

## Local 1000 Ex. Board

4/5/19. 10:00 a.m. CST

Present: Eve Goldberg, Kev Corbett, Aaron Fowler, Vi Wickam, Gary Hermus, Rosalyn Dennett. Richard Coombs from the office was on the first part of the call.

1. Approval of minutes. The Board reviewed the minutes from the February board meeting. Gary moved to approve. Kev 2nd. Board approved.
2. Presidents Report. Eve reported on a meeting with John O'Conner, John McCutcheon and Alex Weisendanger from AFM regarding possible internal organizing campaigns focused on Fair Trade and work dues equivalency. Alex has drafted a campaign plan. Fair Trade committee has reviewed it. **Eve will share with Aaron prior to his AFM conference the end of April.**

-Eve also reported that the paperwork for AFM convention has been received in the office. **She is working with Richard to complete it and get it turned in.**

3. New Member Ratification
  - Davy Gallant
  - Dawson McManus
  - Jamie Payment

Vi moves to accept. Gary 2nd. The board approved all three new members. **Kev will follow up with Davy regarding gigs in his local area.**

4. Owl Mountain Music still needs to be followed up on. **Vi will talk with Colin about this.**

5. Office Report-Richard has been on vacation recently and Colin covered for him. No issues occurred while he was out of the office. Richard reported that they are working on current invoicing. There are 25 members on the suspension list. **Kev will call Canadian members, Aaron will follow up with US members.**

-New MPTF funds will become available beginning May 1st.

-The office will be working on getting a Pro Zoom account that all committees can use for calls.

-There have been some issues with faxes not being received in the office. They go to an office at Local 802.

6. Secretary/Treasurer Report. Vi reported that the AFM-EPF is being audited and we have been asked to provide paperwork. Vi is providing this information to the AFM-EPF.

-Vi presented the cash report, accrual reports and the balance sheet. We are \$850 in the red (YTD).

-We are still working on reducing our late fees for per caps, currently owe \$950. **John O'Conner is helping draft a letter to AFM.**

-Vi presented the list of members who have been and are currently receiving ER funds. The board approved writing off \$250 of Reggie Harris's account and all of the others who owe money.

7. Eve reported that Debra Cowan will be our buckstopper at SERFA. She will host a SFZ room, make a presentation and answer questions at the "booth".

8. FARM will be October 24-27th. **Aaron will be the buckstopper at this event.**

9. FAI will be in New Orleans in 2020. Hotel room blocks are now available. The Ex. Board will meet prior to the conference, January 21-22, 2020. Conference dates are January 22-26, 2020.

10. Communication Committee- no report.

11. Canadian Report- **Kev is working with Vi on updating the website with changes that affect Canadian Artists.** P2 visa process is changing again. **Kev is working with Eve to get current information to those affected by these changes. CFM is gathering information that we can put in our newsletter and FB page.**

12. Subbing Agreement- We did not get to this agenda item at our last face-to-face meeting. **Kev is working with Vi on getting this onto L1K letterhead and then put on our website.** We will let our members know about this through a variety of distribution methods.

13. Si Kahn suggested at our last membership meeting regarding starting a mentorship program. **Eve will continue to work on this. We need someone who will help oversee this project.**

Next meeting is scheduled for May 9th at 9:00 am CST.

Adjourned at 11:30 CST

Submitted by Aaron Fowler

# Local 1000, AFM

## BALANCE SHEET

As of March 31, 2019

|                                   | TOTAL              |                            |                     |
|-----------------------------------|--------------------|----------------------------|---------------------|
|                                   | AS OF MAR 31, 2019 | AS OF MAR 31, 2018<br>(PY) | CHANGE              |
| <b>ASSETS</b>                     |                    |                            |                     |
| Current Assets                    |                    |                            |                     |
| Bank Accounts                     |                    |                            |                     |
| 1000 Cash                         | 0.00               | 0.00                       | 0.00                |
| 1005 "199"                        | 0.00               | 0.00                       | 0.00                |
| 1010 Amalgamated Bank - primary   | 5,232.84           | 2,491.08                   | 2,741.76            |
| 1011 Actors Federal Credit Union  | 0.00               | 0.00                       | 0.00                |
| 1015 Amalgamated Savings ERF      | 5,240.05           | 3,830.23                   | 1,409.82            |
| 1020 Greenfield Savings           | 0.00               | 0.00                       | 0.00                |
| 1025 Petty Cash                   | 100.00             | 100.00                     | 0.00                |
| 1081 Astoria Bank - closed        | 0.00               | 0.00                       | 0.00                |
| 1082 Astoria ERF - Acct CLOSED    | 0.00               | 0.00                       | 0.00                |
| <b>Total 1000 Cash</b>            | <b>10,572.89</b>   | <b>6,421.31</b>            | <b>4,151.58</b>     |
| <b>Total Bank Accounts</b>        | <b>\$10,572.89</b> | <b>\$6,421.31</b>          | <b>\$4,151.58</b>   |
| Accounts Receivable               |                    |                            |                     |
| 3400 Accounts Receivable          | 22,842.88          | 26,944.89                  | -4,102.01           |
| 3405 Loans Receivable             | 0.00               | 0.00                       | 0.00                |
| <b>Total Accounts Receivable</b>  | <b>\$22,842.88</b> | <b>\$26,944.89</b>         | <b>\$ -4,102.01</b> |
| Other Current Assets              |                    |                            |                     |
| 1900 Undeposited Funds            | 0.00               | 492.50                     | -492.50             |
| 1950 To/From EB Members           | 0.00               | 0.00                       | 0.00                |
| Payroll Refunds                   | 84.00              |                            | 84.00               |
| Uncategorized Asset               | -169.58            |                            | -169.58             |
| <b>Total Other Current Assets</b> | <b>\$ -85.58</b>   | <b>\$492.50</b>            | <b>\$ -578.08</b>   |
| <b>Total Current Assets</b>       | <b>\$33,330.19</b> | <b>\$33,858.70</b>         | <b>\$ -528.51</b>   |
| Fixed Assets                      |                    |                            |                     |
| 2000 Fixed Assets                 |                    |                            |                     |
| 2005 Computers                    | 0.00               | 0.00                       | 0.00                |
| 2006 Banjo                        | 0.00               | 0.00                       | 0.00                |
| <b>Total 2000 Fixed Assets</b>    | <b>0.00</b>        | <b>0.00</b>                | <b>0.00</b>         |
| <b>Total Fixed Assets</b>         | <b>\$0.00</b>      | <b>\$0.00</b>              | <b>\$0.00</b>       |
| Other Assets                      |                    |                            |                     |
| 3000 Other Assets                 |                    |                            |                     |
| 3015 Bad Debt                     | 0.00               | 0.00                       | 0.00                |
| 3030 Employee Advances            | 0.00               | 0.00                       | 0.00                |
| 3410 Loans Receivable             | 3,067.50           | 3,685.50                   | -618.00             |
| <b>Total 3000 Other Assets</b>    | <b>3,067.50</b>    | <b>3,685.50</b>            | <b>-618.00</b>      |
| <b>Total Other Assets</b>         | <b>\$3,067.50</b>  | <b>\$3,685.50</b>          | <b>\$ -618.00</b>   |
| <b>TOTAL ASSETS</b>               | <b>\$36,397.69</b> | <b>\$37,544.20</b>         | <b>\$ -1,146.51</b> |
| <b>LIABILITIES AND EQUITY</b>     |                    |                            |                     |

|  | TOTAL              |                            |                     |
|--|--------------------|----------------------------|---------------------|
|  | AS OF MAR 31, 2019 | AS OF MAR 31, 2018<br>(PY) | CHANGE              |
| <b>Liabilities</b>                     |                    |                            |                     |
| <b>Current Liabilities</b>             |                    |                            |                     |
| <b>Accounts Payable</b>                |                    |                            |                     |
| 3550 Accounts Payable                  | 0.00               | 3,020.96                   | -3,020.96           |
| <b>Total Accounts Payable</b>          | <b>\$0.00</b>      | <b>\$3,020.96</b>          | <b>\$ -3,020.96</b> |
| <b>Credit Cards</b>                    |                    |                            |                     |
| 3554 Charges reimbursed to Local 1000  | 0.00               | 0.00                       | 0.00                |
| 3555 AmEx Gold CLOSED                  | 0.00               | 0.00                       | 0.00                |
| 3560 Union Plus CC                     | 0.00               | 0.00                       | 0.00                |
| 3567 Capital One CC                    | 0.00               | 0.00                       | 0.00                |
| 3568 Capital One SPARK CC              | 0.00               | 0.00                       | 0.00                |
| 3569 Blue Business Plus Card-12001     | 393.86             | 2,830.73                   | -2,436.87           |
| <b>Total Credit Cards</b>              | <b>\$393.86</b>    | <b>\$2,830.73</b>          | <b>\$ -2,436.87</b> |
| <b>Other Current Liabilities</b>       |                    |                            |                     |
| <b>3500 Other Liabilities</b>          |                    |                            |                     |
| 3515 TEMPO-AFM Legislative Actn Fnd    | 0.00               | 0.00                       | 0.00                |
| 3520 ERF - tracking                    | 0.00               | 0.00                       | 0.00                |
| 3525 Member Overpayments               | 281.00             | 281.00                     | 0.00                |
| 3530 Payroll Liabilities               | 0.00               | 0.00                       | 0.00                |
| 3535 Joe Hill Ed. Fund Tracking Acct   | 0.00               | 0.00                       | 0.00                |
| <b>Total 3500 Other Liabilities</b>    | <b>281.00</b>      | <b>281.00</b>              | <b>0.00</b>         |
| <b>3540 Payroll Liabilities</b>        |                    |                            |                     |
| 3541 10% to NY State                   | 592.92             | 80.58                      | 512.34              |
| 3542 Federal Taxes (941/944)           | 812.21             | 859.01                     | -46.80              |
| 3543 Federal Unemployment (940)        | 62.77              | -20.28                     | 83.05               |
| 3544 NY - City Resident                | 0.00               | 0.00                       | 0.00                |
| 3545 NY - Disability Employee          | 14.40              | 60.00                      | -45.60              |
| 3546 NYS Employment Taxes              | 206.31             | 208.34                     | -2.03               |
| 3547 NYS Income Tax                    | 285.92             | 324.89                     | -38.97              |
| <b>Total 3540 Payroll Liabilities</b>  | <b>1,974.53</b>    | <b>1,512.54</b>            | <b>461.99</b>       |
| <b>Total Other Current Liabilities</b> | <b>\$2,255.53</b>  | <b>\$1,793.54</b>          | <b>\$461.99</b>     |
| <b>Total Current Liabilities</b>       | <b>\$2,649.39</b>  | <b>\$7,645.23</b>          | <b>\$ -4,995.84</b> |
| <b>Total Liabilities</b>               | <b>\$2,649.39</b>  | <b>\$7,645.23</b>          | <b>\$ -4,995.84</b> |
| <b>Equity</b>                          |                    |                            |                     |
| 4005 Retained Earnings                 | 11,767.01          | 10,053.85                  | 1,713.16            |
| 4010 Opening Bal Equity                | 0.00               | 0.00                       | 0.00                |
| Net Income                             | 21,981.29          | 19,845.12                  | 2,136.17            |
| <b>Total Equity</b>                    | <b>\$33,748.30</b> | <b>\$29,898.97</b>         | <b>\$3,849.33</b>   |
| <b>TOTAL LIABILITIES AND EQUITY</b>    | <b>\$36,397.69</b> | <b>\$37,544.20</b>         | <b>\$ -1,146.51</b> |

**Local 1000, AFM**  
**Profit and Loss**  
January - March, 2019

|                                       | Jan - Mar,<br>2019  | Total<br>Jan - Mar,<br>2018 (PY) | Change             |
|---------------------------------------|---------------------|----------------------------------|--------------------|
| <b>Income</b>                         |                     |                                  |                    |
| 5000 Membership Dues & Assesmnt       |                     |                                  | 0.00               |
| 5010 Annual Dues                      | 46,930.69           | 44,142.83                        | 2,787.86           |
| 5020 Quarterly Dues                   | 5,032.75            | 5,420.92                         | -388.17            |
| 5025 Work Dues                        | 3,485.51            | 3,673.33                         | -187.82            |
| 5030 Initiation Fee                   | 600.00              |                                  | 600.00             |
| 5035 Re-Instatement Fees              | 100.00              | 25.00                            | 75.00              |
| 5040 Work Dues Equiv Donation         | 296.00              | 559.25                           | -263.25            |
| 5041 Individual Donations             |                     |                                  | 0.00               |
| 5045 \$25 fo 25 years                 |                     | 150.00                           | -150.00            |
| Total 5041 Individual Donations       | \$ 0.00             | \$ 150.00                        | -\$ 150.00         |
| 5050 Joe Hill Educational Fund        | 3.25                | 10.00                            | -6.75              |
| 5055 ERF contributions                | 71.69               | 591.50                           | -519.81            |
| Total 5000 Membership Dues & Assesmnt | \$ 56,519.89        | \$ 54,572.83                     | \$ 1,947.06        |
| Unapplied Cash Payment Income         | 91.85               | -381.43                          | 473.28             |
| <b>Total Income</b>                   | <b>\$ 56,611.74</b> | <b>\$ 54,191.40</b>              | <b>\$ 2,420.34</b> |
| <b>Gross Profit</b>                   | <b>\$ 56,611.74</b> | <b>\$ 54,191.40</b>              | <b>\$ 2,420.34</b> |
| <b>Expenses</b>                       |                     |                                  |                    |
| 6050 Grants to Members                |                     | 2,000.00                         | -2,000.00          |
| 6300 Occupancy                        |                     |                                  | 0.00               |
| 6305 Rent                             | 1,500.00            | 1,500.00                         | 0.00               |
| Total 6300 Occupancy                  | \$ 1,500.00         | \$ 1,500.00                      | \$ 0.00            |
| 6400 Telecommunications               |                     |                                  | 0.00               |
| 6405 Telephone                        | 102.39              | 99.47                            | 2.92               |
| Total 6400 Telecommunications         | \$ 102.39           | \$ 99.47                         | \$ 2.92            |
| 6500 Printing                         |                     |                                  | 0.00               |
| 6525 Newsletter                       |                     |                                  | 0.00               |
| 6530 Design Newsletter                | 300.00              | 320.00                           | -20.00             |
| 6535 Printing Newsletter              | 983.55              | 1,170.76                         | -187.21            |
| 6540 Mailing Services                 | 728.38              |                                  | 728.38             |
| Total 6525 Newsletter                 | \$ 2,011.93         | \$ 1,490.76                      | \$ 521.17          |
| Total 6500 Printing                   | \$ 2,011.93         | \$ 1,490.76                      | \$ 521.17          |
| 6600 Postage & Shipping               |                     |                                  | 0.00               |
| 6605 Postage                          | 28.46               | 25.97                            | 2.49               |
| 6610 Shipping                         | 225.00              | 296.45                           | -71.45             |
| Total 6600 Postage & Shipping         | \$ 253.46           | \$ 322.42                        | -\$ 68.96          |
| 6700 Office                           |                     |                                  | 0.00               |
| 6710 Office Supplies                  | 509.46              | 47.34                            | 462.12             |
| 6715 Office Other Exp                 |                     | 119.07                           | -119.07            |
| Total 6700 Office                     | \$ 509.46           | \$ 166.41                        | \$ 343.05          |
| 6720 Bank Charges                     |                     | -225.00                          | 225.00             |
| 6740 Paypal fees                      | 39.83               | 4.26                             | 35.57              |

|  |                     |                     |                     |
|--|---------------------|---------------------|---------------------|
| 6745 Stripe fees                                 | 291.06              | 233.04              | 58.02               |
| 6750 Square fees                                 |                     | 28.24               | -28.24              |
| 6752 Bill and Pay, SPS, Skyline Payments         | 745.32              | 691.48              | 53.84               |
| 6760 Credit Card Interest/Fees                   | -4.57               | 17.26               | -21.83              |
| <b>Total 6720 Bank Charges</b>                   | <b>\$ 1,071.64</b>  | <b>\$ 749.28</b>    | <b>\$ 322.36</b>    |
| 6900 Accounting                                  |                     |                     | 0.00                |
| 6910 Bookkeeping & Accounting                    |                     | 78.00               | -78.00              |
| <b>Total 6900 Accounting</b>                     | <b>\$ 0.00</b>      | <b>\$ 78.00</b>     | <b>-\$ 78.00</b>    |
| 7100 Computer                                    |                     |                     | 0.00                |
| 7110 Computer Related                            |                     |                     | 0.00                |
| 7121 Software                                    | 271.11              | 101.25              | 169.86              |
| <b>Total 7110 Computer Related</b>               | <b>\$ 271.11</b>    | <b>\$ 101.25</b>    | <b>\$ 169.86</b>    |
| 7150 Website                                     |                     |                     | 0.00                |
| 7156 Website Hosting                             | 45.00               | 58.95               | -13.95              |
| <b>Total 7150 Website</b>                        | <b>\$ 45.00</b>     | <b>\$ 58.95</b>     | <b>-\$ 13.95</b>    |
| <b>Total 7100 Computer</b>                       | <b>\$ 316.11</b>    | <b>\$ 160.20</b>    | <b>\$ 155.91</b>    |
| 7300 Conference & Exec Meetings                  |                     |                     | 0.00                |
| 7305 Airfare                                     | 425.21              | 783.62              | -358.41             |
| 7306 Taxes & Carrier Imposed Fees                | 10.04               |                     | 10.04               |
| <b>Total 7305 Airfare</b>                        | <b>\$ 435.25</b>    | <b>\$ 783.62</b>    | <b>-\$ 348.37</b>   |
| 7310 Conference Fees                             | 175.00              | 265.00              | -90.00              |
| 7315 Lodging                                     | 2,696.35            | 2,173.15            | 523.20              |
| 7320 Meals                                       | 7.36                | 215.21              | -207.85             |
| 7335 Ground transportation                       | 118.78              | 101.80              | 16.98               |
| 7340 Per Diem                                    | 600.00              | 240.00              | 360.00              |
| 7344 (Exhibit Hall Fee)                          | 60.00               |                     | 60.00               |
| 7345 SFZ (Showcase Free Zone)                    |                     | 24.41               | -24.41              |
| <b>Total 7300 Conference &amp; Exec Meetings</b> | <b>\$ 4,092.74</b>  | <b>\$ 3,803.19</b>  | <b>\$ 289.55</b>    |
| 7400 AFM Per Capita Taxes                        | 8,019.00            | 8,085.00            | -66.00              |
| 7500 AFM FIF                                     | 325.00              |                     | 325.00              |
| 8000 Advertising/Promotion                       |                     |                     | 0.00                |
| 8010 Promotional Materials                       |                     | 109.63              | -109.63             |
| 8050 Brochures                                   |                     |                     | 0.00                |
| 8055 Design Brochures                            |                     | 280.00              | -280.00             |
| 8060 Printing Brochures                          |                     | 599.73              | -599.73             |
| <b>Total 8050 Brochures</b>                      | <b>\$ 0.00</b>      | <b>\$ 879.73</b>    | <b>-\$ 879.73</b>   |
| <b>Total 8000 Advertising/Promotion</b>          | <b>\$ 0.00</b>      | <b>\$ 989.36</b>    | <b>-\$ 989.36</b>   |
| Payroll Expenses                                 |                     |                     | 0.00                |
| Disability Insurance                             |                     | 91.70               | -91.70              |
| Pension  | 1,038.61            | 976.38              | 62.23               |
| Taxes  | 999.11              | 930.13              | 68.98               |
| Wages  | 10,461.68           | 10,619.28           | -157.60             |
| Work Comp  |                     | 213.70              | -213.70             |
| <b>Total Payroll Expenses</b>                    | <b>\$ 12,499.40</b> | <b>\$ 12,831.19</b> | <b>-\$ 331.79</b>   |
| Unapplied Cash Bill Payment Expense              | 0.00                | 0.00                | 0.00                |
| <b>Total Expenses</b>                            | <b>\$ 30,701.13</b> | <b>\$ 32,275.28</b> | <b>-\$ 1,574.15</b> |
| <b>Net Operating Income</b>                      | <b>\$ 25,910.61</b> | <b>\$ 21,916.12</b> | <b>\$ 3,994.49</b>  |
| Other Income                                     |                     |                     |                     |
| 5100 Investment Income                           |                     |                     | 0.00                |

|   |           |                  |           |                   |                           |
|---|-----------|------------------|-----------|-------------------|---------------------------|
| <b>5101 Amex (points used for cash)</b> |           |                  | 5.48      |                   | -5.48                     |
| <b>5105 Bank Interest</b>               |           | 1.24             | 0.94      |                   | 0.30                      |
| <b>Total 5100 Investment Income</b>     | <b>\$</b> | <b>1.24</b>      | <b>\$</b> | <b>6.42</b>       | <b>-\$</b> <b>5.18</b>    |
| <b>Total Other Income</b>               | <b>\$</b> | <b>1.24</b>      | <b>\$</b> | <b>6.42</b>       | <b>-\$</b> <b>5.18</b>    |
| <b>Net Other Income</b>                 | <b>\$</b> | <b>1.24</b>      | <b>\$</b> | <b>6.42</b>       | <b>-\$</b> <b>5.18</b>    |
| <b>Net Income</b>                       | <b>\$</b> | <b>25,911.85</b> | <b>\$</b> | <b>21,922.54</b>  | <b>\$</b> <b>3,989.31</b> |
| <b>AR Adjustment</b>                    |           | 26,762.69        |           | 26,082.83         |                           |
| <b>Actual Cash Basis Profit</b>         |           | <b>(850.84)</b>  |           | <b>(4,160.29)</b> |                           |

Wednesday, Apr 03, 2019 04:19:35 PM GMT-7 - Cash Basis

# Local 1000, AFM

## PROFIT AND LOSS

January - March, 2019

|  | TOTAL              |                      | CHANGE              |
|--|--------------------|----------------------|---------------------|
|  | JAN - MAR, 2019    | JAN - MAR, 2018 (PY) |                     |
| <b>Income</b>                                    |                    |                      |                     |
| 5000 Membership Dues & Assesmnt                  |                    |                      |                     |
| 5010 Annual Dues                                 | 44,133.69          | 44,143.33            | -9.64               |
| 5020 Quarterly Dues                              | 3,898.00           | 5,369.00             | -1,471.00           |
| 5025 Work Dues                                   | 3,465.00           | 4,168.35             | -703.35             |
| 5030 Initiation Fee                              | 600.00             |                      | 600.00              |
| 5035 Re-Instatement Fees                         | 100.00             | 25.00                | 75.00               |
| 5040 Work Dues Equiv Donation                    | 296.00             | 559.25               | -263.25             |
| 5041 Individual Donations                        |                    |                      |                     |
| 5045 \$25 fo 25 years                            |                    | 150.00               | -150.00             |
| 5046 Amy Gift Donation                           |                    | 0.03                 | -0.03               |
| <b>Total 5041 Individual Donations</b>           |                    | <b>150.03</b>        | <b>-150.03</b>      |
| 5050 Joe Hill Educational Fund                   |                    | 34.00                | -34.00              |
| 5055 ERF contributions                           | 61.00              | 604.50               | -543.50             |
| <b>Total 5000 Membership Dues &amp; Assesmnt</b> | <b>52,553.69</b>   | <b>55,053.46</b>     | <b>-2,499.77</b>    |
| <b>Total Income</b>                              | <b>\$52,553.69</b> | <b>\$55,053.46</b>   | <b>\$ -2,499.77</b> |
| <b>GROSS PROFIT</b>                              | <b>\$52,553.69</b> | <b>\$55,053.46</b>   | <b>\$ -2,499.77</b> |
| <b>Expenses</b>                                  |                    |                      |                     |
| 6050 Grants to Members                           |                    | 2,000.00             | -2,000.00           |
| 6300 Occupancy                                   |                    |                      |                     |
| 6305 Rent  | 1,500.00           | 1,500.00             | 0.00                |
| <b>Total 6300 Occupancy</b>                      | <b>1,500.00</b>    | <b>1,500.00</b>      | <b>0.00</b>         |
| 6400 Telecommunications                          |                    |                      |                     |
| 6405 Telephone                                   | 102.39             | 99.47                | 2.92                |
| <b>Total 6400 Telecommunications</b>             | <b>102.39</b>      | <b>99.47</b>         | <b>2.92</b>         |
| 6500 Printing                                    |                    |                      |                     |
| 6525 Newsletter                                  |                    |                      |                     |
| 6530 Design Newsletter                           | 300.00             | 320.00               | -20.00              |
| 6535 Printing Newsletter                         | 983.55             | 1,170.76             | -187.21             |
| 6540 Mailing Services                            | 728.38             | 800.35               | -71.97              |
| <b>Total 6525 Newsletter</b>                     | <b>2,011.93</b>    | <b>2,291.11</b>      | <b>-279.18</b>      |
| <b>Total 6500 Printing</b>                       | <b>2,011.93</b>    | <b>2,291.11</b>      | <b>-279.18</b>      |
| 6600 Postage & Shipping                          |                    |                      |                     |
| 6605 Postage                                     | 28.46              | 25.97                | 2.49                |
| 6610 Shipping                                    | 225.00             | 296.45               | -71.45              |
| <b>Total 6600 Postage &amp; Shipping</b>         | <b>253.46</b>      | <b>322.42</b>        | <b>-68.96</b>       |
| 6700 Office                                      |                    |                      |                     |
| 6710 Office Supplies                             | 509.46             | 47.34                | 462.12              |
| 6715 Office Other Exp                            |                    | 119.07               | -119.07             |
| <b>Total 6700 Office</b>                         | <b>509.46</b>      | <b>166.41</b>        | <b>343.05</b>       |
| 6720 Bank Charges                                |                    | -225.00              | 225.00              |



|  | TOTAL              |                      |                     |
|--|--------------------|----------------------|---------------------|
|  | JAN - MAR, 2019    | JAN - MAR, 2018 (PY) | CHANGE              |
| 6740 Paypal fees                                 | 39.83              | 4.26                 | 35.57               |
| 6745 Stripe fees                                 | 291.06             | 233.04               | 58.02               |
| 6750 Square fees                                 |                    | 28.24                | -28.24              |
| 6752 Bill and Pay, SPS, Skyline Payments         | 745.32             | 691.48               | 53.84               |
| 6760 Credit Card Interest/Fees                   | -4.57              | 17.26                | -21.83              |
| <b>Total 6720 Bank Charges</b>                   | <b>1,071.64</b>    | <b>749.28</b>        | <b>322.36</b>       |
| 6900 Accounting                                  |                    |                      |                     |
| 6910 Bookkeeping & Accounting                    |                    | 78.00                | -78.00              |
| <b>Total 6900 Accounting</b>                     |                    | <b>78.00</b>         | <b>-78.00</b>       |
| 7100 Computer                                    |                    |                      |                     |
| 7110 Computer Related                            |                    |                      |                     |
| 7121 Software                                    | 271.11             | 101.25               | 169.86              |
| <b>Total 7110 Computer Related</b>               | <b>271.11</b>      | <b>101.25</b>        | <b>169.86</b>       |
| 7150 Website                                     |                    |                      |                     |
| 7156 Website Hosting                             | 45.00              | 58.95                | -13.95              |
| <b>Total 7150 Website</b>                        | <b>45.00</b>       | <b>58.95</b>         | <b>-13.95</b>       |
| <b>Total 7100 Computer</b>                       | <b>316.11</b>      | <b>160.20</b>        | <b>155.91</b>       |
| 7300 Conference & Exec Meetings                  |                    |                      |                     |
| 7305 Airfare                                     | 425.21             | 1,487.49             | -1,062.28           |
| 7306 Taxes & Carrier Imposed Fees                | 10.04              |                      | 10.04               |
| <b>Total 7305 Airfare</b>                        | <b>435.25</b>      | <b>1,487.49</b>      | <b>-1,052.24</b>    |
| 7310 Conference Fees                             | 175.00             | 365.00               | -190.00             |
| 7315 Lodging                                     | 2,568.86           | 2,320.96             | 247.90              |
| 7320 Meals                                       | 7.36               | 215.21               | -207.85             |
| 7335 Ground transportation                       | 118.78             | 254.05               | -135.27             |
| 7340 Per Diem                                    | 600.00             | 1,040.00             | -440.00             |
| 7344 (Exhibit Hall Fee)                          | 60.00              |                      | 60.00               |
| 7345 SFZ (Showcase Free Zone)                    |                    | 209.83               | -209.83             |
| <b>Total 7300 Conference &amp; Exec Meetings</b> | <b>3,965.25</b>    | <b>5,892.54</b>      | <b>-1,927.29</b>    |
| 7400 AFM Per Capita Taxes                        | 8,019.00           | 8,085.00             | -66.00              |
| 7500 AFM FIF                                     | 325.00             |                      | 325.00              |
| 8000 Advertising/Promotion                       |                    |                      |                     |
| 8010 Promotional Materials                       |                    | 109.63               | -109.63             |
| 8050 Brochures                                   |                    |                      |                     |
| 8055 Design Brochures                            |                    | 329.78               | -329.78             |
| 8060 Printing Brochures                          |                    | 599.73               | -599.73             |
| <b>Total 8050 Brochures</b>                      |                    | <b>929.51</b>        | <b>-929.51</b>      |
| <b>Total 8000 Advertising/Promotion</b>          |                    | <b>1,039.14</b>      | <b>-1,039.14</b>    |
| Payroll Expenses                                 |                    |                      |                     |
| Disability Insurance                             |                    | 91.70                | -91.70              |
| Pension  | 1,038.61           | 976.38               | 62.23               |
| Taxes  | 999.11             | 930.13               | 68.98               |
| Wages  | 10,461.68          | 10,619.28            | -157.60             |
| Work Comp  |                    | 213.70               | -213.70             |
| <b>Total Payroll Expenses</b>                    | <b>12,499.40</b>   | <b>12,831.19</b>     | <b>-331.79</b>      |
| <b>Total Expenses</b>                            | <b>\$30,573.64</b> | <b>\$35,214.76</b>   | <b>\$ -4,641.12</b> |
| NET OPERATING INCOME                             | <b>\$21,980.05</b> | <b>\$19,838.70</b>   | <b>\$2,141.35</b>   |

|                                     | TOTAL              |                      |                   |
|-------------------------------------|--------------------|----------------------|-------------------|
|                                     | JAN - MAR, 2019    | JAN - MAR, 2018 (PY) | CHANGE            |
| Other Income                        |                    |                      |                   |
| 5100 Investment Income              |                    |                      |                   |
| 5101 Amex (points used for cash)    |                    | 5.48                 | -5.48             |
| 5105 Bank Interest                  | 1.24               | 0.94                 | 0.30              |
| <b>Total 5100 Investment Income</b> | <b>1.24</b>        | <b>6.42</b>          | <b>-5.18</b>      |
| <b>Total Other Income</b>           | <b>\$1.24</b>      | <b>\$6.42</b>        | <b>\$ -5.18</b>   |
| NET OTHER INCOME                    | <b>\$1.24</b>      | <b>\$6.42</b>        | <b>\$ -5.18</b>   |
| NET INCOME                          | <b>\$21,981.29</b> | <b>\$19,845.12</b>   | <b>\$2,136.17</b> |