

VI-C-Treasurer-SciX 2017

Treasurer's Report, October 2017

Generally, the SAS treasury is going in the right direction, after two years (2015-2016) of significant cost re-design of all of our biggest systems (Office, Website, Journal). We are projecting to come out positive for 2017 by \$27,000, which is good news in the first year where we can take a look at "normal" with all of our changes in place. With the 2017 numbers, we now have visibility on some good news, but also some new income challenges, which we are now trying to address before they cause us real problems. SAS continues to need new revenue generation ideas, in line with our SAS2020 goals. Fortunately, the Certification program and now our crowdfunding initiative, Measure Venture, are up and running.

This report includes a balanced budget proposal for 2018. Our Diamond 60th Anniversary year is special, and plans are being made for members to enjoy 2018 with SAS. One side effect of this, which has delayed sending the proposed budget, has been sorting the ~\$50,000 in proposals for special event spending, and coming in with a well-balanced budget. You'll find a balanced 2018 budget, attached.

2016 Final: As seen in Attachment 1, 2016's final ordinary income result was positive and in line with all of our cost savings plans. In the changeover of bookkeepers and treasurers, however, we underwent some budget clean-up, which required us to close out and clear a multi-year collection of advertising-related bad debts and billing errors, which brought the final numbers down. We have since tightened controls on the advertising billing system such that we should not run into these same multi-year issues again.

2017: This year is the first full year of the new Sage Journal system and most parts of the 2017 budget are coming in at or better than expectations. For example, SAS payments from Sage are exceeding our expectations after our major 2016 change in Journal handling, coming in with \$302,090.45, versus a budget of \$289,000, (+13,090.45)! Well done!

However, with the 2017 numbers, we can now see a trend that shows a new set of challenges. Print advertising is underperforming, with \$165,068, versus a budget of \$238,500. (-\$73432.) Clearly, the direction of print advertising is very concerning, since it has come to represent ~40% of the income of SAS. Bill Cunningham, our advertising expert, is advising us that we should expect another 15% drop in print advertising next year, in line with market trends (and SAS's recent experience), unless we take some action that makes our journal and our website more attractive to advertisers. Here are some of the details on the advertising changes:

| Revenue Products | Current | New Projection | Original Budget | Change |
|------------------------|---------|----------------|-----------------|----------|
| Applied Spectroscopy | 102498 | 125000 | 165000 | 40000.00 |
| Spectroscopy Marketplc | 4965 | 16000 | 60000 | 44000.00 |
| Spectrum eNews | 1568 | 1568 | 1500 | 68.00 |
| First Take eNews | 12385 | 22500 | 12000 | 10500.00 |
| Totals | 121416 | 165068 | 238500 | 73432.00 |

| Advertising | 2014 | 2015 | 2016 | Projected 2017 |
|--------------|------------|------------|------------|----------------|
| Applied Spec | 188,518.50 | 159,359.55 | 144,863.95 | 125,000 |

| | | | | |
|-----------------|-------|--------|----------|--------|
| % Change | - | -15.5% | -9% | -13.7% |
| Web Revenue | 35780 | 42408 | 39657.50 | 29169 |

Net, while our expenses reflect the lower costs from our overhaul and modernization of each budget area, our income is not as high as it should be, driven primarily by the loss in advertising in our print outlets (see graphs in Attachment 2). The Web advertising revenue, which had been growing, has also started to slide, indicating a need to make an intervention (e.g. drive more and new traffic to our website, which Measure Venture is already helping!)

The EC has already met to discuss options for turning around our advertising losses, or for bringing in new sources of revenue. Among other ideas, we want to pursue Ellen's idea of taping lectures from willing SAS members, beginning with her own. This training would be an excellent fit with 2016's SAS2020 initiative offering of spectroscopist certification.

It is worth repeating that there are now a series of SAS2020 initiatives, which can help drive future income for SAS:

2016 – Certification

2017 – Measure Venture (crowdfunding to support SAS's entrepreneur community)

2018 – Web video offerings

While each of these will likely need some time to grow so that their long-term potential can be evaluated, last year's Certification program has already contributed \$320 to the 2016 budget and a very healthy \$1760 so far in 2017! Measure Venture already has donations.

The 2017 budget details through July are shared in Attachment 3. SAS's current statement of financial position is included on Attachment 4.

2018: A draft budget for 2018, along with the most recent look at projections for 2017, is shared in Attachment 5.

Greg Klunder has also drafted a proposal covering an adjustment in the dues charged, based in part on our need to simplify our dues offerings to enable an auto-renew feature to be added to our website. Andrew Whitley is also pursuing sponsorship and support for the events SAS would like to bring its members to celebrate the Diamond Anniversary Year in 2018.

Together, these changes will keep the projected net income from 2018 slightly positive. Additional help from any of our SAS2020 initiatives will keep the good news coming.

Respectfully submitted,

Diane Parry, SAS Treasurer

Attachment 1

08/08/17

Society for Applied Spectroscopy, Inc.
Statement of Activities (Budget vs. Actual)
 January through December 2016

| | Jan - Dec 16 | Budget | \$ Over Budget | % of Budget |
|--|-------------------|-------------------|---------------------|---------------|
| Ordinary Income/Expense | | | | |
| Income | | | | |
| 4300 - Member Dues | | | | |
| 4305 - Regular | 94,270.73 | 80,000.00 | 14,270.73 | 117.8% |
| 4310 - Corp Sponsor | 34,242.98 | 35,000.00 | (757.02) | 97.8% |
| Total 4300 - Member Dues | 128,513.71 | 115,000.00 | 13,513.71 | 111.8% |
| 4400 - Web Revenue | | | | |
| 4410 - Newsletter Ads | 1,960.00 | | | |
| 4420 - Marketplace Ads | 20,340.00 | | | |
| 4430 - First Take eNews | 17,357.50 | | | |
| 4400 - Web Revenue - Other | 0.00 | 57,000.00 | (57,000.00) | 0.0% |
| Total 4400 - Web Revenue | 39,657.50 | 57,000.00 | (17,342.50) | 69.6% |
| 4500 - Journal Income | | | | |
| 4505 - Subscriptions | 283,499.28 | | | |
| 4625 - Advertising | 144,863.95 | 160,000.00 | (15,136.05) | 90.5% |
| 4635 - Royalties | 3,414.22 | | | |
| 4650 - Other Jnl Inc | | | | |
| 4680 - Miscellaneous | 16.00 | | | |
| 4650 - Other Jnl Inc - Other | 390.00 | 289,920.00 | (289,530.00) | 0.1% |
| Total 4650 - Other Jnl Inc | 406.00 | 289,920.00 | (289,514.00) | 0.1% |
| Total 4500 - Journal Income | 432,183.45 | 449,920.00 | (17,736.55) | 96.1% |
| 4825 - Contributions | | | | |
| 4830 - General Contributions | 7,150.00 | 9,000.00 | (1,850.00) | 79.4% |
| 4835 - General Contrib (temp rest) | 0.00 | 5,000.00 | (5,000.00) | 0.0% |
| 4840 - SciX Surplus Claimed | 3,850.41 | | | |
| 4842 - Kowalski Contrib (temp rest) | 1,800.00 | | | |
| 4843 - 2018 Strategic fund | 1,011.20 | | | |
| 4844 - Studnt Mmbrshp Donations (rstr) | 685.00 | | | |
| Total 4825 - Contributions | 14,496.61 | 14,000.00 | 496.61 | 103.5% |
| 4850 - Investment Revenue | | | | |
| 4060 - Dividends - Unrstctd Accts | 4,442.71 | | | |
| 4855 - Interest - Unrstctd Accts | 219.20 | | | |
| 4870 - Intrst/Dvdnds - Kowalski | 3.45 | | | |
| 4885 - Unrealized Gain | 20,208.71 | | | |
| 4850 - Investment Revenue - Other | 0.00 | 8,000.00 | (8,000.00) | 0.0% |
| Total 4850 - Investment Revenue | 24,874.07 | 8,000.00 | 16,874.07 | 310.9% |
| 4900 - Other Income | | | | |
| 4940 - Mailing List | 270.00 | 850.00 | (580.00) | 31.8% |
| 4950 - Certification revenue | 320.00 | | | |
| 4968 - Chapter Income | | | | |
| 4970 - General Donations | 0.00 | 1,000.00 | (1,000.00) | 0.0% |
| 4968 - Chapter Income - Other | 0.00 | 600.00 | (600.00) | 0.0% |
| Total 4968 - Chapter Income | 0.00 | 1,600.00 | (1,600.00) | 0.0% |
| 4980 - Miscellaneous | 243.10 | | | |
| 4900 - Other Income - Other | 69.00 | 600.00 | (531.00) | 11.5% |
| Total 4900 - Other Income | 902.10 | 3,050.00 | (2,147.90) | 29.6% |
| Total Income | 640,627.44 | 646,970.00 | (6,342.56) | 99.0% |

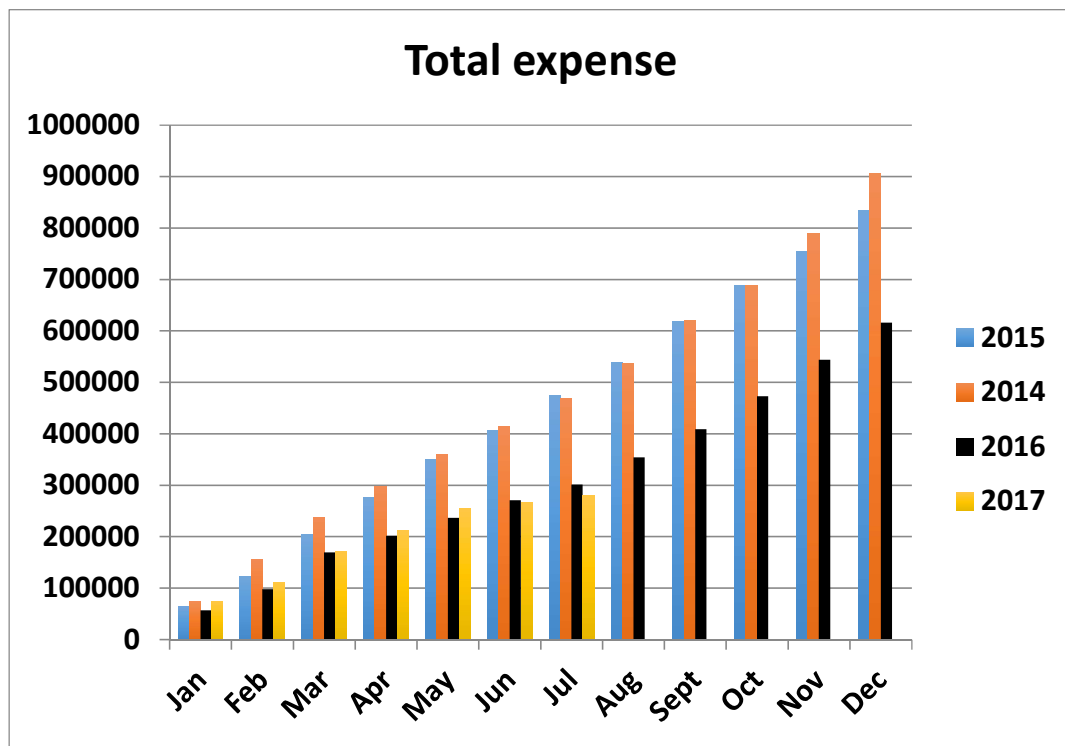
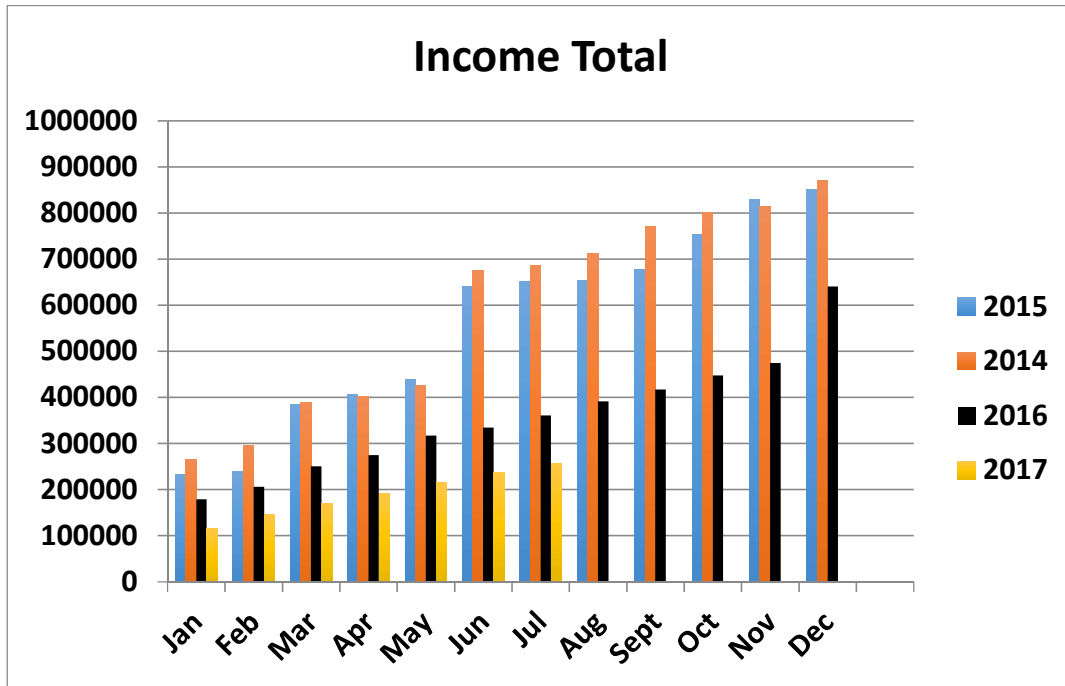
| | Jan - Dec 16 | Budget | \$ Over Budget | % of Budget |
|--|--------------|------------|----------------|-------------|
| Expense | | | | |
| 5995 - Personnel & Fringes | | | | |
| 6000 - Salaries | 153,072.56 | 150,000.00 | 3,072.56 | 102.0% |
| 6040 - Payroll Taxes | 12,874.42 | 15,000.00 | (2,125.58) | 85.8% |
| 6060 - Personnel Benefits | | | | |
| 6064 - Health/Dental Insurance | 15,798.24 | 17,000.00 | (1,201.76) | 92.9% |
| Total 6060 - Personnel Benefits | 15,798.24 | 17,000.00 | (1,201.76) | 92.9% |
| Total 5995 - Personnel & Fringes | 181,745.22 | 182,000.00 | (254.78) | 99.9% |
| 6095 - Exec Cm, Gov Bd, & Other Cm | | | | |
| 6100 - Executive Comm | | | | |
| 6101 - Travel | 6,733.67 | 18,500.00 | (11,766.33) | 36.4% |
| 6103 - Lodging | 12,434.51 | 18,500.00 | (6,065.49) | 67.2% |
| 6105 - Meeting Exp | 5,074.06 | 6,000.00 | (925.94) | 84.6% |
| Total 6100 - Executive Comm | 24,242.24 | 43,000.00 | (18,757.76) | 56.4% |
| 6150 - Governing Board | 1,248.40 | 2,000.00 | (751.60) | 62.4% |
| 6170 - Membership Comm | 773.03 | 500.00 | 273.03 | 154.6% |
| 6190 - Other Committees | 1,685.02 | 1,000.00 | 685.02 | 168.5% |
| Total 6095 - Exec Cm, Gov Bd, & Other Cm | 27,948.69 | 46,500.00 | (18,551.31) | 60.1% |
| 6195 - Journals | | | | |
| 6200 - Applied Spec Jrnl | | | | |
| 6205 - Advertising | | | | |
| 6206 - Ad Commissions | 33,053.20 | 45,000.00 | (11,946.80) | 73.5% |
| 6207 - Ad Publication Costs | 0.00 | 5,000.00 | (5,000.00) | 0.0% |
| 6209 - Other Advertsng Exp | 10,280.25 | 10,000.00 | 280.25 | 102.8% |
| 6205 - Advertising - Other | 0.00 | 1,000.00 | (1,000.00) | 0.0% |
| Total 6205 - Advertising | 43,333.45 | 61,000.00 | (17,666.55) | 71.0% |
| 6210 - Publication | 65,673.50 | 57,318.00 | 8,355.50 | 114.6% |
| 6220 - Operating | | | | |
| 6222 - Prep - Graphics | 0.00 | 4,000.00 | (4,000.00) | 0.0% |
| 6224 - Prep - Editing | 450.00 | | | |
| 6225 - Jrnl Ofc - Clearance | 89,551.02 | 70,000.00 | 19,551.02 | 127.9% |
| 6228 - Jrnl Ofc - Currency Exch | (19,632.90) | | | |
| 6238 - Jrnl Ofc - Dues & Rgstrn | 0.00 | 325.00 | (325.00) | 0.0% |
| 6220 - Operating - Other | 0.00 | 1,000.00 | (1,000.00) | 0.0% |
| Total 6220 - Operating | 70,368.12 | 75,325.00 | (4,956.88) | 93.4% |
| 6240 - Postage / Shipping | 0.00 | 100.00 | (100.00) | 0.0% |
| 6245 - Honorariums / Stipends | 22,524.96 | 22,500.00 | 24.96 | 100.1% |
| 6250 - Promotion | 0.00 | 4,000.00 | (4,000.00) | 0.0% |
| 6265 - Travel | 3,398.71 | 4,000.00 | (601.29) | 85.0% |
| 6285 - Back Issues | | | | |
| 6286 - Costs | 2,904.85 | 3,000.00 | (95.15) | 96.8% |
| 6287 - Storage | 0.00 | 2,000.00 | (2,000.00) | 0.0% |
| Total 6285 - Back Issues | 2,904.85 | 5,000.00 | (2,095.15) | 58.1% |
| 6288 - Media Liability Ins | 2,308.00 | 2,500.00 | (192.00) | 92.3% |
| 6290 - Editorial Board | 1,049.24 | 500.00 | 549.24 | 209.8% |
| 6295 - Miscellaneous | 85.93 | | | |
| Total 6200 - Applied Spec Jrnl | 211,646.76 | 232,243.00 | (20,596.24) | 91.1% |

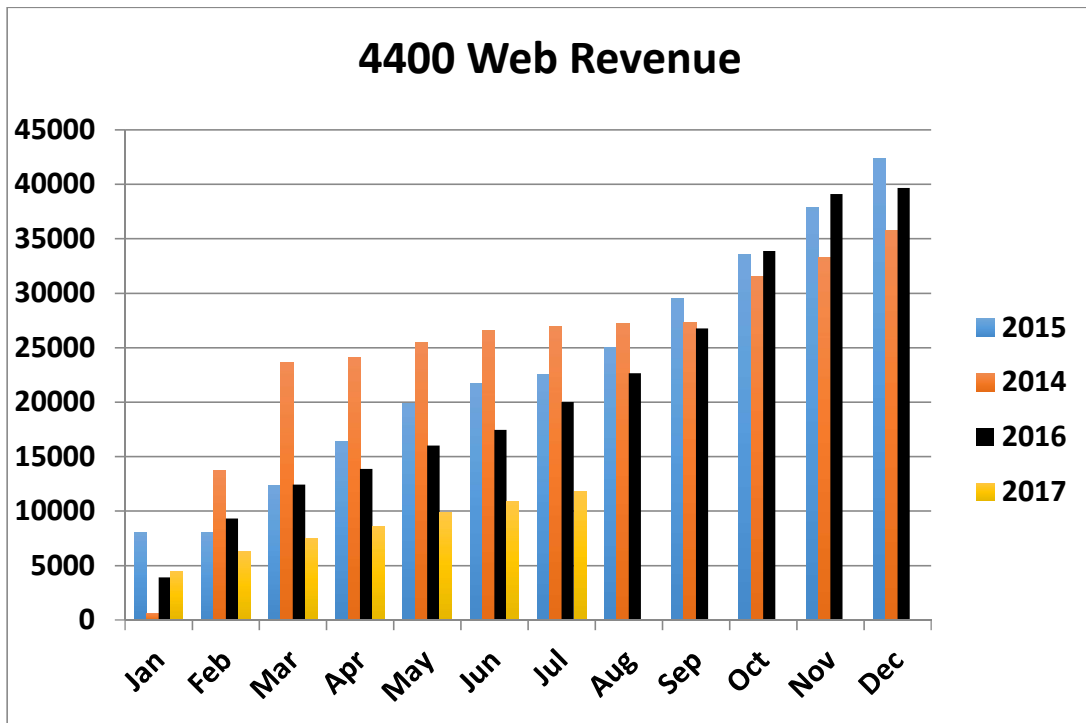
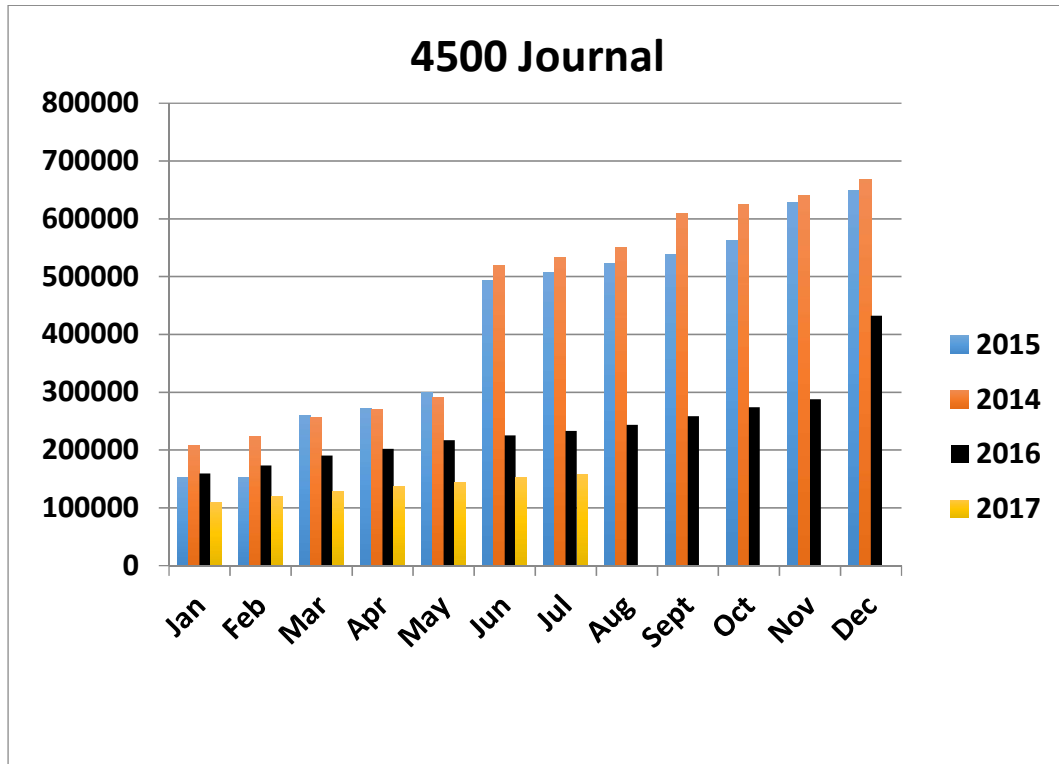
| | Jan - Dec 16 | Budget | \$ Over Budget | % of Budget |
|--|--------------|------------|----------------|-------------|
| 6300 - NEW Journal | | | | |
| 6368 - Other Exp | 196.82 | | | |
| Total 6300 - NEW Journal | 196.82 | | | |
| Total 6195 - Journals | 211,843.58 | 232,243.00 | (20,399.42) | 91.2% |
| 6350 - Electronic Advertising | | | | |
| 6351 - First Take eNews ad commissions | 8,694.25 | | | |
| 6352 - Spec Marketplace ad commissions | 11,170.25 | | | |
| Total 6350 - Electronic Advertising | 19,864.50 | | | |
| 6380 - Intrnt Svcs / Data Mgmt Sysms | | | | |
| 6382 - Contracted Svcs Fees | 20,645.00 | 22,000.00 | (1,355.00) | 93.8% |
| 6385 - Other Exp | 579.35 | 500.00 | 79.35 | 115.9% |
| Total 6380 - Intrnt Svcs / Data Mgmt Sysms | 21,224.35 | 22,500.00 | (1,275.65) | 94.3% |
| 6400 - Member Services | | | | |
| 6405 - Tour Speaker Program | 7,075.20 | 3,000.00 | 4,075.20 | 235.8% |
| 6410 - Newsletter | | | | |
| 6414 - Publication | 6,900.00 | 3,300.00 | 3,600.00 | 209.1% |
| 6416 - Ad Commissions | 925.80 | 700.00 | 225.80 | 132.3% |
| Total 6410 - Newsletter | 7,825.80 | 4,000.00 | 3,825.80 | 195.6% |
| 6425 - Poster Session | 7,839.00 | | | |
| 6435 - Student Activities | 6,436.95 | 6,500.00 | (63.05) | 99.0% |
| 6440 - Events | 5,002.47 | 5,000.00 | 2.47 | 100.0% |
| 6450 - SciX Exp (from surplus) | 0.00 | 3,500.00 | (3,500.00) | 0.0% |
| 6454 - Marketpic Commissions | 0.00 | 10,000.00 | (10,000.00) | 0.0% |
| 6465 - Other Exp | 2,210.98 | 1,500.00 | 710.98 | 147.4% |
| Total 6400 - Member Services | 36,390.40 | 33,500.00 | 2,890.40 | 108.6% |
| 6600 - Awards / Grants | | | | |
| 6605 - SAS Awards | | | | |
| 6608 - Reception | 19,920.81 | 15,000.00 | 4,920.81 | 132.8% |
| 6610 - Honorariums/Donations | 1,550.00 | 2,000.00 | (450.00) | 77.5% |
| 6615 - Presentation Items | 2,472.21 | 2,500.00 | (27.79) | 98.9% |
| 6618 - Other Exp | 1,199.20 | | | |
| Total 6605 - SAS Awards | 25,142.22 | 19,500.00 | 5,642.22 | 128.9% |
| 6630 - Kowalski Award | | | | |
| 6632 - Honorariums | 1,800.00 | 1,800.00 | 0.00 | 100.0% |
| 6638 - Other Exp | 300.00 | 100.00 | 200.00 | 300.0% |
| Total 6630 - Kowalski Award | 2,100.00 | 1,900.00 | 200.00 | 110.5% |
| Total 6600 - Awards / Grants | 27,242.22 | 21,400.00 | 5,842.22 | 127.3% |
| 6650 - Sections | | | | |
| 6655 - Affiliate Donations | 0.00 | 8,000.00 | (8,000.00) | 0.0% |
| 6660 - Chapter Expenses | | | | |
| 6662 - Meeting Exp | 307.29 | 200.00 | 107.29 | 153.6% |
| 6668 - Supplies | 127.50 | 600.00 | (472.50) | 21.3% |
| 6674 - Honorariums / Awards | 25.00 | 250.00 | (225.00) | 10.0% |
| 6676 - Donations / Sponsorships | 750.00 | | | |
| 6678 - Travel & Lodging | 251.55 | 500.00 | (248.45) | 50.3% |
| Total 6660 - Chapter Expenses | 1,461.34 | 1,550.00 | (88.66) | 94.3% |

| | Jan - Dec 16 | Budget | \$ Over Budget | % of Budget |
|---|--------------|-----------|----------------|-------------|
| 6690 - Chapter Distribution (Internal) | 0.00 | 10,000.00 | (10,000.00) | 0.0% |
| Total 6650 - Sections | 1,461.34 | 19,550.00 | (18,088.66) | 7.5% |
| 6700 - Conferences | | | | |
| 6702 - Booth Rental | 600.00 | | | |
| 6704 - Postage / Shipping | 814.72 | | | |
| 6708 - Other Exp | 7,194.98 | 5,000.00 | 2,194.98 | 143.9% |
| Total 6700 - Conferences | 8,609.70 | 5,000.00 | 3,609.70 | 172.2% |
| 6800 - Society Office | | | | |
| 6810 - Facilities | | | | |
| 6814 - Utilities, Alarm, Cleaning | 361.04 | 500.00 | (138.96) | 72.2% |
| 6816 - Internet Connection | 1,099.40 | 650.00 | 449.40 | 169.1% |
| 6818 - Equip Mntnc & Rpr | (1,327.43) | | | |
| Total 6810 - Facilities | 133.01 | 1,150.00 | (1,016.99) | 11.6% |
| 6825 - Insurances (Ofc & Personnel) | 5,473.27 | 5,000.00 | 473.27 | 109.5% |
| 6830 - Postage / Shipping | 2,056.37 | 600.00 | 1,456.37 | 342.7% |
| 6835 - Phone | 1,948.87 | 3,000.00 | (1,051.13) | 65.0% |
| 6840 - Printing, Dsgn, MI Prep | 40.47 | | | |
| 6845 - Dues & Subscriptions | 1,900.00 | 1,700.00 | 200.00 | 111.8% |
| 6850 - Travel | 11,439.92 | 8,000.00 | 3,439.92 | 143.0% |
| 6865 - Supplies | 1,395.07 | 350.00 | 1,045.07 | 398.9% |
| 6870 - Equip / Furniture / Sftwr | | | | |
| 6872 - Purchase | 1,183.47 | | | |
| 6874 - Rental | 9,765.80 | 5,000.00 | 4,765.80 | 195.3% |
| Total 6870 - Equip / Furniture / Sftwr | 10,949.27 | 5,000.00 | 5,949.27 | 219.0% |
| 6875 - Legal Fees | 0.00 | 500.00 | (500.00) | 0.0% |
| 6881 - Tax Preparation | 2,200.00 | | | |
| 6885 - Bookkeeper / Pysl Srvc | 11,143.19 | 10,000.00 | 1,143.19 | 111.4% |
| 6899 - Miscellaneous | 599.70 | 500.00 | 99.70 | 119.9% |
| Total 6800 - Society Office | 49,280.14 | 35,800.00 | 13,480.14 | 137.7% |
| 6950 - Other Expenses | | | | |
| 7000 - Financing Exp | | | | |
| 7010 - Bank Fees - Unrstctd Accts | 1,099.82 | 1,500.00 | (400.18) | 73.3% |
| 7020 - Bank Fees - Rstrctd Accts | 72.00 | 0.00 | 72.00 | 100.0% |
| 7030 - Processing Fees/Discounts | 4,718.93 | 3,500.00 | 1,218.93 | 134.8% |
| 7000 - Financing Exp - Other | 0.00 | 40.00 | (40.00) | 0.0% |
| Total 7000 - Financing Exp | 5,890.75 | 5,040.00 | 850.75 | 116.9% |
| 7200 - Depreciation | 1,911.62 | 2,500.00 | (588.38) | 76.5% |
| 7300 - Member Acquisition/Retention | | | | |
| 7310 - Promotional Items / Misc. | 855.30 | 1,000.00 | (144.70) | 85.5% |
| 7315 - Sponsor Commissions | 3,100.00 | 3,000.00 | 100.00 | 103.3% |
| Total 7300 - Member Acquisition/Retention | 3,955.30 | 4,000.00 | (44.70) | 98.9% |
| 8200 - Income Taxes | | | | |
| 8210 - Federal | 10,000.00 | 7,500.00 | 2,500.00 | 133.3% |
| 8220 - State | 7,500.00 | 5,200.00 | 2,300.00 | 144.2% |
| Total 8200 - Income Taxes | 17,500.00 | 12,700.00 | 4,800.00 | 137.8% |

| | Jan - Dec 16 | Budget | \$ Over Budget | % of Budget |
|---|--------------------|-------------------|--------------------|------------------|
| 8950 · Marketing Clearance | | | | |
| 8951 · Marketing Clearance labor | 341.60 | | | |
| 8952 · Marketing Clearance products | 689.21 | | | |
| 8950 · Marketing Clearance - Other | 0.00 | 15,000.00 | (15,000.00) | 0.0% |
| Total 8950 · Marketing Clearance | 1,030.81 | 15,000.00 | (13,969.19) | 6.9% |
| Total 6950 · Other Expenses | 30,288.48 | 39,240.00 | (8,951.52) | 77.2% |
| 9000 · Suspense/Ask Client | 0.00 | (203.00) | 203.00 | 0.0% |
| 9900 · Chapter Distribution Add-Back | 0.00 | 8,000.00 | (8,000.00) | 0.0% |
| Total Expense | 615,898.62 | 645,530.00 | (29,631.38) | 95.4% |
| Net Ordinary Income | 24,728.82 | 1,440.00 | 23,288.82 | 1,717.3% |
| Other Income/Expense | | | | |
| Other Expense | | | | |
| 6985 · Bad Debts | 67,100.40 | 1,500.00 | 65,600.40 | 4,473.4% |
| 6986 · Billing errors | 6,300.00 | | | |
| Total Other Expense | 73,400.40 | 1,500.00 | 71,900.40 | 4,893.4% |
| Net Other Income | (73,400.40) | (1,500.00) | (71,900.40) | 4,893.4% |
| Net Income | (48,671.58) | (60.00) | (48,611.58) | 81,119.3% |

Attachment 2





Attachment 3

09/11/17

Society for Applied Spectroscopy, Inc. Statement of Activities (Budget vs. Actual) January through July 2017

| | Jan - Jul 17 | Budget | \$ Over Budget | % of Budget |
|---|-------------------|-------------------|---------------------|---------------|
| Ordinary Income/Expense | | | | |
| Income | | | | |
| 4300 - Member Dues | | | | |
| 4305 - Regular | 42,262.08 | 80,000.00 | (37,737.92) | 52.8% |
| 4310 - Corp Sponsor | 24,053.22 | 30,000.00 | (5,946.78) | 80.2% |
| Total 4300 - Member Dues | 66,315.30 | 110,000.00 | (43,684.70) | 60.3% |
| 4400 - Web Revenue | | | | |
| 4410 - Newsletter Ads | 784.00 | 1,500.00 | (716.00) | 52.3% |
| 4420 - Marketplace Ads | 4,440.00 | 60,000.00 | (55,560.00) | 7.4% |
| 4430 - First Take eNews | 6,600.00 | 12,000.00 | (5,400.00) | 55.0% |
| Total 4400 - Web Revenue | 11,824.00 | 73,500.00 | (61,676.00) | 16.1% |
| 4500 - Journal Income | | | | |
| 4505 - Subscriptions | 100,000.00 | 289,000.00 | (189,000.00) | 34.6% |
| 4625 - Advertising | 57,070.00 | 165,000.00 | (107,930.00) | 34.6% |
| 4635 - Royalties | 1,209.40 | 5,500.00 | (4,290.60) | 22.0% |
| Total 4500 - Journal Income | 158,279.40 | 459,500.00 | (301,220.60) | 34.4% |
| 4825 - Contributions | | | | |
| 4830 - General Contributions | 5,475.00 | 6,000.00 | (525.00) | 91.3% |
| 4843 - 2018 Strategic fund | 145.00 | | | |
| 4844 - Student Mmbrshp Donations (rstr) | 800.00 | | | |
| 4845 - Amazon Smiles Income | 25.07 | | | |
| Total 4825 - Contributions | 6,445.07 | 6,000.00 | 445.07 | 107.4% |
| 4850 - Investment Revenue | | | | |
| 4060 - Dividends - Unrstrotd Accts | 2,290.46 | 3,000.00 | (709.54) | 76.3% |
| 4855 - Interest - Unrstrotd Accts | 363.13 | 300.00 | 63.13 | 121.0% |
| 4885 - Unrealized Gain | 8,705.75 | 10,000.00 | (1,294.25) | 87.1% |
| Total 4850 - Investment Revenue | 11,359.34 | 13,300.00 | (1,940.66) | 85.4% |
| 4900 - Other Income | | | | |
| 4940 - Mailing List | 0.00 | 500.00 | (500.00) | 0.0% |
| 4950 - Certification revenue | 1,760.00 | | | |
| 4980 - Miscellaneous | 100.00 | | | |
| Total 4900 - Other Income | 1,860.00 | 500.00 | 1,360.00 | 372.0% |
| Total Income | 256,083.11 | 662,800.00 | (406,716.89) | 38.6% |
| Expense | | | | |
| 5995 - Personnel & Fringes | | | | |
| 6000 - Salaries | 93,607.50 | 157,320.00 | (63,712.50) | 59.5% |
| 6040 - Payroll Taxes | 8,435.90 | 14,000.00 | (5,564.10) | 60.3% |
| 6060 - Personnel Benefits | | | | |
| 6064 - Health/Dental Insurance | 9,814.90 | 16,000.00 | (6,185.10) | 61.3% |
| Total 6060 - Personnel Benefits | 9,814.90 | 16,000.00 | (6,185.10) | 61.3% |
| Total 5995 - Personnel & Fringes | 111,858.30 | 187,320.00 | (75,461.70) | 59.7% |
| 6095 - Exec Cm, Gov Bd, & Other Cm | | | | |
| 6100 - Executive Comm | | | | |
| 6101 - Travel | 4,924.17 | 19,000.00 | (14,075.83) | 25.9% |
| 6103 - Lodging | 5,106.85 | 19,000.00 | (13,893.15) | 26.9% |
| 6105 - Meeting Exp | 1,522.12 | 6,000.00 | (4,477.88) | 25.4% |
| Total 6100 - Executive Comm | 11,553.14 | 44,000.00 | (32,446.86) | 26.3% |

| | Jan - Jul 17 | Budget | \$ Over Budget | % of Budget |
|---|------------------|-------------------|--------------------|--------------|
| 6150 · Governing Board | 0.00 | 2,000.00 | (2,000.00) | 0.0% |
| 6170 · Membership Comm | 0.00 | 500.00 | (500.00) | 0.0% |
| 6190 · Other Committees | 1,595.43 | 1,000.00 | 595.43 | 159.5% |
| Total 6095 · Exec Cm, Gov Bd, & Other Cm | 13,148.57 | 47,500.00 | (34,351.43) | 27.7% |
| 6195 · Journals | | | | |
| 6200 · Applied Spec Jrnl | | | | |
| 6205 · Advertising | | | | |
| 6206 · Ad Commissions | 11,289.40 | 45,000.00 | (33,710.60) | 25.1% |
| 6209 · Other Advrtsng Exp | 4,909.16 | 10,000.00 | (5,090.84) | 49.1% |
| 6205 · Advertising - Other | 0.00 | 1,000.00 | (1,000.00) | 0.0% |
| Total 6205 · Advertising | 16,198.56 | 56,000.00 | (39,801.44) | 28.9% |
| 6210 · Publication | 10,602.00 | 13,000.00 | (2,398.00) | 81.6% |
| 6220 · Operating | | | | |
| 6224 · Prep - Editing | 0.00 | 1,000.00 | (1,000.00) | 0.0% |
| 6225 · Jrnl Ofc - Clearance | 52,500.00 | 75,000.00 | (22,500.00) | 70.0% |
| 6228 · Jrnl Ofc - Currency Exch | (11,262.10) | (12,000.00) | 737.90 | 93.9% |
| 6234 · Jrnl Ofc - Travel | 0.00 | 2,500.00 | (2,500.00) | 0.0% |
| 6238 · Jrnl Ofc - Dues & Rgstrtn | 0.00 | 300.00 | (300.00) | 0.0% |
| Total 6220 · Operating | 41,237.90 | 66,800.00 | (25,562.10) | 61.7% |
| 6240 · Postage / Shipping | 762.09 | | | |
| 6245 · Honorariums / Stipends | 12,745.81 | 23,000.00 | (10,254.19) | 55.4% |
| 6265 · Travel | 1,606.69 | 2,500.00 | (893.31) | 64.3% |
| 6288 · Media Liability Ins | 2,390.00 | 2,500.00 | (110.00) | 95.6% |
| Total 6200 · Applied Spec Jrnl | 85,543.05 | 163,800.00 | (78,256.95) | 52.2% |
| 6300 · NEW Journal | 0.00 | 200.00 | (200.00) | 0.0% |
| Total 6195 · Journals | 85,543.05 | 164,000.00 | (78,456.95) | 52.2% |
| 6350 · Electronic Advertising | | | | |
| 6351 · First Take eNews ad commissions | 3,315.00 | | | |
| 6352 · Spec Marketplace ad commissions | 2,009.00 | | | |
| Total 6350 · Electronic Advertising | 5,324.00 | | | |
| 6380 · Intrnt Srvc / Data Mgmt Systms | | | | |
| 6382 · Contracted Srvc Fees | 6,850.00 | 10,000.00 | (3,150.00) | 68.5% |
| 6385 · Other Exp | 453.00 | 500.00 | (47.00) | 90.6% |
| Total 6380 · Intrnt Srvc / Data Mgmt Systms | 7,303.00 | 10,500.00 | (3,197.00) | 69.6% |
| 6400 · Member Services | | | | |
| 6405 · Tour Speaker Program | 664.22 | 4,000.00 | (3,335.78) | 16.6% |
| 6410 · Newsletter | | | | |
| 6414 · Publication | 4,660.00 | 6,000.00 | (1,340.00) | 77.7% |
| 6416 · Ad Commissions | 156.80 | 5,747.00 | (5,590.20) | 2.7% |
| 6410 · Newsletter - Other | 0.00 | 253.00 | (253.00) | 0.0% |
| Total 6410 · Newsletter | 4,816.80 | 12,000.00 | (7,183.20) | 40.1% |
| 6425 · Poster Session | 0.00 | 6,000.00 | (6,000.00) | 0.0% |
| 6435 · Student Activities | 2,435.12 | 5,500.00 | (3,064.88) | 44.3% |
| 6440 · Events | 0.00 | 5,000.00 | (5,000.00) | 0.0% |
| 6454 · Marketplc Commissions | 0.00 | 8,000.00 | (8,000.00) | 0.0% |
| 6465 · Other Exp | 1,460.77 | | | |
| Total 6400 · Member Services | 9,376.91 | 40,500.00 | (31,123.09) | 23.2% |

| | Jan - Jul 17 | Budget | \$ Over Budget | % of Budget |
|---|--------------|-----------|----------------|-------------|
| 6600 - Awards / Grants | | | | |
| 6605 - SAS Awards | | | | |
| 6608 - Reception | 0.00 | 15,000.00 | (15,000.00) | 0.0% |
| 6610 - Honorariums/Donations | 0.00 | 2,000.00 | (2,000.00) | 0.0% |
| 6615 - Presentation Items | 45.14 | 3,000.00 | (2,954.86) | 1.5% |
| Total 6605 - SAS Awards | 45.14 | 20,000.00 | (19,954.86) | 0.2% |
| 6630 - Kowalski Award | | | | |
| 6632 - Honorariums | 0.00 | 1,800.00 | (1,800.00) | 0.0% |
| 6638 - Other Exp | 0.00 | 100.00 | (100.00) | 0.0% |
| Total 6630 - Kowalski Award | 0.00 | 1,900.00 | (1,900.00) | 0.0% |
| Total 6600 - Awards / Grants | 45.14 | 21,900.00 | (21,854.86) | 0.2% |
| 6650 - Sections | | | | |
| 6655 - Affiliate Donations | 0.00 | 8,000.00 | (8,000.00) | 0.0% |
| 6660 - Chapter Expenses | | | | |
| 6662 - Meeting Exp | 144.46 | 400.00 | (255.54) | 36.1% |
| 6668 - Supplies | 0.00 | 200.00 | (200.00) | 0.0% |
| 6674 - Honorariums / Awards | 0.00 | 100.00 | (100.00) | 0.0% |
| 6678 - Travel & Lodging | 0.00 | 250.00 | (250.00) | 0.0% |
| Total 6660 - Chapter Expenses | 144.46 | 950.00 | (805.54) | 15.2% |
| 6690 - Chapter Distribution (Internal) | 0.00 | 10,000.00 | (10,000.00) | 0.0% |
| Total 6650 - Sections | 144.46 | 18,950.00 | (18,805.54) | 0.8% |
| 6700 - Conferences | | | | |
| 6702 - Booth Rental | 600.00 | 600.00 | 0.00 | 100.0% |
| 6704 - Postage / Shipping | 220.60 | 1,000.00 | (779.40) | 22.1% |
| 6708 - Other Exp | 3,679.01 | 5,000.00 | (1,320.99) | 73.6% |
| 6700 - Conferences - Other | 0.00 | 1,200.00 | (1,200.00) | 0.0% |
| Total 6700 - Conferences | 4,499.61 | 7,800.00 | (3,300.39) | 57.7% |
| 6800 - Society Office | | | | |
| 6810 - Facilities | | | | |
| 6814 - Utilities, Alarm, Cleaning | 961.04 | 500.00 | 461.04 | 192.2% |
| 6816 - Internet Connection | 749.65 | 1,100.00 | (350.35) | 68.2% |
| 6818 - Equip Mntnc & Rpr | 0.00 | 100.00 | (100.00) | 0.0% |
| Total 6810 - Facilities | 1,710.69 | 1,700.00 | 10.69 | 100.6% |
| 6825 - Insurances (Ofc & Personnel) | 6,375.00 | 6,000.00 | 375.00 | 106.3% |
| 6830 - Postage / Shipping | 25.84 | 750.00 | (724.16) | 3.4% |
| 6835 - Phone | 1,424.65 | 2,250.00 | (825.35) | 63.3% |
| 6840 - Printing, Dsgn, MI Prep | 0.00 | 70.00 | (70.00) | 0.0% |
| 6845 - Dues & Subscriptions | 800.00 | 1,800.00 | (1,000.00) | 44.4% |
| 6850 - Travel | 6,167.31 | 8,000.00 | (1,832.69) | 77.1% |
| 6865 - Supplies | 551.51 | 1,100.00 | (548.49) | 50.1% |
| 6870 - Equip / Furniture / Sftwr | | | | |
| 6872 - Purchase | 0.00 | 60.00 | (60.00) | 0.0% |
| 6874 - Rental | 1,345.54 | 15,000.00 | (13,654.46) | 9.0% |
| Total 6870 - Equip / Furniture / Sftwr | 1,345.54 | 15,060.00 | (13,714.46) | 8.9% |
| 6875 - Legal Fees | 0.00 | 1,500.00 | (1,500.00) | 0.0% |
| 6885 - Bookkeeper / Pyrl Srvc | 7,056.94 | 12,000.00 | (4,943.06) | 58.8% |
| 6899 - Miscellaneous | 195.65 | 500.00 | (304.35) | 39.1% |
| Total 6800 - Society Office | 25,653.13 | 50,730.00 | (25,076.87) | 50.6% |

| | Jan - Jul 17 | Budget | \$ Over Budget | % of Budget |
|---|--------------|------------|----------------|-------------|
| 6950 · Other Expenses | | | | |
| 7000 · Financing Exp | | | | |
| 7010 · Bank Fees - Unrstrctd Accts | 1,446.43 | 600.00 | 846.43 | 241.1% |
| 7020 · Bank Fees - Rstrctd Accts | 0.00 | 150.00 | (150.00) | 0.0% |
| 7030 · Processing Fees/Discounts | 2,371.05 | 5,600.00 | (3,228.95) | 42.3% |
| 7000 · Financing Exp - Other | 0.00 | 50.00 | (50.00) | 0.0% |
| Total 7000 · Financing Exp | 3,817.48 | 6,400.00 | (2,582.52) | 59.6% |
| 7200 · Depreciation | 171.00 | 2,500.00 | (2,329.00) | 6.8% |
| 7300 · Member Acquisition/Retention | | | | |
| 7310 · Promotional Items / Misc. | 0.00 | 1,000.00 | (1,000.00) | 0.0% |
| 7315 · Sponsor Commissions | 200.00 | 1,850.00 | (1,650.00) | 10.8% |
| Total 7300 · Member Acquisition/Retention | 200.00 | 2,850.00 | (2,650.00) | 7.0% |
| 8200 · Income Taxes | | | | |
| 8210 · Federal | 5,000.00 | 7,500.00 | (2,500.00) | 66.7% |
| 8220 · State | 3,653.00 | 5,200.00 | (1,547.00) | 70.3% |
| Total 8200 · Income Taxes | 8,653.00 | 12,700.00 | (4,047.00) | 68.1% |
| 8950 · Marketing Clearance | 3,737.61 | 15,000.00 | (11,262.39) | 24.9% |
| Total 6950 · Other Expenses | 16,579.09 | 39,450.00 | (22,870.91) | 42.0% |
| Total Expense | 279,475.26 | 588,650.00 | (309,174.74) | 47.5% |
| Net Ordinary Income | (23,392.15) | 74,150.00 | (97,542.15) | (31.5)% |
| Other Income/Expense | | | | |
| Other Expense | | | | |
| 6985 · Bad Debts | 2,800.00 | 1,500.00 | 1,300.00 | 186.7% |
| 6986 · Billing errors | 1,315.00 | | | |
| Total Other Expense | 4,115.00 | 1,500.00 | 2,615.00 | 274.3% |
| Net Other Income | (4,115.00) | (1,500.00) | (2,615.00) | 274.3% |
| Net Income | (27,507.15) | 72,650.00 | (100,157.15) | (37.9)% |

Attachment 4

Society for Applied Spectroscopy, Inc. Statement of Financial Position As of July 31, 2017

| | Jul 31, 17 |
|--|-------------------|
| ASSETS | |
| Current Assets | |
| Checking/Savings | |
| 1000 - Unrestricted Cash | |
| 1005 - Non-Designated Funds | |
| 1007 - Operating & Sweep | 25,664.87 |
| 1012 - Chapter Dsgntd Funds (-) | (111,297.23) |
| 1018 - Rst Fnds Adj Pndng (+/-) | 4,491.20 |
| 1020 - Savings | |
| 1235 - Kowalski Fund (Temp restric... | 3,923.71 |
| 1020 - Savings - Other | 157,869.07 |
| Total 1020 - Savings | 161,792.78 |
| Total 1005 - Non-Designated Funds | 80,651.62 |
| 1080 - Chapter Dsgntd Funds (+) | 111,297.23 |
| Total 1000 - Unrestricted Cash | 191,948.85 |
| Total Checking/Savings | 191,948.85 |
| Accounts Receivable | |
| 1300 - Accounts Receivable | |
| 1315 - Marketing Rep Accts | 25,428.00 |
| 1335 - Spnsrshps - Dues/Other | 200.00 |
| Total 1300 - Accounts Receivable | 25,628.00 |
| Total Accounts Receivable | 25,628.00 |
| Other Current Assets | |
| 1359 - Other Receivables | 771.12 |
| 1450 - Deposits & Prepaid Expns | |
| 1455 - Prepaid Expenses | 600.00 |
| 1475 - Postage - Short Pd #96049 | 15.33 |
| 1480 - Postage - Meter/Reserve Acct | 57.14 |
| Total 1450 - Deposits & Prepaid Expns | 672.47 |
| 1510 - Vanguard Investments | 177,863.36 |
| 1515 - 2018 Strategic Fund - Vanguard | 8,186.92 |
| 1570 - Clearance Accts | |
| 1590 - MemberMax Clearance | 10,679.49 |
| Total 1570 - Clearance Accts | 10,679.49 |
| Total Other Current Assets | 198,173.36 |
| Total Current Assets | 415,750.21 |
| Fixed Assets | |
| 1600 - Furniture & Equipment | 39,282.86 |
| 1610 - Accumulated Depreciation | (39,453.86) |
| Total Fixed Assets | (171.00) |
| TOTAL ASSETS | 415,579.21 |

Society for Applied Spectroscopy, Inc.
Statement of Financial Position
As of July 31, 2017

| | <u>Jul 31, 17</u> |
|---------------------------------------|-------------------|
| LIABILITIES & EQUITY | |
| Liabilities | |
| Current Liabilities | |
| Accounts Payable | |
| 2010 - Vendor Payables | 2,584.48 |
| Total Accounts Payable | 2,584.48 |
| Credit Cards | |
| BS - Bank of America | 2,015.76 |
| SI - Bank of America | 127.85 |
| Total Credit Cards | 2,143.61 |
| Other Current Liabilities | |
| 2100 - New | 140.00 |
| 2200 - Passthrough Payables | |
| 2208 - Analytical Letters Subs | 260.00 |
| 2210 - Spectrochimica Subs | 570.00 |
| 2213 - Inst Science & Tech Subs | 630.00 |
| 2215 - Analytic & Bio Chem Subs | 305.00 |
| 2218 - App Spec Reviews Subs | 576.00 |
| 2220 - OSA Memberships | 1,341.00 |
| 2223 - Spectroscopy Ltrs Subs | 322.35 |
| 2231 - Near Infrared News | 126.00 |
| 2232 - JNIRF | 288.00 |
| 2299 - Other 3rd Party Orders | (713.75) |
| Total 2200 - Passthrough Payables | 3,704.60 |
| 2260 - Affiliate Payables | 9,186.42 |
| 2280 - Accrued Vacation Payable | 9,648.45 |
| 2300 - Dues Dfrd | |
| 2301 - 1YO | 11,467.48 |
| 2302 - 2YO | 1,876.24 |
| 2303 - 3+YO | 232.86 |
| 2305 - Dues Clrnc - Regular | 33,124.14 |
| 2310 - Dues Clrnc - Corp Spnsrs | 17,916.65 |
| Total 2300 - Dues Dfrd | 64,617.37 |
| 2600 - Section monies Dfrd | 8,190.00 |
| Total Other Current Liabilities | 95,486.84 |
| Total Current Liabilities | 100,214.93 |
| Total Liabilities | 100,214.93 |
| Equity | |
| 3000 - Fund Balance - Unrestricted | 319,607.24 |
| 3200 - Fund Balance - Temp Rstrctd | 12,059.00 |
| 3900 - Net Income Offset | 11,205.19 |
| Net Income | (27,507.15) |
| Total Equity | 315,364.28 |
| TOTAL LIABILITIES & EQUITY | 415,579.21 |

Attachment 5

| | | | | | Dec 2016 Final | 2017 Budget | 2017 Mid-year Expected Total | 2018 Dues Adjusted |
|--|--|--|--|--|-------------------|-------------|------------------------------|--------------------|
| Ordinary Income/Expense | | | | | | | | |
| Income | | | | | | | | |
| 4300 · Member Dues | | | | | | | | |
| 4305 · Regular | | | | | 94,270.73 | 80,000.00 | 76,331.73 | 93,000.00 |
| 4310 · Corp Sponsor | | | | | 34,242.98 | 30,000.00 | 25,753.21 | 30,000.00 |
| Total 4300 · Member Dues | | | | | 128,513.71 | 110,000.00 | 102,084.94 | 123,000.00 |
| 4400 · Web Revenue | | | | | | | | |
| 4410 · Newsletter Ads | | | | | 1,960.00 | 1,500.00 | 1,568.00 | 1,500.00 |
| 4420 · Marketplace Ads | | | | | 20,340.00 | 60,000.00 | 16,000.00 | 16,000.00 |
| 4430 · First Take eNews | | | | | 17,657.50 | 12,000.00 | 22,500.00 | 25,000.00 |
| Total 4400 · Web Revenue | | | | | 39,657.50 | 73,500.00 | 40,068.00 | 42,500.00 |
| 4500 · Journal Income (+ Journal Income Other in 2016) | | | | | 406.00 | | | |
| 4505 · Subscriptions | | | | | 283,499.28 | 289,000.00 | 302,000.00 | 305,000.00 |
| 4625 · Advertising | | | | | 144,863.95 | 165,000.00 | 125,000.00 | 105,000.00 |
| 4635 · Royalties | | | | | 3,414.22 | 5,500.00 | 2,509.40 | 2,500.00 |
| Total 4500 · Journal Income | | | | | 432,183.45 | 459,500.00 | 429,509.40 | 412,500.00 |
| 4825 · Contributions (plus SciX Surplus, others in 15/16) | | | | | 5,650.41 | | | |
| 4830 · General Contributions | | | | | 7,150.00 | 6,000.00 | 6,375.00 | 6,000.00 |
| 4843 · 2018 Strategic fund | | | | | 1,011.20 | | 50.00 | 6,000.00 |
| 4844 · Studnt Mmbrshp Donations (rstr) | | | | | 685.00 | | 2,920.00 | 2,500.00 |
| 4845 · Amazon Smiles Income | | | | | 0.00 | | 50.07 | 100.00 |
| Total 4825 · Contributions | | | | | 14,496.61 | 6,000.00 | 9,395.07 | 14,600.00 |
| 4850 · Investment Revenue (+ Kowalski inter/div 15/16) | | | | | 3.45 | | | |
| 4060 · Dividends - Unrstctd Accts | | | | | 4,442.71 | 3,000.00 | 4,590.46 | 4,000.00 |
| 4855 · Interest - Unrstctd Accts | | | | | 219.20 | 300.00 | 587.59 | 500.00 |
| 4885 · Unrealized Gain | | | | | 20,208.71 | 10,000.00 | 16,705.75 | 10,000.00 |
| Total 4850 · Investment Revenue | | | | | 24,874.07 | 13,300.00 | 21,883.80 | 14,500.00 |
| 4900 · Other Income (2018-Earmarked donations) | | | | | 69.00 | | | 9,000.00 |
| 4940 · Mailing List | | | | | 270.00 | 500.00 | 500.00 | 500.00 |
| 4950 · Certification revenue | | | | | 320.00 | | 1,760.00 | 2,000.00 |
| 4980 · Miscellaneous | | | | | 243.10 | | 200.00 | 200.00 |
| Total 4900 · Other Income | | | | | 902.10 | 500.00 | 2,460.00 | 11,700.00 |
| Total Income | | | | | 640,627.44 | 662,800.00 | 605,401.21 | 618,800.00 |

| | | | | Dec 2016 Final | 2017 Budget | 2017 Mid-year Expected Total | 2018 Dues Adjusted |
|--|--|--|--|----------------|-------------|------------------------------|--------------------|
| Ordinary Income/Expense | | | | | | | |
| Expense | | | | | | | |
| 5995 · Personnel & Fringes | | | | | | | |
| 6000 · Salaries | | | | 153,072.56 | 157,320.00 | 165,012.70 | 165,000.00 |
| 6040 · Payroll Taxes | | | | 12,874.42 | 14,000.00 | 15,020.20 | 15,000.00 |
| 6060 · Personnel Benefits | | | | | | | |
| 6064 · Health/Dental Insurance | | | | 15,798.24 | 16,000.00 | 16,840.65 | 17,000.00 |
| Total 6060 · Personnel Benefits | | | | 15,798.24 | 16,000.00 | 16,840.65 | 17,000.00 |
| Total 5995 · Personnel & Fringes | | | | 181,745.22 | 187,320.00 | 196,873.55 | 197,000.00 |
| 6095 · Exec Cm, Gov Bd, & Other Cm | | | | | | | |
| 6100 · Executive Comm | | | | | | | |
| 6101 · Travel | | | | 6,733.67 | 19,000.00 | 15,624.17 | 17,000.00 |
| 6103 · Lodging | | | | 12,434.51 | 19,000.00 | 13,606.85 | 15,000.00 |
| 6105 · Meeting Exp | | | | 5,074.06 | 6,000.00 | 3,522.12 | 4,000.00 |
| Total 6100 · Executive Comm | | | | 24,242.24 | 44,000.00 | 32,753.14 | 36,000.00 |
| 6150 · Governing Board | | | | 1,248.40 | 2,000.00 | 2,000.00 | 2,000.00 |
| 6170 · Membership Comm | | | | 773.03 | 500.00 | 0.00 | 500.00 |
| 6190 · Other Committees | | | | 1,685.02 | 1,000.00 | 3,095.43 | 3,100.00 |
| Total 6095 · Exec Cm, Gov Bd, & Other Cm | | | | 27,948.69 | 47,500.00 | 37,848.57 | 41,600.00 |
| 6195 · Journals | | | | | | | |
| 6200 · Applied Spec Jrnl | | | | | | | |
| 6205 · Advertising | | | | | | | |
| 6206 · Ad Commissions | | | | 33,053.20 | 45,000.00 | 19,924.40 | 20,000.00 |
| 6209 · Other Advrtsng Exp | | | | 10,280.25 | 10,000.00 | 6,909.16 | 10,000.00 |
| 6205 · Advertising - Other | | | | 0.00 | 1,000.00 | 0.00 | 1,000.00 |
| Total 6205 · Advertising | | | | 43,333.45 | 56,000.00 | 26,833.56 | 31,000.00 |
| 6210 · Publication | | | | 65,673.50 | 13,000.00 | 48,997.00 | 50,000.00 |
| 6220 · Operating | | | | | | | |
| 6224 · Prep - Editing | | | | 450.00 | 1,000.00 | 0.00 | 0.00 |
| 6225 · Jrnl Ofc - Clearance | | | | 89,551.02 | 75,000.00 | 90,000.00 | 90,000.00 |
| 6228 · Jrnl Ofc - Currency Exch | | | | (19,632.90) | (12,000.00) | (18,818.79) | (18,000.00) |
| 6234 · Jrnl Ofc - Travel | | | | | 2,500.00 | 1,600.00 | 2,000.00 |
| 6238 · Jrnl Ofc - Dues & Rgstrtn | | | | 0.00 | 300.00 | 300.00 | 300.00 |
| Total 6220 · Operating | | | | 70,368.12 | 66,800.00 | 73,081.21 | 74,300.00 |
| 6240 · Postage / Shipping (15/16 also misc, ed | | | | 4,040.02 | | | |
| 6245 · Honorariums / Stipends | | | | 22,524.96 | 23,000.00 | 21,924.98 | 23,000.00 |
| 6265 · Travel | | | | 3,398.71 | 2,500.00 | 3,606.69 | 4,000.00 |
| 6288 · Media Liability Ins | | | | 2,308.00 | 2,500.00 | 2,390.00 | 2,500.00 |
| Total 6200 · Applied Spec Jrnl | | | | 211,646.76 | 163,800.00 | 176,833.44 | 184,800.00 |
| 6300 · NEW Journal | | | | 196.82 | 200.00 | 0.00 | 200.00 |
| Total 6195 · Journals | | | | 211,843.58 | 164,000.00 | 176,833.44 | 185,000.00 |
| 6350 · Electronic Advertising | | | | | | | |
| 6351 · First Take eNews ad commissions | | | | 8,694.25 | | 5,905.00 | 6,000.00 |
| 6352 · Spec Marketplace ad commissions | | | | 11,170.25 | | 3,956.00 | 4,000.00 |
| Total 6350 · Electronic Advertising | | | | 19,864.50 | | 9,861.00 | 10,000.00 |
| 6380 · Intrnt Srvc / Data Mgmt Sysms | | | | | | | |
| 6382 · Contracted Srvc Fees | | | | 20,645.00 | 10,000.00 | 7,250.00 | 8,000.00 |
| 6385 · Other Exp | | | | 579.35 | 500.00 | 938.00 | 2,000.00 |
| 6380 · Intrnt Srvc / Data Mgmt Sysms - Other | | | | | | | |
| Total 6380 · Intrnt Srvc / Data Mgmt Sysms | | | | 21,224.35 | 10,500.00 | 8,188.00 | 10,000.00 |

[illegible]

| | | | | | Dec 2016 Final | 2017 Budget | 2017 Mid-year Expected Total | 2018 Dues Adjusted |
|-------------------------|--|--|--|---|----------------|-------------|------------------------------|--------------------|
| Ordinary Income/Expense | | | | | | | | |
| Expense | | | | | | | | |
| | | | | 6825 · Insurances (Ofc & Personnel) | 5,473.27 | 6,000.00 | 6,053.00 | 6,500.00 |
| | | | | 6830 · Postage / Shipping | 2,056.37 | 750.00 | 769.19 | 750.00 |
| | | | | 6835 · Phone | 1,948.87 | 2,250.00 | 2,311.25 | 2,500.00 |
| | | | | 6840 · Printing, Dsgn, MI Prep | 40.47 | 70.00 | 0.00 | 0.00 |
| | | | | 6845 · Dues & Subscriptions | 1,900.00 | 1,800.00 | 700.00 | 1,000.00 |
| | | | | 6850 · Travel | 11,439.92 | 8,000.00 | 9,167.31 | 8,000.00 |
| | | | | 6865 · Supplies | 1,396.07 | 1,100.00 | 1,026.52 | 1,100.00 |
| | | | | 6870 · Equip / Furniture / Sftwr | | | | |
| | | | | 6872 · Purchase | 1,183.47 | 60.00 | 0.00 | 60.00 |
| | | | | 6874 · Rental | 9,765.80 | 15,000.00 | 3,178.54 | 3,200.00 |
| | | | | Total 6870 · Equip / Furniture / Sftwr | 10,949.27 | 15,060.00 | 3,178.54 | 3,260.00 |
| | | | | 6875 · Legal Fees | 0.00 | 1,500.00 | 0.00 | 0.00 |
| | | | | 6885 · Bookkeeper / Pyrl Srvc | 11,143.19 | 12,000.00 | 12,074.49 | 12,100.00 |
| | | | | 6899 · Miscellaneous (+Tax prep 15/16) | 2,799.70 | 500.00 | 333.30 | 500.00 |
| | | | | Total 6800 · Society Office | 49,280.14 | 50,730.00 | 38,234.34 | 38,610.00 |
| | | | | 6950 · Other Expenses | | | | |
| | | | | 6985 · Bad Debts | | 1,500.00 | 3,000.00 | 1,500.00 |
| | | | | 7000 · Financing Exp | | | | |
| | | | | 7010 · Bank Fees - Unrstrctd Accts | 1,099.82 | 600.00 | 2,596.09 | 2,500.00 |
| | | | | 7020 · Bank Fees - Rstrctd Accts | 72.00 | 150.00 | 150.00 | 150.00 |
| | | | | 7030 · Processing Fees/Discounts | 4,718.93 | 5,600.00 | 4,125.31 | 4,500.00 |
| | | | | 7000 · Financing Exp - Other | 0.00 | 50.00 | 50.00 | 50.00 |
| | | | | Total 7000 · Financing Exp | 5,890.75 | 6,400.00 | 6,921.40 | 7,200.00 |
| | | | | 7200 · Depreciation | 1,911.62 | 2,500.00 | 1,000.00 | 1,000.00 |
| | | | | 7300 · Member Acquisition/Retention | | | | |
| | | | | 7310 · Promotional Items / Misc. | 855.30 | 1,000.00 | 2,500.00 | 5,000.00 |
| | | | | 7315 · Sponsor Commissions | 3,100.00 | 1,850.00 | 1,200.00 | 1,200.00 |
| | | | | Total 7300 · Member Acquisition/Retention | 3,955.30 | 2,850.00 | 3,700.00 | 6,200.00 |
| | | | | 8200 · Income Taxes | | | | |
| | | | | 8210 · Federal | 10,000.00 | 7,500.00 | 5,000.00 | 5,500.00 |
| | | | | 8220 · State | 7,500.00 | 5,200.00 | 3,653.00 | 4,000.00 |
| | | | | Total 8200 · Income Taxes | 17,500.00 | 12,700.00 | 8,653.00 | 9,500.00 |
| | | | | 8950 · Marketing Clearance | 1,030.81 | 15,000.00 | 8,522.61 | 9,000.00 |
| | | | | Total 6950 · Other Expenses | 30,288.48 | 40,950.00 | 31,797.01 | 34,400.00 |
| | | | | Total Expense | 615,898.62 | 590,150.00 | 576,896.12 | 598,960.00 |
| | | | | Net Ordinary Income | 24,728.82 | 72,650.00 | 28,505.09 | 19,840.00 |
| | | | | Other Income/Expense | | | | |
| | | | | Other Expense (+Bad debt 15/16) | 67,100.40 | | | |
| | | | | Billing errors | 6,300.00 | | 1,315.00 | 0.00 |
| | | | | Total Other Expense | 73,400.40 | | 1,315.00 | 0.00 |
| | | | | Net Other Income | (73,400.40) | 0.00 | (1,315.00) | 0.00 |
| | | | | Net Income | (48,671.58) | 72,650.00 | 27,190.09 | 19,840.00 |