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| **Financial Report Year-End –As of December 2018****Income and Expense Detail -- Accrual Based** |
|  |  | YE 2018(YE Dec 2018) | Prev YE(YE Dec 2017) | 2018 YE Budget |
| Income |  Meeting Fees | $6,200  | $2,500  | $4,000  |
|  |  Certification | $5,000  | $5,000  | $4,000  |
|  |  Interest & Misc. | $1,095  | $353  | $120  |
|  |  Dues | $1,876,250  | $1,921,000  | $1,930,000  |
|  |  Dues Forfeited | ($12,250) | ($43,167) | ($45,000) |
|  |  Standards Sales | $170,922  | $157,335  | $220,000  |
|  |  Workshops | $7,250  | $17,500  | $10,000  |
|  |  **Total Income** | **$2,054,467**  | **$2,060,521**  | **$2,123,120**  |
| Expenses |  Salaries, Benefits and Taxes | $1,262,986  | $1,202,243  | $1,265,000  |
|  |  Office Rents and Parking | $191,545  | $184,388  | $210,000  |
|  |  Office Expenses | $69,786  | $74,756  | $70,000  |
|  |  Telecommunications | $40,733  | $44,595  | $60,000  |
|  |  Travel and Meetings | $343,941  | $386,919  | $315,000  |
|  |  Publications/Mailings/Printing | $45,323  | $41,677  | $50,000  |
|  |  Outside Services | $133,844  | $125,388  | $130,000  |
|  |  Insurance, Taxes and Fees | $15,347  | $15,431  | $17,000  |
|  | **Total Expenses** | **$2,103,506**  | **$2,075,396**  | **$2,117,000**  |
| **Net Income** |  | **($49,039)** | **($14,874)** | **$6,120**  |

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| **Financial Report Year-To-Date –As of January 2019****Income and Expense Detail -- Accrual Based** |
|  |  | Current YTD(YTD Jan 2019) | Prev YTD(YTD Jan 2018) | 2019 YTD Budget | 2019 YE Budget | 2019 YE Est |
| Income |  Meeting Fees | $500  | $0  | $333  | $4,000  | $4,000  |
|  |  Certification | $0  | $0  | $1,000  | $6,000  | $6,000  |
|  |  Interest & Misc. | $171  | $79  | $63  | $750  | $1,187  |
|  |  Dues | $1,367,125  | $1,345,958  | $1,387,432  | $1,934,712  | $1,935,295  |
|  |  Dues Forfeited | ($2,333) | ($7,000) | ($9,000) | ($50,000) | ($50,000) |
|  |  Standards Sales | $44,050  | $6,078  | $7,000  | $190,000  | $190,000  |
|  |  Workshops | $1,720  | $0  | $2,000  | $7,500  | $7,500  |
|  |  **Total Income** | **$1,411,232**  | **$1,345,115**  | **$1,388,828**  | **$2,092,962**  | **$2,093,980**  |
| Expenses |  Salaries, Benefits and Taxes | $88,173  | $84,995  | $88,953  | $1,320,000  | $1,306,164  |
|  |  Office Rents and Parking | $15,655  | $14,885  | $16,250  | $195,000  | $192,315  |
|  |  Office Expenses | $5,348  | $6,362  | $5,000  | $60,000  | $68,772  |
|  |  Telecommunications | $3,369  | $2,367  | $2,116  | $40,000  | $40,000  |
|  |  Travel and Meetings | $11,049  | $5,430  | $4,804  | $315,000  | $319,560  |
|  |  Publications/Mailings/Printing | $4,093  | $2,997  | $2,910  | $45,000  | $45,000  |
|  |  Outside Services | $10,939  | $9,102  | $9,485  | $130,000  | $135,682  |
|  |  Insurance, Taxes and Fees | $991  | $1,096  | $1,037  | $15,000  | $15,000  |
|  | **Total Expenses** | **$139,618**  | **$127,235**  | **$130,555**  | **$2,120,000**  | **$2,122,493**  |
| **Net Income** |  | **$1,271,614**  | **$1,217,880**  | **$1,258,272**  | **($27,038)** | **($28,512)** |