

Council for Resource Development  
Executive Committee Meeting – Conference Call  
Thursday, January 21, 2010  
Noon EST

M I N U T E S

(approved February 17, 2010)

The executive committee meeting called to order by President Deb Wilson at 12:03 pm

Present: Judy Everett, John Rainone, Kathrine Swanson, Deb Wilson, Kathleen Guy, Kay Strickland, Julie Erickson, Polly Binns, Stephanie Melvin

A quorum was declared by Judy Everett

Judy Everett presented the minutes of December 17, 2009.

**MOTION:** Kathleen Guy moved to accept the minutes. Kay Strickland seconded the motion. Motion carried.

New Business

Audit RFP: Kathrine Swanson. Reviewed summary of RFP returns. Finance committee recommended we go with Gelman, Rosenberg & Friedman. The firm deals primarily with non-profits, submitted a very detailed proposal, and a long client list of DC area nonprofits.

**MOTION:** Kathrine Swanson moved to award audit contract to Gelman, Rosenberg & Friedman. The motion was seconded by Kathleen Guy. Motion carried.

Membership/Finance report: Kathrine Swanson. Reviewed FY2009 reports. Also pointed out that 2010 membership numbers: PAID 2010 stands at 1139 compared to PAID 2009

Programs: Polly Binns for Adrienne Price

Webinars: start Tuesday, January 16. Registrations coming in. Webinars scheduled through March so far.

Summer Symposium: Polly working with Tish on securing speakers. She and Tish had a fruitful call with Jill Kramer at Lumina Foundation who suggested names for presenters. She also invited us to submit a letter of inquiry regarding a \$5000 sponsorship.

CFRE: Mary Brumbach and Joy LeCuyer have received names of CRD CFREs who could present. Polly is working with AFP to establish fee.

Specialist Training: Joe Stiso has been out on medical leave, then with the flu. She is not sure where he is in program development. Polly will contact his supervisor, Sharon Rice. Currently 7 interns are enrolled.

Annual Conference: Perry Hammock

National conference planning is on schedule and on track

Exciting new nuances for 2010 include:

FUN! Friday night dance after the benefactor dinner ( live band), Karaoke, WII contest

Thursday lunch free time – with organized activities

Capitol trolley tour

Walking Tour

## Special session time for vendors to meet with clients

Saturday morning early bird  
Run/walk, Yoga, Jazzercise

Saturday morning programming –  
Four super sessions ( 2 hours duration)  
Final closing session

Special recognition of newcomers and retirees  
Special recognition of George Boggs at his last CRD conference

Otherwise – just continuing the fine traditions established by the conference committees of the past.  
Stay tuned – and get your session overviews in!

Customized Training (Texas Training): Polly Binns. Polly is working with Brad Johnson (president at Northeast Texas Community College) and Jennifer Yancey to develop and fund training for at least 30 Texas community colleges. Training is full day Presidents Workshop on February 26 at Dallas County Community College District, 75 minute webinar on March 31 on the working partnership of the CEO and the CDO, and a full day Executive Institute on May 7. Marsha Drennon and her team have agreed to present at all sessions. The entire package will be \$25,000. Jennifer is seeking a sponsor. Brad will obtain commitment from a minimum of 30 institutions to attend the training. Cost per institution will be determined by sponsorship.

### Old Business

Website Redesign Proposal-update: John Rainone. Contract with Confluence is signed. Staff is in first stage of concept stages with Confluence.

Marketing and Development. John met with Stephanie Melvin for several hours to talk about package/partnership approach to our sponsors/exhibitors. They looked at examples of other organizations. Stephanie has drafted proposal that would include full year sponsorship which she and John are polishing before it is shared with executive committee. Set up package levels: Platinum, Gold, Silver, Bronze, as well as menu of opportunities.

CFRE loan repayment-update: Polly Binns. CRD has received the \$10,000 repayment of loan.

Research Project: Datatel/Center on Philanthropy-update: Julie Erickson. Call on January 11 with Datatel and Center. They were amenable to changing timeline. They also indicated that the research question would be sharpened by the literature review/environmental scan. On January 19, the task force (Polly, Julie, Kathleen, Laura) discussed to step back and do more work to define research question, perhaps examining doctoral research being done by current members, as well as looking at other sources that suggest research topics. Also the task force would like to consider the value of working with the Center as opposed to other organizations that have a closer affiliation with CRD.

Governance Task Force – update: Judy Everett. GTF met on January 13. Reviewed results of focus groups. Reviewed process for interviews. Two new committees: Kim Sturgeon is chairing Model and Board Structure Committee. Laura Qaissaunee will chair the Implementation Committee. July board meeting is still the target date for report.

CRD nominee to AACC board-update: Deb Wilson. Still trying to reach Karen Stout to ascertain her interest in running as CRD nominee.

Regions – update: Kay Strickland. Has list of potential regional directors for Region 1 and will be making phone calls. Regions 2, 7, 8, 9, and 10 are planning programming. Regional directors are actively conducting Governance interviews. Each region hopes to interview a minimum of five.

Dispatch Redesign: Julie Erickson. She asked that executive committee review Dispatch survey questions and forward comments to her as soon as possible.

Deb Wilson announced that she will be in Orlando with Laura Qaissaunee for the Community College Futures Assembly January 24 – 27.

There being no further business, the meeting was adjourned at 12:58 pm.

Attached for the minutes: Executive Committee Conference Call Calendar and Finance Report

### **2010 CRD Executive Committee Conference Call Schedule**

February 17, 2010

March 18, 2010

April 16, 2010 (no call: meeting in Seattle)

May 20, 2010

June 17, 2010

August 19, 2010

September 23, 2010

October 21, 2010

## P&L Actual to Budget December 31, 2009

|  | <u>Jan - Dec 09</u> | <u>Budget</u>       | <u>\$ Over<br/>Budget</u> | <u>% of<br/>Budget</u> |
|--|---------------------|---------------------|---------------------------|------------------------|
| <b>Ordinary Income/Expense</b>           |                     |                     |                           |                        |
| <b>Income</b>                            |                     |                     |                           |                        |
| <b>4100 · PROGRAM REVENUE</b>            |                     |                     |                           |                        |
| 4175 · Webinar                           | \$26,340.00         | \$21,000.00         | \$5,340.00                | 125.43%                |
| 4120 · National Conference               |                     |                     |                           |                        |
| 4121 · National Conf 2009                | \$238,395.00        |                     |                           |                        |
| 4120 · National Conference - Other       | \$88,587.73         | \$335,030.00        | (\$246,442.27)            | 26.44%                 |
| <b>Total 4120 · National Conference</b>  | <b>\$326,982.73</b> | <b>\$335,030.00</b> | <b>(\$8,047.27)</b>       | <b>97.6%</b>           |
| 4125 · Regional Activity                 | \$53,699.00         | \$100,000.00        | (\$46,301.00)             | 53.7%                  |
| 4130 · Benefactor Awards                 | \$3,750.00          | \$26,500.00         | (\$22,750.00)             | 14.15%                 |
| 4140 · Executive Institute               | \$12,950.00         |                     |                           |                        |
| 4150 · Senior Symposium                  | \$21,039.00         | \$31,900.00         | (\$10,861.00)             | 65.95%                 |
| 4155 · Alumni Development Wkshp          | \$19,160.00         | \$37,150.00         | (\$17,990.00)             | 51.58%                 |
| 4160 · Specialist Training Progs         | \$22,900.00         | \$32,500.00         | (\$9,600.00)              | 70.46%                 |
| 4170 · Presidents Workshop               | \$17,806.00         | \$25,250.00         | (\$7,444.00)              | 70.52%                 |
| 4185 · Entrepreneurial Training          | \$650.00            | \$10,000.00         | (\$9,350.00)              | 6.5%                   |
| <b>Total 4100 · PROGRAM REVENUE</b>      | <b>\$505,276.73</b> | <b>\$619,330.00</b> | <b>(\$114,053.27)</b>     | <b>81.58%</b>          |
| <b>4300 · PUBLICATIONS REVENUE</b>       |                     |                     |                           |                        |
| 4310 · Federal Funding Task Force Rpts   | \$2,505.50          | \$3,500.00          | (\$994.50)                | 71.59%                 |
| 4330 · Resource Papers                   | \$1,690.94          | \$1,000.00          | \$690.94                  | 169.09%                |
| 4340 · Mailing Labels                    | \$2,500.00          | \$1,000.00          | \$1,500.00                | 250.0%                 |
| 4350 · Dispatch                          | \$5,765.00          | \$5,000.00          | \$765.00                  | 115.3%                 |
| <b>Total 4300 · PUBLICATIONS REVENUE</b> | <b>\$12,461.44</b>  | <b>\$10,500.00</b>  | <b>\$1,961.44</b>         | <b>118.68%</b>         |
| <b>4400 · MEMBERSHIP DUES</b>            |                     |                     |                           |                        |
| 4410 · Regional Apportionment Income     | \$11,360.00         |                     |                           |                        |
| 4400 · MEMBERSHIP DUES - Other           | \$411,830.00        | \$322,000.00        | \$89,830.00               | 127.9%                 |
| <b>Total 4400 · MEMBERSHIP DUES</b>      | <b>\$423,190.00</b> | <b>\$322,000.00</b> | <b>\$101,190.00</b>       | <b>131.43%</b>         |
| <b>4500 · DONATIONS</b>                  |                     |                     |                           |                        |
| 4510 · Unrestricted Donations            | \$277.76            |                     |                           |                        |
| 4515 · Temp Restricted Donations         | \$1,830.00          |                     |                           |                        |
| 4520 · Perm Restricted Donations         | \$2,100.00          |                     |                           |                        |
| <b>Total 4500 · DONATIONS</b>            | <b>\$4,207.76</b>   |                     |                           |                        |
| <b>Total Income</b>                      | <b>\$945,135.93</b> | <b>\$951,830.00</b> | <b>(\$6,694.07)</b>       | <b>99.3%</b>           |
| <b>Expense</b>                           |                     |                     |                           |                        |
| 5154 · Region 4-6 Conf. 2009             | \$51,060.57         |                     |                           |                        |
| <b>5100 · PROGRAM EXPENSES</b>           |                     |                     |                           |                        |
| 5175 · Webinars                          | \$7,816.29          | \$5,250.00          | \$2,566.29                | 148.88%                |
| 5165 · Alumni Workshop                   | \$12,920.98         | \$15,450.00         | (\$2,529.02)              | 83.63%                 |
| 5110 · Benefactor Awards                 | \$0.00              | \$39,872.00         | (\$39,872.00)             | 0.0%                   |
| 5130 · Executive Institute               | \$8,311.38          |                     |                           |                        |
| 5150 · National Conferences              | \$217,380.38        | \$209,070.00        | \$8,310.38                | 103.98%                |

|   |                     |                     |                      |                |
|---|---------------------|---------------------|----------------------|----------------|
| 5155 · Regional Activity                | \$75,400.35         | \$100,000.00        | (\$24,599.65)        | 75.4%          |
| 5160 · Presidents' Workshop             | \$18,894.55         | \$23,000.00         | (\$4,105.45)         | 82.15%         |
| 5170 · Specialist Training Progs        | \$11,384.18         | \$13,400.00         | (\$2,015.82)         | 84.96%         |
| 5180 · Senior Symposium                 | \$13,655.19         | \$8,000.00          | \$5,655.19           | 170.69%        |
| 5185 · Entrepreneurial Training         | \$1,789.96          | \$3,000.00          | (\$1,210.04)         | 59.67%         |
| <b>Total 5100 · PROGRAM EXPENSES</b>    | <b>\$367,553.26</b> | <b>\$417,042.00</b> | <b>(\$49,488.74)</b> | <b>88.13%</b>  |
| <b>5300 · PUBLICATIONS</b>              |                     |                     |                      |                |
| 5310 · Dispatch                         | \$27,548.53         | \$25,000.00         | \$2,548.53           | 110.19%        |
| 5320 · FFTF                             | \$19,408.17         | \$14,000.00         | \$5,408.17           | 138.63%        |
| 5350 · Resource Papers                  | \$4,967.77          |                     |                      |                |
| <b>Total 5300 · PUBLICATIONS</b>        | <b>\$51,924.47</b>  | <b>\$39,000.00</b>  | <b>\$12,924.47</b>   | <b>133.14%</b> |
| <b>5400 · BOARD EXPENSES</b>            |                     |                     |                      |                |
| 5415 · Meetings & Meals                 | \$22,715.91         | \$18,000.00         | \$4,715.91           | 126.2%         |
| 5420 · Supplies                         | \$0.00              | \$500.00            | (\$500.00)           | 0.0%           |
| 5425 · President                        | \$5,208.16          | \$12,000.00         | (\$6,791.84)         | 43.4%          |
| 5430 · VP/Pres-Elect                    | \$2,424.83          | \$3,000.00          | (\$575.17)           | 80.83%         |
| 5431 · Immediate Past President         | \$235.62            | \$2,000.00          | (\$1,764.38)         | 11.78%         |
| 5435 · VP Finance                       | \$0.00              | \$500.00            | (\$500.00)           | 0.0%           |
| 5450 · VP Regional Directors            | \$0.00              | \$250.00            | (\$250.00)           | 0.0%           |
| 5460 · Donations                        | \$107.98            | \$250.00            | (\$142.02)           | 43.19%         |
| <b>Total 5400 · BOARD EXPENSES</b>      | <b>\$30,692.50</b>  | <b>\$36,500.00</b>  | <b>(\$5,807.50)</b>  | <b>84.09%</b>  |
| 5651 · Unemployment Benefits            | \$367.00            |                     |                      |                |
| <b>5600 · NATIONAL OFFICE EXPENSES</b>  |                     |                     |                      |                |
| 5695 · Bank Charges                     | \$34.50             |                     |                      |                |
| 5612 · Investment Expenses              | \$675.72            |                     |                      |                |
| 5610 · Accounting Services              |                     |                     |                      |                |
| 5611 · Merchant Account Fees            | \$15,611.39         | \$10,000.00         | \$5,611.39           | 156.11%        |
| 5610 · Accounting Services - Other      | \$34,798.84         | \$23,000.00         | \$11,798.84          | 151.3%         |
| <b>Total 5610 · Accounting Services</b> | <b>\$50,410.23</b>  | <b>\$33,000.00</b>  | <b>\$17,410.23</b>   | <b>152.76%</b> |
| 5613 · D&O Insurance                    | \$1,466.00          | \$3,200.00          | (\$1,734.00)         | 45.81%         |
| 5614 · MembershipDues/Mktg              | \$6,522.47          | \$5,415.00          | \$1,107.47           | 120.45%        |
| 5615 · Copying - Miscellaneous          | \$83.53             | \$1,000.00          | (\$916.47)           | 8.35%          |
| 5620 · Council Dues                     | \$7,562.00          | \$5,600.00          | \$1,962.00           | 135.04%        |
| 5623 · Local Travel Reimbursement       | \$1,725.00          | \$2,300.00          | (\$575.00)           | 75.0%          |
| 5625 · Outside Services                 | \$19,419.96         | \$1,000.00          | \$18,419.96          | 1,942.0%       |
| 5630 · Equipment/Supplies               | \$4,836.19          | \$5,500.00          | (\$663.81)           | 87.93%         |
| 5635 · Fringe Benefits                  | \$22,243.90         | \$24,420.00         | (\$2,176.10)         | 91.09%         |
| 5640 · Retirement Benefits              | \$11,052.81         | \$12,700.00         | (\$1,647.19)         | 87.03%         |
| 5645 · Temp Help                        | \$4,328.25          |                     |                      |                |
| 5650 · Payroll                          | \$199,757.16        | \$196,453.00        | \$3,304.16           | 101.68%        |
| 5655 · Payroll Taxes                    | \$15,380.06         | \$19,640.00         | (\$4,259.94)         | 78.31%         |
| 5660 · Phone Bills                      | \$4,335.35          | \$3,200.00          | \$1,135.35           | 135.48%        |
| 5665 · Rent                             | \$19,716.48         | \$19,800.00         | (\$83.52)            | 99.58%         |
| 5670 · Staff Travel & Meals             | \$12,372.60         | \$17,500.00         | (\$5,127.40)         | 70.7%          |
| 5675 · Workers Comp/Prop Liab           | \$2,039.00          | \$2,290.00          | (\$251.00)           | 89.04%         |
| 5680 · Website/Listserv                 | \$336.85            | \$2,500.00          | (\$2,163.15)         | 13.47%         |
| 5685 · Tech Support                     | \$20,116.29         | \$31,950.00         | (\$11,833.71)        | 62.96%         |
| 5690 · Postage / shipping               | \$666.26            | \$2,500.00          | (\$1,833.74)         | 26.65%         |

|  |                |              |                |          |
|--|----------------|--------------|----------------|----------|
| 5699 - Miscellaneous                         | \$0.00         | \$500.00     | (\$500.00)     | 0.0%     |
| <b>Total 5600 - NATIONAL OFFICE EXPENSES</b> | \$405,080.61   | \$390,468.00 | \$14,612.61    | 103.74%  |
| <b>5900 - REGIONAL APPORTIONMENTS</b>        | \$11,360.00    |              |                |          |
| <b>Total Expense</b>                         | \$918,038.41   | \$883,010.00 | \$35,028.41    | 103.97%  |
| <b>Net Ordinary Income</b>                   | \$27,097.52    | \$68,820.00  | (\$41,722.48)  | 39.37%   |
| <b>Other Income/Expense</b>                  |                |              |                |          |
| <b>Other Income</b>                          |                |              |                |          |
| <b>4600 - INVESTMENT INCOME</b>              |                |              |                |          |
| 4610 - Interest Income                       | \$916.85       |              |                |          |
| 4620 - Dividend Income                       | \$8,897.58     |              |                |          |
| 4630 - Capital Gains (Losses)                | (\$195,042.79) |              |                |          |
| <b>Total 4600 - INVESTMENT INCOME</b>        | (\$185,228.36) |              |                |          |
| <b>Total Other Income</b>                    | (\$185,228.36) |              |                |          |
| <b>Net Other Income</b>                      | (\$185,228.36) | \$0.00       | (\$185,228.36) | 100.0%   |
| <b>Net Income</b>                            | (\$158,130.84) | \$68,820.00  | (\$226,950.84) | -229.78% |

## 2009 Balance Sheet

|   | <u>Dec 31, 09</u>   |
|---|---------------------|
| <b>ASSETS</b>                             |                     |
| <b>Current Assets</b>                     |                     |
| <b>Checking/Savings</b>                   |                     |
| 1105 - PNC Bank 9463                      | \$70,846.48         |
| 1106 - PNC Money Market 6666              | <u>\$93,797.07</u>  |
| <b>Total Checking/Savings</b>             | \$164,643.55        |
| <b>Accounts Receivable</b>                |                     |
| 1201 - Accounts Receivable                | <u>\$6,297.28</u>   |
| <b>Total Accounts Receivable</b>          | \$6,297.28          |
| <b>Other Current Assets</b>               |                     |
| <b>1300 - Investments (at cost)</b>       |                     |
| 1305 - PNC Investment Account             | <u>\$463,048.51</u> |
| <b>Total 1300 - Investments (at cost)</b> | <u>\$463,048.51</u> |
| <b>Total Other Current Assets</b>         | <u>\$463,048.51</u> |
| <b>Total Current Assets</b>               | \$633,989.34        |
| <b>Fixed Assets</b>                       |                     |
| <b>1600 - Office Equipment</b>            |                     |

|  |                            |
|--|----------------------------|
| 1610 · Office Equip.                   | \$104,462.83               |
| 1650 · Office Equip. Accum Depr        | <u>(\$31,903.00)</u>       |
| <b>Total 1600 · Office Equipment</b>   | <u>\$72,559.83</u>         |
| <b>Total Fixed Assets</b>              | <u>\$72,559.83</u>         |
| <b>TOTAL ASSETS</b>                    | <u><u>\$706,549.17</u></u> |
| <b>LIABILITIES &amp; EQUITY</b>        |                            |
| <b>Liabilities</b>                     |                            |
| <b>Current Liabilities</b>             |                            |
| <b>Accounts Payable</b>                |                            |
| 2000 · Accounts Payable                | <u>\$23,621.46</u>         |
| <b>Total Accounts Payable</b>          | \$23,621.46                |
| <b>Credit Cards</b>                    |                            |
| 2080 · Bank of America 7560            | \$1,266.75                 |
| 2040 · Bank of America 9922            | \$199.13                   |
| 2030 · Bank of America 9360            | <u>\$130.07</u>            |
| <b>Total Credit Cards</b>              | <u>\$1,595.95</u>          |
| <b>Total Current Liabilities</b>       | <u>\$25,217.41</u>         |
| <b>Total Liabilities</b>               | \$25,217.41                |
| <b>Equity</b>                          |                            |
| <b>3000 · Fund Balances</b>            |                            |
| 3100 · Operating Unrestricted          | \$70,598.77                |
| <b>3200 · Restricted</b>               |                            |
| 3272 · Campaign-TEMP SPENDABLE         | \$24.00                    |
| 3273 · Campaign-TEMP UNSPENDABLE       | \$18.00                    |
| 3263 · Lighthouse TEMP UNSPENDABLE     | \$2,519.00                 |
| 3262 · Lighthouse TEMP SPENDABLE       | \$1,005.00                 |
| 3251 · Robert L. Stoddard Temp UNSPEND | \$979.00                   |
| 3231 · Burton Talmage Temp Unspendable | \$2,168.00                 |
| 3210 · Board Designated Capital        | \$519,181.91               |
| 3220 · Burton Talmage Endowment        | \$10,072.00                |
| 3235 · Burton Talmage-Board            | \$64,668.00                |
| 3230 · Burton Talmage Temp Spendable   | \$786.00                   |
| 3240 · Robert L. Stoddard Endowment    | \$3,465.00                 |
| 3250 · Robert L. Stoddard Temp Restr   | \$1,441.00                 |
| 3255 · Robert Stoddard-Board           | \$25,868.00                |
| 3260 · Lighthouse Endowment            | \$15,850.00                |
| 3265 · Lighthouse-Board                | \$12,810.00                |
| 3270 · Alumni Research                 | \$1,000.00                 |
| 3290 · Other Temp Restricted           | <u>\$4,081.10</u>          |
| <b>Total 3200 · Restricted</b>         | \$665,936.01               |
| <b>3500 · Region Funds</b>             |                            |
| 3510 · Region I                        | \$6,736.81                 |
| 3520 · Region II                       | \$11,557.09                |

|                                       |                            |
|---------------------------------------|----------------------------|
| 3530 - Region III                     | \$290.71                   |
| 3540 - Region IV                      | \$27,466.58                |
| 3550 - Region V                       | \$10,587.87                |
| 3560 - Region VI                      | \$7,783.10                 |
| 3570 - Region VII                     | \$5,795.65                 |
| 3580 - Region VIII                    | \$5,521.78                 |
| 3590 - Region IX                      | \$13,909.16                |
| 3599 - Region X                       | \$20,238.90                |
| <b>Total 3500 - Region Funds</b>      | <b>\$109,887.65</b>        |
| <br>                                  |                            |
| <b>Total 3000 - Fund Balances</b>     | <b>\$846,422.43</b>        |
| <br>                                  |                            |
| 3900 - Retained Earnings              | \$16,661.63                |
| Net Income                            | <u>(\$181,752.30)</u>      |
| <b>Total Equity</b>                   | <b>\$681,331.76</b>        |
| <br>                                  |                            |
| <b>TOTAL LIABILITIES &amp; EQUITY</b> | <b><u>\$706,549.17</u></b> |

### 2009 P&L vs Previous Year Comparison 12/31/2009

|  | <u>Jan - Dec 09</u> | <u>Jan - Dec 08</u> | <u>\$ Change</u>      | <u>% Change</u> |
|--|---------------------|---------------------|-----------------------|-----------------|
| Ordinary Income/Expense                  |                     |                     |                       |                 |
| Income                                   |                     |                     |                       |                 |
| 4100 - PROGRAM REVENUE                   |                     |                     |                       |                 |
| 4175 - Webinar                           | \$26,340.00         | \$11,340.00         | \$15,000.00           | 132.28%         |
| 4120 - National Conference               |                     |                     |                       |                 |
| 4121 - National Conf 2009                | \$238,395.00        | \$0.00              | \$238,395.00          | 100.0%          |
| 4120 - National Conference - Other       | \$88,587.73         | \$342,932.32        | (\$254,344.59)        | -74.17%         |
| <b>Total 4120 - National Conference</b>  | <b>\$326,982.73</b> | <b>\$342,932.32</b> | <b>(\$15,949.59)</b>  | <b>-4.65%</b>   |
| <br>                                     |                     |                     |                       |                 |
| 4125 - Regional Activity                 | \$53,699.00         | \$130,745.79        | (\$77,046.79)         | -58.93%         |
| 4130 - Benefactor Awards                 | \$3,750.00          | \$4,548.70          | (\$798.70)            | -17.56%         |
| 4140 - Executive Institute               | \$12,950.00         | \$10,550.00         | \$2,400.00            | 22.75%          |
| 4150 - Senior Symposium                  | \$21,039.00         | \$46,327.81         | (\$25,288.81)         | -54.59%         |
| 4155 - Alumni Development Wkshp          | \$19,160.00         | \$47,455.00         | (\$28,295.00)         | -59.63%         |
| 4160 - Specialist Training Progs         | \$22,900.00         | \$27,899.00         | (\$4,999.00)          | -17.92%         |
| 4170 - Presidents Workshop               | \$17,806.00         | \$24,950.00         | (\$7,144.00)          | -28.63%         |
| 4185 - Entrepreneurial Training          | \$650.00            | \$22,000.00         | (\$21,350.00)         | -97.05%         |
| <b>Total 4100 - PROGRAM REVENUE</b>      | <b>\$505,276.73</b> | <b>\$668,748.62</b> | <b>(\$163,471.89)</b> | <b>-24.44%</b>  |
| <br>                                     |                     |                     |                       |                 |
| 4300 - PUBLICATIONS REVENUE              |                     |                     |                       |                 |
| 4310 - Federal Funding Task Force Rpts   | \$2,505.50          | \$1,223.71          | \$1,281.79            | 104.75%         |
| 4330 - Resource Papers                   | \$1,690.94          | \$1,298.00          | \$392.94              | 30.27%          |
| 4340 - Mailing Labels                    | \$2,500.00          | \$1,000.00          | \$1,500.00            | 150.0%          |
| 4350 - Dispatch                          | \$5,765.00          | \$7,242.50          | (\$1,477.50)          | -20.4%          |
| <b>Total 4300 - PUBLICATIONS REVENUE</b> | <b>\$12,461.44</b>  | <b>\$10,764.21</b>  | <b>\$1,697.23</b>     | <b>15.77%</b>   |
| <br>                                     |                     |                     |                       |                 |
| 4400 - MEMBERSHIP DUES                   |                     |                     |                       |                 |

|  |                     |                       |                       |                |
|--|---------------------|-----------------------|-----------------------|----------------|
| 4410 · Regional Apportionment Income   | \$11,360.00         | \$14,840.00           | (\$3,480.00)          | -23.45%        |
| 4400 · MEMBERSHIP DUES - Other         | <u>\$411,830.00</u> | <u>\$338,524.98</u>   | <u>\$73,305.02</u>    | <u>21.65%</u>  |
| <b>Total 4400 · MEMBERSHIP DUES</b>    | <b>\$423,190.00</b> | <b>\$353,364.98</b>   | <b>\$69,825.02</b>    | <b>19.76%</b>  |
| <b>4500 · DONATIONS</b>                |                     |                       |                       |                |
| 4510 · Unrestricted Donations          | \$277.76            | \$764.20              | (\$486.44)            | -63.65%        |
| 4515 · Temp Restricted Donations       | \$1,830.00          | \$1,825.00            | \$5.00                | 0.27%          |
| 4520 · Perm Restricted Donations       | <u>\$2,100.00</u>   | <u>\$730.00</u>       | <u>\$1,370.00</u>     | <u>187.67%</u> |
| <b>Total 4500 · DONATIONS</b>          | <b>\$4,207.76</b>   | <b>\$3,319.20</b>     | <b>\$888.56</b>       | <b>26.77%</b>  |
| <b>4900 · MISCELLANEOUS</b>            | <u>\$0.00</u>       | <u>\$93.03</u>        | <u>(\$93.03)</u>      | <u>-100.0%</u> |
| <b>Total Income</b>                    | <b>\$945,135.93</b> | <b>\$1,036,290.04</b> | <b>(\$91,154.11)</b>  | <b>-8.8%</b>   |
| <b>Expense</b>                         |                     |                       |                       |                |
| 5154 · Region 4-6 Conf. 2009           | \$51,060.57         | \$0.00                | \$51,060.57           | 100.0%         |
| <b>5100 · PROGRAM EXPENSES</b>         |                     |                       |                       |                |
| 5175 · Webinars                        | \$7,816.29          | \$6,839.33            | \$976.96              | 14.28%         |
| 5165 · Alumni Workshop                 | \$12,920.98         | \$27,294.26           | (\$14,373.28)         | -52.66%        |
| 5110 · Benefactor Awards               | \$0.00              | \$36,741.78           | (\$36,741.78)         | -100.0%        |
| 5115 · Scholarships                    | \$0.00              | \$3,600.00            | (\$3,600.00)          | -100.0%        |
| 5117 · Funded Projects                 | \$0.00              | \$4,000.00            | (\$4,000.00)          | -100.0%        |
| 5130 · Executive Institute             | \$8,311.38          | \$7,120.79            | \$1,190.59            | 16.72%         |
| 5150 · National Conferences            | \$217,380.38        | \$183,238.10          | \$34,142.28           | 18.63%         |
| 5155 · Regional Activity               | \$75,400.35         | \$164,647.75          | (\$89,247.40)         | -54.21%        |
| 5160 · Presidents' Workshop            | \$18,894.55         | \$32,701.99           | (\$13,807.44)         | -42.22%        |
| 5170 · Specialist Training Progs       | \$11,384.18         | \$15,493.26           | (\$4,109.08)          | -26.52%        |
| 5180 · Senior Symposium                | \$13,655.19         | \$22,284.12           | (\$8,628.93)          | -38.72%        |
| 5185 · Entrepreneurial Training        | \$1,789.96          | \$9,843.80            | (\$8,053.84)          | -81.82%        |
| 5100 · PROGRAM EXPENSES - Other        | <u>\$0.00</u>       | <u>\$0.00</u>         | <u>\$0.00</u>         | <u>0.0%</u>    |
| <b>Total 5100 · PROGRAM EXPENSES</b>   | <b>\$367,553.26</b> | <b>\$513,805.18</b>   | <b>(\$146,251.92)</b> | <b>-28.46%</b> |
| <b>5300 · PUBLICATIONS</b>             |                     |                       |                       |                |
| 5310 · Dispatch                        | \$27,548.53         | \$25,999.89           | \$1,548.64            | 5.96%          |
| 5320 · FFTF                            | \$19,408.17         | \$13,718.02           | \$5,690.15            | 41.48%         |
| 5350 · Resource Papers                 | <u>\$4,967.77</u>   | <u>\$7,652.81</u>     | <u>(\$2,685.04)</u>   | <u>-35.09%</u> |
| <b>Total 5300 · PUBLICATIONS</b>       | <b>\$51,924.47</b>  | <b>\$47,370.72</b>    | <b>\$4,553.75</b>     | <b>9.61%</b>   |
| <b>5400 · BOARD EXPENSES</b>           |                     |                       |                       |                |
| 5415 · Meetings & Meals                | \$22,715.91         | \$17,426.93           | \$5,288.98            | 30.35%         |
| 5425 · President                       | \$5,208.16          | \$5,083.68            | \$124.48              | 2.45%          |
| 5430 · VP/Pres-Elect                   | \$2,424.83          | \$5,765.39            | (\$3,340.56)          | -57.94%        |
| 5431 · Immediate Past President        | \$235.62            | \$12,177.56           | (\$11,941.94)         | -98.07%        |
| 5435 · VP Finance                      | \$0.00              | \$389.15              | (\$389.15)            | -100.0%        |
| 5460 · Donations                       | <u>\$107.98</u>     | <u>\$219.74</u>       | <u>(\$111.76)</u>     | <u>-50.86%</u> |
| <b>Total 5400 · BOARD EXPENSES</b>     | <b>\$30,692.50</b>  | <b>\$41,062.45</b>    | <b>(\$10,369.95)</b>  | <b>-25.25%</b> |
| 5651 · Unemployment Benefits           | \$367.00            | \$9,334.00            | (\$8,967.00)          | -96.07%        |
| <b>5600 · NATIONAL OFFICE EXPENSES</b> |                     |                       |                       |                |
| 5695 · Bank Charges                    | \$34.50             | (\$13.65)             | \$48.15               | -352.75%       |
| 5612 · Investment Expenses             | \$675.72            | \$773.52              | (\$97.80)             | -12.64%        |
| 5610 · Accounting Services             |                     |                       |                       |                |
| 5611 · Merchant Account Fees           | \$15,611.39         | \$14,361.52           | \$1,249.87            | 8.7%           |

|  |                       |                       |                       |                 |
|--|-----------------------|-----------------------|-----------------------|-----------------|
| 5610 - Accounting Services - Other           | \$34,798.84           | \$34,841.62           | (\$42.78)             | -0.12%          |
| <b>Total 5610 - Accounting Services</b>      | <b>\$50,410.23</b>    | <b>\$49,203.14</b>    | <b>\$1,207.09</b>     | <b>2.45%</b>    |
| 5613 - D&O Insurance                         | \$1,466.00            | \$2,968.00            | (\$1,502.00)          | -50.61%         |
| 5614 - MembershipDues/Mktg                   | \$6,522.47            | \$5,746.19            | \$776.28              | 13.51%          |
| 5615 - Copying - Miscellaneous               | \$83.53               | \$1,014.56            | (\$931.03)            | -91.77%         |
| 5620 - Council Dues                          | \$7,562.00            | \$7,502.00            | \$60.00               | 0.8%            |
| 5623 - Local Travel Reimbursement            | \$1,725.00            | \$1,846.00            | (\$121.00)            | -6.56%          |
| 5625 - Outside Services                      | \$19,419.96           | \$10,699.00           | \$8,720.96            | 81.51%          |
| 5630 - Equipment/Supplies                    | \$4,836.19            | \$5,781.27            | (\$945.08)            | -16.35%         |
| 5635 - Fringe Benefits                       | \$22,243.90           | \$21,129.87           | \$1,114.03            | 5.27%           |
| 5640 - Retirement Benefits                   | \$11,052.81           | \$8,667.00            | \$2,385.81            | 27.53%          |
| 5645 - Temp Help                             | \$4,328.25            | \$11,072.43           | (\$6,744.18)          | -60.91%         |
| 5650 - Payroll                               | \$199,757.16          | \$188,437.81          | \$11,319.35           | 6.01%           |
| 5655 - Payroll Taxes                         | \$15,380.06           | \$15,023.56           | \$356.50              | 2.37%           |
| 5660 - Phone Bills                           | \$4,335.35            | \$4,492.91            | (\$157.56)            | -3.51%          |
| 5665 - Rent                                  |                       |                       |                       |                 |
| 5666 - Future Rent                           | \$0.00                | \$0.00                | \$0.00                | 0.0%            |
| 5665 - Rent - Other                          | \$19,716.48           | \$18,086.74           | \$1,629.74            | 9.01%           |
| <b>Total 5665 - Rent</b>                     | <b>\$19,716.48</b>    | <b>\$18,086.74</b>    | <b>\$1,629.74</b>     | <b>9.01%</b>    |
| 5670 - Staff Travel & Meals                  | \$12,372.60           | \$16,309.57           | (\$3,936.97)          | -24.14%         |
| 5675 - Workers Comp/Prop Liab                | \$2,039.00            | \$2,094.00            | (\$55.00)             | -2.63%          |
| 5680 - Website/Listserv                      | \$336.85              | \$3,922.86            | (\$3,586.01)          | -91.41%         |
| 5685 - Tech Support                          | \$20,116.29           | \$9,151.80            | \$10,964.49           | 119.81%         |
| 5690 - Postage / shipping                    | \$666.26              | \$1,603.99            | (\$937.73)            | -58.46%         |
| 5699 - Miscellaneous                         | \$0.00                | \$33.37               | (\$33.37)             | -100.0%         |
| 5600 - NATIONAL OFFICE EXPENSES - Other      | \$0.00                | \$0.00                | \$0.00                | 0.0%            |
| <b>Total 5600 - NATIONAL OFFICE EXPENSES</b> | <b>\$405,080.61</b>   | <b>\$385,545.94</b>   | <b>\$19,534.67</b>    | <b>5.07%</b>    |
| 5900 - REGIONAL APPORTIONMENTS               | \$11,360.00           | \$14,840.00           | (\$3,480.00)          | -23.45%         |
| 5950 - DEPRECIATION EXPENSE                  | \$0.00                | \$7,048.00            | (\$7,048.00)          | -100.0%         |
| 6999 - Uncategorized Expenses                | \$0.00                | \$134.73              | (\$134.73)            | -100.0%         |
| <b>Total Expense</b>                         | <b>\$918,038.41</b>   | <b>\$1,019,141.02</b> | <b>(\$101,102.61)</b> | <b>-9.92%</b>   |
| <b>Net Ordinary Income</b>                   | <b>\$27,097.52</b>    | <b>\$17,149.02</b>    | <b>\$9,948.50</b>     | <b>58.01%</b>   |
| <b>Other Income/Expense</b>                  |                       |                       |                       |                 |
| <b>Other Income</b>                          |                       |                       |                       |                 |
| <b>4600 - INVESTMENT INCOME</b>              |                       |                       |                       |                 |
| 4610 - Interest Income                       | \$916.85              | \$4,709.92            | (\$3,793.07)          | -80.53%         |
| 4620 - Dividend Income                       | \$8,897.58            | \$14,304.51           | (\$5,406.93)          | -37.8%          |
| 4630 - Capital Gains (Losses)                | (\$195,042.79)        | \$11,881.56           | (\$206,924.35)        | 1,741.56%       |
| <b>Total 4600 - INVESTMENT INCOME</b>        | <b>(\$185,228.36)</b> | <b>\$30,895.99</b>    | <b>(\$216,124.35)</b> | <b>-699.52%</b> |
| <b>Total Other Income</b>                    | <b>(\$185,228.36)</b> | <b>\$30,895.99</b>    | <b>(\$216,124.35)</b> | <b>-699.52%</b> |
| <b>Net Other Income</b>                      | <b>(\$185,228.36)</b> | <b>\$30,895.99</b>    | <b>(\$216,124.35)</b> | <b>-699.52%</b> |
| <b>Net Income</b>                            | <b>(\$158,130.84)</b> | <b>\$48,045.01</b>    | <b>(\$206,175.85)</b> | <b>-429.13%</b> |

**Membership Report as of January 19, 2010**

| Membership Fee | Sum Payment Amount | Nbr Records in Group |
|----------------|--------------------|----------------------|
| \$1,000.00     | 1,000              | 1                    |
| \$150.00       | 150                | 1                    |
| \$115.00       | 115                | 1                    |
| \$170.00       | 340                | 2                    |
| \$155.00       | 310                | 2                    |
| \$130.00       | 390                | 3                    |
| \$230.00       | 690                | 3                    |
| \$270.00       | 3,510              | 13                   |
| \$135.00       | 20,925             | 155                  |
| \$235.00       | 225,130            | 958                  |

252,560

1139 YTD **paid** membership 2010

(Total Membership: including paid mbrs, free presidents, lifetime and comp

1341

2010 budgeted revenue

296,890

898 YTD **paid** membership 2009

