

	2015	2016	2017	2018	2019 YTD	2019 Projected	2020 Projected
<b>INCOME</b>							
Active Dues	\$ 80,057.00	\$ 87,261.00	\$ 88,831.00	\$ 93,066.72	\$ 97,231.50	\$ 106,000.00	\$ 110,000.00
Colonist Fees	\$ 3,850.00	\$ 9,650.00	\$ 4,800.00	\$ 1,950.00	\$ 4,815.00	\$ 4,815.00	\$ 2,000.00
Pledge Fees	\$ 20,787.00	\$ 17,500.00	\$ 18,000.00	\$ 18,200.00	\$ 23,200.00	\$ 27,000.00	\$ 27,000.00
Initiation Fees	\$ 24,524.00	\$ 25,600.00	\$ 27,550.00	\$ 26,687.50	\$ 22,710.00	\$ 32,000.00	\$ 32,000.00
Alumni Association Fees	\$ 1,500.00	\$ 800.00	\$ 900.00	\$ 1,800.00	\$ 1,095.70	\$ 2,000.00	\$ 2,000.00
Alumni Dues	\$ 19,892.00	\$ 29,281.00	\$ 26,853.00	\$ 21,310.18	\$ 11,864.52	\$ 26,000.00	\$ 26,000.00
Alumni Association Formation Fees	\$ 300.00	\$ 300.00	\$ 600.00	\$ -	\$ -	\$ 600.00	\$ -
Installation Fees	\$ 6,400.00	\$ -	\$ 4,125.00	\$ -	\$ -	\$ -	\$ 4,500.00
Miscellaneous (LC, AA summit/Alumni Days, Bronze Medal, Insurance)	\$ 7,646.00	\$ 16,303.00	\$ 13,863.00	\$ 8,640.15	\$ 9,702.13	\$ 9,702.13	\$ 10,000.00
Jewelry/Pledge Pins	\$ 3,501.00	\$ 3,788.00	\$ 1,950.00	\$ 972.50	\$ 441.00	\$ 600.00	\$ 600.00
Grants	\$ 4,046.00	\$ 600.00	\$ 3,300.00	\$ 4,000.00	\$ 5,000.00	\$ 5,000.00	\$ 5,000.00
Convention**	\$ 48,230.00	\$ 48,125.00	\$ 45,770.00	\$ 42,655.00	\$ 48,280.00	\$ 50,000.00	\$ 50,000.00
<b>TOTAL INCOME</b>	<b>\$ 220,733.00</b>	<b>\$ 239,208.00</b>	<b>\$ 236,542.00</b>	<b>\$ 219,282.05</b>	<b>\$ 224,339.85</b>	<b>\$ 263,717.13</b>	<b>\$ 269,100.00</b>
<b>EXPENSES</b>							
Grand Council Summer Meeting	\$ 5,388.00	\$ 2,220.00	\$ 5,283.00	\$ 6,275.80	\$ 5,617.47	\$ 5,617.47	\$ 6,000.00
Grand Council Winter Meeting	\$ 5,323.00	\$ 4,278.00	\$ 4,701.00	\$ 4,764.81	\$ 4,399.65	\$ 4,399.65	\$ 4,800.00
Convention Business Session	\$ 5,368.00	\$ 5,854.00	\$ 8,872.00	\$ 11,724.67	\$ 1,306.13	\$ 9,000.00	\$ 10,000.00
Regional Directors Meeting	\$ 5,236.00	\$ 7,252.00	\$ 6,635.00	\$ 8,325.51	\$ 7,031.40	\$ 7,031.40	\$ 8,000.00
Alumni Directors Meeting			\$ 2,279.00	\$ 1,884.76	\$ 3,587.85	\$ 3,587.85	\$ 2,000.00
Colony Team Meeting		\$ 3,100.00	\$ 3,100.00	\$ 2,539.44	\$ 2,658.36	\$ 2,658.36	\$ 3,000.00
Archi Production & Postage	\$ -	\$ 10,600.00	\$ -	\$ -	\$ -	\$ -	\$ 12,000.00
Alumni Postcards		\$ -	\$ 58.00	\$ 330.48	\$ -	\$ -	\$ 300.00
Other Publications and Postage	\$ 200.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 200.00
Alumni Dues Production & Postage	\$ 3,977.00	\$ 3,900.00	\$ 2,211.00	\$ 3,276.08	\$ -	\$ 1,800.00	\$ 1,800.00
Rise / Ritual / Handbook/ Resources		\$ 286.00		\$ 37.45	\$ 74.00	\$ 500.00	\$ 100.00
Postage & Shipping	\$ 638.00	\$ 486.00	\$ 219.00	\$ 253.74	\$ 220.82	\$ 300.00	\$ 300.00
PFA Dues & Fees	\$ 250.00	\$ 10.00	\$ 525.00	\$ 10.00	\$ 310.00	\$ 310.00	\$ 310.00
Office Supplies (paper, ink, envelopes)	\$ -	\$ 123.00	\$ 1,050.00	\$ 43.78	\$ 163.32	\$ 200.00	\$ 200.00
Marketing Materials (banners, etc.)	\$ 160.00	\$ 10.00	\$ -	\$ 168.73	\$ -	\$ 168.00	\$ 200.00
Software	\$ 2,071.00	\$ 573.00	\$ 1,274.00	\$ 2,322.72	\$ 2,263.66	\$ 3,000.00	\$ 3,000.00
GC Officer Training	\$ 922.00	\$ -	\$ -	\$ -	\$ 3,270.57	\$ 5,000.00	\$ 5,000.00
Accounting	\$ -	\$ -	\$ -	\$ 3,350.00	\$ 1,350.00	\$ 1,800.00	\$ 1,800.00
Insurance	\$ 18,349.00	\$ 21,229.00	\$ 17,734.00	\$ 17,093.50	\$ -	\$ 17,500.00	\$ 17,500.00
Insurance Deductible				\$ -	\$ -	\$ -	\$ 3,000.00
Legal Council				\$ -	\$ 522.50	\$ 522.50	\$ 1,000.00
Credit Card Service Fees	\$ 2,965.00	\$ 3,015.00	\$ 2,926.00	\$ 6,134.89	\$ -	\$ -	\$ -
P.O. Box	\$ 70.00	\$ 70.00	\$ 70.00	\$ 76.00	\$ -	\$ 76.00	\$ 76.00
Database & Master Directory	\$ 30.00	\$ -	\$ 990.00	\$ 17,440.00	\$ 9,000.00	\$ 12,000.00	\$ 12,000.00
Taxes	\$ 35.00	\$ 35.00	\$ 35.00	\$ 11,722.38	\$ 10,411.81	\$ 20,000.00	\$ 10,000.00
Bank Charges (Gateway)	\$ 357.00	\$ 3,290.00	\$ 577.00	\$ 779.50	\$ -	\$ -	\$ -
Storage Facility	\$ 1,088.00	\$ 876.00	\$ 1,022.00	\$ 172.00	\$ -	\$ -	\$ -
Executive Assistant	\$ 956.00	\$ 1,505.00	\$ 405.00	\$ 988.44	\$ -	\$ 1,000.00	\$ 1,000.00
Historian	\$ 1,673.00	\$ 413.00	\$ 15.00	\$ 102.38	\$ -	\$ 300.00	\$ 500.00
Awards		\$ 64.00	\$ 92.00	\$ 29.92	\$ 280.15	\$ 350.00	\$ 350.00
Bronze Medal		\$ 1,660.00	\$ 1,240.00	\$ 1,236.98	\$ 364.40	\$ 1,200.00	\$ 1,400.00
Jewelry (badges, upgrades, merchandise)	\$ 18,523.00	\$ 13,907.00	\$ 14,930.00	\$ 16,077.79	\$ 6,856.90	\$ 16,000.00	\$ 16,000.00
Certificates	\$ 3,933.00	\$ 4,767.00	\$ 5,133.00	\$ 7,662.72	\$ 3,825.15	\$ 7,000.00	\$ 7,000.00
Charters	\$ 990.00	\$ 803.00	\$ 257.00	\$ 228.80	\$ 187.23	\$ 187.23	\$ 500.00
Web Services	\$ 2,192.00	\$ 1,500.00	\$ 1,536.00	\$ 1,449.00	\$ 4,026.50	\$ 4,500.00	\$ 2,500.00
Expansion	\$ 3,610.00	\$ -	\$ 151.00	\$ 393.28	\$ -	\$ 100.00	\$ 1,000.00
Colony Program (Formation, Installation, Colony Educator)	\$ 13,308.00	\$ 8,468.00	\$ 14,487.00	\$ -	\$ 7,569.61	\$ 8,000.00	\$ 8,000.00
Ritual and Ritual Workshops	\$ -	\$ -	\$ 1,390.00	\$ 8,775.83	\$ 2,000.00	\$ 3,000.00	\$ 3,000.00
Chapter Development	\$ 6,776.00	\$ 5,277.00	\$ 9,273.00	\$ 3,718.36	\$ 6,987.31	\$ 9,000.00	\$ 10,000.00
Alumni Development	\$ 459.00	\$ 2,744.00	\$ 1,448.00	\$ 3,148.77	\$ 891.86	\$ 2,000.00	\$ 3,000.00
Grand Council Travel	\$ 9,329.00	\$ 11,278.00	\$ 3,397.00	\$ 1,645.75	\$ 3,284.00	\$ 4,000.00	\$ 4,000.00
Leadership Conference	\$ 35,628.00	\$ 31,881.00	\$ 38,788.00	\$ 39,077.44	\$ 34,026.76	\$ 34,026.76	\$ 40,000.00
Alumni Summit/Alumni Days	\$ 10,651.00	\$ 7,266.00	\$ 10,285.00	\$ 4,702.57	\$ 3,906.58	\$ 3,906.58	\$ 6,000.00
Advisor Roundtable	\$ 4,210.00	\$ 10,005.00	\$ 6,050.00	\$ 10,710.85	\$ 1,728.26	\$ 1,728.26	\$ -
Convention**	\$ 44,982.78	\$ 47,542.72	\$ 51,747.88	\$ 58,774.86	\$ 2,564.75	\$ 50,000.00	\$ 50,000.00
<b>TOTAL EXPENSES</b>	<b>\$ 209,647.78</b>	<b>\$ 216,287.72</b>	<b>\$ 220,185.88</b>	<b>\$ 257,449.98</b>	<b>\$ 130,687.00</b>	<b>\$ 241,770.06</b>	<b>\$ 256,836.00</b>
<b>NET</b>	<b>\$ 11,085.22</b>	<b>\$ 22,920.28</b>	<b>\$ 16,356.12</b>	<b>\$ (38,167.93)</b>	<b>\$ 93,652.85</b>	<b>\$ 21,947.07</b>	<b>\$ 12,264.00</b>

\*\*Convention is intended to be self-funding

\*\*\*2018 Overage was expected and accounted for with retained net income from the prior 3 years