500.00	250.00	1,250.00	600.0%	700.00
Affiliate Member-Renew \$350	0.00	0.00	0.00	0.0%	1,400.00
<b>Total Affiliate</b>	<b>1,500.00</b>	<b>250.00</b>	<b>1,250.00</b>	<b>600.0%</b>	<b>2,100.00</b>
<b>Associate</b>					
Associate Member-New \$95	950.00	450.00	500.00	211.11%	665.00
Associate Member-Renewal \$95	190.00	475.00	-285.00	40.0%	1,140.00
<b>Total Associate</b>	<b>1,140.00</b>	<b>925.00</b>	<b>215.00</b>	<b>123.24%</b>	<b>1,805.00</b>
<b>New Members-General</b>					
New Member-3 Pay \$52.50x3	9,397.50	7,824.00	1,573.50	120.11%	9,607.50
New Member-Regular \$150	22,721.00	13,008.00	9,713.00	174.67%	15,000.00
<b>Total New Members-General</b>	<b>32,118.50</b>	<b>20,832.00</b>	<b>11,286.50</b>	<b>154.18%</b>	<b>24,607.50</b>

	<b>Jan - Dec 13</b>	<b>Budget</b>	<b>\$ Over Budget</b>	<b>% of Budget</b>	<b>2014 Budget</b>
<b>Renewals-General</b>					
Regular Renewals \$150	30,825.00	28,632.00	2,193.00	107.66%	30,750.00
Renewals 3-Pay \$52.50 x 3	2,100.00	480.00	1,620.00	437.5%	2,362.50
Certification Comm Renewal \$75	375.00	450.00	-75.00	83.33%	750.00
Volunteer Renewal \$75	150.00	450.00	-300.00	33.33%	150.00
<b>Total Renewals-General</b>	<b>33,450.00</b>	<b>30,012.00</b>	<b>3,438.00</b>	<b>111.46%</b>	<b>34,012.50</b>
Special Membership Promotions	1,500.00	5,040.00	-3,540.00	29.76%	1,500.00
<b>Total MEMBERSHIP INCOME</b>	<b>69,708.50</b>	<b>35,052.00</b>	<b>34,656.50</b>	<b>198.87%</b>	<b>64,025.00</b>
<b>REFERRAL INCOME</b>					
Amazon	10.29	20.62	-10.33	49.9%	10.00
<b>Total REFERRAL INCOME</b>	<b>10.29</b>	<b>20.62</b>	<b>-10.33</b>	<b>49.9%</b>	<b>10.00</b>
<b>RESUME WRITING CONTEST</b>					
1-2 Submissions \$40	0.00	0.00	0.00	100.0%	2,000.00
3-6 Submissions \$30	0.00	0.00	0.00	100.0%	1,500.00
7-9 Submissions \$25	0.00	0.00	0.00	0.0%	1,250.00
<b>Total RESUME WRITING CONTEST</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.0%</b>	<b>4,750.00</b>
<b>UNCATEGORIZED INCOME</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.0%</b>	<b>0.00</b>
<b>Total Income</b>	<b>129,667.28</b>	<b>93,684.62</b>	<b>35,982.66</b>	<b>138.41%</b>	<b>127,744.81</b>
<b>Expense</b>					
<b>BAD DEBT</b>	<b>750.00</b>	<b>0.00</b>	<b>0.00</b>	<b>100.0%</b>	<b>0.00</b>
<b>BANKING EXPENSES</b>					
Authorize.net Gateway	376.80	156.07	220.73	241.43%	375.00
Bank Service Charges	6.00	26.00	-20.00	23.08%	6.00
Interest Expense	0.00	0.00	0.00	0.0%	0.00
Merchant Account Fees	5,028.43	4,019.68	1,008.75	125.1%	5,500.00
NSF Charges and Recoups	0.00	0.00	0.00	0.0%	0.00
<b>Total BANKING EXPENSES</b>	<b>5,411.23</b>	<b>4,201.75</b>	<b>1,209.48</b>	<b>128.79%</b>	<b>5,881.00</b>

	<u>Jan - Dec 13</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>	<u>2014 Budget</u>
<b>BOARD EXPENSES</b>					
Board Retreat	1,285.08	2,400.00	-1,114.92	53.55%	2,500.00
Gifts/Giveaways	143.03	240.00	-96.97	59.6%	250.00
Professional Development	0.00	0.00	0.00	0.0%	0.00
Special Projects	50.00	0.00	50.00	100.0%	0.00
Vivian Belen Award	211.07	240.00	-28.93	87.95%	240.00
<b>Total BOARD EXPENSES</b>	<u>1,689.18</u>	<u>2,880.00</u>	<u>-1,190.82</u>	<u>58.65%</u>	<u>2,990.00</u>
<b>CERTIFICATION CHAIR EXPENSES</b>					
Certification Coaching	0.00	0.00	0.00	0.0%	0.00
Conference Expenses	39.33	0.00	39.33	100.0%	50.00
Gregg Ref Manual for Graders	115.49	648.00	-532.51	17.82%	560.00
Postage & Shipping	339.98	168.00	171.98	202.37%	160.00
Printing & Copying	0.00	0.00	0.00	0.0%	0.00
Promotion of NCRW	0.00	600.00	-600.00	0.0%	400.00
Supplies	6.49	0.00	6.49	100.0%	0.00
Telephone	0.00	0.00	0.00	0.0%	0.00
<b>Total CERTIFICATION CHAIR EXPENSES</b>	<u>501.29</u>	<u>1,416.00</u>	<u>-914.71</u>	<u>35.4%</u>	<u>1,170.00</u>
<b>CONFERENCE CHAIR EXPENSES</b>					
Supplies	8.99	0.00	8.99	100.0%	10.00
Telephone	0.00	0.00	0.00	0.0%	0.00
<b>Total CONFERENCE CHAIR EXPENSES</b>	<u>8.99</u>	<u>0.00</u>	<u>8.99</u>	<u>100.0%</u>	<u>10.00</u>
<b>CONFERENCE EXPENSES</b>					
<b>Pre-Con Workshop Expenses</b>					
Audio-Visual for Workshops	439.33	132.37	306.96	331.9%	510.00
Food for Full-Day Workshops	0.00	375.00	-375.00	0.0%	0.00
Food for Half-Day Workshops	1,045.29	0.00	1,045.29	100.0%	3,000.00
<b>Pre-Con Workshop Presenters</b>					
PDI #1 Presenter Fees	0.00	705.00	-705.00	0.0%	500.00

	Jan - Dec 13	Budget	\$ Over Budget	% of Budget	2014 Budget
PDI #2 Presenter Fees	0.00	480.00	-480.00	0.0%	500.00
Total Pre-Con Workshop Presenters	0.00	1,185.00	-1,185.00	0.0%	1,000.00
Supplies/Shipping/Printing	0.00	0.00	0.00	0.00	0.00
<b>Total Pre-Con Workshop Expenses</b>	<b>1,484.62</b>	<b>1,692.37</b>	<b>-207.75</b>	<b>87.72%</b>	<b>4,510.00</b>
<b>Recurring Conference Expenses</b>					
Advertising & PR	2,380.89	2,520.00	-139.11	94.48%	2,500.00
Audio-Visual Equipment	1,743.98	1,500.00	243.98	116.27%	
Giveaways/Awards	2,196.14	360.00	1,836.14	610.04%	658.00
<b>Hotel/Meal Expenses</b>					
Exhibit Space	0.00	0.00	0.00	0.0%	0.00
Hotel Meeting Space	0.00	0.00	0.00	0.0%	0.00
Meals for Paid Attendees	25,812.25	27,060.00	-1,247.75	95.39%	30,000.00
Newcomers Lunch	2,722.74				
Opening Reception	4,454.83	1,957.62	2,497.21	227.56%	300.00
<b>Total Hotel/Meal Expenses</b>	<b>32,989.82</b>	<b>29,017.62</b>	<b>3,972.20</b>	<b>113.69%</b>	<b>30,300.00</b>
Insurance Liability/Cancellatio	0.00	480.00	-480.00	0.0%	0.00
Materials/Supplies/Printing	2,132.51	2,004.00	128.51	106.41%	2,000.00
Postage & Shipping	449.72	120.00	329.72	374.77%	500.00
Site Visits	739.60	0.00	739.60	100.0%	700.00
Speaker Fees	1,250.00	2,500.00	-1,250.00	50.0%	2,500.00
Tours, Activities, Events	739.60	1,920.00	-1,180.40	38.52%	1,050.00
Travel (Hotel/Air/Ground/Tips)	1,066.34	2,496.00	-1,429.66	42.72%	1,075.00
<b>Total Recurring Conference Expenses</b>	<b>45,688.60</b>	<b>42,917.62</b>	<b>2,770.98</b>	<b>106.46%</b>	<b>41,283.00</b>
<b>Total CONFERENCE EXPENSES</b>	<b>47,173.22</b>	<b>44,609.99</b>	<b>2,563.23</b>	<b>105.75%</b>	<b>45,793.00</b>
<b>DEPRECIATION EXPENSE</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.0%</b>	<b>0.00</b>
<b>EDUCATION CHAIR EXPENSES</b>					
Go-to Webinar	0.00	0.00	0.00	0.0%	100.00
Recordings	0.00	0.00	0.00	0.0%	0.00
Teleseminar Commissions	2,716.76	1,500.00	1,216.76	181.12%	2,716.76
Teleseminar Expenses	0.00	0.00	0.00	0.0%	0.00

Total EDUCATION CHAIR EXPENSES

<b>Jan - Dec 13</b>	<b>Budget</b>	<b>\$ Over Budget</b>	<b>% of Budget</b>	<b>2014 Budget</b>
2,716.76	1,500.00	1,216.76	181.12%	2,816.76



	<u>Jan - Dec 13</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>	<u>2014 Budget</u>
<b>GENERAL ORGANIZATIONAL EXPENSES</b>					
<b>Administrative Manager</b>					
<b>Stephanie Shaw, Essential Purs.</b>					
Stephanie Banking	151.13	78.00	73.13	193.76%	160.00
<b>Stephanie Certification</b>					
CEU Administration	1,042.70	201.00	841.70	518.76%	900.00
NCRW Testing	161.63	48.00	113.63	336.73%	100.00
Online Training Program	900.46	480.00	420.46	187.6%	500.00
Resume Writing Context	0.00	0.00	0.00	0.0%	500.00
Sample Submission	902.36	201.00	701.36	448.94%	1,200.00
Study Guide	0.00	48.00	-48.00	0.0%	0.00
Stephanie Certification - Other	896.45	0.00	896.45	100.0%	800.00
<b>Total Stephanie Certification</b>	<b>3,903.60</b>	<b>978.00</b>	<b>2,925.60</b>	<b>399.14%</b>	<b>4,000.00</b>
Stephanie Conference	10,087.99	5,820.00	4,267.99	173.33%	9,000.00
Stephanie Emails	6,225.29	3,240.00	2,985.29	192.14%	6,500.00
Stephanie Ethics	1,526.09	120.00	1,406.09	1,271.74%	1,500.00
Stephanie General Admin	7,392.87	5,760.00	1,632.87	128.35%	8,000.00
Stephanie Membership	5,892.01	4,200.00	1,692.01	140.29%	4,200.00
Stephanie Merchant Account	424.41	384.00	40.41	110.52%	450.00
Stephanie Newsletter	1,841.51	0.00	1,841.51	100.0%	800.00
Stephanie Regional Reps	1,085.16	840.00	245.16	129.19%	900.00
Stephanie Teleseminars/Webinars	3,259.56	2,364.00	895.56	137.88%	3,259.56
<b>Stephanie Website</b>					
Certification	38.95	0.00	38.95	100.0%	50.00
Conference	276.09	0.00	276.09	100.0%	275.00
Membership	200.86	0.00	200.86	100.0%	400.00
Newsletter	0.00	0.00	0.00	0.0%	0.00
Shopping Cart	0.00	0.00	0.00	0.0%	0.00
Teleseminars/Webinars	568.07	0.00	568.07	100.0%	568.07
Stephanie Website - Other	1,342.04	1,020.00	322.04	131.57%	1,000.00
<b>Total Stephanie Website</b>	<b>2,426.01</b>	<b>1,020.00</b>	<b>1,406.01</b>	<b>237.84%</b>	<b>2,293.07</b>

	<b>Jan - Dec 13</b>	<b>Budget</b>	<b>\$ Over Budget</b>	<b>% of Budget</b>	<b>2014 Budget</b>
<b>Total Stephanie Shaw, Essential Purs.</b>	44,215.63	24,804.00	19,411.63	178.26%	41,062.63
<b>Total Administrative Manager</b>	44,215.63	24,804.00	19,411.63	178.26%	41,062.63
<b>D&amp;O Insurance</b>	981.00	984.00	-3.00	99.7%	981.00
<b>Data Backup</b>	0.00	120.00	-120.00	0.0%	0.00
<b>Dropbox</b>	99.00	120.00	-21.00	82.5%	120.00
<b>Fax Line</b>	73.08	48.00	25.08	152.25%	75.00
<b>Mail Box Rental</b>	0.00	216.00	-216.00	0.0%	210.00
<b>Office Equipment/Software</b>	13.03	600.00	-586.97	2.17%	200.00
<b>Postage &amp; Shipping</b>	568.37	600.00	-31.63	94.73%	600.00
<b>Professional Fees</b>					
<b>Jerry Laird &amp; Asso. Accountant</b>	600.00	600.00	0.00	100.0%	600.00
<b>Legal Fees</b>	2,975.75	504.00	2,471.75	590.43%	504.00
<b>Liz's Bookkeeping Services</b>	3,000.00	3,000.00	0.00	100.0%	3,300.00
<b>Total Professional Fees</b>	6,575.75	4,104.00	2,471.75	160.23%	4,404.00
<b>Special Projects</b>	0.00	0.00	0.00	0.0%	0.00
<b>Supplies</b>	311.34	360.00	-48.66	86.48%	360.00
<b>Telephone 800#</b>	176.50	180.00	-3.50	98.06%	180.00
<b>Total GENERAL ORGANIZATIONAL EXPENSES</b>	53,013.70	32,136.00	20,877.70	164.97%	48,192.63
<b>MARKETING CHAIR EXPENSES</b>					
<b>Advertising</b>	49.00	600.00	-551.00	8.17%	100.00
<b>Constant Contact</b>	0.00	200.00	-200.00	0.0%	200.00
<b>Logo Development</b>	0.00	0.00	0.00	0.0%	0.00
<b>Marketing</b>	0.00	2,400.00	-2,400.00	0.0%	1,200.00
<b>Public Relations / PR Web</b>	199.00	240.00	-41.00	82.92%	240.00
<b>Send Out Cards</b>	0.00	240.00	-240.00	0.0%	0.00
<b>Survey Monkey x \$20</b>	200.00	240.00	-40.00	83.33%	240.00
<b>Trade Show Marketing</b>	0.00	600.00	-600.00	0.0%	5,000.00
<b>Total MARKETING CHAIR EXPENSES</b>	448.00	4,520.00	-4,072.00	9.91%	6,980.00
<b>MEMBERSHIP CHAIR EXPENSES</b>					
<b>Conference Reception</b>	0.00	504.00	-504.00	0.0%	600.00

	<b>Jan - Dec 13</b>	<b>Budget</b>	<b>\$ Over Budget</b>	<b>% of Budget</b>	<b>2014 Budget</b>
<b>Membership Marketing Expenses</b>	0.00	0.00	0.00	0.0%	800.00
<b>Postage &amp; Shipping</b>	95.88	0.00	95.88	100.0%	60.00
<b>Regional Reps</b>	0.00	0.00	0.00	0.0%	0.00
<b>RR New Member Referral \$20 each</b>	0.00	0.00	0.00	0.0%	600.00
<b>Supplies / Equipment</b>	60.58	480.00	-419.42	12.62%	100.00
<b>Telephone</b>	0.00	0.00	0.00	0.0%	0.00
<b>Total MEMBERSHIP CHAIR EXPENSES</b>	<u>156.46</u>	<u>984.00</u>	<u>-827.54</u>	<u>15.9%</u>	<u>2,160.00</u>
<b>PRESIDENT EXPENSES</b>					
<b>Postage &amp; Shipping</b>	0.00	0.00	0.00	0.0%	0.00
<b>Special Projects</b>	0.00	0.00	0.00	0.0%	0.00
<b>Supplies</b>	0.00	0.00	0.00	0.0%	0.00
<b>Telephone</b>	0.00	0.00	0.00	0.0%	0.00
<b>Total PRESIDENT EXPENSES</b>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.0%</u>	<u>0.00</u>
<b>PAST PRESIDENT EXPENSES</b>					
<b>Ethics Chair Expenses</b>	0.00	0.00	0.00	0.0%	0.00
<b>Voting Software</b>	120.00	0.00	120.00	100.0%	180.00
<b>Postage &amp; Shipping</b>	0.00	0.00	0.00	0.0%	0.00
<b>Resume Witing Contest</b>	0.00	0.00	0.00	0.0%	500.00
<b>Supplies</b>	0.00	0.00	0.00	0.0%	0.00
<b>Telephone</b>	0.00	0.00	0.00	0.0%	0.00
<b>Total PAST PRESIDENT EXPENSES</b>	<u>120.00</u>	<u>0.00</u>	<u>120.00</u>	<u>100.0%</u>	<u>680.00</u>
<b>SECRETARY EXPENSES</b>					
<b>Postage &amp; Shipping</b>	0.00	0.00	0.00	0.0%	0.00
<b>Supplies</b>	0.00	0.00	0.00	0.0%	0.00
<b>Telephone</b>	0.00	0.00	0.00	0.0%	0.00
<b>Total SECRETARY EXPENSES</b>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.0%</u>	<u>0.00</u>
<b>TREASURER EXPENSES</b>					
<b>Postage &amp; Shipping</b>	0.00	0.00	0.00	0.0%	0.00

	<b>Jan - Dec 13</b>	<b>Budget</b>	<b>\$ Over Budget</b>	<b>% of Budget</b>	<b>2014 Budget</b>
Supplies	0.00	0.00	0.00	0.0%	0.00
Telephone	0.00	0.00	0.00	0.0%	0.00
Trademarks	400.00	0.00	400.00	100.0%	0.00
<b>Total TREASURER EXPENSES</b>	<b>400.00</b>	<b>0.00</b>	<b>400.00</b>	<b>100.0%</b>	<b>0.00</b>
<b>UNCATEGORIZED EXPENSES</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.0%</b>	<b>0.00</b>
<b>WEBSITE EXPENSES</b>					
Domain Name Registration	149.96	264.00	-114.04	56.8%	150.00
<b>Web Development/Maintenance</b>					
Shopping Cart	68.00	120.00	-52.00	56.67%	70.00
Website Certification	165.33	0.00	165.33	100.0%	0.00
Website Conference	0.00	480.00	-480.00	0.0%	0.00
Website Membership	0.00	240.00	-240.00	0.0%	0.00
Website Newsletter	0.00	0.00	0.00	0.0%	0.00
Website Teleseminars/Webinars	0.00	120.00	-120.00	0.0%	0.00
Web Development/Maintenance - Other	421.32	240.00	181.32	175.55%	400.00
<b>Total Web Development/Maintenance</b>	<b>654.65</b>	<b>1,200.00</b>	<b>-545.35</b>	<b>54.55%</b>	<b>470.00</b>

	<b>Jan - Dec 13</b>	<b>Budget</b>	<b>\$ Over Budget</b>	<b>% of Budget</b>	<b>2014 Budget</b>
Web Hosting	110.00	336.00	-226.00	32.74%	110.00
Website SSL Certificate	0.00	48.00	-48.00	0.0%	48.00
Wild Apricot Software	1,096.77	600.00	496.77	182.8%	1,200.00
<b>Total WEBSITE EXPENSES</b>	<b>2,011.38</b>	<b>2,448.00</b>	<b>-436.62</b>	<b>82.16%</b>	<b>1,978.00</b>
<b>Total Expense</b>	<b>113,650.21</b>	<b>94,695.74</b>	<b>18,954.47</b>	<b>120.02%</b>	<b>118,651.39</b>
<b>Net Ordinary Income</b>	<b>16,017.07</b>	<b>-1,011.12</b>	<b>17,028.19</b>	<b>-1,584.09%</b>	<b>9,093.42</b>
<b>Other Income/Expense</b>					
<b>Other Income</b>					
<b>LOST INCOME OFFSET</b>					
CC Free Membership Offset	375.00	300.00	75.00	125.0%	900.00
CC 50% Off Conference Offset	340.00	400.00	-60.00	85.0%	994.00
Conference Promotions Offset	626.96	0.00	626.96	100.0%	600.00
Conf Speaker 50% \$199.50 Offset	199.50	3,000.00	-2,800.50	6.65%	199.50
Board Free Cert Samp \$50 Offset	50.00	0.00	50.00	100.0%	250.00
Board Free Cert Test \$140 Offse	0.00	0.00	0.00	0.0%	560.00
Board Free Cert Train \$30 Offse	0.00	0.00	0.00	0.0%	0.00
Board Free Conf \$399 Offset	1,577.00	3,591.00	-2,014.00	43.92%	6,783.00
Board Free Dues \$150 Offset	1,050.00	1,350.00	-300.00	77.78%	2,550.00
Board Free Teles \$19.99 Offset	444.87	840.00	-395.13	52.96%	840.00
Board Free Webinar \$45 Offset	0.00	0.00	0.00	0.0%	0.00
President Free Conf Room Offset	214.18	0.00	214.18	100.0%	220.00
Proofreaders Free Member Offset	150.00	0.00	150.00	100.0%	300.00
Proofreaders 6 Free Tele Offset	0.00	0.00	0.00	0.0%	240.00
Recruiting Incentive Credit 10% Offset	0.00	0.00	0.00	0.0%	0.00
Teleseminar Promotions Offset	579.71	0.00	579.71	100.0%	579.71
Volunteer Membership \$75	150.00	1,050.00	-900.00	14.29%	150.00
<b>Total LOST INCOME OFFSET</b>	<b>5,757.22</b>	<b>10,531.00</b>	<b>-4,773.78</b>	<b>54.67%</b>	<b>15,166.21</b>
<b>Other Expense</b>					
<b>LOST INCOME OPPORTUNITIES</b>					
CC Free Membership \$150	375.00	300.00	75.00	125.0%	900.00
CC 50% Off Conference	340.00	400.00	-60.00	85.0%	994.00
Conference Promotions	626.96	0.00	626.96	100.0%	600.00

	<b>Jan - Dec 13</b>	<b>Budget</b>	<b>\$ Over Budget</b>	<b>% of Budget</b>	<b>2014 Budget</b>
<b>Conf Speaker Regis 50% \$199.50</b>	199.50	3,000.00	-2,800.50	6.65%	199.50
<b>Board Free Cert Samples \$50</b>	50.00	0.00	50.00	100.0%	250.00
<b>Board Free Cert Testing \$140</b>	0.00	0.00	0.00	0.0%	560.00
<b>Board Free Cert Training \$30</b>	0.00	0.00	0.00	0.0%	0.00
<b>Board Free Confer Regis \$399</b>	1,577.00	3,591.00	-2,014.00	43.92%	6,783.00
<b>Board Free Dues \$150</b>	1,050.00	1,350.00	-300.00	77.78%	2,550.00
<b>Board Free Teleseminar \$19.99</b>	444.87	840.00	-395.13	52.96%	840.00
<b>Board Free Webinar \$45</b>	0.00	0.00	0.00	0.0%	0.00
<b>President Free Conference Room</b>	214.18	0.00	214.18	100.0%	220.00
<b>Proofreaders Free Membership</b>	150.00	0.00	150.00	100.0%	300.00
<b>Proofreaders 6 Free Teleseminar</b>	0.00	0.00	0.00	0.0%	240.00
<b>Recruiting Incentive Credit 10%</b>	0.00	0.00	0.00	0.0%	0.00
<b>Teleseminar Promotions</b>	579.71	0.00	579.71	100.0%	579.71
<b>Volunteer Membership \$75</b>	150.00	1,050.00	-900.00	14.29%	150.00
<b>Total LOST INCOME OPPORTUNITIES</b>	<b>5,757.22</b>	<b>10,531.00</b>	<b>-4,773.78</b>	<b>54.67%</b>	<b>15,166.21</b>