### Ordinary Income/Expense

#### Income

<table>
<thead>
<tr>
<th>Code</th>
<th>Description</th>
<th>Jan - Dec 20</th>
<th>Budget</th>
<th>% of Budget</th>
</tr>
</thead>
<tbody>
<tr>
<td>4000</td>
<td>- MEMBER DUES</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>4010</td>
<td>- AIA MEMBER DUES</td>
<td>222,343.21</td>
<td>261,000.00</td>
<td>85.2%</td>
</tr>
<tr>
<td>4050</td>
<td>- AFFILIATE DUES</td>
<td>4,550.00</td>
<td>4,000.00</td>
<td>113.8%</td>
</tr>
<tr>
<td>4075</td>
<td>- 2020 SUPPLEMENTAL DUES (AUDIT)</td>
<td>0.00</td>
<td>1,100.00</td>
<td>0.0%</td>
</tr>
<tr>
<td></td>
<td><strong>Total 4000 · MEMBER DUES</strong></td>
<td>226,893.21</td>
<td>266,100.00</td>
<td>85.3%</td>
</tr>
<tr>
<td>4100</td>
<td>- CONTINUING EDUCATION</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>4110</td>
<td>- CONT. ED SPONSORSHIP</td>
<td>0.00</td>
<td>5,000.00</td>
<td>0.0%</td>
</tr>
<tr>
<td>4120</td>
<td>- CELEBRATE ARCHITECTURE</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>4120.J</td>
<td>- CELEBRATE ARCHITECTURE 2020</td>
<td>13,997.25</td>
<td>44,000.00</td>
<td>31.8%</td>
</tr>
<tr>
<td></td>
<td><strong>Total 4120 · CELEBRATE ARCHITECTURE</strong></td>
<td>13,997.25</td>
<td>44,000.00</td>
<td>31.8%</td>
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<tr>
<td>4140</td>
<td>- CONTINUING ED - OTHER</td>
<td>0.00</td>
<td>5,000.00</td>
<td>0.0%</td>
</tr>
<tr>
<td>4140.H</td>
<td>- EMERGING LEADERS INSTITUTE</td>
<td>0.00</td>
<td>1,900.00</td>
<td>0.0%</td>
</tr>
<tr>
<td>4140.L</td>
<td>- BIM WEBINAR</td>
<td>225.00</td>
<td></td>
<td></td>
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<tr>
<td>4140.M</td>
<td>- HYDRAULICS &amp; HYDROLOGY WEBINAR</td>
<td>400.00</td>
<td></td>
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</tr>
<tr>
<td></td>
<td><strong>Total 4100 · CONTINUING EDUCATION</strong></td>
<td>14,622.25</td>
<td>55,900.00</td>
<td>26.2%</td>
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<tr>
<td>4200</td>
<td>- DOCUMENTS AND RELATED</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>4230</td>
<td>- RESOURCE ALLOCATION</td>
<td>16,853.26</td>
<td>21,623.00</td>
<td>77.9%</td>
</tr>
<tr>
<td>4240</td>
<td>- DOCUMENTS INCOME</td>
<td>11,223.31</td>
<td>30,000.00</td>
<td>37.4%</td>
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<tr>
<td>4250</td>
<td>- DOCUMENTS CITY SALES TAX</td>
<td>0.00</td>
<td>250.00</td>
<td>0.0%</td>
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<tr>
<td>4260</td>
<td>- DOCUMENTS STATE SALES TAX</td>
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<td>1,000.00</td>
<td>0.0%</td>
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<tr>
<td></td>
<td><strong>Total 4200 · DOCUMENTS AND RELATED</strong></td>
<td>28,076.57</td>
<td>52,873.00</td>
<td>53.1%</td>
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<tr>
<td>4300</td>
<td>- DESIGN CONFERENCE</td>
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<tr>
<td>4320</td>
<td>- BOOTH SALES</td>
<td>5,000.00</td>
<td>60,000.00</td>
<td>8.3%</td>
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<tr>
<td>4330</td>
<td>- REGISTRATION</td>
<td>6,790.00</td>
<td>50,000.00</td>
<td>13.6%</td>
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<tr>
<td>4370</td>
<td>- EVENT SPONSORS</td>
<td>24,510.00</td>
<td>11,000.00</td>
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<tr>
<td>4380</td>
<td>- HONOR AWARDS ENTRIES</td>
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<td>11,000.00</td>
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<tr>
<td>4390</td>
<td>- PETTY CASH</td>
<td>0.00</td>
<td>300.00</td>
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<tr>
<td>4420</td>
<td>- REIMBURSABLES</td>
<td>100.00</td>
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<td></td>
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<tr>
<td>4300.O</td>
<td>- DESIGN CONFERENCE - Other</td>
<td>80.00</td>
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<tr>
<td></td>
<td><strong>Total 4300 · DESIGN CONFERENCE</strong></td>
<td>45,480.00</td>
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<tr>
<td>4600</td>
<td>- REIMBURSABLES AND MISCELLANEOUS</td>
<td></td>
<td></td>
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</tr>
<tr>
<td>4610</td>
<td>- MISCELLANEOUS OTHER</td>
<td>142.95</td>
<td>1,000.00</td>
<td>14.3%</td>
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<tr>
<td>4620</td>
<td>- OFFICE TRAVEL REIMBURSEMENT</td>
<td>0.00</td>
<td>2,000.00</td>
<td>0.0%</td>
</tr>
<tr>
<td>4630</td>
<td>- LAF REIMBURSEMENT</td>
<td>0.00</td>
<td>50.00</td>
<td>0.0%</td>
</tr>
<tr>
<td>4640</td>
<td>- PAC REIMBURSEMENT</td>
<td>0.00</td>
<td>150.00</td>
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<td><strong>Total 4600 · REIMBURSABLES AND MISCELLANEOUS</strong></td>
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<td>3,200.00</td>
<td>4.5%</td>
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<tr>
<td>4700</td>
<td>- OTHER SOURCES OF REVENUE</td>
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<td></td>
<td></td>
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<tr>
<td>4710</td>
<td>- NEWSLETTER/WEBSITE SPONSORSHIPS</td>
<td>0.00</td>
<td>6,400.00</td>
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<td></td>
<td><strong>Total 4700 · OTHER SOURCES OF REVENUE</strong></td>
<td>0.00</td>
<td>6,400.00</td>
<td>0.0%</td>
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<tr>
<td>4900</td>
<td>- IN-OUT</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>4900</td>
<td>- IN-OUT</td>
<td>4,113.00</td>
<td></td>
<td></td>
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<tr>
<td></td>
<td><strong>Total Income</strong></td>
<td>319,327.98</td>
<td>516,773.00</td>
<td>61.8%</td>
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</tbody>
</table>

#### Gross Profit

<table>
<thead>
<tr>
<th>Code</th>
<th>Description</th>
<th>Jan - Dec 20</th>
<th>Budget</th>
<th>% of Budget</th>
</tr>
</thead>
<tbody>
<tr>
<td>11003</td>
<td>- IN-OUT</td>
<td>873.00</td>
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</table>

#### Expense

<table>
<thead>
<tr>
<th>Code</th>
<th>Description</th>
<th>Jan - Dec 20</th>
<th>Budget</th>
<th>% of Budget</th>
</tr>
</thead>
<tbody>
<tr>
<td>6010</td>
<td>- DOCUMENTS</td>
<td>5,077.19</td>
<td>6,000.00</td>
<td>84.6%</td>
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<tr>
<td>6020</td>
<td>- SHIPPING DOCUMENTS</td>
<td>236.85</td>
<td>1,500.00</td>
<td>15.8%</td>
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<tr>
<td>6030</td>
<td>- DOCUMENTS CITY SALES TAX</td>
<td>0.00</td>
<td>250.00</td>
<td>0.0%</td>
</tr>
<tr>
<td>6040</td>
<td>- DOCUMENTS STATE SALES TAX</td>
<td>0.00</td>
<td>1,000.00</td>
<td>0.5%</td>
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</tbody>
</table>

**Gross Profit**

<table>
<thead>
<tr>
<th>Code</th>
<th>Description</th>
<th>Jan - Dec 20</th>
<th>Budget</th>
<th>% of Budget</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>319,327.98</td>
<td>516,773.00</td>
<td>61.8%</td>
</tr>
</tbody>
</table>
### AIA LOUISIANA
#### 2020 Profit & Loss Budget vs. Actual - Cash Basis
January through December 2020

<table>
<thead>
<tr>
<th>Account Code</th>
<th>Description</th>
<th>Jan - Dec 20</th>
<th>Budget</th>
<th>% of Budget</th>
</tr>
</thead>
<tbody>
<tr>
<td>6000 · DOCUMENTS</td>
<td></td>
<td>5,314.04</td>
<td>8,750.00</td>
<td>60.7%</td>
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#### BUDGET RELATED

<table>
<thead>
<tr>
<th>Account Code</th>
<th>Description</th>
<th>Jan - Dec 20</th>
<th>Budget</th>
<th>% of Budget</th>
</tr>
</thead>
<tbody>
<tr>
<td>6110 · INSURANCE FIRE/LIABILITY</td>
<td></td>
<td>5,778.00</td>
<td>5,200.00</td>
<td>111.1%</td>
</tr>
<tr>
<td>6120 · PROPERTY TAX</td>
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<td>5,500.00</td>
<td>0.0%</td>
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<tr>
<td>6130 · GENERAL MAINTENANCE</td>
<td></td>
<td>1,155.47</td>
<td>1,500.00</td>
<td>77.0%</td>
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<tr>
<td>6140 · JANITORIAL</td>
<td></td>
<td>880.00</td>
<td>1,450.00</td>
<td>60.7%</td>
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<tr>
<td>6150 · LAWN MAINTENANCE</td>
<td></td>
<td>310.00</td>
<td>1,000.00</td>
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<tr>
<td>6160 · SECURITY/ALARMS SERVICES</td>
<td></td>
<td>391.27</td>
<td>1,000.00</td>
<td>39.1%</td>
</tr>
<tr>
<td>6170 · ELECTRICITY</td>
<td></td>
<td>1,696.81</td>
<td>3,400.00</td>
<td>49.9%</td>
</tr>
<tr>
<td>6180 · WATER/SEWER</td>
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<td>674.01</td>
<td>1,700.00</td>
<td>39.6%</td>
</tr>
<tr>
<td>6190 · GARBAGE</td>
<td></td>
<td>1,090.04</td>
<td>1,100.00</td>
<td>99.1%</td>
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</table>

#### BUILDING RELATED

<table>
<thead>
<tr>
<th>Account Code</th>
<th>Description</th>
<th>Jan - Dec 20</th>
<th>Budget</th>
<th>% of Budget</th>
</tr>
</thead>
<tbody>
<tr>
<td>6200 · OPERATIONAL</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>6205 · BANK SERVICE (CC) CHARGES</td>
<td></td>
<td>614.06</td>
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<tr>
<td>6210 · COMMUNICATIONS/WEB/DIRECTORY</td>
<td></td>
<td>1,329.74</td>
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</tr>
<tr>
<td>6215 · D &amp; O LIABILITY INSURANCE</td>
<td></td>
<td>1,110.00</td>
<td>1,111.00</td>
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<tr>
<td>6220 · DUES &amp; SUBSCRIPTIONS</td>
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<td>1,200.00</td>
<td>1,200.00</td>
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<tr>
<td>6225 · EQUIPMENT REPAIRS &amp; MAINTENANCE</td>
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<td>389.22</td>
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<tr>
<td>6230 · INTERNET/WEB HOSTING</td>
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<td>2,240.00</td>
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<tr>
<td>6235 · OFFICE SUPPLIES</td>
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<tr>
<td>6240 · POSTAGE &amp; RELATED</td>
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<td>933.70</td>
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<tr>
<td>6245 · PRINTING - LETTERHEAD</td>
<td></td>
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<tr>
<td>6250 · PRINTING - OUTSOURCE</td>
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<tr>
<td>6255 · TELEPHONE</td>
<td></td>
<td>2,563.38</td>
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<td>73.2%</td>
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</table>

#### OPERATIONAL

<table>
<thead>
<tr>
<th>Account Code</th>
<th>Description</th>
<th>Jan - Dec 20</th>
<th>Budget</th>
<th>% of Budget</th>
</tr>
</thead>
<tbody>
<tr>
<td>6400 · PROF. &amp; TECHNICAL SERVICE</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>6410 · PUBLIC RELATIONS</td>
<td></td>
<td>5,751.37</td>
<td>12,000.00</td>
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<tr>
<td>6430 · ACCOUNTING</td>
<td></td>
<td>247.00</td>
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<tr>
<td>6440 · CONTRACT PERSONNEL</td>
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<td></td>
</tr>
<tr>
<td>6440.A · ADD'L FUNDS APPROVED BY BOD</td>
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<tr>
<td>6440 · CONTRACT PERSONNEL - Other</td>
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</tbody>
</table>

#### CONTRACT PERSONNEL

<table>
<thead>
<tr>
<th>Account Code</th>
<th>Description</th>
<th>Jan - Dec 20</th>
<th>Budget</th>
<th>% of Budget</th>
</tr>
</thead>
<tbody>
<tr>
<td>6440 · CONTRACT PERSONNEL</td>
<td></td>
<td>13,639.00</td>
<td>31,000.00</td>
<td>44.0%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Account Code</th>
<th>Description</th>
<th>Jan - Dec 20</th>
<th>Budget</th>
<th>% of Budget</th>
</tr>
</thead>
<tbody>
<tr>
<td>6450 · BOOKKEEPING/OUTSOURCE</td>
<td></td>
<td>2,695.00</td>
<td>1,500.00</td>
<td>179.7%</td>
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<tr>
<td>6460 · LOBBYING - OUTSOURCE</td>
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<td>18,000.00</td>
<td>27,000.00</td>
<td>66.7%</td>
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<tr>
<td>6470 · TECHNICAL SUPPORT - COMPUTER</td>
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<td>2,000.00</td>
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<tr>
<td>6480 · LEGAL</td>
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<td>1,127.00</td>
<td>500.00</td>
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</tbody>
</table>

#### PROF. & TECHNICAL SERVICE

<table>
<thead>
<tr>
<th>Account Code</th>
<th>Description</th>
<th>Jan - Dec 20</th>
<th>Budget</th>
<th>% of Budget</th>
</tr>
</thead>
<tbody>
<tr>
<td>6500 · FURNITURE, EQUIPMENT &amp; AUTO</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>6510 · AUTO INSURANCE</td>
<td></td>
<td>0.00</td>
<td>2,600.00</td>
<td>0.0%</td>
</tr>
<tr>
<td>6520 · AUTO MAINTENANCE</td>
<td></td>
<td>157.00</td>
<td>1,000.00</td>
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</tr>
<tr>
<td>6530 · OFFICE FURNITURE</td>
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<td>654.93</td>
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<td>65.5%</td>
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<tr>
<td>6540 · COMPUTER/SOFTWARE PURCHASE</td>
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<td>2,682.06</td>
<td>3,000.00</td>
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<tr>
<td>6550 · DEBT SERVICE EXPENSE - AUTO</td>
<td></td>
<td>0.00</td>
<td>6,907.00</td>
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<tr>
<td>6560 · VEHICLE RENTAL - EXEC. DIR.</td>
<td></td>
<td>842.59</td>
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</tbody>
</table>

#### FURNITURE, EQUIPMENT & AUTO

<table>
<thead>
<tr>
<th>Account Code</th>
<th>Description</th>
<th>Jan - Dec 20</th>
<th>Budget</th>
<th>% of Budget</th>
</tr>
</thead>
<tbody>
<tr>
<td>6560 · VEHICLE RENTAL - EXEC. DIR.</td>
<td></td>
<td>842.59</td>
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</table>

<table>
<thead>
<tr>
<th>Account Code</th>
<th>Description</th>
<th>Jan - Dec 20</th>
<th>Budget</th>
<th>% of Budget</th>
</tr>
</thead>
<tbody>
<tr>
<td>6600 · CONTINUING ED/MEETINGS/TRAVEL</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>6610.G · EMERGING LEADERS INSTITUTE 2</td>
<td></td>
<td>0.00</td>
<td>750.00</td>
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</tr>
<tr>
<td>6620 · CELEBRATE ARCHITECTURE</td>
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<td></td>
<td></td>
</tr>
<tr>
<td>6620.J · CELEBRATE ARCHITECTURE 2020</td>
<td></td>
<td>14,606.96</td>
<td>44,000.00</td>
<td>33.2%</td>
</tr>
<tr>
<td>6620.K · CELEBRATE ARCHITECTURE 2021</td>
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<td>300.00</td>
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</tr>
<tr>
<td>6620.L · CELEBRATE ARCHITECTURE 2022</td>
<td></td>
<td>300.00</td>
<td></td>
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</table>

#### CELEBRATE ARCHITECTURE

<table>
<thead>
<tr>
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<th>Jan - Dec 20</th>
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<th>% of Budget</th>
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</thead>
<tbody>
<tr>
<td>6620 · CELEBRATE ARCHITECTURE</td>
<td></td>
<td>15,206.96</td>
<td>44,000.00</td>
<td>34.6%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Account Code</th>
<th>Description</th>
<th>Jan - Dec 20</th>
<th>Budget</th>
<th>% of Budget</th>
</tr>
</thead>
<tbody>
<tr>
<td>6640 · BOARD MEETING 1ST QUARTER</td>
<td></td>
<td>429.84</td>
<td>500.00</td>
<td>86.0%</td>
</tr>
<tr>
<td>6641 · BOARD MEETING 2ND QUARTER</td>
<td></td>
<td>0.00</td>
<td>1,000.00</td>
<td>0.0%</td>
</tr>
<tr>
<td>6642 · BOARD MEETING 3RD QUARTER</td>
<td></td>
<td>0.00</td>
<td>1,000.00</td>
<td>0.0%</td>
</tr>
<tr>
<td>Category</td>
<td>Jan - Dec 20</td>
<td>Budget</td>
<td>% of Budget</td>
<td></td>
</tr>
<tr>
<td>----------------------------------------------</td>
<td>--------------</td>
<td>----------</td>
<td>-------------</td>
<td></td>
</tr>
<tr>
<td>6643 · BOARD MEETING 4TH QUARTER</td>
<td>0.00</td>
<td>3,000.00</td>
<td>0.0%</td>
<td></td>
</tr>
<tr>
<td>6650 · TRAVEL REIMB. - BOARD MEMBERS</td>
<td>1,268.45</td>
<td>4,200.00</td>
<td>30.2%</td>
<td></td>
</tr>
<tr>
<td>6660 · EXECUTIVE PLANNING MEETING</td>
<td>20.00</td>
<td>1,500.00</td>
<td>1.3%</td>
<td></td>
</tr>
<tr>
<td>6670 · TRAVEL OFFICE</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>6670.B · GRASSROOTS</td>
<td>1,744.08</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>6670 · TRAVEL OFFICE - Other</td>
<td>770.63</td>
<td>14,000.00</td>
<td>5.5%</td>
<td></td>
</tr>
<tr>
<td>Total 6670 · TRAVEL OFFICE</td>
<td>2,514.71</td>
<td>14,000.00</td>
<td>18.0%</td>
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</tr>
<tr>
<td>6671 · TRAVEL PRESIDENT</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>6671.A · NATIONAL CONVENTION</td>
<td>0.00</td>
<td>3,000.00</td>
<td>0.0%</td>
<td></td>
</tr>
<tr>
<td>Total 6671 · TRAVEL PRESIDENT</td>
<td>0.00</td>
<td>3,000.00</td>
<td>0.0%</td>
<td></td>
</tr>
<tr>
<td>6672 · TRAVEL PRESIDENT ELECT</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>6672.A · GRASSROOTS</td>
<td>0.00</td>
<td>2,500.00</td>
<td>0.0%</td>
<td></td>
</tr>
<tr>
<td>6672 · TRAVEL PRESIDENT ELECT - Other</td>
<td>759.20</td>
<td></td>
<td></td>
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</tr>
<tr>
<td>Total 6672 · TRAVEL PRESIDENT ELECT</td>
<td>759.20</td>
<td>2,500.00</td>
<td>30.4%</td>
<td></td>
</tr>
<tr>
<td>Total 6600 · CONTINUING ED/MEETINGS/TRAVEL</td>
<td>20,199.16</td>
<td>75,450.00</td>
<td>26.8%</td>
<td></td>
</tr>
<tr>
<td>6800 · DEVELOPMENT</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>6810 · EVENTS</td>
<td>0.00</td>
<td>300.00</td>
<td>0.0%</td>
<td></td>
</tr>
<tr>
<td>6820 · EXECUTIVE</td>
<td>0.00</td>
<td>300.00</td>
<td>0.0%</td>
<td></td>
</tr>
<tr>
<td>6830 · GOVERNANCE</td>
<td>0.00</td>
<td>300.00</td>
<td>0.0%</td>
<td></td>
</tr>
<tr>
<td>6840 · LEGISLATIVE</td>
<td>1,023.76</td>
<td>5,000.00</td>
<td>20.5%</td>
<td></td>
</tr>
<tr>
<td>6930 · GOV'T AGENCY LIAISON</td>
<td>0.00</td>
<td>750.00</td>
<td>0.0%</td>
<td></td>
</tr>
<tr>
<td>6960 · LSBAE/SELECTION BOARD LIAISON</td>
<td>22.00</td>
<td>200.00</td>
<td>11.0%</td>
<td></td>
</tr>
<tr>
<td>Total 6800 · DEVELOPMENT</td>
<td>1,045.76</td>
<td>6,850.00</td>
<td>15.3%</td>
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</tr>
<tr>
<td>7000 · SALARIES AND RELATED BENEFITS.</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>7010 · EXECUTIVE DIRECTOR</td>
<td>56,000.00</td>
<td>96,000.00</td>
<td>58.3%</td>
<td></td>
</tr>
<tr>
<td>7020 · DIRECTOR OF MEMBERSHIP</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>7020.A · ADD'L FUNDS APPROVED BY BOD</td>
<td>1,000.00</td>
<td>1,000.00</td>
<td>100.0%</td>
<td></td>
</tr>
<tr>
<td>7020 · DIRECTOR OF MEMBERSHIP - Other</td>
<td>42,880.13</td>
<td>64,000.00</td>
<td>67.0%</td>
<td></td>
</tr>
<tr>
<td>Total 7020 · DIRECTOR OF MEMBERSHIP</td>
<td>43,880.13</td>
<td>65,000.00</td>
<td>67.5%</td>
<td></td>
</tr>
<tr>
<td>7040 · BONUS - DIRECTOR OF MEMBERSHIP</td>
<td>5,600.00</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>7045 · STAFF BONUSES</td>
<td>3,000.00</td>
<td>8,600.00</td>
<td>34.9%</td>
<td></td>
</tr>
<tr>
<td>7060 · RETIREMENT - DIR. OF MEMBERSHIP</td>
<td>3,200.00</td>
<td>3,200.00</td>
<td>100.0%</td>
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</tr>
<tr>
<td>7081 · GROUP INSURANCE</td>
<td>12,788.16</td>
<td>23,560.00</td>
<td>54.3%</td>
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</tr>
<tr>
<td>7090 · EMPLOYER FICA/MEDICARE</td>
<td>8,069.23</td>
<td>13,500.00</td>
<td>59.8%</td>
<td></td>
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<tr>
<td>7100 · TAXES UNEMPLOYMENT STATE</td>
<td>200.20</td>
<td>300.00</td>
<td>66.7%</td>
<td></td>
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<tr>
<td>7110 · TAXES FUTA</td>
<td>0.00</td>
<td>500.00</td>
<td>0.0%</td>
<td></td>
</tr>
<tr>
<td>7120 · INSURANCE WORKMAN'S COMP</td>
<td>0.00</td>
<td>2,100.00</td>
<td>0.0%</td>
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</tr>
<tr>
<td>Total 7000 · SALARIES AND RELATED BENEFITS.</td>
<td>132,737.72</td>
<td>212,760.00</td>
<td>62.4%</td>
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</tr>
<tr>
<td>7500 · DESIGN CONFERENCE EXPENSE</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>7510 · PETTY CASH CONVENTION</td>
<td>0.00</td>
<td>300.00</td>
<td>0.0%</td>
<td></td>
</tr>
<tr>
<td>7520 · BADGES/REGISTRATION SUPPLIES</td>
<td>0.00</td>
<td>650.00</td>
<td>0.0%</td>
<td></td>
</tr>
<tr>
<td>7530 · PRINTING</td>
<td>0.00</td>
<td>500.00</td>
<td>0.0%</td>
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</tr>
<tr>
<td>7540 · GRAPHICS</td>
<td>0.00</td>
<td>500.00</td>
<td>0.0%</td>
<td></td>
</tr>
<tr>
<td>7550 · POSTAGE</td>
<td>0.00</td>
<td>500.00</td>
<td>0.0%</td>
<td></td>
</tr>
<tr>
<td>7600 · PRODUCT SHOW LUNCHEON/REFRESH</td>
<td>0.00</td>
<td>11,000.00</td>
<td>0.0%</td>
<td></td>
</tr>
<tr>
<td>7610 · PRODUCT SHOW DECORATOR</td>
<td>0.00</td>
<td>6,000.00</td>
<td>0.0%</td>
<td></td>
</tr>
<tr>
<td>7615 · WEDNESDAY EVENING EVENT</td>
<td>100.00</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>7650 · KEYNOTE SPEAKER</td>
<td>0.00</td>
<td>8,000.00</td>
<td>0.0%</td>
<td></td>
</tr>
<tr>
<td>7670 · SEMINAR SPEAKERS</td>
<td>0.00</td>
<td>7,000.00</td>
<td>0.0%</td>
<td></td>
</tr>
<tr>
<td>7680 · TOURS</td>
<td>0.00</td>
<td>1,000.00</td>
<td>0.0%</td>
<td></td>
</tr>
<tr>
<td>7690 · AUDIO/VISUAL</td>
<td>111.96</td>
<td>6,500.00</td>
<td>1.7%</td>
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<tr>
<td>7700 · HONORS DISPLAY</td>
<td>0.00</td>
<td>1,500.00</td>
<td>0.0%</td>
<td></td>
</tr>
<tr>
<td>7710 · HONORS CERTIFICATES</td>
<td>0.00</td>
<td>125.00</td>
<td>0.0%</td>
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<tr>
<td>7720 · HONORS LUNCHEON</td>
<td>0.00</td>
<td>6,500.00</td>
<td>0.0%</td>
<td></td>
</tr>
<tr>
<td>7730 · TRANSPORTATION</td>
<td>0.00</td>
<td>1,500.00</td>
<td>0.0%</td>
<td></td>
</tr>
<tr>
<td>Item</td>
<td>Jan - Dec 20</td>
<td>Budget</td>
<td>% of Budget</td>
<td></td>
</tr>
<tr>
<td>----------------------------------------------------------------------</td>
<td>--------------</td>
<td>------------</td>
<td>-------------</td>
<td></td>
</tr>
<tr>
<td>7740 · HOTEL &amp; MEETING ROOM EXPENSE</td>
<td>84.69</td>
<td>19,000.00</td>
<td>0.4%</td>
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</tr>
<tr>
<td>7770 · CONVENTION REFUNDS</td>
<td>0.00</td>
<td>1,000.00</td>
<td>0.0%</td>
<td></td>
</tr>
<tr>
<td>7790 · CANCELLATION INSURANCE</td>
<td>856.57</td>
<td>750.00</td>
<td>114.2%</td>
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</tr>
<tr>
<td>7820 · VISA/MC BANK CHARGE</td>
<td>698.77</td>
<td>2,550.00</td>
<td>27.4%</td>
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</tr>
<tr>
<td>Total 7500 · DESIGN CONFERENCE EXPENSE</td>
<td>1,851.99</td>
<td>74,875.00</td>
<td>2.5%</td>
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</tr>
<tr>
<td>9000 · OTHER EXPENSES</td>
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<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>9041 · EXCESS RESERVES</td>
<td></td>
<td>9,038.26</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total 9041 · EXCESS RESERVES</td>
<td></td>
<td>9,038.26</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total 9000 · OTHER EXPENSES</td>
<td></td>
<td>9,038.26</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total Expense</td>
<td>242,099.29</td>
<td>515,103.00</td>
<td>47.0%</td>
<td></td>
</tr>
<tr>
<td>Net Ordinary Income</td>
<td>77,228.69</td>
<td>1,670.00</td>
<td>4,624.5%</td>
<td></td>
</tr>
<tr>
<td>Other Income/Expense</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Other Income</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1045 · GAIN ON SALE OF ASSETS</td>
<td></td>
<td>5,028.85</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total Other Income</td>
<td></td>
<td>5,028.85</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Net Other Income</td>
<td></td>
<td>5,028.85</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Net Income</td>
<td>82,257.54</td>
<td>1,670.00</td>
<td>4,925.6%</td>
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</tr>
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</table>