### Ordinary Income/Expense

<table>
<thead>
<tr>
<th>Income</th>
<th>Jan - Mar 18</th>
<th>Budget</th>
<th>$ Over Budget</th>
<th>% of Budget</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Ordinary Income/Expense</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>500-000 · Membership Dues</strong></td>
<td></td>
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</tr>
<tr>
<td>500-001 · Workforce Professional Dues</td>
<td>43,590.00</td>
<td>252,000.00</td>
<td>-208,410.00</td>
<td>17.3%</td>
</tr>
<tr>
<td>500-002 · Senior Workforce Prof. Dues</td>
<td>2,655.00</td>
<td>8,750.00</td>
<td>-6,095.00</td>
<td>30.3%</td>
</tr>
<tr>
<td>500-003 · International Affiliate</td>
<td>0.00</td>
<td>3,990.00</td>
<td>-3,990.00</td>
<td>0.0%</td>
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<tr>
<td>500-004 · Life Membership Dues</td>
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<td>1,800.00</td>
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<tr>
<td>500-005 · Introductory Membership Dues</td>
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<td>0.00</td>
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<tr>
<td>500-006 · Organizational Affiliate</td>
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<td>3,990.00</td>
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<tr>
<td><strong>Total 500-000 · Membership Dues</strong></td>
<td>47,720.00</td>
<td>270,530.00</td>
<td>-222,810.00</td>
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<tr>
<td><strong>501-000 · Conference Income</strong></td>
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<tr>
<td>501-001 · Member Registration</td>
<td>1,407.00</td>
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<td>-36,113.00</td>
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<tr>
<td>501-002 · Senior Registration</td>
<td>419.00</td>
<td>23,045.00</td>
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<td>501-003 · Young Professional Registration</td>
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<tr>
<td>501-004 · Non Member Registration</td>
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<td>-3,594.00</td>
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<tr>
<td>501-010 · Other Registration</td>
<td>338.00</td>
<td>3,152.00</td>
<td>-2,814.00</td>
<td>10.7%</td>
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<tr>
<td>501-015 · Additional Conference Income</td>
<td>250.00</td>
<td>10,773.00</td>
<td>-10,523.00</td>
<td>2.3%</td>
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<tr>
<td>501-020 · Sponsorship</td>
<td>0.00</td>
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<td><strong>Total 501-000 · Conference Income</strong></td>
<td>2,414.00</td>
<td>85,084.00</td>
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<tr>
<td><strong>502-000 · Education &amp; Certification Progs</strong></td>
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<tr>
<td>502-001 · WPDP</td>
<td>6,230.00</td>
<td>10,000.00</td>
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<td>502-002 · CWS</td>
<td>50.00</td>
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<tr>
<td>502-003 · Educational Program</td>
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<td>6,280.00</td>
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<td>-10,720.00</td>
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<td><strong>503-000 · Sales</strong></td>
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<tr>
<td>503-001 · Merchandise Sales</td>
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<td>-2,500.00</td>
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<tr>
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<td>0.00</td>
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<td>-2,500.00</td>
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<td><strong>504-000 · Publications</strong></td>
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<td>504-001 · WFP Advertisement</td>
<td>0.00</td>
<td>2,000.00</td>
<td>-2,000.00</td>
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<td>504-000 · Publications - Other</td>
<td>0.00</td>
<td>0.00</td>
<td>0.00</td>
<td>0.0%</td>
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<td><strong>Total 504-000 · Publications</strong></td>
<td>0.00</td>
<td>2,000.00</td>
<td>-2,000.00</td>
<td>0.0%</td>
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<tr>
<td><strong>550-000 · Miscellaneous Income</strong></td>
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<td></td>
<td></td>
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</tr>
<tr>
<td>550-010 · Other Income</td>
<td>0.00</td>
<td>0.00</td>
<td>0.00</td>
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<td>550-900 · Dividend &amp; Interest Income</td>
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<td>0.00</td>
<td>0.01</td>
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<td>550-904 · Workforce Professional Income</td>
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<td><strong>Total Income</strong></td>
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<td>377,114.00</td>
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<tr>
<td>Expense</td>
<td>Jan - Mar 18</td>
<td>Budget</td>
<td>$ Over Budget</td>
<td>% of Budget</td>
</tr>
<tr>
<td>---------------------------------------------</td>
<td>--------------</td>
<td>----------</td>
<td>---------------</td>
<td>-------------</td>
</tr>
<tr>
<td><strong>800-000 · Membership Related</strong></td>
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<td></td>
<td></td>
<td></td>
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<tr>
<td>800-001 · Membership Initiative</td>
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<td>800-002 · Chapter Membership Grants</td>
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<td>-2,500.00</td>
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<td>800-003 · Chapter Development</td>
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<td>800-010 · International Development</td>
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<td>-500.00</td>
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<td><strong>Total 800-000 · Membership Related</strong></td>
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<td>6,500.00</td>
<td>-6,500.00</td>
<td>0.0%</td>
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<tr>
<td><strong>801-000 · Conference Related</strong></td>
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<td></td>
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</tr>
<tr>
<td>801-001 · Registration</td>
<td>0.00</td>
<td>3,450.00</td>
<td>-3,450.00</td>
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<tr>
<td>801-002 · Educational Program Expenses</td>
<td>1,000.00</td>
<td>9,300.00</td>
<td>-8,300.00</td>
<td>10.8%</td>
</tr>
<tr>
<td>801-003 · Food and Beverage</td>
<td>0.00</td>
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<tr>
<td>801-004 · Equipment</td>
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<td>-12,200.00</td>
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<td>801-005 · Local Arrangements</td>
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<td>0.0%</td>
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<td>801-006 · Exhibits</td>
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<td>801-007 · Conference Administration</td>
<td>70.68</td>
<td>1,850.00</td>
<td>-1,779.32</td>
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<td>801-008 · Committee</td>
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<tr>
<td>801-009 · Travel</td>
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<td><strong>Total 801-000 · Conference Related</strong></td>
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<td>87,700.00</td>
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<td><strong>802-000 · Educational Programs &amp; Grants</strong></td>
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<td>802-001 · WPDP Expenses</td>
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<td>-1,000.00</td>
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<td>802-021 · WSB Grants</td>
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<td>0.00</td>
<td>0.0%</td>
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<tr>
<td><strong>Total 802-000 · Educational Programs &amp; Grants</strong></td>
<td>929.92</td>
<td>3,000.00</td>
<td>-2,070.08</td>
<td>31.0%</td>
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<tr>
<td><strong>803-000 · Sales Expense</strong></td>
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<td></td>
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<tr>
<td>803-001 · Merchandise</td>
<td>0.00</td>
<td>2,500.00</td>
<td>-2,500.00</td>
<td>0.0%</td>
</tr>
<tr>
<td>803-002 · Supplies and Postage</td>
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<td>200.00</td>
<td>-200.00</td>
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<tr>
<td>803-003 · Sales Tax</td>
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<td>2,750.00</td>
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<tr>
<td><strong>804-000 · Publications Expense</strong></td>
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<td>804-001 · WFP Design</td>
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<td>804-002 · WFP Printing</td>
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<tr>
<td><strong>805-000 · Awards Program</strong></td>
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<tr>
<td>805-001 · Judging</td>
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<td>Item Description</td>
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<td>Budget</td>
<td>$ Over Budget</td>
<td>% of Budget</td>
</tr>
<tr>
<td>--------------------------------------------------------</td>
<td>--------------</td>
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<td>---------------</td>
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</tr>
<tr>
<td><strong>806-000 · Marketing</strong></td>
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<tr>
<td>806-001 · Association Promotion</td>
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<td>-5,000.00</td>
<td>0.0%</td>
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<tr>
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<tr>
<td><strong>807-000 · Administrative Technology</strong></td>
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<td>807-001 · Website Update &amp; Maintenance</td>
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<td>10,000.00</td>
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<td>807-002 · Telephone System</td>
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<td>500.00</td>
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<td>807-003 · ISP</td>
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<td>500.00</td>
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<td>807-004 · Tools</td>
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<td><strong>808-000 · Administrative Supplies &amp; Equip</strong></td>
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</tr>
<tr>
<td>808-001 · Postage</td>
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<td>808-002 · Software</td>
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<td>808-003 · Computers</td>
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<tr>
<td>808-004 · Printers and Scanners</td>
<td>0.00</td>
<td>200.00</td>
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</tr>
<tr>
<td>808-010 · General Supplies</td>
<td>130.81</td>
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<td><strong>Total 808-000 · Administrative Supplies &amp; Equip</strong></td>
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<tr>
<td><strong>809-000 · Administrative Fees &amp; Insurance</strong></td>
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<tr>
<td>809-001 · Credit Card Fees</td>
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<td>809-002 · Electronic Trans Fee</td>
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<td>0.0%</td>
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<tr>
<td>809-003 · Corporation Filing Fee</td>
<td>0.00</td>
<td>25.00</td>
<td>-25.00</td>
<td>0.0%</td>
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<tr>
<td>809-010 · Officer/BOD Liability</td>
<td>0.00</td>
<td>2,500.00</td>
<td>-2,500.00</td>
<td>0.0%</td>
</tr>
<tr>
<td>809-020 · Commercial Insurance</td>
<td>0.00</td>
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<td>-1,500.00</td>
<td>0.0%</td>
</tr>
<tr>
<td><strong>Total 809-000 · Administrative Fees &amp; Insurance</strong></td>
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<td>6,525.00</td>
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</tr>
<tr>
<td><strong>810-000 · Financial and Legal Expenses</strong></td>
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<td></td>
</tr>
<tr>
<td>810-001 · Financial &amp; Legal</td>
<td>27.60</td>
<td>5,000.00</td>
<td>-4,972.40</td>
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<td>810-005 · Investment Advisory Fees</td>
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<td>0.00</td>
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</tr>
<tr>
<td>810-000 · Financial and Legal Expenses - Other</td>
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<td>0.00</td>
<td>0.00</td>
<td>0.0%</td>
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<tr>
<td><strong>Total 810-000 · Financial and Legal Expenses</strong></td>
<td>27.60</td>
<td>5,000.00</td>
<td>-4,972.40</td>
<td>0.6%</td>
</tr>
<tr>
<td><strong>820-000 · Staffing and Contract Labor</strong></td>
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<td></td>
</tr>
<tr>
<td>820-100 · Salaries &amp; Wages</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>820-101 · Salary - Executive Director</td>
<td>22,312.50</td>
<td>89,250.00</td>
<td>-66,937.50</td>
<td>25.0%</td>
</tr>
<tr>
<td><strong>Total 820-100 · Salaries &amp; Wages</strong></td>
<td>22,312.50</td>
<td>89,250.00</td>
<td>-66,937.50</td>
<td>25.0%</td>
</tr>
<tr>
<td><strong>820-200 · Employer Payroll Taxes</strong></td>
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<td></td>
</tr>
<tr>
<td>820-201 · Social Security/Medicare</td>
<td>1,706.88</td>
<td>6,502.51</td>
<td>-4,795.63</td>
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<tr>
<td>820-202 · FUTA</td>
<td>42.00</td>
<td>126.00</td>
<td>-84.00</td>
<td>33.3%</td>
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<tr>
<td>820-203 · State Unemployment</td>
<td>252.01</td>
<td>243.00</td>
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<td>103.7%</td>
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<tr>
<td><strong>Total 820-200 · Employer Payroll Taxes</strong></td>
<td>2,000.89</td>
<td>6,871.51</td>
<td>-4,870.62</td>
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<td>Account Number</td>
<td>Description</td>
<td>Jan - Mar 18</td>
<td>Budget</td>
<td>$ Over Budget</td>
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<tr>
<td>820-300</td>
<td>Employee Benefits</td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>820-301</td>
<td>401K Employer Match</td>
<td>1,115.64</td>
<td>4,249.92</td>
<td>-3,134.28</td>
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<tr>
<td>820-302</td>
<td>Insurance - Medical</td>
<td>-1,944.03</td>
<td>16,200.00</td>
<td>-18,144.03</td>
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<td>820-303</td>
<td>Insurance - Dental/Vision/Life</td>
<td>145.76</td>
<td>900.00</td>
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<tr>
<td>820-305</td>
<td>Staff Training/Development</td>
<td>0.00</td>
<td>2,000.00</td>
<td>-2,000.00</td>
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<td>820-306</td>
<td>Monthly Home Office Stipend</td>
<td>600.00</td>
<td>2,400.00</td>
<td>-1,800.00</td>
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<tr>
<td>Total 820-300</td>
<td>Employee Benefits</td>
<td>-82.63</td>
<td>25,749.92</td>
<td>-25,832.55</td>
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<td>820-400</td>
<td>Staff Travel</td>
<td>199.40</td>
<td>4,000.00</td>
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<td>820-500</td>
<td>Payroll Processing</td>
<td>329.14</td>
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<td>820-800</td>
<td>Business Mgt Contract</td>
<td>6,317.00</td>
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<td>Staffing and Contract Labor</td>
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<td>174,821.43</td>
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<td>850-000</td>
<td>Miscellaneous</td>
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<td>850-501</td>
<td>Reconciliation Adjustment</td>
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<td>850-000</td>
<td>Miscellaneous - Other</td>
<td>1,432.00</td>
<td>3,443.57</td>
<td>-2,011.57</td>
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<tr>
<td>Total 850-000</td>
<td>Miscellaneous</td>
<td>1,432.00</td>
<td>3,443.57</td>
<td>-2,011.57</td>
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<tr>
<td>860-000</td>
<td>Board of Directors</td>
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<td>860-001</td>
<td>Board Meetings</td>
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<td>860-002</td>
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<td>860-003</td>
<td>President Travel</td>
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<td>860-004</td>
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<tr>
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