

REVENUE				EXPENSES (CONTINUED)			
4100	MEMBERSHIP DUES				40	GENERAL ISSUES	
011	New Member		650,000	410	Action Programs		242,000
012	Renewed Members		1,300,000	430	Media		82,900
013	Reinstatement		75,000				
014	Other Membership		50,000				
			-			TOTAL	-
		TOTAL DUES	2,075,000				324,900
			-				-
4200	CONTRIBUTIONS				50	COMMUNICATIONS	
021	Special Appeal		790,000	500	General Communications		141,800
022	Sustainer		260,000			TOTAL	141,800
024	Major Gifts		250,000				
026	Bequests		70,000				
		TOTAL CONTRIBUTIONS	1,370,000				
			-				-
			-			TOTAL	134,000
4300	SALES						-
031	Products		0			30 / 70	EDUCATION AWARENESS & MEMBERSHIP DEVELOPMENT MAINTENANCE
034	Commissions		3,000	310 / 710	New Member		900,000
035	List Rental		50,000	320 / 720	Renewed Member		420,000
			-	330 / 730	Reinstatement		80,300
		TOTAL SALES	53,000	740	Membership Maintenance		112,000
			-	750	Member Services		171,000
			-			TOTAL	1,683,300
4400	OTHER						
042	Conferences		37,500				
043	Chargebacks		0			80	FUNDRAISING
044	Office space rent		11,000	810	General Fundraising		186,700
046	Speaking fees		4,000	340 / 820	Special Appeals		272,900
		TOTAL OTHER	52,500	360/830	Sustainer		39,800
			-	370	Cultivation		48,000
		TOTAL REVENUE	3,550,500			TOTAL	547,400
							-
							-
EXPENSES							
10	DISTRICTS/STATES/CHAPTERS				90	GENERAL & ADMINISTRATIVE	
120	States		66,500	910	Financial Services		117,800
130	Chapters		73,000	920	Litigation		0
140	Rebates		330,000	930	Admin. Services		110,300

				-		940	Natl Board Meetings		24,000
		TOTAL		469,500					
				-					-
							TOTAL		252,100
20	POLITICAL DEVELOPMENT PROJECTS								-
210	Political Development			156,000			TOTAL EXPENSES		3,709,000
				-					
		TOTAL		156,000			SURPLUS before special gift to FDN		-158,500
							Special gift to FDN		115,800
p							Net surplus or deficit		-274,300