

					<b>INCOME</b>	projected (net)	
<b>Source</b>	<b>In-Kind</b>	<b>Cash</b>			<b>Total</b>		<b>% of income</b>
Conferences		0			0		0%
Memberships	304,000	384,000			688,000		84%
Licenses and Royalties		31,000			31,000		4%
Donations		3,000			3,000		0%
Ad Sales					0		0%
Investments					0		0%
Other		100,000			100,000		12%
<b>Total Income</b>	<b>304,000</b>	<b>518,000</b>			<b>822,000</b>		
<b>EXPENSES</b>							
<b>Classes</b>	<b>Memberships In-Kind and COG</b>	<b>Travel</b>	<b>Contracts</b>	<b>Other</b>	<b>Total</b>	<b>Notes</b>	<b>% of expense</b>
Management & General		37,200	211,867	47,044	296,111		32%
Fundraising	304,000	21,600		10,000	335,600		37%
Development		136,600	25,000	7,900	169,500		19%
Technology			65,000		65,000		7%
EVT - Events				38,000	38,000		4%
MKT - Marketing		4,950		5,000	9,950		1%
<b>Total Expenses</b>	<b>304,000</b>	<b>200,350</b>	<b>301,867</b>	<b>107,944</b>	<b>914,161</b>		
					<b>-\$92,161</b>	<b>NET SURPLUS/DEFICIT</b>	