

# ION 2012-13 NATIONAL BUDGET

## INTRODUCTION:

This budget has been designed to integrate with the ION's accounting system and monthly financial statements. Budgeted amounts are intended to be realistic estimations of revenues and expenses. Estimations are derived from prior years' actual and rates of increase/decrease the ION has experienced over the prior three years.

This budget should be used as a guideline until formally adopted by the Council. Preliminary copies were distributed to the ION's Executive Committee, Finance Chair, Meetings Chair, GNSS Meeting General and Program Chairs, Satellite Division Treasurer and the Technical Director in December for revision and review. Revisions requested by those listed above have already been incorporated into this document.

## DEFINITIONS:

ACTUAL 2010-11	Audited April 1, 2010 - March 31, 2011 numbers; prior to overhead allocations
BUDGET 2011-12	Prior year budgeted numbers as of Jan '11 Council Meeting (For fiscal year April 1, 2011 - March 31, 2012)
ACTUAL 11-12	Seven months current fiscal year; or April 1, 2011 - October 31, 2011.
BUDGET 2012-13	April 1, 2012 - March 31, 2013 (pending approval Council Jan. 2012).
RESERVED Required for 2012-13	Based on the ION's Investment Policy (Exec Comm approved 6/27/11):
	Operating Fund: \$366,000
	Short Term Fund: \$716,464
	Intermediate Term Fund: \$650,000
	Long Term Fund Balance in Investment Fund

## OPERATING BUDGET SUMMARY 2012-13:

<u>DEPARTMENT</u>	<u>TOTAL REVENUES</u>	<u>TOTAL EXPENSES</u>	<u>REVENUES LESS (EXPENSES)</u>
Administrative	700	1,046,481	(\$1,045,781)
Membership	243,141	216,000	27,141
Publications	30,505	3,070	27,435
Awards	950	26,155	(\$25,205)
Committee	0	11,450	(\$11,450)
Chapters/Divisions	0	89,731	(\$89,731)
Mini Urban Challenge	264,000	264,000	0
ION GNSS Int'l. Mtg. (Sept. 2012)	1,362,620	604,265	758,355
Joint Navigation Conference (June 2012 with JSDE)	492,233	359,695	132,538
PLANS (April 2012 with IEEE)	417,765	305,483	112,282
International Technical Mtg. (Jan. 2013)	224,960	126,132	98,828
AWS Workshop (Oct.)	59,175	21,300	37,875
<b>TOTAL 2012-13</b>			
<b>SURPLUS/(DEFICIT)</b>	<b>\$ 3,096,049</b>	<b>\$ 3,073,762</b>	<b>\$ 22,287</b>

## NEW INITIATIVES FUND BUDGET SUMMARY 2012-13:

<u>DEPARTMENT</u>	<u>TOTAL REVENUES</u>	<u>TOTAL EXPENSES</u>	<u>REVENUES LESS (EXPENSES)</u>
Government Fellows Program	0	0	0
Student Programs	0	0	0
Outreach/Other	0	0	0
<b>TOTAL 2012-13</b>			
<b>SURPLUS/(DEFICIT)</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 0</b>

Summary of ION's Return on Investments	<u>Interest/Dividends</u>	<u>Realized</u>	<u>Unrealized</u>	<u>Total</u>
FY 2010-11	99,750	250,956	(\$9,075)	341,631
FY 2009-10	77,555	-38,388	832,523	871,690
FY 2008-09	78,906	-593,387	(\$382,122)	(\$896,603)
FY 2007-08	202,992	6,437	(\$249,153)	(\$39,724)

## ADMINISTRATIVE REVENUES

	FINANCIAL	ACTUAL	BUDGET	ACTUAL 11-12	BUDGET
	ACCT #	2010-11	2011-12	(APR - OCT)	2012-13
<u>INTEREST INCOME/DIVIDENDS</u>					
Bank Accounts	4001	3,541	0	493	700
Dividends*	4010	96,209	0	68,722	0
Realized/Unrealized Gain*	4011	241,881	0	0	0
* Not included as it is reinvested in reserve fund. Sub-Total:		\$ 341,630	\$ 0	\$ 69,216	\$ 700
<b>TOTAL REVENUES:</b>		<b>\$ 341,630</b>	<b>\$ 0</b>	<b>\$ 69,216</b>	<b>\$ 700</b>

## ADMINISTRATIVE EXPENSES

	FINANCIAL	ACTUAL	BUDGET	ACTUAL 11-12	BUDGET
	ACCT #	2010-11	2011-12	(APR - OCT)	2012-13
<u>BUILDING</u>					
Lease Payments	6001	73,629	73,455	42,848	75,658
Relocation (printing, move, etc.)	6002	0	0	0	0
Sub-Total:		\$ 73,629	\$ 73,455	\$ 42,848	\$ 75,658
<u>GENERAL ADMINISTRATIVE EXPENSES</u>					
Insurance (wk .comp, directors, liability, etc.)	6011	4,973	3,700	0	5,000
Legal Counsel	6012	3,247	800	1,462	3,000
Audit/Tax Filing/Property Tax	6013	15,737	17,400	16,712	17,400
General Computer: Hardware	6014	13,138	4,800	277	4,800
Equip. Lease, Maintenance & Support	6015	4,221	1,800	3,168	4,500
Copier Lease			2,655		2,810
Hosting Services (e-mail, online file backup)			(see www serv.)		(see www serv.)
Postage/Courier/Meter Rental & Mainten.	6016	2,680	5,400	1,899	2,800
Supplies/Misc. Printing/Misc. Advert.	6017	9,359	10,140	3,206	9,500
Design Supplies/Materials/Art			1,000		1,000
Telephone/Fax	6018	6,055	5,600	2,935	6,500
Office Furniture/Work Stations	6019	0	0	0	0
Sub-Total		\$ 59,410	\$ 53,295	\$ 29,659	\$ 57,310
<u>PERSONNEL</u>					
Annual Salaries:	6021	530,088	564,156	277,639	607,000
Executive Director					
Graphic Artist (hourly)					
Registrar/Receptionist (estimated hourly)					
IT Director/Web Developer					
IT Coordinator/Consultant					0
Membership Marketing Director					
Meetings Coordinator/MUC Logistics					
Admin./Author Liaison					
Data-entry/Public. Sales/Summer Student Help			0		0
Book-keeper (see audit above)			0		0
Increases: For Portion Year Eligible (max 5%)			28,207		30,350
Holiday Bonuses			14,600		21,000

**ADMINISTRATIVE EXPENSES (Continued):**

	FINANCIAL ACCT #	ACTUAL 2010-11	BUDGET 2011-12	ACTUAL 11-12 (APR - OCT)	BUDGET 2012-13
Payroll Liabilities	6022	36,880		23,742	
payroll tax 7.65%			46,433		48,757
unemploy tax 2.57% first \$8K			1,645		1,440
Health Insurance/Benefit & Life Insur.	6023	14,676	43,576	20,288	68,876
Retirement Benefits, Matching	6024	29,019	39,491	31,694	42,490
Retirement Benefits, Employer Elective	6025	40,736	56,416	27,252	60,700
Temporary Personnel	6026	0	0	0	0
Sub-Total:		\$ 651,400	\$ 794,524	\$ 380,615	\$ 880,613
<u>PROFESSIONAL DEVELOPMENT</u>	6030				
Operations:					
Membership Dues/ Subscriptions	6031	2,056	1,800	1,279	2,500
General Training/Travel/Tuition Assist	6032	2,691	5,000	266	5,000
Technical:					
Member Dues (AAAS etc.)/ Subscriptions	6033	188	300	0	500
General Training (Local)	6034	1,429	0	0	0
Attendance/Travel 3 Annual ION Mtg.	6035	0	0	0	0
Technical Navigation Symposium	6036	0	0	0	0
Sub-Total:		\$ 6,365	\$ 7,100	\$ 1,545	\$ 8,000
<u>BANK CHARGES</u>	6050				
Bankcard Charges	6051	26,390	(see meetings)	27,445	(see meetings)
Bank Service Charges	6053	422	800	1,020	1,400
Foreign Collections	6054	61	350	5	(incl. above)
Misc (Payroll Expenses)	6055	2,226	2,500	1,089	2,500
Asset Management Fees (National)	6056	17,326	22,000	19,510	21,000
Depreciation	6060	0	0	0	0
Sub-Total:		\$ 46,425	\$ 25,650	\$ 49,068	\$ 24,900
<b>TOTAL EXPENSES:</b>		<b>\$ 837,229</b>	<b>\$ 954,024</b>	<b>\$ 503,735</b>	<b>\$ 1,046,481</b>

## MEMBERSHIP REVENUES

	FINANCIAL ACCT #	ACTUAL 2010-11	BUDGET 2011-12	ACTUAL 11-12 (APR - OCT)	BUDGET 2012-13
<u>MEMBERSHIP DUES</u>					
	4100				
Prof. (1289 US/481 Int'l @ \$75/\$95)	4101	131,461	136,010	76,392	142,370
Corporate	4102	45,902		36,741	
Class I (94 @ \$400 each)			36,800		37,600
Class II (21 @ \$800)			18,400		16,800
Class III (1 @ \$1050 each)			1,050		1,050
New Corp Member Sales			(see above)		2,000
Retired (83 US/13 Int'l. @ \$50/\$70 each)	4103	5,091	4,990	2,937	5,060
Student (81 US/87 Int'l. @ \$40/\$60 each)	4104	7,620	8,600	5,032	8,460
Life	4105	21	24	15	21
Premium Prof. (73 US/65 Int'l. @ \$160/\$180)	4107	16,145	18,580	12,483	23,380
Library (183 US/123 Int'l. @ \$100/\$120 each)	4111	29,113	33,060	14,243	0
Sub-Total:		\$ 235,353	\$ 257,514	\$ 147,841	\$ 236,741
 <u>JOURNAL</u>					
Page Charges	4113	2,100	800	1,500	0
List Rentals	4140	4,968	5,100	1,085	2,000
Sub-Total:		\$ 7,068	\$ 5,900	\$ 2,585	\$ 2,000
 <u>MEMBER DONATIONS</u>					
	4120	3,515	2,900	1,620	3,500
Sub-Total:		\$ 3,515	\$ 2,900	\$ 1,620	\$ 3,500
 <u>NEWSLETTER ADVERTISING</u>					
	4130	0	900	0	900
Sub-Total:		\$ 0	\$ 900	\$ 0	\$ 900
 <u>MISC. MEMBERSHIP SALES</u>					
Lapel Pins	4151	10	0	5	0
Ties	4152	30	0	0	0
Polo-Shirts	4153	0	0	0	0
Sub-Total:		\$ 40	\$ 0	\$ 5	\$ 0
 <b>TOTAL REVENUES:</b>					
		\$ 245,976	\$ 267,214	\$ 152,051	\$ 243,141

## MEMBERSHIP EXPENSES

	FINANCIAL ACCT #	ACTUAL 2010-11	BUDGET 2011-12	ACTUAL 11-12 (APR - OCT)	BUDGET 2012-13
<u>JOURNAL (2800 copies @ \$25 per year)</u>					
Spring	6101	25,066	24,000	19,079	0
Summer	6102	23,656	24,000	23,811	0
Fall	6103	26,329	24,000	19,531	0
Winter	6104	27,338	24,000	1,444	0
Wiley Fee (2800 copies @ \$25 per year)					70,000
Add'l. Journal Expense per Issue	6105	0	0	318	
Editor Honorarium, \$1500 x 4					6,000
Technical Editor (Walter), \$600 x 4					2,400
Promotional Copies (100 per issue)					2,500
Sub-Total		\$ 102,390	\$ 96,000	\$ 64,183	\$ 80,900
 <u>NEWSLETTER</u>					
Printing/Postage (US & Int'l.)	6110	53,727	54,000	25,845	29,000
Editor \$5.5K per issue/Historian Column					24,800
Sub-Total:		\$ 53,727	\$ 54,000	\$ 25,845	\$ 53,800
 <u>MEMBERSHIP SERVICES</u>					
New Memb. Pkt./Cards/Postage/Brochure	6130				
Dues Invoicing	6131	6,157	6,200	0	6,500
Database Programming/Modifications	6132	9,365	6,500	9,815	9,600
	6133	0	0	0	0
Sub-Total:		\$ 15,522	\$ 12,700	\$ 9,815	\$ 16,100
 <u>ELECTION</u>					
(on line voting - budget for postcards)	6150	2,256	2,400	777	2,400
Sub-Total:		\$ 2,256	\$ 2,400	\$ 777	\$ 2,400
 <u>COMMUNICATION &amp; PROMOTION</u>					
Member Communic.(Mailchimp/Survey)	6160				
New Membership Initiatives	6161	261	1,500	797	1,500
Exhibit Other Organizations	6162	8,062	20,000	1,742	20,000
Exhibit ENC (set-up/staff travel)	6165		6,000		6,000
Exhibit Asia (set-up/staff travel)			6,000		6,000
Exhibit IAIN (set-up/staff travel)			0		12,000
Sub-Total:		\$ 8,323	\$ 33,500	\$ 2,539	\$ 45,500
 <u>INFORMATION SYSTEMS</u>					
Equipment Upgrades	6170	0	4,000	0	4,000
Maint./Back-up & Cloud Hosting	6172	7,520	5,500	3,067	7,500
Connectivity/Lan Line & Cell	6173	6,975	6,500	2,408	5,800
Sub-Total:		\$ 14,495	\$ 16,000	\$ 5,475	\$ 17,300
<b>TOTAL EXPENSES:</b>		\$ 196,713	\$ 214,600	\$ 108,634	\$ 216,000

## PUBLICATION REVENUES

	FINANCIAL ACCT #	ACTUAL 2010-11	BUDGET 2011-12	ACTUAL 11-12 (APR - OCT)	BUDGET 2012-13
<b><u>PUBLICATION SALES</u></b>					
	4200				
Proceedings (\$90-\$120 each)	4201	24,388	15,050	6,703	9,400
Journal (\$20 each)	4202	1,035	600	125	125
Red Books Vol. I-VI (\$20-\$50 each)	4203	4,579	1,500	595	800
Red Books Vol VII (\$70 each)			17,500		0
Article Reprints	4204	8,456	9,700	4,653	6,500
Celestial Navigation CD	4206	550	300	200	300
Shipping/Handling Collections	4210	2,762	5,100	674	2,800
Sub-Total:		\$ 41,769	\$ 49,750	\$ 12,950	\$ 19,925
<b><u>RE-SALE ITEMS</u></b>					
	4220				
Navtech GPS Video Sales	4221	0	0	0	0
Sub-Total:		\$ 0	\$ 0	\$ 0	\$ 0
<b><u>SITE LICENSE SALES</u></b>					
	4230				
Indiv. Download Subscript @ \$420 yr.	4231	1,260	1,680	1,680	1,680
Corporate Download Subscrip	4232	0	8,400	0	8,400
\$4200 member/\$4900 non-memb					
Sub-Total:		\$ 1,260	\$ 10,080	\$ 1,680	\$ 10,080
<b><u>ON-LINE TUTORIAL SALES</u></b>					
	4240				
Eng: Basics Satellite Navigation	4241	1,250	1,000	300	450
Farrell: Basics Inertial Navigation	4242	100	300	50	50
Sub-Total:		\$ 1,350	\$ 1,300	\$ 350	\$ 500
<b>TOTAL REVENUES:</b>		<b>\$ 44,379</b>	<b>\$ 61,130</b>	<b>\$ 14,980</b>	<b>\$ 30,505</b>

## PUBLICATION EXPENSES

	FINANCIAL ACCT #	ACTUAL 2010-11	BUDGET 2011-12	ACTUAL 11-12 (APR - OCT)	BUDGET 2012-13
<b><u>REPRINTS/NEW PUBLICATIONS</u></b>					
	6200				
Red Book Volumes	6201	3,223	0	0	0
Out of Print Proceedings Duplication	6203	0	300	43	0
Sub-Total:		\$ 3,223	\$ 300	\$ 43	\$ 0
<b><u>SALES EXPENSE/STORAGE</u></b>					
	6210				
Postage/Shipping Costs	6212	3,004	5,100	1,417	3,000
Sub-Total:		\$ 3,004	\$ 5,100	\$ 1,417	\$ 3,000
<b><u>RE-SALE ITEMS</u></b>					
	6220				
Navtech GPS Video Re-Sale Purchases	6221	0	0	0	0
Sub-Total:		\$ 0	\$ 0	\$ 0	\$ 0
<b><u>ON-LINE TUTORIAL PRODUCTION</u></b>					
	6730				
Farrell: Basics Inertial Navigation	6730		0	0	70
Eng: Satellite Navigation Commission	6731	188	150	0	0
Sub-Total:		\$ 188	\$ 150	\$ 0	\$ 70
<b>TOTAL EXPENSES:</b>		<b>\$ 6,415</b>	<b>\$ 5,550</b>	<b>\$ 1,461</b>	<b>\$ 3,070</b>

## AWARD REVENUES

	FINANCIAL <u>ACCT #</u>	ACTUAL <u>2010-11</u>	BUDGET <u>2011-12</u>	ACTUAL 11-12 <u>(APR - OCT)</u>	BUDGET <u>2012-13</u>
<u>ANNUAL AWARDS</u>					
Tycho Brahe Endowment	4300	0	950	0	950
Other	4300	1,718	0	0	0
Sub-Total:		\$ 0	\$ 950	\$ 0	\$ 950
		<u>          </u>	<u>          </u>	<u>          </u>	<u>          </u>
<b>TOTAL REVENUES:</b>		<b>\$ 1,718</b>	<b>\$ 950</b>	<b>\$ 0</b>	<b>\$ 950</b>

## AWARD EXPENSES

	FINANCIAL <u>ACCT #</u>	ACTUAL <u>2010-11</u>	BUDGET <u>2011-12</u>	ACTUAL 11-12 <u>(APR - OCT)</u>	BUDGET <u>2012-13</u>
<u>ANNUAL AWARDS</u>					
Hays	6301	1,350	1,500	0	1,500
Thurlow	6302	1,480	1,500	0	1,500
Superior Achievement	6303	363	400	0	400
Weems	6304	968	950	0	980
Tycho Brahe	6310	60	950	0	950
Burka	6305	500	525	0	525
Distinguished Service: Out-Going Pres.	6306	295	350	0	350
Distinguished Service: Other	6307	0	350	0	350
Early Achievement Award	6308	305	350	0	350
Call for Nominations/Programs (incl. Fellow)	6309	1,298	1,500	0	1,500
Misc. Awards	6330	1,141	350	0	1,200
Sub-Total		\$ 7,760	\$ 8,725	\$ 0	\$ 9,605
		<u>          </u>	<u>          </u>	<u>          </u>	<u>          </u>
<u>STUDENT AWARDS</u>					
Student Sections Awards	6310	750	750	400	750
Matching Travel Grants (\$500 each)	6312	(see meetings)	(see meetings)	(see meetings)	(see meetings)
Graduate Student Awards	6315	7,585	(see New Init.)	8,000	14,000
Current Participating Schools @ \$2K each: <Calgary, Cal Poly, Colorado, AFIT, Miami, OSU, OU>					
Publicity	6319	0	0	0	0
Sub-Total:		\$ 8,335	\$ 750	\$ 8,400	\$ 14,750
		<u>          </u>	<u>          </u>	<u>          </u>	<u>          </u>
<u>FELLOW AWARDS</u>					
Fellow Award Production	6321	3,356	1,200	0	1,800
Nominations Notification/Programs	6322	(see AA prog.)	(see AA prog.)	(see AA prog.)	(see AA prog.)
Sub-Total:		\$ 3,356	\$ 1,200	\$ 0	\$ 1,800
		<u>          </u>	<u>          </u>	<u>          </u>	<u>          </u>
<b>TOTAL EXPENSES:</b>		<b>\$ 19,451</b>	<b>\$ 10,675</b>	<b>\$ 8,400</b>	<b>\$ 26,155</b>

## COMMITTEE REVENUES

	FINANCIAL <u>ACCT #</u>	ACTUAL <u>2010-11</u>	BUDGET <u>2011-12</u>	ACTUAL 11-12 <u>(APR - OCT)</u>	BUDGET <u>2012-13</u>
	4400	0	0	0	0
	Sub-Total:	\$ 0	\$ 0	\$ 0	\$ 0
<hr style="border-top: 3px double #0000FF;"/>					
<b>TOTAL REVENUES:</b>		<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 0</b>

## COMMITTEE EXPENSES

	FINANCIAL <u>ACCT #</u>	ACTUAL <u>2010-11</u>	BUDGET <u>2011-12</u>	ACTUAL 11-12 <u>(APR - OCT)</u>	BUDGET <u>2012-13</u>
<u>EXECUTIVE COMMITTEE/COUNCIL</u>					
	6400				
Meetings	6401	2,244	2,500	1,204	2,500
ION President's Travel	6409	4,169	5,000	215	6,000
	Sub-Total	\$ 6,414	\$ 7,500	\$ 1,419	\$ 8,500
<u>MISC. COMMITTEE EXPENSES</u>					
	6310				
Strategic Planning	6411	0	350	0	350
Membership	6412	1,248	600	0	1,500
IAIN Membership Dues		0	710	0	800
Outreach/Museum	6413	142		0	
Outreach Chair Travel			0		0
Publications	6414	97	300	2,177	300
Government Fellow Selection	6419	117	(see GF prog.)	150	(see GF prog.)
	Sub-Total:	\$ 1,603	\$ 1,960	\$ 2,327	\$ 2,950
<hr style="border-top: 3px double #FF0000;"/>					
<b>TOTAL EXPENSES:</b>		<b>\$ 8,017</b>	<b>\$ 9,460</b>	<b>\$ 3,747</b>	<b>\$ 11,450</b>

## CHAPTER/DIVISION REVENUES

	FINANCIAL ACCT #	ACTUAL 2010-11	BUDGET 2011-12	ACTUAL 11-12 (APR - OCT)	BUDGET 2012-13
<b>SATELLITE DIVISION</b>					
	4520				
Lawn Mower Sponsors & Entry Fees*	4521	41,170 *	41,000 *	43,680	43,000
Snowplow Sponsors & Entry Fees*	4522	13,425 *	8,000 *	125	8,000
Sub-Total:		\$ 54,595	\$ 0	\$ 43,805	\$ 0
* Revenues not available to Nat'l. as used to off-set expenses.					
<b>TOTAL REVENUES:</b>		\$ 54,595	\$ 0	\$ 43,805	\$ 0

## CHAPTER/DIVISION EXPENSES

	FINANCIAL ACCT #	ACTUAL 2010-11	BUDGET 2011-12	ACTUAL 11-12 (APR - OCT)	BUDGET 2012-13
<b>SECTION SUBSIDY</b>					
	6500				
Local Section Subsidy (12 Sections)	6501	2,400	9,600	3,200	9,600
VP Section Travel (\$1500 per Reg VP)	6502	0	3,000	0	3,000
Student Chapters	6503	0	0	0	0
Section Scholarships (Council Approved) < Alberta, Dayton, DC, RM, S. Cal. >	6504	7,000	7,500	5,500	7,500
Assist. Fund Existing Sections	6508	200	500	400	1,500
Assist. Fund New Sections	6509	0	0	0	0
Sub-Total		\$ 9,600	\$ 20,600	\$ 9,100	\$ 21,600
<b>SATELLITE DIVISION</b>					
	6540				
GNSS Meeting Proceeds (5% Gross)	6541	0	61,495	0	68,131
<i>Expenses Paid Out Sat. Div. Funds Above:</i>					
Executive Committee Meetings	6542	0	600	0	600
AV GNSS: Laptops/LCD/Timers	6543	0	6,000	0	1,000
Video Recording & Hosting GNSS Sessions	5863	0	0	0	0
Satellite Division Chair Travel	6544	0	4,000	0	4,000
GNSS Student Awards	5880	0	16,000	17,518	18,000
Site Inspection Travel	6550	63	1,000	0	3,000
Lawn Mower Competition-SatDiv Travel Grants	6317	0	20,000	0	20,000
Lawn Mower Competition - Prize Money & Expenses		49,788	41,000	46,780	43,000
Snowplow Competition - SatDiv Sponsorship	6318	incl. above	10,000	incl. above	15,000
Snowplow Competition - Prize Money & Expenses		20,103	8,000		8,000
Parkinson Award, \$2500 cash award & plaque	6576	342	2,600	2,846	2,850
Kepler Award	5894	3,425	1,050	988	1,000
Outgoing Sat. Div. Chair Award	5895	623	0	0	650
Election	6580	1,141	0	0	1,200
Asset Management Fees (debited account 2011)	6056	6,603	0	1,782	7,150
Africa Outreach Workshop	6740	-171	20,000	0	20,000
Donation Other Organizations	6600	0	0	0	0
Sub-Total:		\$ 0	\$ 61,495	\$ 69,915	\$ 68,131
<b>TOTAL EXPENSES:</b>		\$ 9,600	\$ 82,095	\$ 79,015	\$ 89,731

## MINI URBAN CHALLENGE REVENUES

	FINANCIAL <u>ACCT #</u>	ACTUAL <u>2010-11</u>	BUDGET <u>2011-12</u>	ACTUAL 11-12 <u>(APR - OCT)</u>	BUDGET <u>2012-13</u>
<b><u>GRANTS &amp; SPONSORSHIPS</u></b>	4720	219,922		84,350	
AFRL MUC Grant			171,000	0	250,000
AFRL Teachers Workshop Grant (2010)			53,720		0
Corporate Sponsorship			24,000	0	14,000
AFRL Teachers Workshop Grant			0	0	0
Sub-Total:		\$ 219,922	\$ 248,720	\$ 84,350	\$ 264,000
<b>TOTAL REVENUES:</b>		<b>\$ 219,922</b>	<b>\$ 248,720</b>	<b>\$ 84,350</b>	<b>\$ 264,000</b>

## MINI URBAN CHALLENGE EXPENSES

	FINANCIAL <u>ACCT #</u>	ACTUAL <u>2010-11</u>	BUDGET <u>2011-12</u>	ACTUAL 11-12 <u>(APR - OCT)</u>	BUDGET <u>2012-13</u>
<b><u>COMPETITION ORGANIZATION</u></b>	6720	448	0		
Publicity	6721	4,761	3,000	527	13,035
Mindstorms Kits/Site Lic.	6722	39,013	100,000	1,953	(see below)
Admin Expenses/AV/Signs	6723	9,728	31,100	4,660	24,400
Competition Course	6724	39,660	35,600	28,034	32,200
Awards & Travel Grants	6726	12,500	0	32,302	(incl. below)
<b><u>NATIONAL COMPETITION</u></b>					
National Competition 2012	6750	708	51,300	4,837	52,910
<b><u>REGIONAL COMPETITIONS (2013)</u></b>			37,550		
Ohio	6751	470		2,793	16,865
Florida	6752	4,364		3,488	16,865
Louisiana	6753	2,858		3,189	16,865
MD/VA/DC	6754	480		2,604	14,765
Boston	6755	0		0	17,565
Los Angeles	6756	0		11,532	22,265
Colorado Springs	6757	0		0	22,265
Teacher Workshop Development	6770	64,422		0	0
Allowance Overhead Expenses			-25,500		0
<b><u>MISC. NON-GRANT ALLOWABLE EXPENSES</u></b>					
Volunteer Catering National Competition					1,000
Volunteer Catering Regional Competitions					7,000
Misc. Volunteer Travel Expenses					6,000
Sub-Total:		\$ 179,413	\$ 233,050	\$ 95,920	\$ 264,000
<b>TOTAL EXPENSES:</b>		<b>\$ 179,413</b>	<b>\$ 233,050</b>	<b>\$ 95,920</b>	<b>\$ 264,000</b>

## NEW INITIATIVE FUND REVENUES

FINANCIAL ACCT #	ACTUAL 2010-11	BUDGET 2011-12	ACTUAL 11-12 (APR - OCT)	BUDGET 2012-13
	0	0	0	0
Sub-Total:	\$ 0	\$ 0	\$ 0	\$ 0
<b>TOTAL REVENUES:</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 0</b>

## NEW INITIATIVES EXPENSES

FINANCIAL ACCT #	ACTUAL 2010-11	BUDGET 2011-12	ACTUAL 11-12 (APR - OCT)	BUDGET 2012-13
<b><u>GOVERNMENT FELLOWS</u></b>				
Congressional Fellow Salary				
Salary:				
2011 Fellow @ \$70,000 yr.	6040	0	0	0
2012 Fellow @ \$70,000 yr.		0		0
AAAS Training Sept.	6038	0	0	0
Relocation Allowance	6039	0	0	0
Executive Fellow Salary				
Salary:				
2011 Fellow @ \$70,000 yr.	6040	0	0	0
2012 Fellow @ \$70,000 yr.		0		0
AAAS Training Sept.	6038	0	0	0
Relocation Allowance	6039	0	0	0
Interview/Placement Trip	6039	0	0	0
AAAS Membership/Contributions	6041	0	0	0
Fellow Travel Attend ION Council Meeting	6042	0	0	0
Government Fellow Committee	6419	150	160	0
Sub-Total:	\$ 150	\$ 160	\$ 0	\$ 0
<b><u>STUDENT PROGRAMS</u></b>				
Graduate Student Awards Program	6315	see Awards	12,000	0
Current Participating Schools @ \$2K each: <Calgary, Cal Poly, Colorado, AFIT, Miami, OSU, OU>				see Awards
Sub-Total:	\$ 0	\$ 12,000	\$ 0	\$ 0
<b><u>OTHER INITIATIVES</u></b>				
Donations Other Organizations	6600	0	0	0
Outreach/Museum	6700	0		
Travel Outreach Chair		(see Comm.)	(see Comm.)	(see Comm.)
Exhibit ION GNSS		(see Comm.)	0	(see Comm.)
Africa Outreach		(see Sat Div)	0	(see Sat Div)
Exhibit ENC (set-up/staff travel)	6700	(see Memb.)	0	(see Memb.)
Membership Initiatives/Survey	6710	(see Memb.)	0	(see Memb.)
On-Line Tutorial Production	6730	0	0	0
Sub-Total:	\$ 0	\$ 0	\$ 0	\$ 0
<b>TOTAL EXPENSES:</b>	<b>\$ 150</b>	<b>\$ 12,160</b>	<b>\$ 0</b>	<b>\$ 0</b>

**ION MEETING EXPENSES: Page 1 of 3**

FINANCIAL	ACCT #	ION GNSS			JNC			ITM			AWS (Biennial)			PLANS (Biennial)		
		GNSS 2011 Est. 1200 Reg.	GNSS 2011 1365 Actual	GNSS 2012 Est. 1365 Reg.	JNC 2011 Est. 439 Reg.	JNC 2011 600 Actual	JNC 2011 Est. 580 Reg.	ITM 2012 Est. 300 Reg.	ITM 2011 317 Actual	ITM 2013 Est. 300 Reg.	AWS 2011 Est. 0 Reg.	AWS 2010 75 Actual	AWS 2012 Est. 75 Reg.	PLANS 2011 Est. 0 Reg.	PLANS 2010 350 Actual	PLANS 2012 Est. 350 Reg.
		BUDGET	ACTUAL	BUDGET	BUDGET	ACTUAL	BUDGET	BUDGET	ACTUAL	BUDGET	BUDGET	ACTUAL	BUDGET	BUDGET	ACTUAL	BUDGET
		GNSS 2011	2012-13	2011-12	JNC 2011	2012-13	2011-12	ITM 2011	2012-13	2011-12	AWS 2010	2012-13	2011-12	PLANS 2010	2012-13	
<b><u>PUBLICITY</u></b>	5800															
Call for Papers	5801	14,600	13,465	14,600	6,900	3,255	3,600	13,200	9,466	10,500	0	805	1,000	0	11,756	11,900
Program	5802	51,000	30,949	34,000	7,200	4,864	5,600	14,500	10,845	13,200	0	881	1,000	0	14,867	15,000
Misc. Advert./Trade Costs	5803	12,000	12,000	12,000	4,900	2,200	4,900	0	0	0	0	0	0	0	4,400	4,400
PR/Kepler Postcard	5804	4,800	5,157	5,300	1,250	1,050	1,250	0	818	900	0	0	0	0	243	500
Sub-Total		\$ 82,400	\$ 61,571	\$ 65,900	\$ 20,250	\$ 11,370	\$ 15,350	\$ 27,700	\$ 21,129	\$ 24,600	\$ 0	\$ 1,686	\$ 2,000	\$ 0	\$ 31,266	\$ 31,800
<b><u>REGISTRATION</u></b>	5810															
On-site Materials	5811	8,000	6,885	8,000	2,800	3,551	3,900	1,000	1,428	1,500	0	81	500	0	0	2,500
Registration Processing	5812	0	1,435	1,500	0	0	0	600	163	600	0	0	0	0	2,316	0
Bankcard Charges	5813	21,870	(see AdminBnk	34,065	6,840	13,436	12,747	4,082	0	4,082	0	0	0	0	8,306	8,450
Temp. Regis. Assistance	5815	6,600	4,797	5,200	0	0	4,200	0	0	0	0	0	0	0	0	0
ADA Special Needs	5816	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Web Hotel Reserv. Fee	5817	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Sub-Total		\$ 36,470	\$ 13,116	\$ 48,765	\$ 9,640	\$ 16,986	\$ 20,847	\$ 5,682	\$ 1,591	\$ 6,182	\$ 0	\$ 81	\$ 500	\$ 0	\$ 10,622	\$ 10,950
<b><u>EXHIBITS</u></b>	5820															
Conv. Ctr. Rent/Services	5821	0	2,749	16,000	0	0	0	0	0	0	0	2,400	2,800	0	0	10,000
Booth Set-Up Expenses	5822	12,800	11,600	12,800	4,300	649	1,200	0	0	0	0	0	0	0	753	1,000
Exhib. Favors/Lunches	5823	7,500	4,667	6,300	1,500	1,538	2,500	800	227	800	0	0	0	0	1,635	1,500
Security/EMT	5824	7,000	3,542	7,000	1,600	421	700	0	0	0	0	0	0	0	352	500
Exhib. Hosted Reception	5826	48,000	49,178	52,000	0	0	0	0	0	0	0	0	0	0	0	0
Exhibit Kit Print/Postage	5828	800	454	800	0	0	250	0	0	0	0	0	0	0	0	0
Sub-Total		\$ 76,100	\$ 72,188	\$ 94,900	\$ 7,400	\$ 2,607	\$ 4,650	\$ 800	\$ 227	\$ 800	\$ 0	\$ 2,400	\$ 2,800	\$ 0	\$ 2,740	\$ 13,000
<b><u>SPEAKER EXPENSES</u></b>	5830															
Tutorial Instructor Fees	5831	59,400	52,057	55,200	0	0	0	300	1,709	300	0	0	0	0	15,010	15,000
New Tutorial Develop Fees	5833	1,000	0	20,000	0	0	0	0	0	0	0	0	0	0	0	50
Plenary/Keynote Travel	5834	3,000	2,918	3,000	0	0	1,500	0	0	0	0	0	0	0	0	0
Sub-Total		\$ 63,400	\$ 54,975	\$ 78,200	\$ 0	\$ 0	\$ 1,500	\$ 300	\$ 1,709	\$ 300	\$ 0	\$ 0	\$ 0	\$ 0	\$ 15,010	\$ 15,050

## ION MEETING REVENUES

FINANCIAL	ION GNSS			JNC			ITM			AWS (Biennial)			PLANS (Biennial)			
	GNSS 2011 Est. 1200 Reg.	GNSS 2011 1365 Actual	GNSS 2012 Est. 1365 Reg.	JNC 2011 Est. 439 Reg.	JNC 2011 600 Actual	JNC 2011 Est. 580 Reg.	ITM 2012 Est. 300 Reg.	ITM 2011 317 Actual	ITM 2013 Est. 300 Reg.	AWS 2011 Est. 0 Reg.	AWS 2010 75 Actual	AWS 2012 Est. 75 Reg.	PLANS 2011 Est. 0 Reg.	PLANS 2010 350 Actual	PLANS 2012 Est. 350 Reg.	
	BUDGET	ACTUAL	BUDGET	BUDGET	ACTUAL	BUDGET	BUDGET	ACTUAL	BUDGET	BUDGET	ACTUAL	BUDGET	BUDGET	ACTUAL	BUDGET	
ACCT #	2011-12	GNSS 2011	2012-13	2011-12	JNC 2011	2012-13	2011-12	ITM 2011	2012-13	2011-12	AWS 2010	2012-13	2011-12	PLANS 2010	2012-13	
	\$840 Base	\$840 Base	\$870 Base	\$680 Base	\$680 Base	\$680 Base	\$770 Base	\$740 Base	\$790 Base	\$325 Base	\$360 Base	\$360 Base	\$850 Base	\$850 Base	\$920 Base	
<u>REGISTRATION FEES</u>	4800	Regis. Fee	Regis. Fee	Regis. Fee	Regis. Fee	Regis. Fee	Regis. Fee	Regis. Fee	Regis. Fee	Regis. Fee	Regis. Fee	Regis. Fee	Regis. Fee	Regis. Fee	Regis. Fee	
Regular Registration Fees	4801	695,600	790,650	818,320	286,060	363,920	345,700	207,460	197,120	212,640	0	56,475	56,475	0	254,330	269,210
Meal Ticket Sales	4803	1,200	1,960	1,800	0	0	0	2,720	2,040	2,720	0	0	0	0	2,030	2,030
Exhibitor Registration	4804	310,600	304,800	304,800	55,900	79,200	79,200	7,800	6,500	7,800	0	2,700	2,700	0	46,100	46,100
Exhibitor Badges	4805	30,000	(incl. above)	(incl. above)	0	(incl. above)	0	0	0	0	0	0	0	0	0	2,400
Classified Session Fee	4807	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Tutorial Registration	4811	154,000	193,550	190,000	0	0	0	0	0	0	0	0	0	29,775	35,425	
Sub-Total	\$ 1,191,400	\$ 1,290,960	\$ 1,314,920	\$ 341,960	\$ 443,120	\$ 424,900	\$ 217,980	\$ 205,660	\$ 223,160	\$ 0	\$ 59,175	\$ 59,175	\$ 0	\$ 332,235	\$ 355,165	
<u>CONTRIB./ SPONSORS</u>	4810															
Royalties	4811	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Advertising, \$800 1/2 page	4812	0	500	0	0	0	0	0	0	0	0	0	0	0	0	
Internet Ctr. Sponsor	4813	7,500	7,500	7,500	0	0	0	0	0	0	0	0	0	0	0	
Other/CGSIC/Mobile App	4814	7,500	18,300	15,800	0	4,500	0	0	0	0	0	0	0	0	0	
Sub-Total	\$ 15,000	\$ 26,300	\$ 23,300	\$ 0	\$ 4,500	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	
<u>PUBLICATION SALES</u>																
CD-ROM Sales: \$95-\$115 each	4820	5,300	2,050	4,000	0	230	0	1,800	1,235	1,800	0	0	0	0	0	
Show Daily Advertising	4860	18,200	20,400	20,400	0	0	0	0	0	0	0	0	0	0	0	
Sub-Total	\$ 23,500	\$ 22,450	\$ 24,400	\$ 0	\$ 230	\$ 0	\$ 1,800	\$ 1,235	\$ 1,800	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	
<u>SPOUSES' EVENTS</u>	4840	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Sub-Total	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	
<u>MISC. REBATES</u>	4850	0	0	0	64,125	64,125	67,333	0	0	0	0	0	0	61,100	62,600	
National Office Overhead																
Sub-Total	\$ 0	\$ 0	\$ 0	\$ 64,125	\$ 64,125	\$ 67,333	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 61,100	\$ 62,600	
<b>TOTAL REVENUES:</b>		\$ 1,229,900	\$ 1,339,710	\$ 1,362,620	\$ 406,085	\$ 511,975	\$ 492,233	\$ 219,780	\$ 206,895	\$ 224,960	\$ 0	\$ 59,175	\$ 59,175	\$ 0	\$ 393,335	\$ 417,765

**ION MEETING EXPENSES: Page 2 of 3**

FINANCIAL	ACCT #	ION GNSS			JNC			ITM			AWS (Biennial)			PLANS (Biennial)		
		GNSS 2011 Est. 1200 Reg.	GNSS 2011 1365 Actual	GNSS 2012 Est. 1365 Reg.	JNC 2011 Est. 439 Reg.	JNC 2011 600 Actual	JNC 2011 Est. 580 Reg.	ITM 2012 Est. 300 Reg.	ITM 2011 317 Actual	ITM 2013 Est. 300 Reg.	AWS 2011 Est. 0 Reg.	AWS 2010 75 Actual	AWS 2012 Est. 75 Reg.	PLANS 2011 Est. 0 Reg.	PLANS 2010 350 Actual	PLANS 2012 Est. 350 Reg.
		BUDGET	ACTUAL	BUDGET	BUDGET	ACTUAL	BUDGET	BUDGET	ACTUAL	BUDGET	BUDGET	ACTUAL	BUDGET	BUDGET	ACTUAL	BUDGET
		GNSS 2011	2012-13	2011-12	JNC 2011	2012-13	2011-12	ITM 2011	2012-13	2011-12	AWS 2010	2012-13	2011-12	PLANS 2010	2012-13	
<b>CATERING</b>																
	5850															
Food Functions	5851	167,150	152,318	190,000	136,066	122,497	142,660	72,200	44,650	75,000	0	6,493	8,500	0	110,761	91,000
Decorations/Floral	5852	0	0	2,500	0	194	0	0	71	0	0	0	0	0	0	0
Favors	5853	1,200	1,415	1,600	300	150	300	700	218	0	0	0	0	62	100	
Tips	5854	500	270	500	500	0	500	0	300	0	0	200	200	0	300	300
Event Licenses	5855	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Entertainment	5856	0	0	3,000	0	0	0	0	0	0	0	0	0	0	0	0
Sub-Total		\$ 168,850	\$ 154,003	\$ 197,600	\$ 136,866	\$ 122,841	\$ 143,460	\$ 72,900	\$ 45,239	\$ 75,000	\$ 0	\$ 6,693	\$ 8,700	\$ 0	\$ 111,123	\$ 91,400
<b>AUDIO-VISUAL</b>																
Rental & Labor	5860	26,900	14,881	16,800	6,700	6,755	10,400	6,200	3,445	5,000	0	1,759	2,400	0	4,930	6,500
Laptop Software Updates	5861	800	0	800	0	0	0	0	0	0	0	0	0	0	0	0
Internet Access Ctr.	5864	10,900	7,884	11,000	0	0	0	0	0	0	0	0	0	0	0	0
WiFi Access Hardware	5864	0	0	4,100	0	0	0	0	0	0	0	0	0	0	0	0
Wi-Fi Connectivity Attendees	5864	0	0	25,000	0	0	0	0	0	0	0	0	0	0	0	0
Sub-Total		\$ 38,600	\$ 22,765	\$ 57,700	\$ 6,700	\$ 6,755	\$ 10,400	\$ 6,200	\$ 3,445	\$ 5,000	\$ 0	\$ 1,759	\$ 2,400	\$ 0	\$ 4,930	\$ 6,500
<b>SIGNS/BANNERS</b>																
	5870	1,400	1,122	1,400	200	160	300	200	63	200	0	0	0	0	427	400
Sub-Total		\$ 1,400	\$ 1,122	\$ 1,400	\$ 200	\$ 160	\$ 300	\$ 200	\$ 63	\$ 200	\$ 0	\$ 0	\$ 0	\$ 0	\$ 427	\$ 400
<b>SPONSORED STUDENTS</b>																
	5880	(see Sat Div)	0	(see Sat Div)	0	0	0	2,500	2,192	0	0	0	0	0	0	0
Sub-Total		\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 2,500	\$ 2,192	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
<b>AWARDS</b>																
Organizers/Misc.	5891	6,000	5,711	6,000	2,500	3,247	3,500	600	439	600	0	0	0	0	1,267	2,800
Best Presentation	5892	300	0	300	0	0	0	0	0	0	0	0	0	2,171	2,200	
Plenary Recep.	5893	1,500	409	1,500	0	0	0	0	0	0	0	0	0	0	0	
Kepler/Kershner	5894	(see Sat. Div.)	(see Sat. Div.)	(see Sat. Div.)	0	0	0	0	0	0	0	0	0	1,125	1,800	
Out-going Sat. Div. Chair	5895	(see Sat. Div.)	(see Sat. Div.)	(see Sat. Div.)	0	0	0	0	0	0	0	0	0	0	0	
Wrap-Up Dinner	5896	2,300	1,753	2,500	0	0	0	0	0	0	0	0	0	0	0	
Sub-Total		\$ 10,100	\$ 7,874	\$ 10,300	\$ 2,500	\$ 3,247	\$ 3,500	\$ 600	\$ 439	\$ 600	\$ 0	\$ 0	\$ 0	\$ 0	\$ 4,563	\$ 6,800

**ION MEETING EXPENSES: Page 3 of 3**

FINANCIAL ACCT #	ION GNSS			JNC			ITM			AWS (Biennial)			PLANS (Biennial)			
	GNSS 2011 Est. 1200 Reg. BUDGET	GNSS 2011 1365 Actual ACTUAL	GNSS 2012 Est. 1365 Reg. BUDGET	JNC 2011 Est. 439 Reg. BUDGET	JNC 2011 600 Actual ACTUAL	JNC 2011 Est. 580 Reg. BUDGET	ITM 2012 Est. 300 Reg. BUDGET	ITM 2011 317 Actual ACTUAL	ITM 2013 Est. 300 Reg. BUDGET	AWS 2011 Est. 0 Reg. BUDGET	AWS 2010 75 Actual ACTUAL	AWS 2012 Est. 75 Reg. BUDGET	PLANS 2011 Est. 0 Reg. BUDGET	PLANS 2010 350 Actual ACTUAL	PLANS 2012 Est. 350 Reg. BUDGET	
	2011-12	GNSS 2011	2012-13	2011-12	JNC 2011	2012-13	2011-12	ITM 2011	2012-13	2011-12	AWS 2010	2012-13	2011-12	PLANS 2010	2012-13	
<u>ADMINISTRATIVE EXP.</u>	5910															
Misc. Organizer Expenses	5911	3,100	913	1,500	1,250	189	3,400	500	211	500	0	0	100	0	1,682	1,800
Connectivity/Phone/Keys	5912	300	0	500	1,000	381	400	0	0	0	0	0	100	0	0	0
Convention Insurance	5914	2,869	2,972	3,200	934	934	1,050	776	0	800	0	0	0	0	0	1,000
Business Center	5916	2,400	477	2,400	0	0	1,000	0	384	400	0	0	0	0	0	0
Shipping/Freight	5814	5,600	4,554	5,600	2,900	6,868	7,200	3,300	2,705	3,300	0	746	1,500	0	3,755	3,500
Housing Fees/Bussing	5817	300	100	300	2,000	2,070	0	0	0	0	0	0	0	0	0	0
Sub-Total		\$ 14,569	\$ 9,016	\$ 13,500	\$ 8,084	\$ 10,442	\$ 13,050	\$ 4,576	\$ 3,301	\$ 5,000	\$ 0	\$ 746	\$ 1,700	\$ 0	\$ 5,436	\$ 6,300
<u>STAFF TRAVEL</u>	5920															
Pre-Conference Visit	5921	1,400	1,497	2,500	1,000	0	0	0	0	1,000	0	0	0	0	0	2,000
Conference Travel	5922	13,500	9,519	12,500	4,500	5,776	6,500	4,300	3,407	4,000	0	3,124	3,200	0	4,559	4,800
Sub-Total		\$ 14,900	\$ 11,016	\$ 15,000	\$ 5,500	\$ 5,776	\$ 6,500	\$ 4,300	\$ 3,407	\$ 5,000	\$ 0	\$ 3,124	\$ 3,200	\$ 0	\$ 4,559	\$ 6,800
<u>PUBLICATIONS</u>	5920															
CD-ROM	5932	9,400	0	9,400	3,700	5,977	6,000	3,200	2,868	3,200	0	0	0	0	3,543	3,800
Show Daily Newslet.	5933	10,600	10,229	10,600	0	0	0	0	0	0	0	0	0	0	0	0
Sub-Total		\$ 20,000	\$ 10,229	\$ 20,000	\$ 3,700	\$ 5,977	\$ 6,000	\$ 3,200	\$ 2,868	\$ 3,200	\$ 0	\$ 0	\$ 0	\$ 0	\$ 3,543	\$ 3,800
<u>SPOUSES PROGRAM</u>	5940	0	0	0	300	0	600	250	0	250	0	0	0	0	468	400
Sub-Total		\$ 0	\$ 0	\$ 0	\$ 300	\$ 0	\$ 600	\$ 250	\$ 0	\$ 250	\$ 0	\$ 0	\$ 0	\$ 0	\$ 468	\$ 400
<u>DISCRETIONARY</u>	5950	0	0	1,000	64,125	64,125	67,333	0	0	0	0	0	0	0	61,100	62,600
<u>FUND/ATTRITION</u>	5960	0	0	0	1,000	0	1,000	0	0	0	0	0	0	0	0	0
(incl. bussing)		0	0	1,000	65,125	64,125	68,333	0	0	0	0	0	0	0	61,100	62,600
Sub-Total		\$ 0	\$ 0	\$ 1,000	\$ 65,125	\$ 64,125	\$ 68,333	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 61,100	\$ 62,600
<u>PROFIT SPLIT:</u>					\$ 37,847	\$ 98,782	\$ 65,205							\$ 0	\$ 38,224	\$ 49,683
<b>TOTAL EXPENSES:</b>		\$ 526,789	\$ 417,874	\$ 604,265	\$ 304,112	\$ 349,067	\$ 359,695	\$ 129,208	\$ 85,610	\$ 126,132	\$ 0	\$ 16,489	\$ 21,300	\$ 0	\$ 294,011	\$ 305,483