

REVISED
Aug 10, 2009

Attachment (6) 2010 Proposed Budget *(Conference and Investment Estimates Missing)*
previous year comparison and % increase/decrease

	2008 Actual Profit /Loss	2009 Budget Proposed	2010 Budget Proposed	% Changed
Income				
Products	125930	114,982	113,756	-1%
Total INC Conferences	156401	204,400	161,524	-21%
Interest & Dividends (was Inv Inc)	-139636	35,478	17,000	NA
Net Membership Dues	61696	53,567	62,468	17%
Journal Royalty Payments (Wiley)	31657	34,484	34,454	NA
Journal Support from Wiley	11842	9,930	9,860	-1%
Publications Sales	591	700	320	-54%
Shipping and Handling	25010	22,996	22,751	-1%
Sponsor Dues and Donations	44375	26,545	32,965	24%
Unrealized Gain (Loss) on Securities			0	
Conversion from Accrual to Cash	0	0	0	NA
Total Income	317866	503,082	455,098	-10%
Cost of Goods Sold				
Proceedings	0	1,222	423	-65%
Management Game	14874	23,886	23,555	-1%
Reprint Outdated SDR/Proceedings	0	3,685	0	-100%
Total COGS	14874	28,793	23,979	-17%
Gross Profit	302992	474,289	431,120	-9%
Expense				
Awards	6297	6,907	6,705	-3%
Bank Adjustments/Foreign Tax (Expense)	1915	1,269	1,548	22%
Conf Expenses Unduplicated in Society Budget	98777	50,458	No Data	NA
Contract w/ UAlbany				
Office Expenses through UAlbany		23,304	23,200	0%
IFR Indirect Costs		23,964	23,391	-2%
Salaries & Fringe		239,641	233,906	-2%
Adjustments (from previous year)		(13,554)	0	-100%
Total Contract w/ UAlbany	190610	298,355	280,497	-6%
Credit card fees	12949	13,202	14,473	10%
Depreciation Expense	21	633	263	-58%
Electronic Presence Support	1414	813	1,583	95%
Foreign Taxes	136	100	100	0%
Journal Expense	20000	20,000	20,000	0%
Membership Directory Expenses	1872	2,000	2,033	2%
Membership Services (Newsletter)	1220	1,252	1,670	33%
Miscellaneous Expenses (MA fees, gifts)	243	400	250	-38%
Office Equipment Purchases		1,915	40	-98%
Officer Expenses	5153	7,122	6,410	-10%
Phone, Fax, E-mail Services	0	20	0	-100%
Printing & Duplicating	2215	3,229	2,783	-14%
Product Development	64	0	444	NA
Professional Fees	35642	25,876	27,826	8%
Shipping/Postage Expense	21980	20,598	19,751	-4%
Staff Expenses (training)	0	1,500	500	-67%
Staff Salary Market Adjustment	0	12,473	11,000	-12%
Strategic Investment (one time)*			25,000	
Supplies	591	1,920	1,000	-48%
Total Expense	401,097	470,042	423,874	-10%
Net Ordinary Income (restricted/unrestricted assets)	(98,105)	4,247	7,245	71%
Less Restricted DMA donations and interest inc/exp	0	1,500	1,200	-20%
Net Income (unrestricted assets)	(98,105)	5,747	8,445	47%

*Strategic Investment for 2010 to be approved at next Winter PC meeting.

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Attachment (7) 2010 Proposed Budget by Cost Centers (Conference and Investment Estimates Missing)

	2010 Budget Proposed	Cost Centers					Dana Meadows
		Conferences	Core	Sales	Publications	Investment	
Income							
Products	113,756			113,756			
Total INC Conferences	161,524	161,524					
Interest & Dividends (was Inv Inc)	17,000					17,000	
Net Membership Dues	62,468		62,468				
Journal Royalty Payments (Wiley)	34,454		34,454				
Journal Support from Wiley	9,860				9,860		
Publications Sales	320				320		
Shipping and Handling	22,751			22,751			
Sponsor Dues and Donations	32,965		32,965				
Unrealized Gain (Loss) on Securities	0					0	
Conversion from Accrual to Cash	0						
Total Income	455,098	161,524	129,887	136,507	10,180	17,000	0
Cost of Goods Sold	0						
Proceedings	423			423			
Management Game	23,555			23,555			
Reprint Outdated SDR/Proceedings	0				0		
Total COGS	23,979			23,979	0		
Gross Profit	431,120	161,524	129,887	112,528	10,180	17,000	0
Expense							
Awards	6,705		5,505				1200
Bank Adjustments/Foreign Tax Exp	1,548		774	774			
Conf Expenses Unduplicated in Home Office Budget	No Data	No Data					
Contract w/ UAlbany	0						
Office Expenses through UAlbany	23,200	10,029	11,000	1,280	892		
IFR Indirect Costs	23,391	10,111	11,090	1,290	899		
Salaries & Fringe	233,906	101,111	110,902	12,903	8,990		
Adjustments from previous year	0	0	0	0	0		
Total Contract w/ UAlbany	280,497	121,251	132,992	15,474	10,780	0	
Credit card fees	14,473		7,092	7,237	145		
Depreciation Expense	263	114	125	15	10		
Electronic Presence Support	1,583		1,583				
Foreign Taxes	100		100				
Journal Expense	20,000				20,000		
Membership Directory Expenses	2,033				2,033		
Membership Services (Newsletter)	1,670		1,670				
Miscellaneous Expenses (MA fees, gifts)	250		250				
Office Equipment Purchases	40	17	19	2	2		
Officer Expenses	6,410		3,846		2,564		
Phone, Fax, E-mail Services	0		0				
Printing & Duplicating	2,783		1,113	1,113	557		
Product Development	444			444			
Professional Fees	27,826	9,739	9,739	6,957	1,391		
Shipping/Postage Expense	19,751		790	18,171	790		
Staff Expenses (training)	500	216	237	28	19		
Staff Salary Market Adjustment	11,000	4,755	5,215	607	423		
Strategic Investment (one time)*	25,000					25,000	
Supplies	1,000	432	474	55	38		
Total Expense	423,874	136,524	171,524	50,875	38,752	25,000	1200
Net Ordinary Income (restricted/unrestricted)	7,245	25,000	(41,637)	61,653	(28,572)	(8,000)	(1,200)
Less Restricted DMA donations & interest inc/exp	1,200						1,200
Net Income (unrestricted assets)	8,445	25,000	(41,637)	61,653	(28,572)	(8,000)	0

*Strategic Investment for 2010 to be approved at next Winter PC meeting.