

	1961 Revised Budget	1961 Realization	1962 Tentative Budget
<u>INCOME</u>			
ADVERTISING			
Proceedings	\$ 1,450,000	\$ 1,300,000	\$ 1,600,000
Directory	290,000	300,000	300,000
Total	<u>1,740,000</u>	<u>1,600,000</u>	<u>1,900,000</u>
MEMBERSHIP DUES			
Entrance Fees	12,000	14,000	14,000
Current Year	940,000	1,040,000	1,050,000
Prior Years	3,000	4,000	4,000
Total	<u>955,000</u>	<u>1,058,000</u>	<u>1,068,000</u>
SUBSCRIPTIONS	215,000	237,000	240,000
SALES ITEMS			
Binders	8,000	10,000	10,000
Emblems	6,000	6,000	6,000
Reprints	50,000	65,000	65,000
Standards	6,000	8,000	8,000
Miscellaneous	5,000	5,000	5,000
Total	<u>75,000</u>	<u>94,000</u>	<u>94,000</u>
CONVENTION SALES	804,000	806,000	806,000
CONVENTION RECORD SALES	45,000	50,000	50,000
WESCON RECORD SALES	25,000	8,000	---
INVESTMENTS INCOME	42,000	55,000	55,000
MISCELLANEOUS	<u>2,000</u>	<u>2,000</u>	<u>2,000</u>
<u>TOTAL INCOME</u>	\$ 3,903,000	\$ 3,910,000	\$ 4,215,000
<u>TOTAL EXPENSE</u>	<u>3,959,500</u>	<u>3,885,500</u>	<u>4,236,000</u>
<u>SURPLUS</u>	\$ - 56,500	\$ 24,500	\$ - 21,000

7.38.366

December 11, 1961.

	1961 Revised Budget	1961 Realization	1962 Tentative Budget
EXPENSES			
SALARIES			
General Office	404,000	493,000	530,000
Editorial	75,000	58,000	60,000
Professional Groups	136,000	165,000	190,000
Standardization	7,500	---	7,000
Total	702,500	716,000	787,000
ADVERTISING SALES			
Commission, FIRE	363,000	325,000	400,000
Advertising Promotion	73,000	85,000	138,000
Discount	29,000	25,000	32,000
Total	465,000	435,000	570,000
PRINT			
Advertising	420,000	360,000	355,000
Editorial	435,000	400,000	455,000
Subscriptions	---	---	95,000
MISCELLANEOUS PRINTING			
	6,000	6,000	6,000
DIRECTORY			
Commission	72,500	75,000	75,000
Discount	4,500	4,000	5,000
Salaries	26,000	30,000	30,000
Printing and Supplies	165,000	216,000	220,000
Postage	38,000	45,000	45,000
Total	306,000	370,000	375,000
SALES ITEMS			
Binders	8,000	8,000	8,000
Emblems	4,500	3,000	4,000
Reprints	35,000	45,000	45,000
Standards	1,500	2,000	2,000
Total	49,000	58,000	59,000
FIELD ITEMS			
Section and Subsection Rebates	90,000	97,000	97,000
PG Chapter Rebates	7,000	9,000	23,000
Professional Groups Expense	6,000	6,000	6,000
Professional Groups Subsidy	150,000	150,000	104,000
Total	253,000	262,000	230,000
STUDENTS			
Student Branches	12,000	12,000	12,000
Student Members	18,000	15,000	16,000
FIRE Subsidy	90,000	70,000	90,000
Student Publications	50,000	40,000	50,000
Student Transactions	3,000	4,000	4,000
Student Representatives - Travel	5,000	7,000	7,000
Total	178,000	148,000	179,000

December 14, 1961.

Page 2.

	1961 Revised Budget	1961 Realization	1962 tentative Budget
EXPENSES (Continued)			
BUILDING OPERATIONS			
Electricity and Water	8,000	8,000	8,000
Insurance	3,000	1,000	3,000
Repairs and Maintenance	24,000	24,000	24,000
Salaries, Building Care	26,000	25,000	26,000
Steam	9,000	9,000	9,000
Total	70,000	67,000	70,000
OPERATIONS			
Audit	6,500	6,500	7,000
Insurance	4,000	4,000	4,000
JTAC	13,500	12,000	3,500
Medals and Awards	5,000	4,500	5,000
Memberships	3,000	3,000	3,000
New Members & Publicity	3,600	4,000	4,000
Office Equipment	2,400	4,500	3,500
Postage and Express	64,000	64,000	70,000
Repairs & Service Equipment	10,000	12,000	12,000
Stationery & Supplies	36,000	46,000	48,000
Telephone & Telegraph	12,000	16,000	16,000
Total	160,000	176,500	176,000
SOCIAL SECURITY & D. I. TAXES	20,000	24,000	24,000
TRAVEL			
Directors	14,000	18,000	18,000
Directors-Regional	4,000	2,500	4,000
Directors-International	10,000	11,500	5,000
President & Executive Sec'y.	17,000	21,000	20,000
Staff	9,000	8,500	10,000
Total	54,000	61,500	57,000
NATIONAL CONVENTION	714,000	692,000	692,000
CONVENTION RECORD	30,000	26,000	26,000
ILIFFE & SONS - PLUS INDEX	9,000	9,000	12,000
FISCAL OPERATIONS	1,000	1,000	1,000
LEGAL	7,000	10,000	15,000
RESERVE FOR PUBLICATIONS	18,000	8,500	---
RESERVE FOR ECPD	10,000	---	10,000
MISCELLANEOUS	6,000	21,000	6,000
WESCON RECORD	16,000	---	---
TOTAL EXPENSE	\$ 3,929,500	\$ 3,851,500	\$ 4,200,000
RESERVE FOR DEPRECIATION	30,000	34,000	36,000
GRAND TOTAL EXPENSE	\$3,959,500	\$3,885,500	\$ 4,236,000

December 11, 1961.

Page 3.

.1231.11 Technical

S. 1231.11