

# ION 2009-10 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 2007-08	Audited April 1, 2007 - March 31, 2008 numbers; prior to overhead allocations
BUDGET 2008-09	Prior year budgeted numbers as of Jan '08 Council Meeting (For fiscal year April 1, 2008 - March 31, 2009)
ACTUAL 08-09	Seven months current fiscal year; or April 1, 2008 - October 31, 2008.
BUDGET 2009-10	April 1, 2009 - March 31, 2010 (pending approval Council Jan. 2009).
RESERVED Required for 2009-10	Based on the ION's Investment Policy (Council approved 4/22/07):
	Operating Fund: \$300,000
	Contingency Budget: \$344,983
	New Initiatives Budget: \$750,000
	Long Term Investment: Balance in Investment Fund

## OPERATING BUDGET SUMMARY 2009-10:

<u>DEPARTMENT</u>	<u>TOTAL REVENUES</u>	<u>TOTAL EXPENSES</u>	<u>REVENUES LESS (EXPENSES)</u>
Administrative	11,040	1,033,913	(\$1,022,873)
Membership	257,800	174,634	83,166
Publications	66,615	3,500	63,115
Awards	900	10,930	(\$10,030)
Committee	0	15,110	(\$15,110)
Chapters/Divisions	0	85,165	(\$85,165)
ION GNSS Int'l. Mtg. (Sept. 2009)	1,313,600	532,035	781,565
Joint Navigation Conference (June 2009 with JSDE)	398,540	310,010	88,530
International Technical Mtg. (Jan. 2010)	215,080	116,450	98,630
GNC MAS Workshop (Oct. 2010)	41,960	22,300	19,660
<b>TOTAL 2009-10</b>			
<b>SURPLUS/(DEFICIT)</b>	<b>\$ 2,305,535</b>	<b>\$ 2,304,047</b>	<b>\$ 1,488</b>

## NEW INITIATIVES FUND BUDGET SUMMARY 2009-10:

<u>DEPARTMENT</u>	<u>TOTAL REVENUES</u>	<u>TOTAL EXPENSES</u>	<u>REVENUES LESS (EXPENSES)</u>
Government Fellows Program	0	112,307	(\$112,307)
Student Programs	40,000	105,000	(\$65,000)
Outreach/Other	0	59,000	(\$59,000)
<b>TOTAL 2009-10</b>			
<b>SURPLUS/(DEFICIT)</b>	<b>\$ 40,000</b>	<b>\$ 276,307</b>	<b>\$ (\$236,307)</b>

Summary of ION's Return on Investments	<u>Interest/Dividends</u>	<u>Realized</u>	<u>Unrealized</u>	<u>Total</u>
FY 2007-08	202,992	6,437	(\$249,153)	(\$39,724)
FY 2006-07	206,784	44,634	9,909	261,327
FY 2005-06	116,254	133,925	24,874	275,053
FY 2004-05	110,566	157,890	(\$70,594)	197,862
FY 2003-04	77,651	304,522	154,442	536,615

## ADMINISTRATIVE REVENUES

	FINANCIAL	ACTUAL	BUDGET	ACTUAL 08-09	BUDGET
	ACCT #	2007-08	2008-09	(APR - OCT)	2009-10
<u>INTEREST INCOME/DIVIDENDS</u>	4000				
Bank Accounts	4001	1,542	1,010	1,931	11,040
Dividends*	4010	80,451	0	43,529	0
Realized/Unrealized Gain*	4011	-121,717	0	0	0
* Not included as it is reinvested in reserve fund. Sub-Total:		\$ -39,725	\$ 1,010	45,460	\$ 11,040
<b>TOTAL REVENUES:</b>		\$ -39,725	\$ 1,010	\$ 45,460	\$ 11,040

## ADMINISTRATIVE EXPENSES

	FINANCIAL	ACTUAL	BUDGET	ACTUAL 08-09	BUDGET
	ACCT #	2007-08	2008-09	(APR - OCT)	2009-10
<u>BUILDING</u>	6000				
Lease Payments - Fairfax	6001	67,600	69,957	40,449	11,652
Lease Payments - PWC	6001	0	0	0	63,936
Relocation (printing, move, etc.)	6002	0	0	0	20,000
Sub-Total:		\$ 67,600	\$ 69,957	\$ 40,449	\$ 95,588
<u>GENERAL ADMINISTRATIVE EXPENSES</u>	6010				
Insurance (wk .comp, directors, liability, etc.)	6011	3,712	4,600	-116	3,800
Legal Counsel	6012	150	500	414	800
Audit/Tax Filing/Property Tax	6013	13,218	13,000	13,552	13,800
General Computer: Hardware	6014	2,107	300	0	6,100
Equip. Lease, Maintenance & Support	6015	6,082		2,901	
Software: Gen Admin/virus subscrip & filtering			3,900		3,900
Copier Lease			2,820		2,655
Hosting Services (e-mail, online file backup)			2,000		4,070
Postage/Courier/Meter Rental & Mainten.	6016	4,734	5,600	1,032	5,500
Supplies/Misc. Printing/Misc. Advert.	6017	9,865	11,100	5,536	9,900
Design Supplies/Materials/Art			2,000		1,000
Telephone/Fax	6018	5,328	4,265	2,544	0
New Phone System					8,000
Office Furniture/Work Stations	6019	0	0	0	0
Sub-Total		\$ 45,196	\$ 50,085	\$ 25,862	\$ 59,525
<u>PERSONNEL</u>	6020				
Annual Salaries: Operations	6021	501,392	331,600	256,157	417,142
Director of Operations					
Public. Coord./Graphic Artist (estimated hourly)					
Registrar/Receptionist					
Information/Web Page Manager					
Membership Coordinator					
Data-entry/Public. Sales/Summer Student Help					
Book-keeper (part-time)					
Increases: For Portion Year Eligible (max 6%)			13,065		14,623
Holiday Bonuses			7,950		9,400
Annual Salaries: Technical	6021	(Included Above)	167,970	(Included Above)	174,013
Technical Director					
Admin./Author Liaison					
Increases: For Portion Year Eligible (max 6%)			6,730		8,106
Holiday Bonuses			4,250		4,600

**ADMINISTRATIVE EXPENSES (Continued):**

	FINANCIAL ACCT #	ACTUAL 2007-08	BUDGET 2008-09	ACTUAL 08-09 (APR - OCT)	BUDGET 2009-10
Payroll Liabilities	6022	33,877		20,943	
payroll tax 7.65%			40,665		48,033
unemploy tax 2.57% first \$8K			0		1,506
Health Insurance/Benefit & Life Insur.	6023	25,014	48,532	16,356	53,690
Retirement Benefits, Matching	6024	32,187	37,209	12,550	43,952
Retirement Benefits, Employer Elective	6025	0	53,156	33,728	62,788
Temporary Personnel	6026	0	0	0	0
Sub-Total:		\$ 592,471	\$ 711,127	\$ 339,733	\$ 837,853
<b><u>PROFESSIONAL DEVELOPMENT</u></b>	6030				
Operations:					
Membership Dues/ Subscriptions	6031	1,268	1,100	776	1,300
General Training/Travel/Tuition Assist	6032	110	8,000	330	4,000
Technical:					
Membership Dues/ Subscriptions	6033	2,144	2,400	1,761	2,200
General Training (Local)	6034	497	150	451	500
Attendance/Travel 3 Annual ION Mtg.	6035	4,149	3,800	862	4,200
Technical Navigation Symposium	6036	9,420	7,000	3,064	7,000
Sub-Total:		\$ 17,587	\$ 22,450	\$ 7,244	\$ 19,200
<b><u>BANK CHARGES</u></b>	6050				
Bankcard Charges	6051	37,641	31,520	31,040	(see meetings)
Returned Checks	6052	0	0	0	0
Bank Service Charges	6053	260	260	20	260
Foreign Collections	6054	57	0	231	230
Misc (Payroll Expenses)	6055	2,028	1,270	1,277	2,200
Asset Management Fees (National)	6056	23,764	25,392	16,419	19,056
Depreciation	6060	2,310	0	0	0
Sub-Total:		\$ 66,060	\$ 58,442	\$ 48,986	\$ 21,746
<b>TOTAL EXPENSES:</b>		<b>\$ 788,914</b>	<b>\$ 912,061</b>	<b>\$ 462,274</b>	<b>\$ 1,033,913</b>

## MEMBERSHIP REVENUES

	FINANCIAL ACCT #	ACTUAL 2007-08	BUDGET 2008-09	ACTUAL 08-09 (APR - OCT)	BUDGET 2009-10
<b><u>MEMBERSHIP DUES</u></b>					
	4100				
Profess. (982 US/481 Int'l. @ \$75/\$95 each)	4101	75,560	107,680	48,477	119,345
Corporate	4102	31,550		16,188	
Class I (54 @ \$350 each)			22,050		18,900
Class II (13 @ \$700 each)			14,000		9,100
New Corp Member Sales					28,000
Retired (83 US/19 Int'l. @ \$50/\$70 each)	4103	3,806	4,960	2,168	5,480
Student (98 US/119 Int'l. @ \$40/\$60 each)	4104	4,874	9,000	3,005	11,060
Life	4105	23	25	10	0
Premium Profess. (1 US @ \$160)	4106	0	0	13	160
Premium Profess. Sales (100 @ \$160)					16,000
Library (164 US/119 Int'l. @ \$100/\$120 each)	4111	41,416	33,680	21,206	30,680
Sub-Total:		\$ 157,229	\$ 191,395	\$ 91,068	\$ 238,725
<b><u>JOURNAL</u></b>					
Page Charges	4113	950	1,500	0	950
List Rentals	4140	12,363	8,000	3,089	8,000
Sub-Total:		\$ 13,313	\$ 9,500	\$ 3,089	\$ 8,950
<b><u>MEMBER DONATIONS</u></b>					
	4120	2,785	1,500	945	2,800
Sub-Total:		\$ 2,785	\$ 1,500	\$ 945	\$ 2,800
<b><u>NEWSLETTER ADVERTISING</u></b>					
	4130	0	0	0	7,200
Sub-Total:		\$ 0	\$ 0	\$ 0	\$ 7,200
<b><u>MISC. MEMBERSHIP SALES</u></b>					
	4150				
Lapel Pins	4151	30	20	30	30
Ties	4152	60	45	15	15
Polo-Shirts	4153	100	80	80	80
Sub-Total:		\$ 190	\$ 145	\$ 125	\$ 125
<b>TOTAL REVENUES:</b>					
		\$ 173,517	\$ 202,540	\$ 95,227	\$ 257,800

## MEMBERSHIP EXPENSES

	FINANCIAL <u>ACCT #</u>	ACTUAL <u>2007-08</u>	BUDGET <u>2008-09</u>	ACTUAL 08-09 <u>(APR - OCT)</u>	BUDGET <u>2009-10</u>
<b><u>JOURNAL</u></b>					
	6100				
Spring	6101	21,560	25,000	23,655	24,000
Summer	6102	20,559	25,000	20,752	24,000
Fall	6103	24,238	25,000	21,258	24,000
Winter	6104	27,103	25,000	0	24,000
Prior Year Journal Expense	6105	0	0	0	0
Note: Average Cost Each Journal =	Sub-Total	\$ 93,460	\$ 100,000	\$ 65,666	\$ 96,000
Editor Honorarium, \$1500					
Technical Editor (Walter), \$600					
Printing, \$8800 (incl. Covers)					
Typesetting/Changes/Proofs, \$5000					
Mail Processing, \$3000					
US Mail, \$1020					
Int'l. Mail, \$5080					
<b><u>NEWSLETTER</u></b>					
	6110	48,614		24,501	
Printing/Postage (US & Int'l.)			34,280		26,400
Editor \$5K per issue/Historian Column			20,500		20,500
	Sub-Total:	\$ 48,614	\$ 54,780	\$ 24,501	\$ 46,900
<b><u>MEMBERSHIP SERVICES</u></b>					
	6130				
New Memb. Pkt./Cards/Postage/Brochure	6131	819	3,200	0	3,200
Dues Invoicing	6132	4,000	4,000	212	3,000
Database Programming/Modifications	6133	0	500	0	0
	Sub-Total:	\$ 4,819	\$ 7,700	\$ 212	\$ 6,200
<b><u>ELECTION</u></b>					
	6150	1,755	2,600	0	1,900
(on line voting - budget for postcards)	Sub-Total:	\$ 1,755	\$ 2,600	\$ 0	\$ 1,900
<b><u>MISC. MEMBERSHIP SALES</u></b>					
	6160	0	0	0	0
Reproduction Sales Items	Sub-Total:	\$ 0	\$ 0	\$ 0	\$ 0
<b><u>INFORMATION SYSTEMS</u></b>					
	6170	3,610	6,600	0	6,300
Equipment Upgrades	6172	4,578	6,000	6,407	9,034
Design/Maint./Verisign/back-up hosting	6173	8,384	8,172	5,415	8,300
Connectivity/Lan Line & Cell	Sub-Total:	\$ 16,572	\$ 20,772	\$ 11,822	\$ 23,634
<b>TOTAL EXPENSES:</b>		<b>\$ 165,220</b>	<b>\$ 185,852</b>	<b>\$ 102,201</b>	<b>\$ 174,634</b>

## PUBLICATION REVENUES

	FINANCIAL ACCT #	ACTUAL 2007-08	BUDGET 2008-09	ACTUAL 08-09 (APR - OCT)	BUDGET 2009-10
<b><u>PUBLICATION SALES</u></b>					
	4200				
Proceedings (\$90-\$120 each)	4201	30,156	28,500	17,858	28,500
Journal (\$20 each)	4202	405	500	190	500
Red Books Vol. I-VI (\$20-\$50 each)	4203	2,559	2,700	1,715	2,700
Article Reprints	4204	9,590	7,100	4,185	9,600
Standards Document (\$50 each)	4205	570	500	180	500
Celestial Navigation CD	4206	1,100	1,065	575	1,100
Shipping/Handling Collections	4210	3,905	3,300	1,860	3,905
Sub-Total:		\$ 48,285	\$ 43,665	\$ 26,563	\$ 46,805
<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	2,575	1,260	1,260	1,260
Corporate Download Subscrip \$4200 member/\$4900 non-memb	4232	4,890	4,900	4,900	9,100
Sub-Total:		\$ 7,465	\$ 6,160	\$ 6,160	\$ 10,360
<b><u>ON-LINE TUTORIAL SALES</u></b>					
	4240				
Eng: Basics Satellite Navigation	4241	0	0	0	6,300
Van Graas: Basics Inertial Navigation	4242	0	0	0	3,150
Sub-Total:		\$ 0	\$ 0	\$ 0	\$ 9,450
<b>TOTAL REVENUES:</b>		<b>\$ 55,750</b>	<b>\$ 49,825</b>	<b>\$ 32,723</b>	<b>\$ 66,615</b>

## PUBLICATION EXPENSES

	FINANCIAL ACCT #	ACTUAL 2007-08	BUDGET 2008-09	ACTUAL 08-09 (APR - OCT)	BUDGET 2009-10
<b><u>REPRINTS/NEW PUBLICATIONS</u></b>					
	6200				
Red Book Volumes	6201	0	0	0	0
Out of Print Proceedings Duplication	6203	178	200	172	0
Standards Document	6204	132	0	0	0
Sub-Total:		\$ 309	\$ 200	\$ 172	\$ 0
<b><u>SALES EXPENSE/STORAGE</u></b>					
	6210				
Storage/Delivery	6211	0	0	0	0
Postage/Shipping Costs	6212	2,839	2,500	1,399	0
Sub-Total:		\$ 2,839	\$ 2,500	\$ 1,399	\$ 0
<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				
Eng: Basics Satellite Navigation	6730	0	0	0	0
Van Graas: Basics Inertial Navigation	6730	0	0	0	3,500
Sub-Total:		\$ 0	\$ 0	\$ 0	\$ 3,500
<b>TOTAL EXPENSES:</b>		<b>\$ 3,149</b>	<b>\$ 2,700</b>	<b>\$ 1,571</b>	<b>\$ 3,500</b>

## AWARD REVENUES

	FINANCIAL <u>ACCT #</u>	ACTUAL <u>2007-08</u>	BUDGET <u>2008-09</u>	ACTUAL 08-09 <u>(APR - OCT)</u>	BUDGET <u>2009-10</u>
<u>ANNUAL AWARDS</u>					
Tycho Brahe Endowment	4300	0	850	0	900
Other	4300	0	0	0	0
Sub-Total:		\$ 0	\$ 850	\$ 0	\$ 900
<b>TOTAL REVENUES:</b>		<b>\$ 0</b>	<b>\$ 850</b>	<b>\$ 0</b>	<b>\$ 900</b>

## AWARD EXPENSES

	FINANCIAL <u>ACCT #</u>	ACTUAL <u>2007-08</u>	BUDGET <u>2008-09</u>	ACTUAL 08-09 <u>(APR - OCT)</u>	BUDGET <u>2009-10</u>
<u>ANNUAL AWARDS</u>					
Hays	6301	1,401	1,450	1,461	1,500
Thurlow	6302	1,401	1,450	1,536	1,500
Superior Achievement	6303	274	300	292	300
Weems	6304	830	850	889	900
Tycho Brahe	6310	0	850	888	900
Burka	6305	539	540	579	580
Distinguished Service: Out-Going Pres.	6306	273	300	248	300
Distinguished Service: Other	6307	0	300	248	300
Early Achievement Award	6308	274	300	0	300
Call for Nominations/Programs (incl. Fellow)	6309	1,612	1,800	1,225	1,600
Misc. Awards	6330	95	300	-49	300
Sub-Total		\$ 6,700	\$ 8,440	\$ 7,315	\$ 8,480
<u>STUDENT AWARDS</u>					
Student Sections Awards	6310				
Matching Travel Grants (\$500 each)	6311	500	1,500	750	750
Graduate Student Awards	6312	(see meetings)	(see meetings)	(see meetings)	(see meetings)
Publicity	6315	2,000	(see New Init.)	6,000	(see New Init.)
	6319	0	50	0	0
Sub-Total:		\$ 2,500	\$ 1,550	\$ 6,750	\$ 750
<u>FELLOW AWARDS</u>					
Fellow Award Production	6320				
Nominations Notification/Programs	6321	5,631	1,700	1,618	1,700
	6322	0	(see AA prog.)	(see AA prog.)	(see AA prog.)
Sub-Total:		\$ 5,631	\$ 1,700	\$ 1,618	\$ 1,700
<b>TOTAL EXPENSES:</b>		<b>\$ 14,831</b>	<b>\$ 11,690</b>	<b>\$ 15,683</b>	<b>\$ 10,930</b>

## COMMITTEE REVENUES

FINANCIAL <u>ACCT #</u>	ACTUAL <u>2007-08</u>	BUDGET <u>2008-09</u>	ACTUAL 08-09 <u>(APR - OCT)</u>	BUDGET <u>2009-10</u>
4400	0	0	0	0
Sub-Total:	\$ 0	\$ 0	\$ 0	\$ 0
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<b>TOTAL REVENUES:</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 0</b>

## COMMITTEE EXPENSES

FINANCIAL <u>ACCT #</u>	ACTUAL <u>2007-08</u>	BUDGET <u>2008-09</u>	ACTUAL 08-09 <u>(APR - OCT)</u>	BUDGET <u>2009-10</u>
<u>EXECUTIVE COMMITTEE/COUNCIL</u>				
6400				
Meetings	6401 4,737	3,300	1,257	3,300
ION President's Travel	6409 4,374	5,000	4,132	5,000
ENC travel/regis fees				
Sub-Total:	\$ 9,111	\$ 8,300	\$ 5,389	\$ 8,300
 <u>MISC. COMMITTEE EXPENSES</u>				
6310				
Strategic Planning	6411 0	0	0	0
Membership	6412 0	600	0	600
IAIN Membership Dues	724	600	711	710
Outreach/Museum	6413 2,534	(see New-I prog.)	0	
Outreach Chair Travel				1,500
Virtual Museum Curator Honorarium				4,000
Publications	6414 142	200	0	0
National Office Benefits	6415 1,571	0	0	0
Historian (incl. Univ. PA Funds)	6416 0	0	0	0
Government Fellow Selection	6419 477	(see GF prog.)	161	(see GF prog.)
Sub-Total:	\$ 5,449	\$ 1,400	\$ 872	\$ 6,810
<hr style="border-top: 3px double #FF0000;"/>				
<b>TOTAL EXPENSES:</b>	<b>\$ 14,560</b>	<b>\$ 9,700</b>	<b>\$ 6,260</b>	<b>\$ 15,110</b>

## CHAPTER/DIVISION REVENUES

	FINANCIAL ACCT #	ACTUAL 2007-08	BUDGET 2008-09	ACTUAL 08-09 (APR - OCT)	BUDGET 2009-10
<b><u>SATELLITE DIVISION</u></b>					
	4520				
Membership Dues	4521	0	0	0	0
Lapel Pin Sales	4522	0	0	0	0
Sub-Total:		\$ 0	\$ 0	\$ 0	\$ 0
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<b>TOTAL REVENUES:</b>		<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 0</b>

## CHAPTER/DIVISION EXPENSES

	FINANCIAL ACCT #	ACTUAL 2007-08	BUDGET 2008-09	ACTUAL 08-09 (APR - OCT)	BUDGET 2009-10
<b><u>SECTION SUBSIDY</u></b>					
	6500				
Local Section Subsidy (10 Sections)	6501	2,890	8,000	3,396	8,000
VP Section Travel (\$1500 per Reg VP)	6502	0	3,000	312	3,000
Student Chapters	6503	0	0	0	0
Section Scholarships (Council Approved) < Alberta, Dayton, DC, RM, S. Cal. >	6504	7,500	12,500	3,500	12,500
Assist. Fund Existing Sections	6508	0	1,000	0	1,000
Assist. Fund New Sections	6509	0	500	0	500
Sub-Total		\$ 10,390	\$ 25,000	\$ 7,208	\$ 25,000
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<b><u>SATELLITE DIVISION</u></b>					
	6540				
GPS Meeting Proceeds	6541	0	57,300	0	60,165
<i>Expenses Paid Out Sat. Div. Funds Above:</i>					
Executive Committee Meetings	6542	564	300	0	600
AV Equipment GNSS: Laptops/LCD Projectors	6543	0	0	6,417	22,000
Video Recording GNSS Sessions	5863	0	0	5,198	5,200
Satellite Division Chair Travel	6544	2,685	4,000	0	4,000
GNSS Student Travel Funds Excess of Budget	5880	20,394	20,400	0	15,500
Site Inspection Travel	6550	0	3,500	0	3,500
Lapel Pin Production	6560	0	0	0	0
Lawn Mower Competition	6317	16,000	20,000	-7,250	20,000
Parkinson Award, \$2500 cash award & plaque	6576	2,785	2,800	2,817	2,800
Kepler Award	5894	929	1,000	910	1,000
Outgoing Sat. Div. Chair Award	5895	0	600	602	0
Election	6580	0	1,300	1,210	0
Asset Management Fees	6056	6,806	7,200	3,316	6,800
Donation Other Organizations	6600	0	0	0	0
Sub-Total:		\$ 50,163	\$ 57,300	\$ 13,220	\$ 60,165
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<b>TOTAL EXPENSES:</b>		<b>\$ 60,553</b>	<b>\$ 82,300</b>	<b>\$ 20,428</b>	<b>\$ 85,165</b>

## NEW INITIATIVE FUND REVENUES

	FINANCIAL <u>ACCT #</u>	ACTUAL <u>2007-08</u>	BUDGET <u>2008-09</u>	ACTUAL 08-09 <u>(APR - OCT)</u>	BUDGET <u>2009-10</u>
<u>STUDENT PROGRAMS</u>	4720	0	0	0	40,000
MiniUrban Challenge	Sub-Total:	\$ 0	\$ 0	\$ 0	\$ 40,000
<b>TOTAL REVENUES:</b>		<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 40,000</b>

## NEW INITIATIVES EXPENSES

	FINANCIAL <u>ACCT #</u>	ACTUAL <u>2007-08</u>	BUDGET <u>2008-09</u>	ACTUAL 08-09 <u>(APR - OCT)</u>	BUDGET <u>2009-10</u>
<u>GOVERNMENT FELLOWS</u>				47,724	
Congressional Fellow Salary					
Salary:	6040	15,803			
2008-09 Fellow @ \$65,106 yr. (9 months, 4/1/09-12/31/09)			47,408		0
2009-10 Fellow @ \$68,360 yr. (7 months, 9/1/09-3/31/10)			37,976		0
AAAS Training Sept.	6038	0	6,500	0	0
Relocation Allowance	6039	0	8,000	0	0
Executive Fellow Salary					
Salary:	6040	0			
2008-09 Fellow @ \$65,106 yr. (9 months, 4/1/09-12/31/09)			0		48,830
2009-10 Fellow @ \$68,360 yr. (7 months, 9/1/09-3/31/10)			37,976		39,877
AAAS Training Sept.	6038	3,193	6,500	0	6,500
Relocation Allowance	6039	0	8,000	0	8,000
Interview/Placement Trip	6039	0	2,000	0	2,000
AAAS Membership/Contributions	6041	0	0	292	300
Fellow Travel Attend ION Council Meeting	6042	0	6,000	3,570	6,000
Government Fellow Committee	6419	0	800	(see Comm.)	800
Sub-Total:	\$	18,996	\$ 161,159	\$ 51,586	\$ 112,307
<u>STUDENT PROGRAMS</u>					
Graduate Student Awards Program	6315	8,000	25,000	0	25,000
Current Participating Schools @ \$2K each: <Calgary, Cal Poly, Colorado, AFIT, Miami, OSU, OU>					
Mini-Urban Challenge	6720	0	10,000	1,408	80,000
Sub-Total:	\$	8,000	\$ 35,000	\$ 1,408	\$ 105,000
<u>OTHER INITIATIVES</u>					
Donations Other Organizations	6600	0	0	200	0
Outreach/Museum	6700				
Travel Outreach Chair		(see Comm.)	1,500	(see Comm.)	(see Comm.)
Exhibit ION GNSS		(see Comm.)	0	(see Comm.)	0
Exhibit ENC (set-up/staff travel)	6700	11,150	7,000	6,277	9,000
BioNav Workshop	6700	2,164	0	0	0
JNC Co-Sponsorship	6700	0	4,000	205	0
Membership Initiatives/Survey	6710	40,500	0	484	50,000
On-Line Tutorial Production	6730	0	0	9,682	(see Public.)
Sub-Total:	\$	53,814	\$ 12,500	\$ 16,848	\$ 59,000
<b>TOTAL EXPENSES:</b>		<b>\$ 80,809</b>	<b>\$ 208,659</b>	<b>\$ 68,433</b>	<b>\$ 276,307</b>

## ION MEETING REVENUES

FINANCIAL ACCT #	ION GNSS			PLANS or JNC			NAT'L. TECHNICAL			GNC MAS			
	GNSS 2008 Est. 1570 Reg.	GNSS 2008 1525 Actual	GNSS 2009 Est. 1525 Reg.	PLANS 2008 491 Reg.	PLANS 2008 431 Actual	JNC 2009 495 Reg.	ITM 2009 Est. 340 Reg.	ITM 2008 331 Actual	ITM 2010 Est. 340 Reg.	MAS 2008 Est. Reg.	MAS 2008 113 Actual	MAS 2009 Est. 113 Reg.	
	BUDGET	ACTUAL	BUDGET	BUDGET	ACTUAL	BUDGET	BUDGET	ACTUAL	BUDGET	BUDGET	ACTUAL	BUDGET	
	2008-09	GNSS 2008	2009-10	2008-09	PLANS 2008	2009-10	2008-09	ITM 2008	2009-10	2008-09	MAS 2008	2009-10	
	\$820 Base	\$820 Base	\$840 Base	\$680 Base	\$730 Base	\$680 Base	\$680 Base	\$610 Base	\$720 Base	\$300 Base	\$300 Base	\$325 Base	
<b>REGISTRATION FEES</b>	4800	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	801,195	767,763	793,880	303,990	261,460	285,550	188,900	172,095	203,580	0	36,920	40,160
Meal Ticket Sales	4803	1,900	2,220	2,220	1,500	2,640	0	0	700	700	0	0	0
Exhibitor Registration	4804	412,800	379,000	376,800	50,000	55,750	54,800	5,500	6,930	8,400	0	1,560	1,800
Exhibitor Badges	4805	31,500	34,750	41,700	0	0	0	0	0	0	0	0	0
Classified Session Fee	4807	0	8,100	0	0	0	0	0	0	0	0	0	0
Sub-Total	\$ 1,247,395	\$ 1,191,833	\$ 1,214,600	\$ 355,490	\$ 319,850	\$ 340,350	\$ 194,400	\$ 179,725	\$ 212,680	\$ 0	\$ 38,480	\$ 41,960	
<b>CONTRIB./ SPONSORS</b>	4810												
Tutorial Royalties	4811	15,500	0	0	54,700	31,875	0	0	0	0	0	0	0
Advertising, \$800 1/2 page	4812	12,800	24,000	24,000	0	0	0	0	0	0	0	0	0
Internet Ctr. Sponsor	4813	10,000	10,000	10,000	0	0	0	0	0	0	0	0	0
Other	4814	0	17,500	17,500	0	0	0	0	0	0	0	0	0
Sub-Total	\$ 38,300	\$ 51,500	\$ 51,500	\$ 54,700	\$ 31,875	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	
<b>PUBLICATION SALES</b>													
CD-ROM Sales: \$95-\$115	4820	4,535	4,955	5,300	0	0	0	2,120	2,280	2,400	0	0	0
Special Book Sales	4821	0	0	0	0	0	0	0	0	0	0	0	0
Show Daily Advertising	4860	17,500	18,200	18,200	0	0	0	0	0	0	0	0	0
Sub-Total	\$ 22,035	\$ 23,155	\$ 23,500	\$ 0	\$ 0	\$ 0	\$ 2,120	\$ 2,280	\$ 2,400	\$ 0	\$ 0	\$ 0	
<b>BUS. CTR./REPRINTS</b>	4830	0	0	0	0	0	0	0	0	0	0	0	
Incl. Regis. 2008	Sub-Total	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	
<b>SPOUSES' EVENTS</b>	4840	0	0	0	1,080	810	0	0	0	0	0	0	
Sub-Total	\$ 0	\$ 0	\$ 0	\$ 1,080	\$ 810	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	
<b>MISC. REBATES</b>	4850	24,000	0	24,000	0	43,360	58,190	0	0	0	0	0	
National Office Overhead	Sub-Total	\$ 24,000	\$ 0	\$ 24,000	\$ 0	\$ 43,360	\$ 58,190	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	
<b>TOTAL REVENUES:</b>	\$ 1,331,730	\$ 1,266,488	\$ 1,313,600	\$ 411,270	\$ 395,895	\$ 398,540	\$ 196,520	\$ 182,005	\$ 215,080	\$ 0	\$ 38,480	\$ 41,960	

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

FINANCIAL	ION GNSS			PLANS or JNC			NAT'L. TECHNICAL			GNC MAS			
	GNSS 2008 Est. 1570 Reg.	GNSS 2008 1525 Actual	GNSS 2009 Est. 1570 Reg.	PLANS 2008 491 Reg.	PLANS 2008 431 Actual	JNC 2009 495 Reg.	ITM 2009 Est. 340 Reg.	ITM 2008 331 Actual	ITM 2010 Est. 340 Reg.	MAS 2008 Est. Reg.	MAS 2008 113 Actual	MAS 2009 Est. 113 Reg.	
	BUDGET	ACTUAL	BUDGET	BUDGET	ACTUAL	BUDGET	BUDGET	ACTUAL	BUDGET	BUDGET	ACTUAL	BUDGET	
	ACCT #	2008-09	GNSS 2008	2009-10	2008-09	PLANS 2008	2009-10	2008-09	ITM 2008	2009-10	2008-09	MAS 2008	2009-10
<b>PUBLICITY</b>	5800												
Call for Papers	5801	16,500	17,757	18,900	10,900	11,833	12,600	12,600	13,281	14,200	0	800	800
Program	5802	44,200	43,294	45,200	19,500	18,325	14,600	14,600	17,171	18,400	0	0	0
Misc. Advert./Trade Costs	5803	11,800	14,313	15,400	9,000	5,007	2,000	0	0	0	0	0	0
PR/Kepler Postcard	5804	3,000	(incl. above)	(incl. above)	0	0	500	0	0	0	0	0	0
Sub-Total		\$ 75,500	\$ 75,363	\$ 79,500	\$ 39,400	\$ 35,165	\$ 29,700	\$ 27,200	\$ 30,452	\$ 32,600	\$ 0	\$ 800	\$ 800
<b>REGISTRATION</b>	5810												
On-site Materials	5811	7,000	4,899	6,000	2,100	1,194	2,000	1,500	504	1,000	0	0	0
Registration Processing	5812	1,500	1,124	1,500	0	0	0	600	0	600	0	183	300
Bankcard Charges	5813	21,615	(see AdminBnk	32,840	7,038	8,000	8,509	3,930	0	5,300	0	0	0
Temp. Regis. Assistance	5815	7,100	7,556	8,000	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
Web Hotel Reserv. Fee	5817	250	0	0	0	0	0	0	0	0	0	0	0
Sub-Total		\$ 37,465	\$ 13,578	\$ 48,340	\$ 9,138	\$ 9,193	\$ 10,509	\$ 6,030	\$ 504	\$ 6,900	\$ 0	\$ 183	\$ 300
<b>EXHIBITS</b>	5820												
Conv. Ctr. Rent/Services	5821	28,000	100	26,000	6,000	0	0	0	0	0	0	250	2,000
Booth Set-Up Expenses	5822	12,500	13,334	14,000	1,400	453	2,500	0	0	0	0	0	0
Exhib. Favors/Lunches	5823	10,200	16,254	16,300	1,000	1,363	1,350	800	0	800	0	0	0
Exhib. Breakfast	5823	7,100	6,431	0	0	0	0	0	0	0	0	0	0
Security/EMT	5824	6,500	6,955	7,000	3,000	621	1,800	0	0	0	0	0	0
Exhib. Hosted Reception	5826	68,000	46,691	54,000	0	0	0	0	0	0	0	0	0
Exhibit Kit Print/Postage	5828	1,500	1,651	1,800	0	0	0	0	0	0	0	0	0
Sub-Total		\$ 133,800	\$ 91,416	\$ 119,100	\$ 11,400	\$ 2,438	\$ 5,650	\$ 800	\$ 0	\$ 800	\$ 0	\$ 250	\$ 2,000
<b>SPEAKER EXPENSES</b>	5830												
Speakers/Instructor Fees	5831	100	391	300	24,300	14,895	0	300	0	300	0	0	0
Honorariums & Travel	5833	0	0	0	0	0	0	0	0	0	0	0	0
Plenary/Keynote	5834	2,000	3,323	3,000	0	0	0	0	0	0	0	0	0
Sub-Total		\$ 2,100	\$ 3,714	\$ 3,300	\$ 24,300	\$ 14,895	\$ 0	\$ 300	\$ 0	\$ 300	\$ 0	\$ 0	\$ 0

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

FINANCIAL	ACCT #	ION GNSS			PLANS or JNC			NAT'L. TECHNICAL			GNC MAS		
		GNSS 2008 Est. 1570 Reg.	GNSS 2008 1525 Actual	GNSS 2009 Est. 1570 Reg.	PLANS 2008 491 Reg.	PLANS 2008 431 Actual	JNC 2009 495 Reg.	ITM 2009 Est. 340 Reg.	ITM 2008 331 Actual	ITM 2010 Est. 340 Reg.	MAS 2008 Est. Reg.	MAS 2008 113 Actual	MAS 2009 Est. 113 Reg.
		BUDGET 2008-09	ACTUAL GNSS 2008	BUDGET 2009-10	BUDGET 2008-09	ACTUAL PLANS 2008	BUDGET 2009-10	BUDGET 2008-09	ACTUAL ITM 2008	BUDGET 2009-10	BUDGET 2008-09	ACTUAL MAS 2008	BUDGET 2009-10
<b>CATERING</b>													
	5850												
Food Functions	5851	158,700	151,475	159,050	127,000	74,166	142,000	51,000	37,699	51,000	0	0	9,600
Decorations/Floral	5852	400	322	400	0	0	0	130	172	200	0	0	0
Favors	5853	1,600	1,087	1,200	300	30	300	700	861	900	0	0	100
Tips	5854	500	350	500	500	129	500	300	0	300	0	150	200
Event Licenses	5855	320	0	0	0	0	0	0	0	0	0	0	0
Entertainment	5856	0	0	0	0	0	0	0	0	0	0	0	0
Sub-Total		\$ 161,520	\$ 153,234	\$ 161,150	\$ 127,800	\$ 74,325	\$ 142,800	\$ 52,130	\$ 38,732	\$ 52,400	\$ 0	\$ 150	\$ 9,900
<b>AUDIO-VISUAL</b>													
Rental & Labor	5860	18,000	21,470	22,500	7,800	7,043	7,800	6,200	5,326	6,200	0	0	3,000
Laptop Software Updates	5861	800	353	800	0	0	0	0	0	0	0	0	0
Internet Access Ctr.	5864	10,900	9,637	10,500	750	356	0	0	0	0	0	0	0
Sub-Total		\$ 29,700	\$ 31,460	\$ 33,800	\$ 8,550	\$ 7,399	\$ 7,800	\$ 6,200	\$ 5,326	\$ 6,200	\$ 0	\$ 0	\$ 3,000
<b>SIGNS/BANNERS</b>													
	5870	1,300	1,743	1,800	400	185	600	300	160	200	0	0	200
Sub-Total		\$ 1,300	\$ 1,743	\$ 1,800	\$ 400	\$ 185	\$ 600	\$ 300	\$ 160	\$ 200	\$ 0	\$ 0	\$ 200
<b>SPONSORED STUDENTS</b>													
	5880	26,345	41,233	26,345	0	0	0	2,500	1,832	2,500	0	0	0
Sub-Total		\$ 26,345	\$ 41,233	\$ 26,345	\$ 0	\$ 0	\$ 0	\$ 2,500	\$ 1,832	\$ 2,500	\$ 0	\$ 0	\$ 0
<b>AWARDS</b>													
Organizers/Misc.	5891	5,000	5,967	6,000	4,000	3,266	2,700	600	220	600	0	0	400
Best Presentation	5892	0	0	0	6,900	4,330	0	0	0	0	0	0	0
Plenary Recep.	5893	1,000	859	1,000	0	0	0	0	0	0	0	0	0
Kepler	5894	(see Sat. Div.)	(see Sat. Div.)	(see Sat. Div.)	0	0	0	0	0	0	0	0	0
Out-going Sat. Div. Chair	5895	(see Sat. Div.)	(see Sat. Div.)	(see Sat. Div.)	0	0	0	0	0	0	0	0	0
Wrap-Up Dinner	5896	2,200	2,583	2,300	0	0	0	0	0	0	0	0	2,000
Sub-Total		\$ 8,200	\$ 9,409	\$ 9,300	\$ 10,900	\$ 7,596	\$ 2,700	\$ 600	\$ 220	\$ 600	\$ 0	\$ 0	\$ 2,400

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

FINANCIAL	ACCT #	ION GNSS			PLANS or JNC			NAT'L. TECHNICAL			GNC MAS		
		GNSS 2008 Est. 1570 Reg.	GNSS 2008 1525 Actual	GNSS 2009 Est. 1570 Reg.	PLANS 2008 491 Reg.	PLANS 2008 431 Actual	JNC 2009 495 Reg.	ITM 2009 Est. 340 Reg.	ITM 2008 331 Actual	ITM 2010 Est. 340 Reg.	MAS 2008 Est. Reg.	MAS 2008 113 Actual	MAS 2009 Est. 113 Reg.
		BUDGET 2008-09	ACTUAL GNSS 2008	BUDGET 2009-10	BUDGET 2008-09	ACTUAL PLANS 2008	BUDGET 2009-10	BUDGET 2008-09	ACTUAL ITM 2008	BUDGET 2009-10	BUDGET 2008-09	ACTUAL MAS 2008	BUDGET 2009-10
<u>ADMINISTRATIVE EXP.</u>	5910												
Misc. Organizer Expenses	5911	900	1,565	1,600	19,920	7,554	2,500	200	491	500	0	0	200
Phone/Keys	5912	500	246	300	150	50	320	0	0	0	0	0	0
Convention Insurance	5914	5,000	8,989	9,000	0	0	0	0	0	0	0	0	0
Business Center	5916	1,200	570	1,200	100	0	0	0	0	0	0	0	100
Shipping/Freight	5814	3,100	4,837	4,900	2,200	3,368	2,700	2,500	2,361	2,500	0	50	400
Housing Fees/Bussing	5817	250	0	0	0	0	4,200	0	0	0	0	0	0
Sub-Total		\$ 10,950	\$ 16,207	\$ 17,000	\$ 22,370	\$ 10,972	\$ 9,720	\$ 2,700	\$ 2,853	\$ 3,000	\$ 0	\$ 50	\$ 700
<u>STAFF TRAVEL</u>	5920												
Pre-Conference Visit	5921	2,000	1,071	1,000	0	0	1,000	1,000	0	1,000	0	0	0
Conference Travel	5922	7,400	8,433	8,500	6,000	6,276	4,500	4,500	4,631	4,700	0	1,921	2,000
Sub-Total		\$ 9,400	\$ 9,504	\$ 9,500	\$ 6,000	\$ 6,276	\$ 5,500	\$ 5,500	\$ 4,631	\$ 5,700	\$ 0	\$ 1,921	\$ 2,000
<u>PUBLICATIONS</u>	5920												
CD-ROM	5932	12,100	0	9,400	9,300	6,746	5,500	6,000	4,169	5,000	0	0	0
Show Daily Newslet.	5933	14,000	12,368	13,500	0	0	0	0	0	0	0	0	0
Sub-Total		\$ 26,100	\$ 12,368	\$ 22,900	\$ 9,300	\$ 6,746	\$ 5,500	\$ 6,000	\$ 4,169	\$ 5,000	\$ 0	\$ 0	\$ 0
<u>SPOUSES PROGRAM</u>	5940	0	0	0	3,200	1,104	0	320	235	250	0	0	0
Sub-Total		\$ 0	\$ 0	\$ 0	\$ 3,200	\$ 1,104	\$ 0	\$ 320	\$ 235	\$ 250	\$ 0	\$ 0	\$ 0
<u>DISCRETIONARY</u>	5950	7,500	0	0	43,360	43,360	58,190	0	0	0	0	0	0
<u>FUND/ATTRITION</u>	5960	0	0	0	1,000	0	1,000	0	0	0	0	0	1,000
(incl. bussing)		\$ 7,500	\$ 0	\$ 0	\$ 44,360	\$ 43,360	\$ 59,190	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 1,000
<u>PROFIT SPLIT:</u>					\$ 47,076	\$ 66,440	\$ 30,341						
<b>TOTAL EXPENSES:</b>		\$ 529,880	\$ 459,229	\$ 532,035	\$ 364,194	\$ 286,096	\$ 310,010	\$ 110,580	\$ 89,111	\$ 116,450	\$ 0	\$ 3,354	\$ 22,300