

## **Budget Report, Spring, 2025** (September, 2024 – March, 2025)

This budget report is longer and more detailed than typical for two reasons. First, I am concerned about our reliance on investment income in the current economic climate. Second, we are in the process of transitioning from a fiscal year based on the calendar to one based on the academic year, which necessitates the approval of a budget for July 1, 2025, to June 30, 2026.

### **2024 Budget Review**

As a nonprofit, we aim to break even. Our 2024 budget forecasted a net profit of \$212. I'm happy to report that we came in well ahead of this mark, netting \$70,485 thanks to strong performance in our investment portfolio, which generated \$213,570. **Excluding investment income, though, we lost \$130,127.**

Digging deeper, we had some hits and misses. On the positive side, NEHS brought in \$187,507 more than forecasted. Although Chris Lockwood deserves credit for recruiting 138 new chapters, growth in the size of existing chapters best explains this revenue increase. On that note, ELA, NEHS, and SigmaTD all exceeded their goals for new charters, coming out over \$18,230 ahead in total. We also came out ahead by \$8,000 in Convention advertising, \$20,083 in Convention registrations, and \$3,135 in Convention t-shirt sales, all exceeding our 2023 totals.

In addition, we had some misses. Significantly, I failed to include credit card fees in the budget, which ended up costing us \$29,659. Regrettably, WriteAway and NEHSConnect are not able to pass these fees along to the purchaser. We also ended up spending \$34,878 more in accounting and audit services than budgeted. Both items reflect errors in budgeting, rather than overspending, and will be properly accounted for in future budgets.

On the salary front, although the Board had approved the hiring of an Event Planner (welcome, Nicole Adams!), I failed to account for this in the budget. We also incurred unplanned severance payments in winding down Sigma Kappa Delta. In addition, we were hit with a surprise \$13,927 pension payment for Elfi Gabriel after she retired in 2023. As you may recall, we previously supplemented staff members' salaries with payments from the Society. In 2022, we managed to end this practice by raising staff members' NIU salaries. This created the appearance that Elfi received a large raise the year before she retired, which increased her pension entitlement. Under Illinois law, we are on the hook for the difference.

Of more long-term concern, we overspent considerably on our major events, with the Fall Board Meeting going over budget by **\$25,658** and the Spring Board Meeting by **\$10,056**. We took a net loss of **\$87,967** on Convention, more than double what we budgeted.

See *Appendix A: 2024 Budget vs. Actuals Report* for more details. The report divides activities between our four societies, although assigning a particular expense to a given society is not always accurate. The numbers in the Total column are accurate, but the Society-specific numbers should be viewed as estimates. ELA, in particular, shows a \$29,172 loss, which is entirely attributable to salary allocations despite the fact that very little staff time went into supporting ELA.

2025 Budget Report

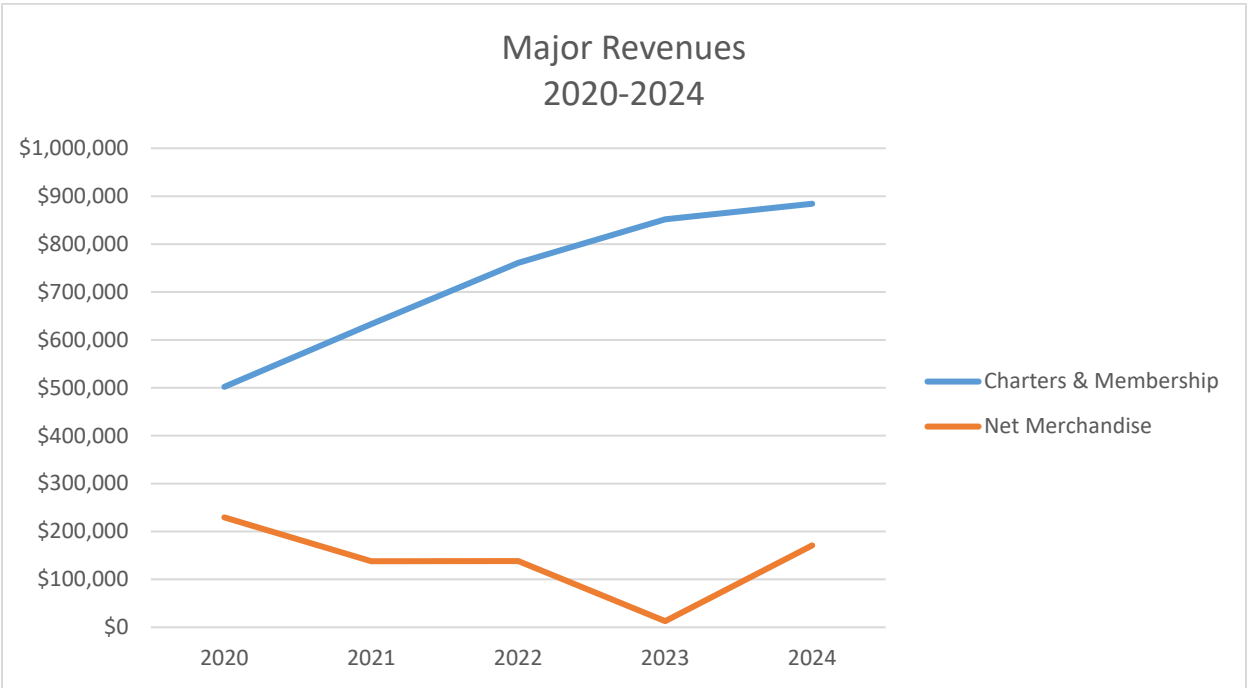
The Board recently approved the 2025 Budget with the understanding that we hoped to transition to a fiscal year based on the academic calendar, although we first needed to clear up lingering tax issues caused by our previous accounting firm. Jeannine Szostak’s tireless efforts resolved these issues. We are now prepared to make that transition, starting on July 1.

*Appendix B: 2025 Budget vs. Actual/6-Month Budget* shows the approved 2025 Budget (January-December, 2025) with actual Total data as of March 5, 2025. (Society-specific data are available in the linked spreadsheet, but, as with 2024, should be viewed as estimates.) The final column shows a rough six-month Total budget to cover January-June, 2025. The six-month budget divides most approved entries by 50%, except where all (e.g., Convention) or none (e.g., Fall Board Meeting) of the activity will occur during this period.

Note that our investment account has grown at about half the rate we had hoped it would for 2025 budget purposes.

Budget Analysis, 2020-2024

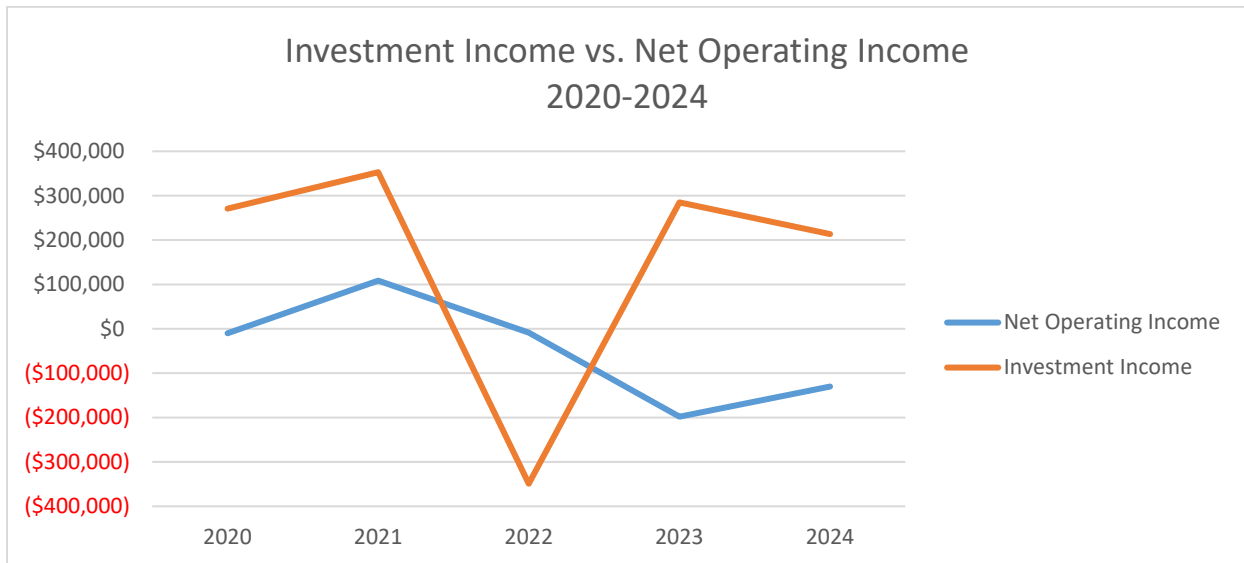
Before we started working on the 2025-26 budget, I analyzed our major income and expense categories for the previous five years. Looking at our two major revenue sources, we have steadily improved in charters and membership each year. Net merchandise sales fluctuate a bit and took a huge hit in 2023 when we needed to completely restock our inventory of stoles, pins, and certificate paper.



| Year | Charters & Membership | Net Merchandise* | Notes                     |
|------|-----------------------|------------------|---------------------------|
| 2020 | \$501,986             | \$229,429        |                           |
| 2021 | \$632,878             | \$137,778        |                           |
| 2022 | \$760,941             | \$138,169        |                           |
| 2023 | \$851,654             | \$12,823         | \$175K inventory purchase |
| 2024 | \$884,241             | \$171,042        |                           |

\*Merchandise sales minus inventory costs

It is important to note the role of our investment account in balancing our budget each year. Aside from 2021, which was unusual in a number of respects, we have spent more than we have earned through membership and merchandise, even though our earnings in both of these areas have been strong. I believe our recent investments in ELA and SKD will pay off in the coming year, but it is difficult to predict their impact on revenue. Fortunately, our investment performance has more than made up for past budget shortfalls.



2022 was an exception, however, as our investments declined by almost \$350,000. That year, we ran an operating deficit of \$8,721 that had to come out of the principal in our account, compounding the loss and reducing future investment gains.

| Year | Net Operating Income* | Investment Income | Notes  |
|------|-----------------------|-------------------|--|
| 2020 | -\$9,947              | \$270,872         | No Convention  |
| 2021 | \$108,530             | \$352,848         | Virtual Convention, Covid relief funds, DSO transition                       |
| 2022 | -\$8,721              | -\$349,124        | Executive Director transition  |
| 2023 | -\$198,091            | \$285,021         | Moved full salaries to NIU, NIU automatic raises, \$175K inventory purchase  |
| 2024 | -\$130,127            | \$213,570         | Began SKD merger, hired f/t Program Coordinator, Bookkeeper, & Event Planner |

\*Income minus expenses, not including investment income

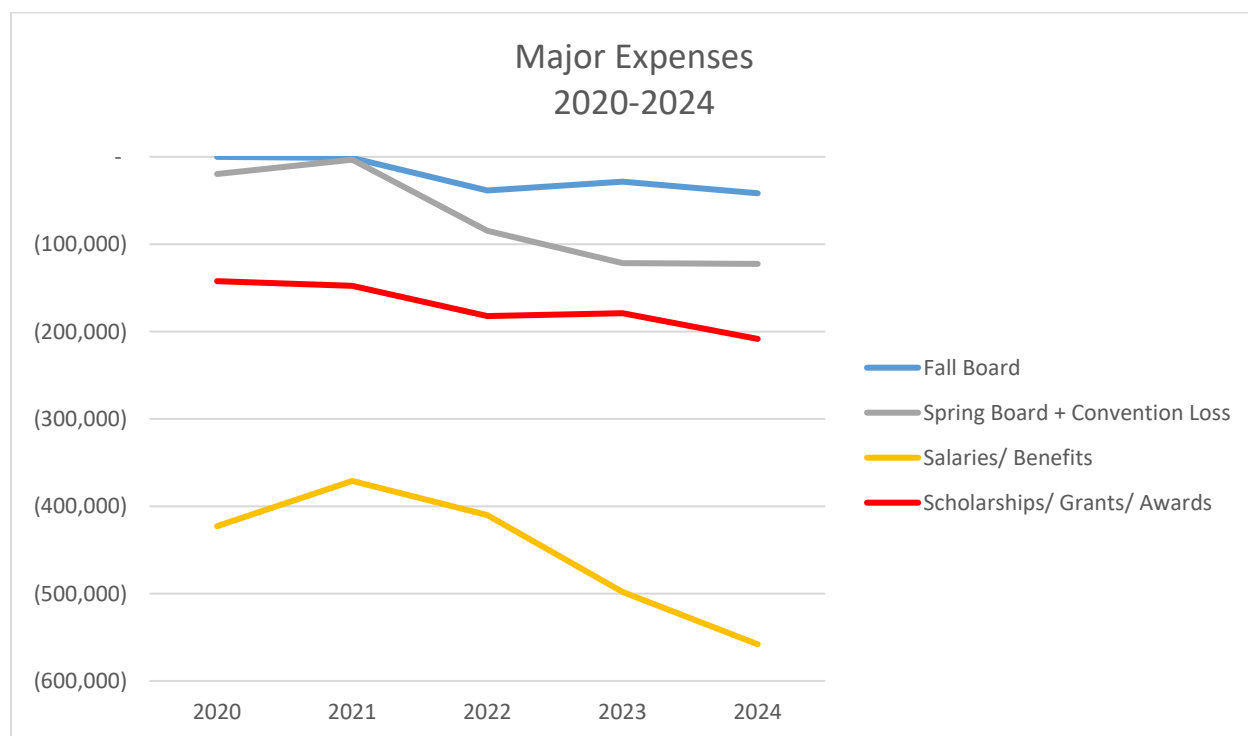
I worry that a significant economic downturn is both overdue and being made more likely by policy decisions coming out of Washington. We are well equipped to withstand a one-year recession, but anything longer would deplete our investments and make it difficult to continue balancing our budget each year. In addition, our member institutions at all levels are facing funding cuts. There is a very real chance that we may lose members and chapters do a lack of institutional support. Given this pressure on our major revenue sources, we need to look at reining in expenses.

| Year | Convention Income | Convention Expense | Spring Board | Convention Loss | Convention + Spring Board Loss | Notes              |
|------|-------------------|--------------------|--------------|-----------------|--------------------------------|--------------------|
| 2020 | 0                 | -\$7,775           | -\$11,845    | -\$7,775        | -\$19,620                      | No convention      |
| 2021 | \$11,275          | -\$14,494          | 0            | -\$3,219        | -\$3,219                       | Virtual convention |
| 2022 | \$64,373          | -\$106,452         | -\$42,490    | -\$42,079       | -\$84,569                      |                    |
| 2023 | \$90,928          | -\$103,575         | -\$109,029   | -\$12,647       | -\$121,676                     |                    |
| 2024 | \$106,094         | -\$194,061         | -\$34,556    | -\$87,967       | -\$122,523                     |                    |

Although we have consistently increased Convention income each year, this has been offset by increasing expenses. It is also difficult to separate out Convention expenses from Spring Board Meeting expenses, so I have combined them in the fifth column. For the 2025 and 2026 budgets, Spring Board Meeting expenses are included in Convention expenses. **We regularly spend more than twice what we earn on Convention/Spring Board Meeting.**

| Year | Fall Board | Spring Board + Convention Loss | Salaries/ Benefits | Scholarships/ Grants/ Awards | Notes   |
|------|------------|--------------------------------|--------------------|------------------------------|---|
| 2020 | -          | -\$19,620                      | -\$422,875         | -\$142,297                   | No Convention   |
| 2021 | -\$1,295   | -\$3,219                       | -\$371,026         | -\$147,606                   | Virtual Convention, DSO transition                                    |
| 2022 | -\$38,523  | -\$84,569                      | -\$410,078         | -\$182,294                   |   |
| 2023 | -\$28,415  | -\$121,676                     | -\$498,064         | -\$178,945                   | Moved full salaries to NIU, NIU automatic raises                      |
| 2024 | -\$41,658  | -\$122,523                     | -\$558,022         | -\$208,405                   | Begin SKD merger, hired f/t Program Coord, Bookkeeper & Event Planner |

Looking at our major expenses, we are limited in where we can cut back. Like most nonprofits, particularly in higher education, salaries are our largest expense. We have made investments in personnel over the last few years to better deliver mission-critical services. Any cuts here could impact our ability to deliver these services. Our second largest expense is awarding scholarships, grants, and awards, perhaps the activity most fundamental to our mission. Any cuts here would directly hurt our students.



The Fall Board Meeting, however, is an area where we could reduce spending without hurting revenue or the mission. We are contracted to hold our meeting in 2025, but thereafter I propose we hold the fall meeting virtually. We can still send a smaller team of Convention Chairs and select CO staff for a shorter period to scout out the hotel for Convention at a fraction of the \$40,000 we spent in 2024. This may also make Board service more appealing to prospective members who struggle to get away from work and family commitments twice a year.

Convention and the Spring Board Meeting present another opportunity for savings. We have a few different levers to pull here. I recommend decreasing the number of people who get travel expenses and hotel rooms covered; one relatively painless option would be to prioritize local speakers over those we need to fly in (Jesmyn Ward will be great for New Orleans). I also recommend reducing the overall number of paid speakers.

In addition, we spent \$14,400 in 2024 for convention delegate reimbursement to encourage attendance at the business meeting. Since we moved to online voting for Board positions, we don't actually conduct any business at this meeting, so this feels like an unnecessary expense. In addition, we spent \$3,200 for new advisor subvention to encourage new advisors to attend Convention. As shown above, we spend more than twice as much as we earn on Convention/Spring Board Meeting, which means Convention attendance is already heavily subsidized. I propose eliminating these additional \$17,600 in subsidies.

We also budget \$4,200 per year for visits to the Central Office by remote staff and Board members. I propose suspending these visits for at least a year until the economic climate improves.

In addition, we need to look at the revenue side by raising Convention registration fees and t-shirt prices to somewhat offset our costs. T-shirts, in particular, have sold for \$12 since at least as far back as 2018. As sympathetic as I am to the limited financial resources of those students who attend Convention, I also recognize that they are being subsidized by the many other students with limited financial resources who do not attend. Modest increases in registration fees and t-shirts are reasonable steps toward a sustainable Convention.

Relatedly, I would like to propose an increase to SigmaTD's membership fee, which has been set at \$45 since 2018; adjusting for inflation, this would be \$56.93 today. By way of comparison, Phi Beta Kappa charges \$85 for a lifetime membership. Raising the SigmaTD fee to \$60 would generate over \$110,000 per year. Although this appears to be a major increase, our expenses have gone up at the same rate; we are effectively losing over \$100,000 each year due to inflation. ELA, NEHS, and SKD have all raised or set their fees in the last 5 years; I propose holding them in place for now, but we should consider \$5 increases in the coming years that would generate over \$150,000 per year.

### **2026 Budget Proposal**

This budget draft proposes the following significant changes to improve non-investment income and to reduce expenses:

1. Raise Convention t-shirt markup by \$5 to generate \$4,000.
2. Raise Convention registration fees by \$10 to generate \$8,000.
3. Raise SigmaTD membership fees by \$15 to generate \$110,000.
4. Suspend Central Office visits by remote staff and Board members to save \$4,200.
5. Eliminate the Convention overflow hotel block to save \$2,000.
6. Reduce Convention speaker fees to \$20,000 to save \$7,000.
7. Eliminate convention delegate reimbursement and new advisor subvention to save \$17,600.
8. Reduce the budget for each Region to \$1,000 (this is still more than any have spent since I've been here) to save a budgeted \$6,000.
9. Eliminates unused Regent Scholarship money to save a budgeted \$15,500.

Note that even with these changes, we are projecting a net operating budget loss of almost \$13,000 that will need to be covered by our investments, potentially by drawing down the principal if the markets continue to decline.

See *Appendix C: 2025-2026 Draft Budget* for more information.

## Appendix A: 2024 Budget vs. Actuals Report

Access the full spreadsheet at [English Honor Societies Budget vs. Actuals FY24.xlsx](#).

(ELA, NEHS, SKD: next 7 pages, followed by SigmaTD, unspecified, Total)

|    | Account                                   | ELA          |          |              | NEHS           |                |                | SKD      |          |          |
|----|---|--------------|----------|--------------|----------------|----------------|----------------|----------|----------|----------|
|    |   | Actual       | Budget   | Diff         | Actual         | Budget         | Diff           | Actual   | Budget   | Diff     |
| 7  | Income                                    |              |          | -            |                |                | -              |          |          | -        |
| 8  | Charters                                  |              |          | -            |                |                | -              |          |          | -        |
| 9  | Affiliation Fee                           | -            | -        | -            | 69,335         | 60,000         | 9,335          | -        | -        | -        |
| 10 | Charter                                   | 2,400        | -        | 2,400        | 18,045         | 9,000          | 9,045          | -        | -        | -        |
| 11 | Reactivation                              | -            | -        | -            | 5,250          | 3,000          | 2,250          | -        | -        | -        |
| 12 | <b>Total for Charters</b>                 | <b>2,400</b> | <b>-</b> | <b>2,400</b> | <b>92,630</b>  | <b>72,000</b>  | <b>20,630</b>  | <b>-</b> | <b>-</b> | <b>-</b> |
| 13 | Convention Income                         |              |          | -            | (124)          |                | (124)          |          |          | -        |
| 14 | Convention Advertising                    | -            | -        | -            | -              | -              | -              | -        | -        | -        |
| 15 | Registration Fees                         | -            | -        | -            | -              | -              | -              | -        | -        | -        |
| 16 | T-shirts                                  | -            | -        | -            | -              | -              | -              | -        | -        | -        |
| 17 | Other                                     | -            | -        | -            | -              | -              | -              | -        | -        | -        |
| 18 | <b>Total for Convention Income</b>        | <b>-</b>     | <b>-</b> | <b>-</b>     | <b>(124)</b>   | <b>-</b>       | <b>(124)</b>   | <b>-</b> | <b>-</b> | <b>-</b> |
| 19 | Donation Income                           | -            | -        | -            | -              | -              | -              | -        | -        | -        |
| 20 | Membership                                | 3,966        |          | 3,966        | 473,925        | 300,000        | 173,925        |          |          | -        |
| 21 | Reduced Fees                              | -            | -        | -            | (1,090)        | -              | (1,090)        | -        | -        | -        |
| 22 | <b>Total for Membership</b>               | <b>3,966</b> | <b>-</b> | <b>3,966</b> | <b>472,835</b> | <b>300,000</b> | <b>172,835</b> | <b>-</b> | <b>-</b> | <b>-</b> |
| 23 | Merchandise                               | 128          | -        | 128          | 144,273        | 150,000        | (5,727)        | -        | -        | -        |
| 24 | Other income                              | 89           | -        | 89           | 1,143          | 1,250          | (107)          | -        | -        | -        |
| 25 | Uncategorized Income                      | -            | -        | -            | -              | -              | -              | -        | -        | -        |
| 26 | <b>Total for Income</b>                   | <b>6,583</b> | <b>-</b> | <b>6,583</b> | <b>710,757</b> | <b>523,250</b> | <b>187,507</b> | <b>-</b> | <b>-</b> | <b>-</b> |
| 27 | Cost of Goods Sold                        |              |          | -            |                |                | -              |          |          | -        |
| 28 | Cost of Merchandise Sold                  | 40           |          | 40           | 42,830         |                | 42,830         |          |          | -        |
| 29 | Pins                                      | -            | -        | -            | -              | 14,000         | (14,000)       | -        | -        | -        |
| 30 | Honor Cords                               | -            | -        | -            | -              | -              | -              | -        | -        | -        |
| 31 | <b>Total for Cost of Merchandise Sold</b> | <b>40</b>    | <b>-</b> | <b>40</b>    | <b>42,830</b>  | <b>14,000</b>  | <b>28,830</b>  | <b>-</b> | <b>-</b> | <b>-</b> |
| 32 | Inventory Shrinkage                       | -            | -        | -            | -              | -              | -              | -        | -        | -        |
| 33 | Cost of Goods Sold                        | -            | -        | -            | -              | 35,000         | (35,000)       | -        | -        | -        |
| 34 | <b>Total for Cost of Goods Sold</b>       | <b>40</b>    | <b>-</b> | <b>40</b>    | <b>42,830</b>  | <b>49,000</b>  | <b>(6,170)</b> | <b>-</b> | <b>-</b> | <b>-</b> |
| 35 | <b>Gross Profit</b>                       | <b>6,544</b> | <b>-</b> | <b>6,544</b> | <b>667,927</b> | <b>474,250</b> | <b>193,677</b> | <b>-</b> | <b>-</b> | <b>-</b> |
| 36 | Expenses                                  |              |          | -            |                |                | -              |          |          | -        |
| 37 | Operations                                |              |          | -            |                |                | -              |          |          | -        |
| 38 | Postage, Mailing Service                  | 2            | -        | 2            | 1,229          | 4,500          | (3,271)        | -        | -        | -        |
| 39 | Printing                                  | -            | -        | -            | 440            | 833            | (393)          | -        | -        | -        |
| 40 | Supplies                                  | 163          | -        | 163          | 1,279          | 3,333          | (2,054)        | 58       | -        | 58       |

|    |  | ELA           |          |               | NEHS          |               |                | SKD          |          |              |
|----|--|---------------|----------|---------------|---------------|---------------|----------------|--------------|----------|--------------|
|    | Account                                | Actual        | Budget   | Diff          | Actual        | Budget        | Diff           | Actual       | Budget   | Diff         |
| 41 | Association Fees                       | -             | -        | -             | 325           | 1,000         | (675)          | -            | -        | -            |
| 42 | Computers                              | 64            | -        | 64            | 64            | -             | 64             | -            | -        | -            |
| 43 | Consulting/Professional Fees           | -             | -        | -             | 18,457        | 5,000         | 13,457         | 2,500        | -        | 2,500        |
| 44 | Credit Card Transaction Fees           | 5             | -        | 5             | 14,603        | -             | 14,603         | -            | -        | -            |
| 45 | Fulfillment Costs                      | 10            | -        | 10            | 4,682         | 4,667         | 15             | -            | -        | -            |
| 46 | Insurance                              | 962           | -        | 962           | 962           | 1,100         | (138)          | -            | -        | -            |
| 47 | Member Bookmarks                       | -             | -        | -             | -             | -             | -              | -            | -        | -            |
| 48 | Other Operations Expenses              | 80            | -        | 80            | 813           | 1,667         | (854)          | -            | -        | -            |
| 49 | Parking                                | 20            | -        | 20            | 389           | -             | 389            | -            | -        | -            |
| 50 | Promotions                             | 395           | -        | 395           | -             | 1,000         | (1,000)        | -            | -        | -            |
| 51 | Rent                                   | -             | -        | -             | 11,342        | 9,000         | 2,342          | -            | -        | -            |
| 52 | Service Charge - Checking Acct         | -             | -        | -             | 726           | 2,000         | (1,274)        | -            | -        | -            |
| 53 | Social Media/Marketing                 | -             | -        | -             | 2,590         | -             | 2,590          | -            | -        | -            |
| 54 | Technology                             |               |          | -             |               |               | -              |              |          | -            |
| 55 | Hardware                               | 2,510         | -        | 2,510         | 2,655         | 667           | 1,988          | -            | -        | -            |
| 56 | Software/SAAS                          | -             |          | -             | 12,828        | 4,000         | 8,828          |              |          | -            |
| 57 | Digital Certificates                   | -             | -        | -             | -             | 12,000        | (12,000)       | -            | -        | -            |
| 58 | <b>Total for Software/SAAS</b>         | <b>2,233</b>  | <b>-</b> | <b>2,233</b>  | <b>10,594</b> | <b>16,000</b> | <b>(5,406)</b> | <b>-</b>     | <b>-</b> | <b>-</b>     |
| 59 | Website                                |               |          | -             |               |               | -              |              |          | -            |
| 60 | Web Development                        | 6,900         | -        | 6,900         | -             | 1,000         | (1,000)        | -            | -        | -            |
| 61 | Web Hosting                            | 10            | -        | 10            | 155           | 1,000         | (845)          | -            | -        | -            |
| 62 | <b>Total for Website</b>               | <b>6,910</b>  | <b>-</b> | <b>6,910</b>  | <b>155</b>    | <b>2,000</b>  | <b>(1,845)</b> | <b>-</b>     | <b>-</b> | <b>-</b>     |
| 63 | <b>Total for Technology</b>            | <b>11,653</b> | <b>-</b> | <b>11,653</b> | <b>13,404</b> | <b>18,667</b> | <b>(5,263)</b> | <b>-</b>     | <b>-</b> | <b>-</b>     |
| 64 | Utilities                              |               |          | -             |               |               | -              |              |          | -            |
| 65 | Telephone                              | -             | -        | -             | 3,091         | 1,667         | 1,424          | -            | -        | -            |
| 66 | Internet                               | 17            | -        | 17            | 393           | 360           | 33             | -            | -        | -            |
| 67 | <b>Total for Utilities</b>             | <b>1,217</b>  | <b>-</b> | <b>1,217</b>  | <b>2,284</b>  | <b>2,027</b>  | <b>257</b>     | <b>-</b>     | <b>-</b> | <b>-</b>     |
| 68 | Transition ED                          | -             | -        | -             | -             | 1,000         | (1,000)        | -            | -        | -            |
| 69 | <b>Total for Operations</b>            | <b>4,237</b>  | <b>-</b> | <b>4,237</b>  | <b>83,922</b> | <b>55,794</b> | <b>28,128</b>  | <b>2,558</b> | <b>-</b> | <b>2,558</b> |
| 70 | Board                                  |               |          | -             |               |               | -              |              |          | -            |
| 71 | Board/CO Travel - Other                | -             | -        | -             | 644           | 10,000        | (9,356)        | 566          | -        | 566          |
| 72 | Central Office visits                  |               |          | -             |               |               | -              |              |          | -            |
| 73 | CO visit per diem                      | -             | -        | -             | 90            | -             | 90             | -            | -        | -            |
| 74 | Incidentals                            | -             | -        | -             | 3             | -             | 3              | -            | -        | -            |
| 75 | <b>Total for Central Office visits</b> | <b>-</b>      | <b>-</b> | <b>-</b>      | <b>92</b>     | <b>-</b>      | <b>92</b>      | <b>-</b>     | <b>-</b> | <b>-</b>     |



|     |  | ELA        |        |            | NEHS          |               |                | SKD        |        |            |
|-----|--|------------|--------|------------|---------------|---------------|----------------|------------|--------|------------|
|     | Account                                | Actual     | Budget | Diff       | Actual        | Budget        | Diff           | Actual     | Budget | Diff       |
| 76  | Fall Board Meeting                     |            |        |            | 1,729         |               | 1,729          |            |        | -          |
| 77  | Hotel Guest Rooms                      | -          | -      | -          | (181)         | -             | (181)          | -          | -      | -          |
| 78  | Per Diem                               | -          | -      | -          | 2,846         | -             | 2,846          | -          | -      | -          |
| 79  | Travel                                 | -          | -      | -          | 3,711         | -             | 3,711          | -          | -      | -          |
| 80  | <b>Total for Fall Board Meeting</b>    | -          | -      | -          | <b>8,104</b>  | -             | <b>8,104</b>   | -          | -      | -          |
| 81  | NCTE                                   |            |        | -          | 4,615         |               | 4,615          |            |        | -          |
| 82  | NCTE Hotel                             | -          | -      | -          | 2,801         | -             | 2,801          | -          | -      | -          |
| 83  | NCTE Per Diem                          | -          | -      | -          | 1,343         | -             | 1,343          | -          | -      | -          |
| 84  | NCTE Travel                            | -          | -      | -          | 2,211         | -             | 2,211          | -          | -      | -          |
| 85  | <b>Total for NCTE</b>                  | -          | -      | -          | <b>10,970</b> | -             | <b>10,970</b>  | -          | -      | -          |
| 86  | Spring Board Meeting                   |            |        | -          | 213           | 5,500         | (5,287)        |            |        | -          |
| 87  | Travel                                 | -          | -      | -          | -             | -             | -              | -          | -      | -          |
| 88  | <b>Total for Spring Board Meeting</b>  | -          | -      | -          | <b>213</b>    | <b>5,500</b>  | <b>(5,287)</b> | -          | -      | -          |
| 89  | <b>Total for Board</b>                 | <b>295</b> | -      | <b>295</b> | <b>19,728</b> | <b>15,500</b> | <b>4,228</b>   | <b>566</b> | -      | <b>566</b> |
| 90  | Convention Expense                     |            |        | -          |               |               | -              |            |        | -          |
| 91  | Convention Supplies                    |            |        | -          | 88            |               | 88             |            |        | -          |
| 92  | Prizes                                 | -          | -      | -          | 5             | -             | 5              | -          | -      | -          |
| 93  | <b>Total for Convention Supplies</b>   | -          | -      | -          | <b>92</b>     | -             | <b>92</b>      | -          | -      | -          |
| 94  | Convention Technology                  |            |        | -          | 553           |               | 553            |            |        | -          |
| 95  | AV Equipment                           | -          | -      | -          | -             | -             | -              | -          | -      | -          |
| 96  | Ex Ordo                                | -          | -      | -          | -             | -             | -              | -          | -      | -          |
| 97  | <b>Total for Convention Technology</b> | -          | -      | -          | <b>553</b>    | -             | <b>553</b>     | -          | -      | -          |
| 98  | Delegate (deleted)                     | -          | -      | -          | -             | -             | -              | -          | -      | -          |
| 99  | Food and Beverage                      |            |        | -          |               |               | -              |            |        | -          |
| 100 | Boxed Lunches                          | -          | -      | -          | -             | -             | -              | -          | -      | -          |
| 101 | Breakfast Buffet                       | -          | -      | -          | -             | -             | -              | -          | -      | -          |
| 102 | Evening Snacks                         | -          | -      | -          | -             | -             | -              | -          | -      | -          |
| 103 | Past Presidents' Luncheon              | -          | -      | -          | -             | -             | -              | -          | -      | -          |
| 104 | President's Reception                  | -          | -      | -          | -             | -             | -              | -          | -      | -          |
| 105 | SKD Luncheon                           | -          | -      | -          | -             | -             | -              | 900        | -      | 900        |
| 106 | <b>Total for Food and Beverage</b>     | -          | -      | -          | -             | -             | -              | <b>900</b> | -      | <b>900</b> |
| 107 | Hotel Rooms                            |            |        | -          |               |               | -              |            |        | -          |
| 108 | Board Hotel Rooms - Faculty            | -          | -      | -          | -             | -             | -              | -          | -      | -          |
| 109 | Board - Students                       | -          | -      | -          | 143           | -             | 143            | -          | -      | -          |
| 110 | CO Hotel Rooms                         | -          | -      | -          | -             | -             | -              | -          | -      | -          |

|     |   |        | ELA    |       |        | NEHS   |         |        | SKD    |      |
|-----|---|--------|--------|-------|--------|--------|---------|--------|--------|------|
|     | Account                                     | Actual | Budget | Diff  | Actual | Budget | Diff    | Actual | Budget | Diff |
| 111 | Credit for Hotel Rooms                      | -      |        |       | -      |        |         | -      |        |      |
| 112 | NEHS Hotel Rooms                            | -      | -      | -     | -      | -      | -       | -      | -      | -    |
| 113 | Overflow Hotel                              | -      | -      | -     | -      | -      | -       | -      | -      | -    |
| 114 | PP/Deltan Hotel Rooms                       | -      | -      | -     | -      | -      | -       | -      | -      | -    |
| 115 | SKD Hotel Rooms                             | -      | -      | -     | -      | -      | -       | -      | -      | -    |
| 116 | Speaker Hotel Rooms                         | -      | -      | -     | -      | -      | -       | -      | -      | -    |
| 117 | Student Volunteer Hotel Rooms               | -      | -      | -     | -      | -      | -       | -      | -      | -    |
| 118 | Comped VIP Rooms                            | -      | -      | -     | -      | 8,000  | (8,000) | -      | -      | -    |
| 119 | <b>Total for Hotel Rooms</b>                | -      | -      | -     | 143    | 8,000  | (7,857) | -      | -      | -    |
| 120 | Other Convention Expenses                   | -      | -      | -     | -      | 500    | (500)   | -      | -      | -    |
| 121 | Reimbursement                               |        |        | -     |        |        | -       |        |        | -    |
| 122 | Convention Delegate Reimbursement           | -      | -      | -     | -      | -      | -       | -      | -      | -    |
| 123 | New Advisor Subvention                      | -      | -      | -     | -      | -      | -       | -      | -      | -    |
| 124 | <b>Total for Reimbursement</b>              | -      | -      | -     | -      | -      | -       | -      | -      | -    |
| 125 | SL Workshop                                 | -      | -      | -     | -      | -      | -       | -      | -      | -    |
| 126 | Speaker Fees                                | -      | -      | -     | -      | -      | -       | -      | -      | -    |
| 127 | <b>Total for Convention Expense</b>         | -      | -      | -     | 788    | 8,500  | (7,712) | 900    | -      | 900  |
| 128 | Discretionary Expenditures                  |        |        | -     |        |        | -       |        |        | -    |
| 129 | DSO Discretionary                           | 3      | -      | 3     | 77     | -      | 77      | -      | -      | -    |
| 130 | Exec. Director Discretionary                | -      | -      | -     | -      | -      | -       | -      | -      | -    |
| 131 | NEHS Director Discretionary                 | -      | -      | -     | 884    | 1,200  | (316)   | -      | -      | -    |
| 132 | <b>Total for Discretionary Expenditures</b> | 3      | -      | 3     | 961    | 1,200  | (239)   | -      | -      | -    |
| 133 | Payroll Expenses                            |        |        | -     | 332    |        | 332     |        |        | -    |
| 134 | Taxes                                       | 1,309  | -      | 1,309 | 1,682  | -      | 1,682   | -      | -      | -    |
| 135 | <b>Total for Payroll Expenses</b>           | 1,309  | -      | 1,309 | 2,014  | -      | 2,014   | -      | -      | -    |
| 136 | Publications                                |        |        | -     |        |        | -       |        |        | -    |
| 137 | Reviewer Stipends                           | -      | -      | -     | -      | 1,167  | (1,167) | -      | -      | -    |
| 138 | Judge Stipend                               | -      | -      | -     | -      | -      | -       | -      | -      | -    |
| 139 | Other Publications Expenses                 | -      | -      | -     | -      | 2,000  | (2,000) | -      | -      | -    |
| 140 | <b>Total for Publications</b>               | -      | -      | -     | -      | 3,167  | (3,167) | -      | -      | -    |
| 141 | Regent Expenses                             |        |        | -     |        |        | -       |        |        | -    |
| 142 | Common Reader Award                         | -      | -      | -     | 100    | -      | 100     | -      | -      | -    |
| 143 | Eastern                                     | -      | -      | -     | -      | -      | -       | -      | -      | -    |
| 144 | Far Western                                 | -      | -      | -     | -      | -      | -       | -      | -      | -    |
| 145 | High Plains                                 | -      | -      | -     | 250    | -      | 250     | -      | -      | -    |

|     |   | ELA           |        |               | NEHS           |                |               | SKD           |        |               |
|-----|---|---------------|--------|---------------|----------------|----------------|---------------|---------------|--------|---------------|
|     | Account   | Actual        | Budget | Diff          | Actual         | Budget         | Diff          | Actual        | Budget | Diff          |
| 146 | Midwestern  | -             | -      | -             | -              | -              | -             | -             | -      | -             |
| 147 | Southern  | -             | -      | -             | -              | -              | -             | -             | -      | -             |
| 148 | Southwestern                                      | -             | -      | -             | -              | -              | -             | -             | -      | -             |
| 149 | <b>Total for Regent Expenses</b>                  | -             | -      | -             | <b>350</b>     | -              | <b>350</b>    | -             | -      | -             |
| 150 | Salaries & Benefits                               |               |        | -             | 7,292          |                | 7,292         |               |        | -             |
| 151 | Intern Stipends                                   | -             | -      | -             | -              | -              | -             | -             | -      | -             |
| 152 | Salaries/Wages                                    |               |        | -             |                |                | -             |               |        | -             |
| 153 | Executive Director                                | -             | -      | -             | 57,074         | 46,800         | 10,274        | -             | -      | -             |
| 154 | Honoraria/Bonuses                                 | -             | -      | -             | 2,500          | 20,000         | (17,500)      | -             | -      | -             |
| 155 | Hourly Staff                                      | 12,933        | -      | 12,933        | 20,675         | 21,105         | (430)         | -             | -      | -             |
| 156 | Independent Contractors                           | 15,000        | -      | 15,000        | 47,500         | 55,000         | (7,500)       | 11,800        | -      | 11,800        |
| 157 | Professional Development                          | -             | -      | -             | -              | -              | -             | -             | -      | -             |
| 158 | Salaried Staff                                    | -             | -      | -             | 139,357        | 96,804         | 44,637        | -             | -      | -             |
| 159 | <b>Total for Salaries/Wages</b>                   | <b>27,933</b> | -      | <b>27,933</b> | <b>267,106</b> | <b>239,709</b> | <b>27,397</b> | <b>11,800</b> | -      | <b>11,800</b> |
| 160 | Taxes   | -             | -      |               | -              | 7,500          | (7,500)       | -             | -      | -             |
| 161 | <b>Total for Salaries &amp; Benefits</b>          | <b>27,933</b> | -      | <b>27,933</b> | <b>274,398</b> | <b>247,209</b> | <b>27,189</b> | <b>11,800</b> | -      | <b>11,800</b> |
| 162 | Scholarships/Awards/Grants                        |               |        | -             | 1,750          |                | 1,750         |               |        | -             |
| 163 | NEHS Scholarships/Awards/Grants                   |               |        | -             | 4,500          |                | 4,500         |               |        | -             |
| 164 | NEHS Advisor Grant                                | -             | -      | -             | 650            | 1,500          | (850)         | -             | -      | -             |
| 165 | NEHS Chapter Project Grants                       | -             | -      | -             | 600            | -              | 600           | -             | -      | -             |
| 166 | NEHS Classroom Library Grant                      | -             | -      | -             | 2,000          | 900            | 1,100         | -             | -      | -             |
| 167 | NEHS Dr. William Johnson Scholarship              | -             | -      | -             | 5,000          | 5,000          | -             | -             | -      | -             |
| 168 | NEHS Enrichment Grant                             | -             | -      | -             | 1,500          | -              | 1,500         | -             | -      | -             |
| 169 | NEHS Evaluator Honoraria                          | -             | -      | -             | 500            | 1,200          | (700)         | -             | -      | -             |
| 170 | NEHS Intellectual Freedom Challenge               | -             | -      | -             | 1,400          | 1,500          | (100)         | -             | -      | -             |
| 171 | NEHS Literary Artwork Awards                      | -             | -      | -             | 200            | -              | 200           | -             | -      | -             |
| 172 | NEHS-NCTE Competition                             | -             | -      | -             | 3,365          | -              | 3,365         | -             | -      | -             |
| 173 | NEHS Professional Support Grant                   | -             | -      | -             | 1,500          | -              | 1,500         | -             | -      | -             |
| 174 | NEHS Scholarships                                 | -             | -      | -             | 6,000          | -              | 6,000         | -             | -      | -             |
| 175 | NEHS Scholarship Travel Expense                   | -             | -      | -             | 1,500          | -              | 1,500         | -             | -      | -             |
| 176 | NEHS Writing Contest                              | -             | -      | -             | 1,000          | 1,000          | -             | -             | -      | -             |
| 177 | Outstanding Chapter Award (deleted)               | -             | -      | -             | 500            | 500            | -             | -             | -      | -             |
| 178 | <b>Total for NEHS Scholarships/Awards/ Grants</b> | -             | -      | -             | <b>30,215</b>  | <b>11,600</b>  | <b>18,615</b> | -             | -      | -             |
| 179 | Short-Term Study Abroad (deleted)                 | -             | -      | -             | -              | -              | -             | -             | -      | -             |
| 180 | SigmaTD Scholarships/Awards/Grants                |               |        | -             |                |                | -             |               |        | -             |
| 181 | Chapter Awards                                    |               |        | -             |                |                | -             |               |        | -             |

|     |   | ELA    |        |      | NEHS          |               |                 | SKD    |        |      |
|-----|---|--------|--------|------|---------------|---------------|-----------------|--------|--------|------|
|     | Account   | Actual | Budget | Diff | Actual        | Budget        | Diff            | Actual | Budget | Diff |
| 182 | Literary Arts Journal Award                           | -      | -      | -    | -             | -             | -               | -      | -      | -    |
| 183 | Outstanding Chapter Award                             | -      | -      | -    | -             | 750           | (750)           | -      | -      | -    |
| 184 | Project Grant   | -      | -      | -    | -             | 1,800         | (1,800)         | -      | -      | -    |
| 185 | Chapter Service Award                                 | -      | -      | -    | -             | 200           | (200)           | -      | -      | -    |
| 186 | <b>Total for Chapter Awards</b>                       | -      | -      | -    | -             | <b>2,750</b>  | <b>(2,750)</b>  | -      | -      | -    |
| 187 | Convention Awards                                     |        |        | -    |               |               | -               |        |        | -    |
| 188 | Convention Paper Awards                               | -      | -      | -    | -             | -             | -               | -      | -      | -    |
| 189 | NEHS Convention Donation<br>(deleted)                 | -      | -      | -    | 3,000         | 3,000         | -               | -      | -      | -    |
| 190 | Outstanding Chapter Display                           | -      | -      | -    | -             | -             | -               | -      | -      | -    |
| 191 | Alumni Convention Awards                              | -      | -      | -    | -             | -             | -               | -      | -      | -    |
| 192 | <b>Total for Convention Awards</b>                    | -      | -      | -    | <b>3,000</b>  | <b>3,000</b>  | -               | -      | -      | -    |
| 193 | Individual Awards                                     |        |        | -    |               |               | -               |        |        | -    |
| 194 | Classroom Library Grant (2<br>cycles)                 | -      | -      | -    | -             | 2,000         | (2,000)         | -      | -      | -    |
| 195 | Internship Stipends (3 cycles)                        | -      | -      | -    | -             | -             | -               | -      | -      | -    |
| 196 | LIT Grant   | -      | -      | -    | -             | -             | -               | -      | -      | -    |
| 197 | NEHS Creative Writing                                 | -      | -      | -    | 1,000         | 667           | 333             | -      | -      | -    |
| 198 | Outstanding Chapter Advisor                           | -      | -      | -    | -             | -             | -               | -      | -      | -    |
| 199 | Scholarly Paper (Grad)                                | -      | -      | -    | -             | -             | -               | -      | -      | -    |
| 200 | Scholarly Paper (UG)                                  | -      | -      | -    | -             | -             | -               | -      | -      | -    |
| 201 | Student Leadership Award                              | -      | -      | -    | -             | -             | -               | -      | -      | -    |
| 202 | Rectangle Writing Award                               | -      | -      | -    | -             | -             | -               | -      | -      | -    |
| 203 | <b>Total for Individual Awards</b>                    | -      | -      | -    | <b>1,000</b>  | <b>2,667</b>  | <b>(1,667)</b>  | -      | -      | -    |
| 204 | Scholarships  |        |        | -    |               |               | -               |        |        | -    |
| 205 | Continuing Education<br>Scholarship                   | -      | -      | -    | 100           | -             | 100             | -      | -      | -    |
| 206 | Graduate Scholarship                                  | -      | -      | -    | -             | -             | -               | -      | -      | -    |
| 207 | Junior Scholarship                                    | -      | -      | -    | 15            | -             | 15              | -      | -      | -    |
| 208 | NEHS Collegiate Need Based<br>Scholarships            | -      | -      | -    | 58,500        | 70,000        | (11,500)        | -      | -      | -    |
| 209 | PC Somerville Award for<br>Future Teachers (2 cycles) | -      | -      | -    | -             | -             | -               | -      | -      | -    |
| 210 | Regent Scholarship                                    | -      | -      | -    | -             | -             | -               | -      | -      | -    |
| 211 | Senior Scholarship                                    | -      | -      | -    | -             | -             | -               | -      | -      | -    |
| 212 | Short Term Study Abroad (2<br>cycles)                 | -      | -      | -    | -             | -             | -               | -      | -      | -    |
| 213 | Study Abroad Scholarship (2<br>cycles)                | -      | -      | -    | -             | -             | -               | -      | -      | -    |
| 214 | Summer Program Scholarship                            | -      | -      | -    | 1,750         | 2,250         | (500)           | -      | -      | -    |
| 215 | Sigma Tau Delta Scholarships<br>for NEHS (deleted)    | -      | -      | -    | -             | -             | -               | -      | -      | -    |
| 216 | <b>Total for Scholarships</b>                         | -      | -      | -    | <b>60,365</b> | <b>72,250</b> | <b>(11,885)</b> | -      | -      | -    |

|     |   | ELA       |        |           | NEHS      |          |           | SKD       |        |           |
|-----|---|-----------|--------|-----------|-----------|----------|-----------|-----------|--------|-----------|
|     | Account   | Actual    | Budget | Diff      | Actual    | Budget   | Diff      | Actual    | Budget | Diff      |
| 217 | <b>Total for SigmaTD Scholarships/Awards/Grants</b> | -         | -      | -         | 64,365    | 80,667   | (16,302)  | -         | -      | -         |
| 218 | SKD Awards  |           |        | -         |           |          | -         |           |        | -         |
| 219 | Dr. William Johnson Transfer Scholarship            | -         | -      | -         | -         | -        | -         | -         | -      | -         |
| 220 | <b>Total for SKD Awards</b>                         | -         | -      | -         | -         | -        | -         | -         | -      | -         |
| 221 | <b>Total for Scholarships/Awards/Grants</b>         | -         | -      | -         | 96,330    | 92,267   | 4,063     | -         | -      | -         |
| 222 | Committees  |           |        | -         |           |          | -         |           |        | -         |
| 223 | Regent  | -         | -      | -         | -         | -        | -         | -         | -      | -         |
| 224 | <b>Total for Committees</b>                         | -         | -      | -         | -         | -        | -         | -         | -      | -         |
| 225 | <b>Total for Expenses</b>                           | 33,482    | -      | 33,482    | 478,787   | 423,637  | 55,150    | 15,824    | -      | 15,824    |
| 226 | <b>Net Operating Income</b>                         | (26,938)  | -      | (26,938)  | 189,141   | 50,613   | 138,528   | (15,824)  | -      | (15,824)  |
| 227 | Other Income  |           |        | -         |           |          | -         |           |        | -         |
| 228 | Dividend and Interest Income                        | -         | -      | -         | 189       | -        | 189       | -         | -      | -         |
| 229 | Interest - Checking                                 | -         | -      | -         | -         | 50       | (50)      | -         | -      | -         |
| 230 | Investment Account Growth                           | -         | -      | -         | -         | -        | -         | -         | -      | -         |
| 231 | <b>Total for Other Income</b>                       | -         | -      | -         | 189       | 50       | 139       | -         | -      | -         |
| 232 | Other Expenses                                      | -         | -      | -         | -         | -        | -         | -         | -      | -         |
| 233 | <b>Net Other Income</b>                             | -         | -      | -         | 189       | 50       | 139       | -         | -      | -         |
| 234 | <b>Net Income</b>                                   | -\$29,172 | \$0.00 | -\$29,172 | \$191,563 | \$50,663 | \$140,900 | -\$15,824 | \$0.00 | -\$15,824 |

(SigmaTD, unspecified, Total on next page)

|    |   | SigmaTD         |                |                 | Not specified | Total            |                  |                  |             |
|----|---|-----------------|----------------|-----------------|---------------|------------------|------------------|------------------|-------------|
|    | Account                                   | Actual          | Budget         | Diff            | Actual        | Actual           | Budget           | Diff             | %           |
| 7  | Income                                    |                 |                | -               |               |                  |                  |                  |             |
| 8  | Charters                                  |                 |                | -               |               | -                | -                | -                |             |
| 9  | Affiliation Fee                           | 65              | -              | 65              | -             | 69,400           | 60,000           | 9,400            | 116%        |
| 10 | Charter                                   | 6,785           | -              | 6,785           | -             | 27,230           | 9,000            | 18,230           | 303%        |
| 11 | Reactivation                              | 475             | 250            | 225             | -             | 5,725            | 3,250            | 2,475            | 176%        |
| 12 | <b>Total for Charters</b>                 | <b>7,325</b>    | <b>250</b>     | <b>7,075</b>    | -             | <b>102,355</b>   | <b>72,250</b>    | <b>30,105</b>    | <b>142%</b> |
| 13 | Convention Income                         |                 |                | -               |               | (124)            | -                | (124)            |             |
| 14 | Convention Advertising                    | 8,000           | -              | 8,000           | -             | 8,000            | -                | 8,000            |             |
| 15 | Registration Fees                         | 95,083          | 75,000         | 20,083          | -             | 95,083           | 75,000           | 20,083           | 127%        |
| 16 | T-shirts                                  | 3,135           | -              | 3,135           | -             | 3,135            | -                | 3,135            |             |
| 17 | Other                                     | -               | 15,000         | (15,000)        | -             | -                | 15,000           | (15,000)         | 0%          |
| 18 | <b>Total for Convention Income</b>        | <b>106,218</b>  | <b>90,000</b>  | <b>16,218</b>   | -             | <b>106,094</b>   | <b>90,000</b>    | <b>16,094</b>    | <b>118%</b> |
| 19 | Donation Income                           | 1,230           | 1,000          | 230             | -             | 1,230            | 1,000            | 230              | 123%        |
| 20 | Membership                                | 305,140         | 332,000        | (26,860)        | (45)          | 782,986          | 632,000          | 150,986          | 124%        |
| 21 | Reduced Fees                              | -               | -              | -               | (10)          | (1,100)          | -                | (1,100)          |             |
| 22 | <b>Total for Membership</b>               | <b>305,140</b>  | <b>332,000</b> | <b>(26,860)</b> | <b>(55)</b>   | <b>781,886</b>   | <b>632,000</b>   | <b>149,886</b>   | <b>124%</b> |
| 23 | Merchandise                               | 63,893          | 60,000         | 3,893           | -             | 208,294          | 210,000          | (1,706)          | 99%         |
| 24 | Other income                              | 3,118           | 1,250          | 1,868           | -             | 4,351            | 2,500            | 1,851            | 174%        |
| 25 | Uncategorized Income                      | -               | -              | -               | -             | -                | -                | -                |             |
| 26 | <b>Total for Income</b>                   | <b>486,924</b>  | <b>484,500</b> | <b>2,424</b>    | <b>(55)</b>   | <b>1,204,209</b> | <b>1,007,750</b> | <b>196,459</b>   | <b>119%</b> |
| 27 | Cost of Goods Sold                        |                 |                | -               |               |                  |                  |                  |             |
| 28 | Cost of Merchandise Sold                  | (68,632)        |                | (68,632)        |               | (25,762)         | -                | (25,762)         |             |
| 29 | Pins                                      | -               | 9,500          | (9,500)         | -             | -                | 23,500           | (23,500)         | 0%          |
| 30 | Honor Cords                               | -               | 5,400          | (5,400)         | -             | -                | 5,400            | (5,400)          | 0%          |
| 31 | <b>Total for Cost of Merchandise Sold</b> | <b>(68,632)</b> | <b>14,900</b>  | <b>(83,532)</b> | -             | <b>(25,762)</b>  | <b>28,900</b>    | <b>(54,662)</b>  | <b>-89%</b> |
| 32 | Inventory Shrinkage                       | 81              | -              | 81              | -             | 81               | -                | 81               |             |
| 33 | Cost of Goods Sold                        | -               | 15,000         | (15,000)        | -             | -                | 50,000           | (50,000)         | 0%          |
| 34 | <b>Total for Cost of Goods Sold</b>       | <b>(68,551)</b> | <b>29,900</b>  | <b>(98,451)</b> | -             | <b>(25,681)</b>  | <b>78,900</b>    | <b>(104,581)</b> | <b>-33%</b> |
| 35 | <b>Gross Profit</b>                       | <b>555,475</b>  | <b>454,600</b> | <b>100,875</b>  | <b>(55)</b>   | <b>1,229,891</b> | <b>928,850</b>   | <b>301,041</b>   | <b>132%</b> |
| 36 | Expenses                                  |                 |                | -               |               |                  |                  |                  |             |
| 37 | Operations                                | 897             |                | 897             |               | 897              | -                | 897              |             |
| 38 | Postage, Mailing Service                  | 8,776           | 8,000          | 776             | -             | 10,007           | 12,500           | (2,493)          | 80%         |
| 39 | Printing                                  | -               | 667            | (667)           | -             | 440              | 1,500            | (1,060)          | 29%         |
| 40 | Supplies                                  | 2,179           | 2,667          | (488)           | 3             | 3,682            | 6,000            | (2,318)          | 61%         |
| 41 | Association Fees                          | 900             | 1,533          | (633)           | -             | 1,225            | 2,533            | (1,308)          | 48%         |

|    |                                 | SigmaTD |        |         | Not specified | Total   |         |          |      |
|----|---------------------------------|---------|--------|---------|---------------|---------|---------|----------|------|
|    | Account                         | Actual  | Budget | Diff    | Actual        | Actual  | Budget  | Diff     | %    |
| 42 | Computers                       | 64      | -      | 64      | -             | 193     | -       | 193      |      |
| 43 | Consulting/Professional Fees    | 23,921  | 5,000  | 18,921  | -             | 44,878  | 10,000  | 34,878   | 449% |
| 44 | Credit Card Transaction Fees    | 14,905  | -      | 14,905  | 146           | 29,659  | -       | 29,659   |      |
| 45 | Fulfillment Costs               | 1,585   | 2,333  | (748)   | -             | 6,277   | 7,000   | (724)    | 90%  |
| 46 | Insurance                       | 962     | 1,100  | (138)   | -             | 2,885   | 2,200   | 685      | 131% |
| 47 | Member Bookmarks                | 1,117   | -      | 1,117   | -             | 1,117   | -       | 1,117    |      |
| 48 | Other Operations Expenses       | 524     | 6,333  | (5,809) | -             | 1,417   | 8,000   | (6,583)  | 18%  |
| 49 | Parking                         | 439     | -      | 439     | -             | 848     | -       | 848      |      |
| 50 | Promotions                      | 530     | 100    | 430     | -             | 925     | 1,100   | (175)    | 84%  |
| 51 | Rent                            | 11,342  | 9,000  | 2,342   | -             | 22,685  | 18,000  | 4,685    | 126% |
| 52 | Service Charge - Checking Acct  | 974     | 1,000  | (26)    | 1,248         | 2,948   | 3,000   | (52)     | 98%  |
| 53 | Social Media/Marketing          | -       | -      | -       | -             | 2,590   | -       | 2,590    |      |
| 54 | Technology                      |         |        | -       |               | -       | -       | -        |      |
| 55 | Hardware                        | 6,482   | 1,333  | 5,149   | -             | 11,646  | 2,000   | 9,646    | 582% |
| 56 | Software/SAAS                   | 15,297  | 8,000  | 7,297   |               | 28,125  | 12,000  | 16,125   | 234% |
| 57 | Digital Certificates            | -       | 2,000  | (2,000) | -             | -       | 14,000  | (14,000) | 0%   |
| 58 | Total for Software/SAAS         | 15,297  | 10,000 | 5,297   | -             | 28,125  | 26,000  | 2,125    | 108% |
| 59 | Website                         |         |        | -       |               | -       | -       | -        |      |
| 60 | Web Development                 | -       | 1,000  | (1,000) | -             | 6,900   | 2,000   | 4,900    | 345% |
| 61 | Web Hosting                     | 520     | 1,000  | (480)   | -             | 685     | 2,000   | (1,315)  | 34%  |
| 62 | Total for Website               | 520     | 2,000  | (1,480) | -             | 7,585   | 4,000   | 3,585    | 190% |
| 63 | Total for Technology            | 22,299  | 13,333 | 8,966   | -             | 47,356  | 32,000  | 15,356   | 148% |
| 64 | Utilities                       |         |        | -       |               | -       | -       | -        |      |
| 65 | Telephone                       | 1,891   | 1,666  | 225     | -             | 4,981   | 3,333   | 1,648    | 149% |
| 66 | Internet                        | 393     | 360    | 33      | -             | 803     | 720     | 83       | 112% |
| 67 | Total for Utilities             | 2,284   | 2,026  | 258     | -             | 5,784   | 4,053   | 1,731    | 143% |
| 68 | Transition ED                   | -       | -      | -       | -             | -       | 1,000   | (1,000)  | 0%   |
| 69 | Total for Operations            | 93,698  | 53,092 | 40,606  | 1,397         | 185,813 | 108,886 | 76,927   | 171% |
| 70 | Board                           |         |        | -       |               | -       | -       | -        |      |
| 71 | Board/CO Travel - Other         | 5,831   | 2,000  | 3,831   | -             | 7,041   | 12,000  | (4,959)  | 59%  |
| 72 | Central Office visits           | 1       |        | 1       |               | 1       | -       | 1        |      |
| 73 | CO visit per diem               | 156     | -      | 156     | -             | 246     | -       | 246      |      |
| 74 | Incidentals                     | 3       | -      | 3       | -             | 5       | -       | 5        |      |
| 75 | Total for Central Office visits | 159     | -      | 159     | -             | 251     | -       | 251      |      |

|     |  | SigmaTD       |               |                | Not specified | Total         |               |                |             |
|-----|--|---------------|---------------|----------------|---------------|---------------|---------------|----------------|-------------|
|     | Account                                | Actual        | Budget        | Diff           | Actual        | Actual        | Budget        | Diff           | %           |
| 76  | Fall Board Meeting                     | 25,760        | 16,000        | 9,760          |               | 27,488        | 16,000        | 11,488         | 172%        |
| 77  | Hotel Guest Rooms                      | (181)         | -             | (181)          | -             | (363)         | -             | (363)          |             |
| 78  | Per Diem                               | 3,081         | -             | 3,081          | -             | 5,927         | -             | 5,927          |             |
| 79  | Travel                                 | 4,351         | -             | 4,351          | 543           | 8,605         | -             | 8,605          |             |
| 80  | <b>Total for Fall Board Meeting</b>    | <b>33,010</b> | <b>16,000</b> | <b>17,010</b>  | <b>543</b>    | <b>41,658</b> | <b>16,000</b> | <b>25,658</b>  | <b>260%</b> |
| 81  | NCTE                                   |               |               | -              |               | 4,615         | -             | 4,615          |             |
| 82  | NCTE Hotel                             | -             | -             | -              | -             | 2,801         | -             | 2,801          |             |
| 83  | NCTE Per Diem                          | -             | -             | -              | -             | 1,343         | -             | 1,343          |             |
| 84  | NCTE Travel                            | 95            | -             | 95             | -             | 2,305         | -             | 2,305          |             |
| 85  | <b>Total for NCTE</b>                  | <b>95</b>     | <b>-</b>      | <b>95</b>      | <b>-</b>      | <b>11,065</b> | <b>-</b>      | <b>11,065</b>  |             |
| 86  | Spring Board Meeting                   | 32,068        | 19,000        | 13,068         |               | 32,281        | 24,500        | 7,781          | 132%        |
| 87  | Travel                                 | 2,276         | -             | 2,276          | -             | 2,276         | -             | 2,276          |             |
| 88  | <b>Total for Spring Board Meeting</b>  | <b>34,343</b> | <b>19,000</b> | <b>15,343</b>  | <b>-</b>      | <b>34,556</b> | <b>24,500</b> | <b>10,056</b>  | <b>141%</b> |
| 89  | <b>Total for Board</b>                 | <b>73,439</b> | <b>37,000</b> | <b>36,439</b>  | <b>543</b>    | <b>94,571</b> | <b>52,500</b> | <b>42,071</b>  | <b>180%</b> |
| 90  | Convention Expense                     | 1,492         |               | 1,492          |               | 1,492         | -             | 1,492          |             |
| 91  | Convention Supplies                    | 9,018         | 2,400         | 6,618          |               | 9,106         | 2,400         | 6,706          | 379%        |
| 92  | Prizes                                 | 5             | -             | 5              | -             | 10            | -             | 10             |             |
| 93  | <b>Total for Convention Supplies</b>   | <b>9,023</b>  | <b>2,400</b>  | <b>6,623</b>   | <b>-</b>      | <b>9,115</b>  | <b>2,400</b>  | <b>6,715</b>   | <b>380%</b> |
| 94  | Convention Technology                  | 553           |               | 553            |               | 1,105         | -             | 1,105          |             |
| 95  | AV Equipment                           | 2,874         | -             | 2,874          | -             | 2,874         | -             | 2,874          |             |
| 96  | Ex Ordo                                | 18,400        | 24,348        | (5,948)        | -             | 18,400        | 24,348        | (5,948)        | 76%         |
| 97  | <b>Total for Convention Technology</b> | <b>21,827</b> | <b>24,348</b> | <b>(2,521)</b> | <b>-</b>      | <b>22,379</b> | <b>24,348</b> | <b>(1,969)</b> | <b>92%</b>  |
| 98  | Delegate (deleted)                     | 14,200        | 13,300        | 900            | -             | 14,200        | 13,300        | 900            | 107%        |
| 99  | Food and Beverage                      |               |               | -              |               | -             | -             | -              |             |
| 100 | Boxed Lunches                          | 39,096        | -             | 39,096         | -             | 39,096        | -             | 39,096         |             |
| 101 | Breakfast Buffet                       | 2,785         | -             | 2,785          | -             | 2,785         | -             | 2,785          |             |
| 102 | Evening Snacks                         | 6,479         | -             | 6,479          | -             | 6,479         | -             | 6,479          |             |
| 103 | Past Presidents' Luncheon              | 451           | -             | 451            | -             | 451           | -             | 451            |             |
| 104 | President's Reception                  | 3,492         | -             | 3,492          | -             | 3,492         | -             | 3,492          |             |
| 105 | SKD Luncheon                           | -             | -             | -              | -             | 900           | -             | 900            |             |
| 106 | <b>Total for Food and Beverage</b>     | <b>52,303</b> | <b>-</b>      | <b>52,303</b>  | <b>-</b>      | <b>53,203</b> | <b>-</b>      | <b>53,203</b>  |             |
| 107 | Hotel Rooms                            | 7,463         |               | 7,463          |               | 7,463         | -             | 7,463          |             |
| 108 | Board Hotel Rooms - Faculty            | 13,346        | -             | 13,346         | -             | 13,346        | -             | 13,346         |             |



|     |   | SigmaTD        |                |                | Not specified | Total          |                |                |             |
|-----|---|----------------|----------------|----------------|---------------|----------------|----------------|----------------|-------------|
|     | Account                                     | Actual         | Budget         | Diff           | Actual        | Actual         | Budget         | Diff           | %           |
| 109 | Board - Students                            | 143            | -              | 143            | -             | 286            | -              | 286            |             |
| 110 | CO Hotel Rooms                              | 5,979          | -              | 5,979          | -             | 5,979          | -              | 5,979          |             |
| 111 | Credit for Hotel Rooms                      | (4,619)        | -              | (4,619)        | -             | (4,619)        | -              | (4,619)        |             |
| 112 | NEHS Hotel Rooms                            | 3,830          | -              | 3,830          | -             | 3,830          | -              | 3,830          |             |
| 113 | Overflow Hotel                              | 9,854          | -              | 9,854          | -             | 9,854          | -              | 9,854          |             |
| 114 | PP/Deltan Hotel Rooms                       | 2,481          | -              | 2,481          | -             | 2,481          | -              | 2,481          |             |
| 115 | SKD Hotel Rooms                             | 4,775          | -              | 4,775          | -             | 4,775          | -              | 4,775          |             |
| 116 | Speaker Hotel Rooms                         | 1,822          | -              | 1,822          | -             | 1,822          | -              | 1,822          |             |
| 117 | Student Volunteer Hotel Rooms               | 1,595          | -              | 1,595          | -             | 1,595          | -              | 1,595          |             |
| 118 | Comped VIP Rooms                            | -              | 8,000          | (8,000)        | -             | -              | 16,000         | (16,000)       | 0%          |
| 119 | <b>Total for Hotel Rooms</b>                | <b>46,667</b>  | <b>8,000</b>   | <b>38,667</b>  | -             | <b>46,810</b>  | <b>16,000</b>  | <b>30,810</b>  | <b>293%</b> |
| 120 | Other Convention Expenses                   | 1,688          | 50,000         | (48,312)       | -             | 1,688          | 50,500         | (48,812)       | 3%          |
| 121 | Reimbursement                               |                |                | -              |               | -              | -              | -              |             |
| 122 | Convention Delegate Reimbursement           | 14,400         | -              | 14,400         | -             | 14,400         | -              | 14,400         |             |
| 123 | New Advisor Subvention                      | 3,200          | 3,000          | 200            | -             | 3,200          | 3,000          | 200            | 107%        |
| 124 | <b>Total for Reimbursement</b>              | <b>17,600</b>  | <b>3,000</b>   | <b>14,600</b>  | -             | <b>17,600</b>  | <b>3,000</b>   | <b>14,600</b>  | <b>587%</b> |
| 125 | SL Workshop                                 | 1,173          | -              | 1,173          | -             | 1,173          | -              | 1,173          |             |
| 126 | Speaker Fees                                | 26,200         | 20,000         | 6,200          | -             | 26,200         | 20,000         | 6,200          | 131%        |
| 127 | <b>Total for Convention Expense</b>         | <b>192,373</b> | <b>121,048</b> | <b>71,325</b>  | -             | <b>194,061</b> | <b>129,548</b> | <b>64,513</b>  | <b>150%</b> |
| 128 | Discretionary Expenditures                  |                |                | -              |               | -              | -              | -              |             |
| 129 | DSO Discretionary                           | 477            | -              | 477            | -             | 558            | -              | 558            |             |
| 130 | Exec. Director Discretionary                | 3,296          | 2,000          | 1,296          | -             | 3,296          | 2,000          | 1,296          | 165%        |
| 131 | NEHS Director Discretionary                 | -              | -              | -              | -             | 884            | 1,200          | (316)          | 74%         |
| 132 | <b>Total for Discretionary Expenditures</b> | <b>3,773</b>   | <b>2,000</b>   | <b>1,773</b>   | -             | <b>4,738</b>   | <b>3,200</b>   | <b>1,538</b>   | <b>148%</b> |
| 133 | Payroll Expenses                            | 332            |                | 332            |               | 663            | -              | 663            |             |
| 134 | Taxes                                       | 5,984          | -              | 5,984          | 276           | 9,251          | -              | 9,251          |             |
| 135 | <b>Total for Payroll Expenses</b>           | <b>6,315</b>   | -              | <b>6,315</b>   | <b>276</b>    | <b>9,914</b>   | -              | <b>9,914</b>   |             |
| 136 | Publications                                |                |                | -              |               | -              | -              | -              |             |
| 137 | Reviewer Stipends                           | 6,000          | 6,900          | (900)          | -             | 6,000          | 8,067          | (2,067)        | 74%         |
| 138 | Judge Stipend                               | -              | 2,250          | (2,250)        | -             | -              | 2,250          | (2,250)        | 0%          |
| 139 | Other Publications Expenses                 | -              | 3,000          | (3,000)        | -             | -              | 5,000          | (5,000)        | 0%          |
| 140 | <b>Total for Publications</b>               | <b>6,000</b>   | <b>12,150</b>  | <b>(6,150)</b> | -             | <b>6,000</b>   | <b>15,317</b>  | <b>(9,317)</b> | <b>39%</b>  |
| 141 | Regent Expenses                             | 300            |                | 300            |               | 300            | -              | 300            |             |

|     |  | SigmaTD        |                |                | Not specified | Total          |                |                |             |
|-----|--|----------------|----------------|----------------|---------------|----------------|----------------|----------------|-------------|
|     | Account                                  | Actual         | Budget         | Diff           | Actual        | Actual         | Budget         | Diff           | %           |
| 142 | Common Reader Award                      | -              | -              | -              | -             | 100            | -              | 100            |             |
| 143 | Eastern                                  | 500            | 1,000          | (500)          | -             | 500            | 1,000          | (500)          | 50%         |
| 144 | Far Western                              | 527            | 1,000          | (473)          | -             | 527            | 1,000          | (473)          | 53%         |
| 145 | High Plains                              | 450            | 1,000          | (550)          | -             | 700            | 1,000          | (300)          | 70%         |
| 146 | Midwestern                               | 900            | 1,000          | (100)          | -             | 900            | 1,000          | (100)          | 90%         |
| 147 | Southern                                 | 100            | 1,000          | (900)          | -             | 100            | 1,000          | (900)          | 10%         |
| 148 | Southwestern                             | 700            | 1,000          | (300)          | -             | 700            | 1,000          | (300)          | 70%         |
| 149 | <b>Total for Regent Expenses</b>         | <b>3,477</b>   | <b>6,000</b>   | <b>(2,523)</b> | -             | <b>3,827</b>   | <b>6,000</b>   | <b>(2,173)</b> | <b>64%</b>  |
| 150 | Salaries & Benefits                      | 7,292          |                | 7,292          |               | 14,583         | -              | 14,583         |             |
| 151 | Intern Stipends                          | 10,100         | 2,200          | 7,900          | -             | 10,100         | 2,200          | 7,900          | 459%        |
| 152 | Salaries/Wages                           |                |                | -              |               | -              | -              | -              |             |
| 153 | Executive Director                       | 57,074         | 70,000         | (12,926)       | -             | 114,148        | 116,800        | (2,652)        | 98%         |
| 154 | Honoraria/Bonuses                        | -              | 20,000         | (20,000)       | -             | 2,500          | 40,000         | (37,500)       | 6%          |
| 155 | Hourly Staff                             | 65,463         | 21,105         | 44,358         | 2,382         | 101,453        | 42,210         | 59,243         | 240%        |
| 156 | Independent Contractors                  | 45,000         | -              | 45,000         | -             | 119,300        | 55,000         | 64,300         | 217%        |
| 157 | Professional Development                 | 277            | -              | 277            | -             | 277            | -              | 277            |             |
| 158 | Salaried Staff                           | 143,299        | 145,226        | (1,927)        | -             | 282,656        | 242,030        | 40,626         | 117%        |
| 159 | <b>Total for Salaries/Wages</b>          | <b>311,113</b> | <b>256,331</b> | <b>54,782</b>  | <b>2,382</b>  | <b>620,334</b> | <b>496,040</b> | <b>124,294</b> | <b>125%</b> |
| 160 | Taxes                                    | 7,672          | 7,500          | 172            | -             | 7,672          | 15,000         | (7,328)        | 51%         |
| 161 | <b>Total for Salaries &amp; Benefits</b> | <b>336,176</b> | <b>266,031</b> | <b>70,145</b>  | <b>2,382</b>  | <b>652,689</b> | <b>513,240</b> | <b>139,449</b> | <b>127%</b> |
| 162 | Scholarships/Awards/Grants               |                |                | -              |               | 1,750          | -              | 1,750          |             |
| 163 | NEHS Scholarships/Awards/Grants          |                |                | -              |               | 4,500          | -              | 4,500          |             |
| 164 | NEHS Advisor Grant                       | 200            | -              | 200            | -             | 850            | 1,500          | (650)          | 57%         |
| 165 | NEHS Chapter Project Grants              | -              | -              | -              | -             | 600            | -              | 600            |             |
| 166 | NEHS Classroom Library Grant             | -              | -              | -              | -             | 2,000          | 900            | 1,100          | 222%        |
| 167 | NEHS Dr. William Johnson Scholarship     | 10,000         | 5,000          | 5,000          | -             | 15,000         | 10,000         | 5,000          | 150%        |
| 168 | NEHS Enrichment Grant                    | -              | -              | -              | -             | 1,500          | -              | 1,500          |             |
| 169 | NEHS Evaluator Honoraria                 | -              | -              | -              | -             | 500            | 1,200          | (700)          | 42%         |
| 170 | NEHS Intellectual Freedom Challenge      | -              | -              | -              | -             | 1,400          | 1,500          | (100)          | 93%         |
| 171 | NEHS Literary Artwork Awards             | -              | -              | -              | -             | 200            | -              | 200            |             |
| 172 | NEHS-NCTE Competition                    | -              | -              | -              | -             | 3,365          | -              | 3,365          |             |

|     |   | SigmaTD       |               |                | Not specified | Total         |               |                |             |
|-----|---|---------------|---------------|----------------|---------------|---------------|---------------|----------------|-------------|
|     | Account   | Actual        | Budget        | Diff           | Actual        | Actual        | Budget        | Diff           | %           |
| 173 | NEHS Professional Support Grant                   | -             | -             | -              | -             | 1,500         | -             | 1,500          |             |
| 174 | NEHS Scholarships                                 | -             | -             | -              | -             | 6,000         | -             | 6,000          |             |
| 175 | NEHS Scholarship Travel Expense                   | -             | -             | -              | -             | 1,500         | -             | 1,500          |             |
| 176 | NEHS Writing Contest                              | -             | 333           | (333)          | -             | 1,000         | 1,333         | (333)          | 75%         |
| 177 | Outstanding Chapter Award (deleted)               | -             | -             | -              | -             | 500           | 500           | -              | 100%        |
| 178 | <b>Total for NEHS Scholarships/Awards/ Grants</b> | <b>10,200</b> | <b>5,333</b>  | <b>4,867</b>   | <b>-</b>      | <b>40,415</b> | <b>16,933</b> | <b>23,482</b>  | <b>239%</b> |
| 179 | Short-Term Study Abroad (deleted)                 | 2,250         | -             | 2,250          | -             | 2,250         | -             | 2,250          |             |
| 180 | SigmaTD Scholarships/Awards/Grants                | 1,000         |               | 1,000          |               | 1,000         | -             | 1,000          |             |
| 181 | Chapter Awards                                    | 200           |               | 200            |               | 200           | -             | 200            |             |
| 182 | Literary Arts Journal Award                       | 1,200         | 1,200         | -              | -             | 1,200         | 1,200         | -              | 100%        |
| 183 | Outstanding Chapter Award                         | 400           | 350           | 50             | -             | 400           | 1,100         | (700)          | 36%         |
| 184 | Project Grant                                     | 1,500         | 1,000         | 500            | -             | 1,500         | 2,800         | (1,300)        | 54%         |
| 185 | Chapter Service Award                             | -             | 200           | (200)          | -             | -             | 400           | (400)          | 0%          |
| 186 | <b>Total for Chapter Awards</b>                   | <b>3,300</b>  | <b>2,750</b>  | <b>550</b>     | <b>-</b>      | <b>3,300</b>  | <b>5,500</b>  | <b>(2,200)</b> | <b>60%</b>  |
| 187 | Convention Awards                                 |               |               | -              |               | -             | -             | -              |             |
| 188 | Convention Paper Awards                           | 12,550        | 14,650        | (2,100)        | -             | 12,550        | 14,650        | (2,100)        | 86%         |
| 189 | NEHS Convention Donation (deleted)                | -             | -             | -              | -             | 3,000         | 3,000         | -              | 100%        |
| 190 | Outstanding Chapter Display                       | 250           | 100           | 150            | -             | 250           | 100           | 150            | 250%        |
| 191 | Alumni Convention Awards                          | -             | 1,350         | (1,350)        | -             | -             | 1,350         | (1,350)        | 0%          |
| 192 | <b>Total for Convention Awards</b>                | <b>12,800</b> | <b>16,100</b> | <b>(3,300)</b> | <b>-</b>      | <b>15,800</b> | <b>19,100</b> | <b>(3,300)</b> | <b>83%</b>  |
| 193 | Individual Awards                                 | 25            |               | 25             |               | 25            | -             | 25             |             |
| 194 | Classroom Library Grant (2 cycles)                | 2,000         | 2,667         | (667)          | -             | 2,000         | 4,667         | (2,667)        | 43%         |
| 195 | Internship Stipends (3 cycles)                    | 2,750         | 8,200         | (5,450)        | -             | 2,750         | 8,200         | (5,450)        | 34%         |
| 196 | LIT Grant   | 1,500         | 1,500         | -              | -             | 1,500         | 1,500         | -              | 100%        |
| 197 | NEHS Creative Writing                             | -             | -             | -              | -             | 1,000         | 667           | 333            | 150%        |
| 198 | Outstanding Chapter Advisor                       | 500           | -             | 500            | -             | 500           | -             | 500            |             |
| 199 | Scholarly Paper (Grad)                            | 1,000         | 500           | 500            | -             | 1,000         | 500           | 500            | 200%        |

|     |  | SigmaTD          |                  |                 | Not specified  | Total            |                  |                 |             |
|-----|--|------------------|------------------|-----------------|----------------|------------------|------------------|-----------------|-------------|
|     | Account  | Actual           | Budget           | Diff            | Actual         | Actual           | Budget           | Diff            | %           |
| 200 | Scholarly Paper (UG)                                 | 1,000            | 750              | 250             | -              | 1,000            | 750              | 250             | 133%        |
| 201 | Student Leadership Award                             | 250              | -                | 250             | -              | 250              | -                | 250             |             |
| 202 | Rectangle Writing Award                              | -                | 1,700            | (1,700)         | -              | -                | 1,700            | (1,700)         | 0%          |
| 203 | <b>Total for Individual Awards</b>                   | <b>9,025</b>     | <b>15,317</b>    | <b>(6,292)</b>  | -              | <b>10,025</b>    | <b>17,984</b>    | <b>(7,959)</b>  | <b>56%</b>  |
| 204 | Scholarships   |                  |                  | -               |                | -                | -                | -               |             |
| 205 | Continuing Education Scholarship                     | 1,250            | 3,750            | (2,500)         | -              | 1,350            | 3,750            | (2,400)         | 36%         |
| 206 | Graduate Scholarship                                 | 11,000           | 12,000           | (1,000)         | -              | 11,000           | 12,000           | (1,000)         | 92%         |
| 207 | Junior Scholarship                                   | 9,000            | 9,000            | -               | -              | 9,015            | 9,000            | 15              | 100%        |
| 208 | NEHS Collegiate Need Based Scholarships              | -                | -                | -               | -              | 58,500           | 70,000           | (11,500)        | 84%         |
| 209 | PC Somerville Award for Future Teachers (2 cycles)   | 3,000            | 3,000            | -               | -              | 3,000            | 3,000            | -               | 100%        |
| 210 | Regent Scholarship                                   | 15,500           | 31,000           | (15,500)        | -              | 15,500           | 31,000           | (15,500)        | 50%         |
| 211 | Senior Scholarship                                   | 16,000           | 12,000           | 4,000           | -              | 16,000           | 12,000           | 4,000           | 133%        |
| 212 | Short Term Study Abroad (2 cycles)                   | 2,500            | -                | 2,500           | -              | 2,500            | -                | 2,500           |             |
| 213 | Study Abroad Scholarship (2 cycles)                  | 14,250           | 10,000           | 4,250           | -              | 14,250           | 10,000           | 4,250           | 143%        |
| 214 | Summer Program Scholarship                           | -                | 4,000            | (4,000)         | -              | 1,750            | 6,250            | (4,500)         | 28%         |
| 215 | Sigma Tau Delta Scholarships for NEHS (deleted)      | -                | 10,000           | (10,000)        | -              | -                | 10,000           | (10,000)        | 0%          |
| 216 | <b>Total for Scholarships</b>                        | <b>72,500</b>    | <b>94,750</b>    | <b>(22,250)</b> | -              | <b>132,865</b>   | <b>167,000</b>   | <b>(34,135)</b> | <b>80%</b>  |
| 217 | <b>Total for SigmaTD Scholarships/Awards/ Grants</b> | <b>98,625</b>    | <b>128,917</b>   | <b>(30,292)</b> | -              | <b>162,990</b>   | <b>209,584</b>   | <b>(46,594)</b> | <b>78%</b>  |
| 218 | SKD Awards   |                  |                  | -               |                | -                | -                | -               |             |
| 219 | Dr. William Johnson Transfer Scholarship             | 1,000            | -                | 1,000           | -              | 1,000            | -                | 1,000           |             |
| 220 | <b>Total for SKD Awards</b>                          | <b>1,000</b>     | <b>-</b>         | <b>1,000</b>    | -              | <b>1,000</b>     | <b>-</b>         | <b>1,000</b>    |             |
| 221 | <b>Total for Scholarships/Awards/ Grants</b>         | <b>112,075</b>   | <b>134,250</b>   | <b>(22,175)</b> | -              | <b>208,405</b>   | <b>226,517</b>   | <b>(18,112)</b> | <b>92%</b>  |
| 222 | Committees   |                  |                  | -               |                | -                | -                | -               |             |
| 223 | Regent   | -                | 500              | (500)           | -              | -                | 500              | (500)           | 0%          |
| 224 | <b>Total for Committees</b>                          | <b>-</b>         | <b>500</b>       | <b>(500)</b>    | -              | <b>-</b>         | <b>500</b>       | <b>(500)</b>    | <b>0%</b>   |
| 225 | <b>Total for Expenses</b>                            | <b>827,327</b>   | <b>632,071</b>   | <b>195,256</b>  | <b>4,598</b>   | <b>1,360,018</b> | <b>1,055,708</b> | <b>304,310</b>  | <b>129%</b> |
| 226 | <b>Net Operating Income</b>                          | <b>(271,853)</b> | <b>(177,471)</b> | <b>(94,382)</b> | <b>(4,653)</b> | <b>(130,127)</b> | <b>(126,858)</b> | <b>(3,269)</b>  | <b>103%</b> |
| 227 | Other Income   |                  |                  | -               |                |                  |                  |                 |             |

|     |                               | SigmaTD          |                  |                 | Not specified   | Total           |                |                 |                |
|-----|-------------------------------|------------------|------------------|-----------------|-----------------|-----------------|----------------|-----------------|----------------|
|     | Account                       | Actual           | Budget           | Diff            | Actual          | Actual          | Budget         | Diff            | %              |
| 228 | Dividend and Interest Income  | 945              | -                | 945             | 308             | 1,442           | -              | 1,442           |                |
| 229 | Interest - Checking           | -                | 20               | (20)            | -               | -               | 70             | (70)            | 0%             |
| 230 | Investment Account Growth     | 213,570          | 127,000          | 86,570          | -               | 213,570         | 127,000        | 86,570          | 168%           |
| 231 | <b>Total for Other Income</b> | <b>214,516</b>   | <b>127,020</b>   | <b>87,496</b>   | <b>308</b>      | <b>215,012</b>  | <b>127,070</b> | <b>87,942</b>   | <b>169%</b>    |
| 232 | Other Expenses                | -                | -                | -               | -               | -               | -              | -               |                |
| 233 | <b>Net Other Income</b>       | <b>214,516</b>   | <b>127,020</b>   | <b>87,496</b>   | <b>308</b>      | <b>215,012</b>  | <b>127,070</b> | <b>87,942</b>   | <b>169%</b>    |
| 234 | <b>Net Income</b>             | <b>-\$71,737</b> | <b>-\$50,451</b> | <b>\$21,286</b> | <b>-\$4,346</b> | <b>\$70,485</b> | <b>\$212</b>   | <b>\$70,273</b> | <b>33,229%</b> |

## Appendix B: 2025 Budget vs. Actual/6-Month Budget

Access the full spreadsheet at [2025 Budget Review.xlsx](#).

|    |   | ELA          | NEHS           | SKD           | SigmaTD        | Total            | Total               | 1/1/25-6/30/25 |
|----|---|--------------|----------------|---------------|----------------|------------------|---------------------|----------------|
|    | Account                                   | Budget       | Budget         | Budget        | Budget         | Budget           | Actual as of 3/5/25 | Budget         |
| 7  | Income                                    |              |                |               |                |                  |                     |                |
| 8  | Charters                                  |              |                |               |                |                  |                     |                |
| 9  | Affiliation Fee                           | 1,500        | 65,000         | -             | -              | 66,500           | 10,400              | 33,250         |
| 10 | Charter                                   | 1,300        | 9,000          | 300           | 6,000          | 16,600           | 6,568               | 8,300          |
| 11 | Enrollment Discount                       | -            | -              | -             | -              | -                | (30)                | -              |
| 12 | Reactivation                              | -            | 6,000          | -             | 450            | 6,450            | 1,400               | 3,225          |
| 13 | <b>Total for Charters</b>                 | <b>2,800</b> | <b>80,000</b>  | <b>300</b>    | <b>6,450</b>   | <b>89,550</b>    | <b>18,338</b>       | <b>44,775</b>  |
| 14 | Convention Income                         |              |                |               |                | -                | 393                 |                |
| 15 | Other                                     | -            | -              | -             | -              | -                | 3                   | -              |
| 16 | Registration Fees                         | -            | -              | -             | 100,000        | 100,000          | 73,245              | 100,000        |
| 17 | T-shirts                                  | -            | -              | -             | 4,000          | 4,000            | 997                 | 4,000          |
| 18 | Convention Advertising                    | -            | -              | -             | 9,000          | 9,000            | -                   | 9,000          |
| 19 | Convention Donations (restricted)         | -            | -              | -             | 20,000         | 20,000           | -                   | 20,000         |
| 20 | <b>Total for Convention Income (100%)</b> | <b>-</b>     | <b>-</b>       | <b>-</b>      | <b>133,000</b> | <b>133,000</b>   | <b>74,638</b>       | <b>133,000</b> |
| 21 | Membership                                | 2,500        | 325,000        | 65,000        | 305,000        | 697,500          | 134,048             | 348,750        |
| 22 | Reduced Fees                              | -            | -              | -             | -              | -                | (580)               | -              |
| 23 | <b>Total for Membership</b>               | <b>2,500</b> | <b>325,000</b> | <b>65,000</b> | <b>305,000</b> | <b>697,500</b>   | <b>133,468</b>      | <b>348,750</b> |
| 24 | Merchandise                               | 500          | 150,000        | 12,000        | 75,000         | 237,500          | 12,016              | 118,750        |
| 25 | Certificate sales                         | 250          | 250            | -             | 250            | 750              | -                   | 375            |
| 26 | <b>Total for Merchandise</b>              | <b>750</b>   | <b>150,250</b> | <b>12,000</b> | <b>75,250</b>  | <b>238,250</b>   | <b>12,016</b>       | <b>119,125</b> |
| 27 | Other income                              | 500          | 1,250          | -             | 3,000          | 4,750            | 458                 | 2,375          |
| 28 | Sales Income                              | -            | -              | -             | -              | -                | -                   | -              |
| 29 | Donation Income                           |              |                |               |                | -                | -                   | -              |
| 30 | Centennial Donation Income (unrestricted) | -            | -              | -             | 400            | 400              | -                   | 200            |
| 31 | General Donations (unrestricted)          | -            | -              | -             | 400            | 400              | -                   | 200            |
| 32 | LGBT& Donation Income (restricted)        | -            | -              | -             | 400            | 400              | -                   | 200            |
| 33 | <b>Total for Donation Income</b>          | <b>-</b>     | <b>-</b>       | <b>-</b>      | <b>1,200</b>   | <b>1,200</b>     | <b>-</b>            | <b>600</b>     |
| 34 | <b>Total for Income</b>                   | <b>6,550</b> | <b>556,500</b> | <b>77,300</b> | <b>523,900</b> | <b>1,164,250</b> | <b>238,918</b>      | <b>582,125</b> |
| 35 | Cost of Goods Sold                        |              |                |               |                |                  |                     | -              |
| 36 | 50000 Cost of Merchandise Sold            | 75           | 45,000         | 500           | 20,000         | 65,575           | 3,255               | 32,788         |
| 37 | Pins                                      | -            | -              | -             | -              | -                | 21,500              | -              |

|    |   | ELA    | NEHS    | SKD    | SigmaTD | Total     | Total                  | 1/1/25-<br>6/30/25 |
|----|---|--------|---------|--------|---------|-----------|------------------------|--------------------|
|    | Account   | Budget | Budget  | Budget | Budget  | Budget    | Actual as<br>of 3/5/25 | Budget             |
| 38 | <b>Total for 50000 Cost of<br/>Merchandise Sold</b> | 75     | 45,000  | 500    | 20,000  | 65,575    | 24,755                 | 32,788             |
| 39 | Cost of Goods Sold                                  | -      | -       | -      | -       | -         | -                      | -                  |
| 40 | Inventory Shrinkage                                 | -      | 500     | -      | -       | 500       | -                      | 250                |
| 41 | <b>Total for Cost of Goods Sold</b>                 | 75     | 45,500  | 500    | 20,000  | 66,075    | 24,755                 | 33,038             |
| 42 | <b>Gross Profit</b>                                 | 6,475  | 511,000 | 76,800 | 503,900 | 1,098,175 | 214,163                | 549,088            |
| 43 | Expenses  |        |         |        |         |           |                        | -                  |
| 44 | 65000 Operations                                    |        |         |        |         | -         | -                      | -                  |
| 45 | 65020 Postage, Mailing Service                      | 50     | 1,000   | -      | 6,000   | 7,050     | 1,111                  | 3,525              |
| 46 | 65040 Supplies                                      | 500    | 2,000   | -      | 2,000   | 4,500     | 1,095                  | 2,250              |
| 47 | Association Fees                                    | -      | 2,500   | -      | 2,500   | 5,000     | 494                    | 2,500              |
| 48 | Consulting/Professional Fees                        | 2,500  | 5,000   | -      | 5,000   | 12,500    | 8,415                  | 6,250              |
| 49 | Credit Card Transaction Fees                        | -      | 15,000  | -      | 15,000  | 30,000    | 3,050                  | 15,000             |
| 50 | Fulfillment Costs                                   | 50     | 2,500   | -      | 2,500   | 5,050     | 370                    | 2,525              |
| 51 | Parking   | 50     | 100     | -      | 100     | 250       | 70                     | 125                |
| 52 | Rent  | -      | 9,000   | -      | 9,000   | 18,000    | 4,162                  | 9,000              |
| 53 | Service Charge - Checking Acct                      | -      | 2,000   | -      | 1,000   | 3,000     | 2,032                  | 1,500              |
| 54 | Social Media/Marketing                              | 1,250  | 1,250   | 1,250  | 1,250   | 5,000     | 150                    | 2,500              |
| 55 | Technology  |        |         |        |         | -         | -                      | -                  |
| 56 | Hardware  | 3,100  | 4,000   | -      | 6,000   | 13,100    | 6,060                  | 6,550              |
| 57 | Software/SAAS                                       |        |         |        |         | -         | 2,161                  | -                  |
| 58 | Digital Certificates                                | 900    | 900     | 900    | 900     | 3,600     | -                      | 1,800              |
| 59 | Dropbox   | -      | -       | -      | 900     | 900       | -                      | 450                |
| 60 | MailChimp   | 1,600  | 1,600   | 1,600  | 1,600   | 6,400     | -                      | 3,200              |
| 61 | SurveyMonkey  | 125    | 125     | 125    | 125     | 500       | -                      | 250                |
| 62 | Wufoo   | -      | -       | -      | 200     | 200       | -                      | 100                |
| 63 | <b>Total for Software/SAAS</b>                      | 2,625  | 2,625   | 2,625  | 3,725   | 11,600    | 2,161                  | 5,800              |
| 64 | Website   |        |         |        |         | -         | -                      | -                  |
| 65 | Web Hosting   | 500    | 500     | 500    | 1,000   | 2,500     | 60                     | 1,250              |
| 66 | Web Development                                     | 200    | 200     | 200    | 2,000   | 2,600     | -                      | 1,300              |
| 67 | <b>Total for Website</b>                            | 700    | 700     | 700    | 3,000   | 5,100     | 60                     | 2,550              |
| 68 | Discretionary Technology                            | -      | -       | -      | 3,000   | 3,000     | -                      | 1,500              |
| 69 | <b>Total for Technology</b>                         | 6,425  | 7,325   | 3,325  | 15,725  | 32,800    | 8,281                  | 16,400             |
| 70 | Utilities   |        |         |        |         | -         | -                      | -                  |
| 71 | 65050 Telephone                                     | -      | -       | -      | -       | -         | 1,500                  | -                  |
| 72 | Internet  | 50     | 360     | -      | 360     | 770       | 138                    | 385                |
| 73 | <b>Total for Utilities</b>                          | 50     | 360     | -      | 360     | 770       | 1,638                  | 385                |

|     |  | ELA           | NEHS          | SKD          | SigmaTD       | Total          | Total                  | 1/1/25-<br>6/30/25 |
|-----|--|---------------|---------------|--------------|---------------|----------------|------------------------|--------------------|
|     | Account  | Budget        | Budget        | Budget       | Budget        | Budget         | Actual as<br>of 3/5/25 | Budget             |
| 74  | 65030 Printing                                     | -             | 500           | -            | 200           | 700            | -                      | 350                |
| 75  | Insurance  | 1,000         | 1,000         | -            | 1,000         | 3,000          | -                      | 1,500              |
| 76  | Member Bookmarks                                   | -             | -             | -            | 1,000         | 1,000          | -                      | 500                |
| 77  | Other Operations Expenses                          | 100           | 500           | -            | 500           | 1,100          | -                      | 550                |
| 78  | Promotions   | 1,000         | 1,000         | -            | 1,000         | 3,000          | -                      | 1,500              |
| 79  | <b>Total for 65000 Operations</b>                  | <b>12,975</b> | <b>51,035</b> | <b>4,575</b> | <b>64,135</b> | <b>132,720</b> | <b>30,867</b>          | <b>66,360</b>      |
| 80  | Board  | -             |               |              | -             | -              | -                      |                    |
| 81  | Fall Board Meeting                                 |               |               |              |               | -              | -                      | -                  |
| 82  | Per Diem   | -             | -             | 500          | 2,000         | 2,500          | 440                    | -                  |
| 83  | Hotel Guest Rooms                                  | -             | -             | 4,000        | 16,000        | 20,000         | -                      | -                  |
| 84  | Travel   | -             | -             | 2,000        | 8,000         | 10,000         | -                      | -                  |
| 85  | <b>Total for Fall Board Meeting<br/>(0%)</b>       | <b>-</b>      | <b>-</b>      | <b>6,500</b> | <b>26,000</b> | <b>32,500</b>  | <b>440</b>             | <b>-</b>           |
| 86  | Central Office visits                              |               |               |              |               | -              | -                      |                    |
| 87  | CO Visit Hotel                                     | -             | 250           | -            | 1,250         | 1,500          | -                      | 1,500              |
| 88  | CO visit per diem                                  | -             | 100           | -            | 500           | 600            | -                      | 600                |
| 89  | CO Visit Transportation                            | -             | 500           | -            | 1,500         | 2,000          | -                      | 2,000              |
| 90  | <b>Total for Central Office visits<br/>(100 %)</b> | <b>-</b>      | <b>850</b>    | <b>-</b>     | <b>3,250</b>  | <b>4,100</b>   | <b>-</b>               | <b>4,100</b>       |
| 91  | NCTE   |               |               |              |               | -              | -                      |                    |
| 92  | NCTE Hotel   | -             | 3,000         | -            | -             | 3,000          | -                      | -                  |
| 93  | NCTE Per Diem                                      | -             | 500           | -            | -             | 500            | -                      | -                  |
| 94  | NCTE Registration &<br>Shipping Materials          | -             | 1,000         | -            | -             | 1,000          | -                      | -                  |
| 95  | NCTE Travel  | -             | 5,000         | -            | -             | 5,000          | -                      | -                  |
| 96  | <b>Total for NCTE<br/>(0%)</b>                     | <b>-</b>      | <b>9,500</b>  | <b>-</b>     | <b>-</b>      | <b>9,500</b>   | <b>-</b>               | <b>-</b>           |
| 97  | <b>Total for Board</b>                             | <b>-</b>      | <b>10,350</b> | <b>6,500</b> | <b>29,250</b> | <b>46,100</b>  | <b>440</b>             | <b>4,100</b>       |
| 98  | Convention Expense                                 |               |               |              |               | -              | -                      | -                  |
| 99  | Convention Supplies                                |               |               |              | 9,000         | 9,000          | 5,946                  | 9,000              |
| 100 | Ribbons and Stickers                               | -             | -             | -            | -             | -              | 140                    | -                  |
| 101 | <b>Total for Convention Supplies</b>               | <b>-</b>      | <b>-</b>      | <b>-</b>     | <b>9,000</b>  | <b>9,000</b>   | <b>6,086</b>           | <b>9,000</b>       |
| 102 | Convention Technology                              |               |               |              |               | -              | 199                    | -                  |
| 103 | AV Equipment                                       | -             | -             | -            | 10,000        | 10,000         | -                      | 10,000             |
| 104 | Ex Ordo  | -             | -             | -            | 18,500        | 18,500         | -                      | 18,500             |
| 105 | <b>Total for Convention<br/>Technology</b>         | <b>-</b>      | <b>-</b>      | <b>-</b>     | <b>28,500</b> | <b>28,500</b>  | <b>199</b>             | <b>28,500</b>      |
| 106 | Food and Beverage                                  |               |               |              |               | -              | 17,500                 | -                  |
| 107 | Boxed Lunches                                      | -             | -             | -            | 40,000        | 40,000         | -                      | 40,000             |
| 108 | Breakfast Buffet                                   | -             | -             | -            | 3,000         | 3,000          | -                      | 3,000              |



|            |   | ELA    | NEHS         | SKD          | SigmaTD       | Total         | Total                  | 1/1/25-<br>6/30/25 |
|------------|---|--------|--------------|--------------|---------------|---------------|------------------------|--------------------|
|            | Account   | Budget | Budget       | Budget       | Budget        | Budget        | Actual as<br>of 3/5/25 | Budget             |
| 109        | Evening Snacks  | -      | -            | -            | 6,500         | 6,500         | -                      | 6,500              |
| 110        | NEHS Reception  | -      | 1,000        | -            | -             | 1,000         | -                      | 1,000              |
| 111        | Past Presidents' Luncheon                                 | -      | -            | -            | 500           | 500           | -                      | 500                |
| 112        | President's Reception                                     | -      | -            | -            | 3,500         | 3,500         | -                      | 3,500              |
| 113        | SKD Luncheon  | -      | -            | 1,800        | -             | 1,800         | -                      | 1,800              |
| 114        | SKD Meet & Greet  | -      | -            | 2,500        | -             | 2,500         | -                      | 2,500              |
| <b>115</b> | <b>Total for Food and Beverage</b>                        | -      | <b>1,000</b> | <b>4,300</b> | <b>53,500</b> | <b>58,800</b> | <b>17,500</b>          | <b>58,800</b>      |
| 116        | Hotel Rooms   |        |              |              |               | -             | -                      | -                  |
| 117        | Board - Students  | -      | -            | -            | -             | -             | 309                    | -                  |
| 118        | Comped VIP Rooms  |        |              |              | 8,000         | 8,000         | -                      | 8,000              |
| 119        | New Regent Registration<br>Reimbursement & Travel Support | -      | -            | -            | -             | -             | 97                     | -                  |
| <b>120</b> | <b>Total for Comped VIP<br/>Rooms</b>                     | -      | -            | -            | <b>8,000</b>  | <b>8,000</b>  | <b>97</b>              | <b>8,000</b>       |
| 121        | Board Hotel Rooms - Faculty                               | -      | -            | -            | 14,000        | 14,000        | -                      | 14,000             |
| 122        | CO Hotel Rooms  | -      | -            | -            | 6,000         | 6,000         | -                      | 6,000              |
| 123        | Credit for Hotel Rooms                                    | -      | -            | -            | (5,000)       | (5,000)       | -                      | (5,000)            |
| 124        | NEHS Hotel Rooms  | -      | 4,000        | -            | -             | 4,000         | -                      | 4,000              |
| 125        | Overflow Hotel  | -      | -            | -            | 2,000         | 2,000         | -                      | 2,000              |
| 126        | PP/Deltan Hotel Rooms                                     | -      | -            | -            | 2,500         | 2,500         | -                      | 2,500              |
| 127        | SKD Hotel Rooms   | -      | -            | 4,000        | -             | 4,000         | -                      | 4,000              |
| 128        | Speaker Hotel Rooms                                       | -      | -            | -            | 2,000         | 2,000         | -                      | 2,000              |
| <b>129</b> | <b>Total for Hotel Rooms</b>                              | -      | <b>4,000</b> | <b>4,000</b> | <b>29,500</b> | <b>37,500</b> | <b>406</b>             | <b>37,500</b>      |
| 130        | Per Diem  | -      | -            | 500          | 2,000         | 2,500         | 6,132                  | 2,500              |
| 131        | Speaker Fees  | -      | -            | -            | 27,000        | 27,000        | 27,000                 | 27,000             |
| 132        | Travel to/from Convention                                 |        |              |              |               | -             | 1,946                  | -                  |
| 133        | Board - Faculty   | -      | -            | -            | -             | -             | 309                    | -                  |
| 134        | Travel Expenses - Airfare                                 | -      | -            | -            | 5,000         | 5,000         | 3,816                  | 5,000              |
| 135        | SKD Travel  | -      | -            | 2,000        | -             | 2,000         | -                      | 2,000              |
| 136        | Travel Expenses - Ground                                  | -      | -            | -            | 500           | 500           | -                      | 500                |
| <b>137</b> | <b>Total for Travel to/from<br/>Convention</b>            | -      | -            | <b>2,000</b> | <b>5,500</b>  | <b>7,500</b>  | <b>6,071</b>           | <b>7,500</b>       |
| 138        | Convention Travel Grants (5<br>Awards)                    | -      | -            | -            | 7,500         | 7,500         | -                      | 7,500              |
| 139        | Other Convention Expenses                                 | -      | -            | -            | 2,000         | 2,000         | -                      | 2,000              |
| 140        | Reimbursement   |        |              |              |               | -             | -                      | -                  |
| 141        | Convention Delegate<br>Reimbursement                      | -      | -            | -            | 8,000         | 8,000         | -                      | 8,000              |
| 142        | New Advisor Subvention                                    | -      | -            | -            | 3,200         | 3,200         | -                      | 3,200              |

|            |   | ELA          | NEHS         | SKD           | SigmaTD        | Total          | Total                  | 1/1/25-<br>6/30/25 |
|------------|---|--------------|--------------|---------------|----------------|----------------|------------------------|--------------------|
|            | Account   | Budget       | Budget       | Budget        | Budget         | Budget         | Actual as<br>of 3/5/25 | Budget             |
| 143        | Outstanding Chapter Award<br>Travel Reimbursement | -            | -            | -             | 1,000          | 1,000          | -                      | 1,000              |
| <b>144</b> | <b>Total for Reimbursement</b>                    | -            | -            | -             | <b>12,200</b>  | <b>12,200</b>  | -                      | <b>12,200</b>      |
| 145        | SL Workshop                                       | -            | -            | -             | 1,500          | 1,500          | -                      | 1,500              |
| <b>146</b> | <b>Total for Convention Expense<br/>(100%)</b>    | -            | <b>5,000</b> | <b>10,800</b> | <b>178,200</b> | <b>194,000</b> | <b>63,394</b>          | <b>194,000</b>     |
| 147        | Discretionary Expenditures                        |              |              |               |                | -              | 156                    | -                  |
| 148        | NEHS Director Discretionary                       | 200          | 1,200        | -             | -              | 1,400          | 224                    | 700                |
| 149        | DSO Discretionary                                 | -            | -            | -             | 1,200          | 1,200          | -                      | 600                |
| 150        | Exec. Director Discretionary                      | -            | -            | -             | 2,000          | 2,000          | -                      | 1,000              |
| <b>151</b> | <b>Total for Discretionary<br/>Expenditures</b>   | <b>200</b>   | <b>1,200</b> | -             | <b>3,200</b>   | <b>4,600</b>   | <b>380</b>             | <b>2,300</b>       |
| 152        | Payroll Expenses                                  |              |              |               |                | -              | 419                    | -                  |
| 153        | Taxes   | 2,000        | 6,000        | -             | 6,000          | 14,000         | 1,372                  | 7,000              |
| <b>154</b> | <b>Total for Payroll Expenses</b>                 | <b>2,000</b> | <b>6,000</b> | -             | <b>6,000</b>   | <b>14,000</b>  | <b>1,791</b>           | <b>7,000</b>       |
| 155        | Publications                                      |              |              |               |                | -              | -                      | -                  |
| 156        | Reviewer Stipends                                 | -            | -            | 1,000         | 7,000          | 8,000          | 3,500                  | 4,000              |
| 157        | Judge Stipend                                     | -            | -            | 500           | 2,250          | 2,750          | -                      | 1,375              |
| 158        | Other Publications Expenses                       | -            | -            | -             | 500            | 500            | -                      | 250                |
| <b>159</b> | <b>Total for Publications</b>                     | -            | -            | <b>1,500</b>  | <b>9,750</b>   | <b>11,250</b>  | <b>3,500</b>           | <b>5,625</b>       |
| 160        | Regent Expenses                                   |              |              |               |                | -              | -                      | -                  |
| 161        | Common Reader Award                               | -            | -            | -             | -              | -              | 1,100                  | -                  |
| 162        | Eastern   | -            | -            | -             | 2,000          | 2,000          | -                      | 1,000              |
| 163        | Far Western                                       | -            | -            | -             | 2,000          | 2,000          | -                      | 1,000              |
| 164        | High Plains                                       | -            | -            | -             | 2,000          | 2,000          | -                      | 1,000              |
| 165        | Midwestern  | -            | -            | -             | 2,000          | 2,000          | -                      | 1,000              |
| 166        | Southern  | -            | -            | -             | 2,000          | 2,000          | -                      | 1,000              |
| 167        | Southwestern                                      | -            | -            | -             | 2,000          | 2,000          | -                      | 1,000              |
| <b>168</b> | <b>Total for Regent Expenses</b>                  | -            | -            | -             | <b>12,000</b>  | <b>12,000</b>  | <b>1,100</b>           | <b>6,000</b>       |
| 169        | Salaries & Benefits                               |              |              |               |                | -              | 8,333                  | -                  |
| 170        | Intern Stipends                                   |              |              |               |                | -              | 1,700                  | -                  |
| 171        | MLA Stipend                                       | -            | -            | -             | 1,100          | 1,100          | 1,500                  | 550                |
| 172        | NCTE Stipend                                      | -            | -            | -             | 3,000          | 3,000          | -                      | 1,500              |
| 173        | Norton stipend (3 cycles)                         | -            | -            | -             | 1,500          | 1,500          | -                      | 750                |
| 174        | Other Internships                                 | -            | -            | -             | 3,000          | 3,000          | -                      | 1,500              |
| 175        | PRH Stipend (2 cycles)                            | -            | -            | -             | 3,000          | 3,000          | -                      | 1,500              |
| 176        | SigmaTD Journal Internships                       | -            | -            | -             | 2,700          | 2,700          | -                      | 1,350              |
| <b>177</b> | <b>Total for Intern Stipends</b>                  | -            | -            | -             | <b>14,300</b>  | <b>14,300</b>  | <b>3,200</b>           | <b>7,150</b>       |
| 178        | Salaries/Wages                                    |              |              |               |                | -              | -                      | -                  |

|            |   | ELA          | NEHS           | SKD      | SigmaTD        | Total          | Total                  | 1/1/25-<br>6/30/25 |
|------------|---|--------------|----------------|----------|----------------|----------------|------------------------|--------------------|
|            | Account   | Budget       | Budget         | Budget   | Budget         | Budget         | Actual as<br>of 3/5/25 | Budget             |
| 179        | Executive Director                                  | -            | -              | -        | 125,000        | 125,000        | 21,089                 | 62,500             |
| <b>180</b> | <b>Total for Hourly Staff</b>                       | -            | <b>20,000</b>  | -        | <b>20,000</b>  | <b>40,000</b>  | <b>17,843</b>          | <b>20,000</b>      |
| <b>181</b> | <b>Total for Salaried Staff</b>                     | -            | <b>160,000</b> | -        | <b>100,000</b> | <b>260,000</b> | <b>56,965</b>          | <b>130,000</b>     |
| 182        | Honoraria/Bonuses                                   | -            | -              | -        | 40,000         | 40,000         | -                      | 20,000             |
| 183        | Professional Development                            | -            | 1,000          | -        | 1,000          | 2,000          | -                      | 1,000              |
| <b>184</b> | <b>Total for Salaries/Wages</b>                     | -            | <b>181,000</b> | -        | <b>286,000</b> | <b>467,000</b> | <b>95,897</b>          | <b>233,500</b>     |
| 185        | Taxes   | -            | 15,000         | -        | 15,000         | 30,000         | -                      | 15,000             |
| <b>186</b> | <b>Total for Salaries &amp; Benefits</b>            | -            | <b>196,000</b> | -        | <b>315,300</b> | <b>511,300</b> | <b>107,430</b>         | <b>255,650</b>     |
| 187        | Scholarships/Awards/Grants                          |              |                |          |                | -              | 2,500                  | -                  |
| 188        | ELA<br>Scholarships/Awards/Grants                   |              |                |          |                | -              | 96                     | -                  |
| 189        | ELA Chapter Showcase<br>Award                       | 300          | -              | -        | -              | 300            | -                      | 150                |
| 190        | ELA Classroom Library<br>Grant                      | 400          | -              | -        | -              | 400            | -                      | 200                |
| 191        | ELA Professional Support<br>Grant                   | 700          | -              | -        | -              | 700            | -                      | 350                |
| 192        | ELA Social Media Contests                           | 200          | -              | -        | -              | 200            | -                      | 100                |
| <b>193</b> | <b>Total for ELA<br/>Scholarships/Awards/Grants</b> | <b>1,600</b> | <b>-</b>       | <b>-</b> | <b>-</b>       | <b>1,600</b>   | <b>96</b>              | <b>800</b>         |
| 194        | NEHS<br>Scholarships/Awards/Grants                  |              |                |          |                | -              | -                      | -                  |
| 195        | NEHS Chapter Impact Award                           | -            | 1,200          | -        | -              | 1,200          | 200                    | 600                |
| 196        | NEHS Chapter Project Grants                         | -            | 1,800          | -        | -              | 1,800          | 1,200                  | 900                |
| 197        | NEHS Classroom Library<br>Grant                     | -            | 2,000          | -        | -              | 2,000          | 2,017                  | 1,000              |
| 198        | NEHS Literary Initiative<br>Award                   | -            | 3,000          | -        | -              | 3,000          | 2,741                  | 1,500              |
| 199        | NEHS Outstanding Chapter<br>Advisor Award           | -            | 1,000          | -        | -              | 1,000          | 1,000                  | 500                |
| 200        | NEHS Scholarship Travel<br>Expense                  | -            | -              | -        | -              | -              | 6,601                  | -                  |
| 201        | NEHS Advisor Grant                                  | -            | 1,000          | -        | -              | 1,000          | -                      | 500                |
| 202        | NEHS Bulletin Board Contest                         | -            | 600            | -        | -              | 600            | -                      | 300                |
| 203        | NEHS Creative Challenge<br>Award                    | -            | 1,000          | -        | -              | 1,000          | -                      | 500                |
| 204        | NEHS Dr. William Johnson<br>Scholarship             | -            | 5,000          | -        | -              | 5,000          | -                      | 2,500              |
| 205        | NEHS Enrichment Grant                               | -            | 1,500          | -        | -              | 1,500          | -                      | 750                |
| 206        | NEHS Evaluator Honoraria                            | -            | 2,300          | -        | -              | 2,300          | -                      | 1,150              |
| 207        | NEHS Harvard Student<br>Journalism Award            | -            | 1,500          | -        | -              | 1,500          | -                      | 750                |
| 208        | NEHS Intellectual Freedom<br>Challenge              | -            | 1,500          | -        | -              | 1,500          | -                      | 750                |

|     |   | ELA    | NEHS           | SKD    | SigmaTD       | Total          | Total                  | 1/1/25-<br>6/30/25 |
|-----|---|--------|----------------|--------|---------------|----------------|------------------------|--------------------|
|     | Account   | Budget | Budget         | Budget | Budget        | Budget         | Actual as<br>of 3/5/25 | Budget             |
| 209 | NEHS LGBT& Award                                      | -      | 1,500          | -      | -             | 1,500          | -                      | 750                |
| 210 | NEHS Literary Artwork<br>Awards                       | -      | 400            | -      | -             | 400            | -                      | 200                |
| 211 | NEHS-NCTE Competition                                 | -      | 2,000          | -      | -             | 2,000          | -                      | 1,000              |
| 212 | NEHS Professional Support<br>Grant                    | -      | 2,000          | -      | -             | 2,000          | -                      | 1,000              |
| 213 | NEHS Publications                                     | -      | 2,000          | -      | -             | 2,000          | -                      | 1,000              |
| 214 | NEHS Scholarships                                     | -      | 81,000         | -      | -             | 81,000         | -                      | 40,500             |
| 215 | NEHS Smithsonian<br>Scholarship                       | -      | 1,500          | -      | -             | 1,500          | -                      | 750                |
| 216 | NEHS Social Media Contests                            | -      | 300            | -      | -             | 300            | -                      | 150                |
| 217 | NEHS Student Support Fund                             | -      | 1,500          | -      | -             | 1,500          | -                      | 750                |
| 218 | NEHS Writing Contest                                  | -      | 1,000          | -      | -             | 1,000          | -                      | 500                |
| 219 | NEHS Young Leaders Award                              | -      | 1,500          | -      | -             | 1,500          | -                      | 750                |
| 220 | <b>Total for NEHS<br/>Scholarships/Awards/Grants</b>  | -      | <b>118,100</b> | -      | -             | <b>118,100</b> | <b>13,759</b>          | <b>59,050</b>      |
| 221 | SigmaTD<br>Scholarships/Awards/Grants                 |        |                |        |               | -              | -                      | -                  |
| 222 | Chapter Awards  |        |                |        |               | -              | -                      | -                  |
| 223 | Literary Arts Journal<br>Award                        | -      | -              | -      | 1,200         | 1,200          | 1,200                  | 600                |
| 224 | Project Grant   | -      | -              | -      | 1,500         | 1,500          | 1,000                  | 750                |
| 225 | Book Club Service Project<br>(20 Awards)              | -      | -              | -      | 4,000         | 4,000          | -                      | 2,000              |
| 226 | Chapter Service Award                                 | -      | -              | -      | 200           | 200            | -                      | 100                |
| 227 | Outstanding Chapter<br>Award                          | -      | -              | -      | 1,500         | 1,500          | -                      | 750                |
| 228 | Partnership Service<br>Projects                       | -      | -              | -      | 2,000         | 2,000          | -                      | 1,000              |
| 229 | <b>Total for Chapter Awards</b>                       | -      | -              | -      | <b>10,400</b> | <b>10,400</b>  | <b>2,200</b>           | <b>5,200</b>       |
| 230 | Scholarships  |        | -              |        |               | -              | -                      | -                  |
| 231 | Continuing Education<br>Scholarship                   | -      | -              | -      | 3,750         | 3,750          | (1,250)                | 1,875              |
| 232 | Short Term Study Abroad<br>(2 cycles)                 | -      | -              | -      | 6,000         | 6,000          | 750                    | 3,000              |
| 233 | Study Abroad Scholarship<br>(2 cycles)                | -      | -              | -      | 10,000        | 10,000         | 5,000                  | 5,000              |
| 234 | First-year Grad                                       | -      | -              | -      | 8,000         | 8,000          | -                      | 4,000              |
| 235 | Graduate Scholarship                                  | -      | -              | -      | 12,000        | 12,000         | -                      | 6,000              |
| 236 | Junior Scholarship                                    | -      | -              | -      | 9,000         | 9,000          | -                      | 4,500              |
| 237 | PC Somerville Award for<br>Future Teachers (2 cycles) | -      | -              | -      | 6,000         | 6,000          | -                      | 3,000              |
| 238 | Regent Scholarship                                    | -      | -              | -      | 31,000        | 31,000         | -                      | 15,500             |

|     |   | ELA    | NEHS   | SKD    | SigmaTD        | Total          | Total                  | 1/1/25-<br>6/30/25 |
|-----|---|--------|--------|--------|----------------|----------------|------------------------|--------------------|
|     | Account   | Budget | Budget | Budget | Budget         | Budget         | Actual as<br>of 3/5/25 | Budget             |
| 239 | Regent's Equity   | -      | -      | -      | 7,000          | 7,000          | -                      | 3,500              |
| 240 | Senior Scholarship                                      | -      | -      | -      | 16,000         | 16,000         | -                      | 8,000              |
| 241 | Summer Program<br>Scholarship                           | -      | -      | -      | 4,000          | 4,000          | -                      | 2,000              |
| 242 | The 1924 (2 cycles)                                     | -      | -      | -      | 3,848          | 3,848          | -                      | 1,924              |
| 243 | William C. Johnson<br>Distinguished Scholarship         | -      | -      | -      | 10,000         | 10,000         | -                      | 5,000              |
| 244 | <b>Total for Scholarships</b>                           | -      | -      | -      | <b>126,598</b> | <b>126,598</b> | <b>4,500</b>           | <b>63,299</b>      |
| 245 | Convention Awards                                       |        |        |        |                | -              | -                      |                    |
| 246 | Alumni Convention<br>Awards                             | -      | -      | -      | 500            | 500            | -                      | 500                |
| 247 | Author Spotlight Award                                  | -      | -      | -      | 1,000          | 1,000          | -                      | 1,000              |
| 248 | Beth DeMeo Poetry Award                                 | -      | -      | -      | 1,000          | 1,000          | -                      | 1,000              |
| 249 | Common Reader Award                                     | -      | -      | -      | 500            | 500            | -                      | 500                |
| 250 | Critical Essay Awards                                   | -      | -      | -      | 3,000          | 3,000          | -                      | 3,000              |
| 251 | Isabel Sparks Creative<br>Nonfiction Award              | -      | -      | -      | 1,100          | 1,100          | -                      | 1,100              |
| 252 | Judson Q. Owen Award                                    | -      | -      | -      | 600            | 600            | -                      | 600                |
| 253 | Original Fiction Award                                  | -      | -      | -      | 1,300          | 1,300          | -                      | 1,300              |
| 254 | Original Poetry Award                                   | -      | -      | -      | 1,400          | 1,400          | -                      | 1,400              |
| 255 | Outstanding Chapter<br>Display                          | -      | -      | -      | 250            | 250            | -                      | 250                |
| 256 | Stemmler/Dennis<br>LGBTQ& Awards                        | -      | -      | -      | 1,500          | 1,500          | -                      | 1,500              |
| 257 | <b>Total for Convention<br/>Awards<br/>(100%)</b>       | -      | -      | -      | <b>12,150</b>  | <b>12,150</b>  | -                      | <b>12,150</b>      |
| 258 | Individual Awards                                       |        |        |        |                | -              | -                      |                    |
| 259 | Classroom Library Grant<br>(2 cycles)                   | -      | -      | -      | 4,000          | 4,000          | -                      | 2,000              |
| 260 | Internship Stipends (3<br>cycles)                       | -      | -      | -      | 8,200          | 8,200          | -                      | 4,100              |
| 261 | LIT Grant   | -      | -      | -      | 1,500          | 1,500          | -                      | 750                |
| 262 | Outstanding Chapter<br>Advisor                          | -      | -      | -      | 500            | 500            | -                      | 250                |
| 263 | Rectangle Writing Award                                 | -      | -      | -      | 2,500          | 2,500          | -                      | 1,250              |
| 264 | Scholarly Paper (Grad)                                  | -      | -      | -      | 1,000          | 1,000          | -                      | 500                |
| 265 | Scholarly Paper (UG)                                    | -      | -      | -      | 1,000          | 1,000          | -                      | 500                |
| 266 | Student Leadership Award                                | -      | -      | -      | 250            | 250            | -                      | 125                |
| 267 | <b>Total for Individual<br/>Awards</b>                  | -      | -      | -      | <b>18,950</b>  | <b>18,950</b>  | -                      | <b>9,475</b>       |
| 268 | <b>Total for SigmaTD<br/>Scholarships/Awards/Grants</b> | -      | -      | -      | <b>168,098</b> | <b>168,098</b> | <b>6,700</b>           | <b>90,124</b>      |
| 269 | AwardSpring   | -      | 1,200  | 1,200  | 3,300          | 5,700          | -                      | 2,850              |

|     |   | ELA       | NEHS    | SKD    | SigmaTD    | Total     | Total                  | 1/1/25-<br>6/30/25 |
|-----|---|-----------|---------|--------|------------|-----------|------------------------|--------------------|
|     | Account   | Budget    | Budget  | Budget | Budget     | Budget    | Actual as<br>of 3/5/25 | Budget             |
| 270 | SKD Awards                                      |           |         | 5,500  |            | 5,500     | -                      | 2,750              |
| 271 | Dr. Don Perkins Service<br>Scholarship          | -         | -       | 750    | -          | 750       | -                      | 375                |
| 272 | Dr. Leigh Ann Rhea<br>Outstanding Advisor Award | -         | -       | 300    | -          | 300       | -                      | 150                |
| 273 | Dr. Sheila H. Byrd Service<br>Scholarship       | -         | -       | 750    | -          | 750       | -                      | 375                |
| 274 | Dr. Susan LeJeune Service<br>Scholarship        | -         | -       | 750    | -          | 750       | -                      | 375                |
| 275 | Dr. William Johnson Transfer<br>Scholarship     | -         | -       | 1,000  | -          | 1,000     | -                      | 500                |
| 276 | National Essay Writing<br>Contest               | -         | -       | 450    | -          | 450       | -                      | 225                |
| 277 | National Literary Analysis<br>Writing Contest   | -         | -       | 450    | -          | 450       | -                      | 225                |
| 278 | National Photography Contest                    | -         | -       | 450    | -          | 450       | -                      | 225                |
| 279 | National Poetry Writing<br>Contest              | -         | -       | 450    | -          | 450       | -                      | 225                |
| 280 | National Short Fiction<br>Writing Contest       | -         | -       | 450    | -          | 450       | -                      | 225                |
| 281 | Outstanding Chapter Award                       | -         | -       | 200    | -          | 200       | -                      | 100                |
| 282 | Outstanding Literary Journal                    | -         | -       | 200    | -          | 200       | -                      | 100                |
| 283 | Professor Joan S. Reeves<br>Service Scholarship | -         | -       | 750    | -          | 750       | -                      | 375                |
| 284 | <b>Total for SKD Awards</b>                     | -         | -       | 12,450 | -          | 12,450    | -                      | 6,225              |
| 285 | <b>Total for<br/>Scholarships/Awards/Grants</b> | 1,600     | 119,300 | 13,650 | 171,398    | 305,948   | 23,055                 | 156,199            |
| 286 | Committees                                      |           |         |        |            | -         | -                      |                    |
| 287 | Student Leadership Committee                    | -         | -       | -      | 1,000      | 1,000     | -                      | 500                |
| 288 | <b>Total for Committees</b>                     | -         | -       | -      | 1,000      | 1,000     | -                      | 500                |
| 289 | <b>Total for Expenses</b>                       | 16,775    | 388,885 | 37,025 | 790,233    | 1,232,918 | 231,956                | 697,734            |
| 290 | <b>Net Operating Income</b>                     | (10,300)  | 122,115 | 39,775 | (286,333)  | (134,743) | (17,793)               | (148,647)          |
| 291 | Other Income                                    |           |         |        |            |           |                        |                    |
| 292 | Dividend and Interest Income                    | -         | -       | -      | 1,000      | 1,000     | 314                    | 500                |
| 293 | Realized ST Capital Gains                       | -         | -       | -      | 135,000    | 135,000   | 11,291                 | 67,500             |
| 294 | <b>Total for Other Income</b>                   | -         | -       | -      | 136,000    | 136,000   | 11,606                 | 68,000             |
| 295 | Other Expenses                                  | -         | -       | -      | -          | -         | -                      | -                  |
| 296 | <b>Net Other Income</b>                         | -         | -       | -      | 136,000    | 136,000   | 11,606                 | 68,000             |
| 297 | <b>Net Income</b>                               | -\$10,300 | 122,115 | 39,775 | -\$150,333 | 1,257     | -\$6,187               | (80,647)           |

## Appendix C: 2025-2026 Draft Budget

Access the full spreadsheet at [2026 English Honor Societies Budget Draft 3.15.25.xlsx](#).

|    | Account                             | ELA          | NEHS           | SKD           | SigmaTD        | Total            |
|----|-------------------------------------|--------------|----------------|---------------|----------------|------------------|
| 6  | Income                              |              |                |               |                |                  |
| 7  | Charters                            |              |                |               |                |                  |
| 8  | Affiliation Fee                     | 1,500        | 65,000         | -             | -              | 66,500           |
| 9  | Charter                             | 1,300        | 9,000          | 300           | 7,000          | 17,600           |
| 10 | Reactivation                        | -            | 6,000          | -             | 500            | 6,500            |
| 11 | <b>Total for Charters</b>           | <b>2,800</b> | <b>80,000</b>  | <b>300</b>    | <b>7,500</b>   | <b>90,600</b>    |
| 12 | Convention Income                   |              |                |               |                |                  |
| 13 | Convention Advertising              | -            | -              | -             | 9,000          | 9,000            |
| 14 | Convention Donations (restricted)   | -            | -              | -             | 20,000         | 20,000           |
| 15 | Registration Fees                   | -            | -              | -             | 108,000        | 108,000          |
| 16 | T-shirts                            | -            | -              | -             | 8,000          | 8,000            |
| 17 | <b>Total for Convention Income</b>  | <b>-</b>     | <b>-</b>       | <b>-</b>      | <b>145,000</b> | <b>145,000</b>   |
| 18 | Donation Income                     |              |                |               |                |                  |
| 19 | General Donations (unrestricted)    | -            | -              | -             | 500            | 500              |
| 20 | LGBT& Donation Income (restricted)  | -            | -              | -             | 500            | 500              |
| 21 | Other Restricted Donations          | -            | -              | -             | 500            | 500              |
| 22 | <b>Total for Donation Income</b>    | <b>-</b>     | <b>-</b>       | <b>-</b>      | <b>1,500</b>   | <b>1,500</b>     |
| 23 | Membership                          | 5,000        | 400,000        | 75,000        | 415,000        |                  |
| 24 | Reduced Fees                        | -            | (1,100)        | -             | -              | (1,100)          |
| 25 | <b>Total for Membership</b>         | <b>5,000</b> | <b>398,900</b> | <b>75,000</b> | <b>415,000</b> | <b>893,900</b>   |
| 26 | Merchandise                         | 500          | 150,000        | 20,000        | 75,250         |                  |
| 27 | Certificate sales                   | 250          | 250            | -             | -              | 500              |
| 28 | <b>Total for Merchandise</b>        | <b>750</b>   | <b>150,250</b> | <b>20,000</b> | <b>75,250</b>  | <b>246,250</b>   |
| 29 | Other income                        | 500          | 1,250          | -             | 3,000          | 4,750            |
| 30 | <b>Total for Income</b>             | <b>9,050</b> | <b>630,400</b> | <b>95,300</b> | <b>647,250</b> | <b>1,382,000</b> |
| 31 | Cost of Goods Sold                  |              |                |               |                |                  |
| 32 | 50000 Cost of Merchandise Sold      | 75           | 45,000         | 4,000         | 20,000         | 69,075           |
| 33 | Inventory Shrinkage                 | -            | -              | -             | -              | -                |
| 34 | <b>Total for Cost of Goods Sold</b> | <b>75</b>    | <b>45,000</b>  | <b>4,000</b>  | <b>20,000</b>  | <b>69,075</b>    |
| 35 | <b>Gross Profit</b>                 | <b>8,975</b> | <b>585,400</b> | <b>91,300</b> | <b>627,250</b> | <b>1,312,925</b> |
| 36 | Expenses                            |              |                |               |                |                  |
| 37 | 65000 Operations                    | -            | -              |               |                |                  |

|    | Account                        | ELA          | NEHS         | SKD          | SigmaTD       | Total         |
|----|--------------------------------|--------------|--------------|--------------|---------------|---------------|
| 38 | 65020 Postage, Mailing Service | 1,800        | 1,800        | 1,800        | 1,800         | 7,200         |
| 39 | 65030 Printing                 | 125          | 125          | 125          | 125           | 500           |
| 40 | 65040 Supplies                 | 1,100        | 1,100        | 1,150        | 1,100         | 4,450         |
| 41 | Association Fees               | -            | -            | -            | 500           | 500           |
| 42 | Consulting/Professional Fees   | 9,000        | 9,000        | 9,000        | 9,000         | 36,000        |
| 43 | Credit Card Transaction Fees   | 6,000        | 6,000        | 6,000        | 6,000         | 24,000        |
| 44 | Fulfillment Costs              | 1,250        | 1,250        | 1,250        | 1,250         | 5,000         |
| 45 | Insurance                      | 750          | 750          | 750          | 1,000         | 3,250         |
| 46 | Member Bookmarks               | -            | -            | -            | 750           | 750           |
| 47 | Other Operations Expenses      | 100          | 500          | 100          | 500           | 1,200         |
| 48 | Parking                        | 125          | 125          | 125          | 125           | 500           |
| 49 | Promotions                     | 250          | 250          | 250          | 250           | 1,000         |
| 50 | Rent                           | 4,500        | 4,500        | 4,500        | 4,500         | 18,000        |
| 51 | Service Charge - Checking Acct | 400          | 400          | 400          | 400           | 1,600         |
| 52 | Social Media/Marketing         | 500          | 500          | 500          | 500           | 2,000         |
| 53 | Technology                     |              |              |              |               |               |
| 54 | Discretionary Technology       | 750          | 750          | 750          | 750           | 3,000         |
| 55 | Hardware                       | 3,000        | 3,000        | 3,000        | 3,000         | 12,000        |
| 56 | Social Media                   | 500          | 500          | 500          | 500           | 2,000         |
| 57 | Software/SAAS                  |              |              |              |               |               |
| 58 | Digital Certificates           | 900          | 900          | 900          | 900           | 3,600         |
| 59 | Dropbox                        | 250          | 250          | 250          | 250           | 1,000         |
| 60 | MailChimp                      | 1,600        | 1,600        | 1,600        | 1,600         | 6,400         |
| 61 | SurveyMonkey                   | 125          | 125          | 125          | 125           | 500           |
| 62 | Wufoo                          | 50           | 50           | 50           | 50            | 200           |
| 63 | <b>Total for Software/SAAS</b> | <b>2,925</b> | <b>2,925</b> | <b>2,925</b> | <b>2,925</b>  | <b>11,700</b> |
| 64 | Website                        |              |              |              |               |               |
| 65 | Web Development                | 200          | 200          | 2,000        | 2,000         | 4,400         |
| 66 | Web Hosting                    | 500          | 500          | 500          | 1,000         | 2,500         |
| 67 | <b>Total for Website</b>       | <b>700</b>   | <b>700</b>   | <b>2,500</b> | <b>3,000</b>  | <b>6,900</b>  |
| 68 | <b>Total for Technology</b>    | <b>7,875</b> | <b>7,875</b> | <b>9,675</b> | <b>10,175</b> | <b>35,600</b> |
| 69 | Utilities                      |              |              |              |               |               |
| 70 | 65050 Telephone                | 100          | 100          | 100          | 100           | 400           |
| 71 | Internet                       | 150          | 250          | 150          | 150           | 700           |



|     | Account                                | ELA           | NEHS          | SKD           | SigmaTD       | Total          |
|-----|--|---------------|---------------|---------------|---------------|----------------|
| 72  | <b>Total for Utilities</b>             | <b>250</b>    | <b>350</b>    | <b>250</b>    | <b>250</b>    | <b>1,100</b>   |
| 73  | <b>Total for 65000 Operations</b>      | <b>34,025</b> | <b>34,525</b> | <b>35,875</b> | <b>38,225</b> | <b>142,650</b> |
| 74  | Board                                  |               | -             |               |               |                |
| 75  | Board/CO Travel - Other                | -             | -             | -             | 1,000         | 1,000          |
| 76  | Fall Board Meeting                     |               |               |               |               |                |
| 77  | Hotel Guest Rooms                      | 2,000         | 2,000         | 4,000         | 16,000        | 24,000         |
| 78  | Per Diem                               | 500           | 500           | 500           | 1,500         | 3,000          |
| 79  | Travel                                 | 750           | 750           | 2,000         | 8,000         | 11,500         |
| 80  | <b>Total for Fall Board Meeting</b>    | <b>3,250</b>  | <b>3,250</b>  | <b>6,500</b>  | <b>25,500</b> | <b>38,500</b>  |
| 81  | NCTE                                   |               |               |               |               |                |
| 82  | NCTE Hotel                             | 1,500         | 1,500         | -             | -             | 3,000          |
| 83  | NCTE Per Diem                          | 750           | 750           | -             | -             | 1,500          |
| 84  | NCTE Registration & Shipping Materials | 500           | 500           | -             | -             | 1,000          |
| 85  | NCTE Travel                            | 2,500         | 2,500         | -             | -             | 5,000          |
| 86  | <b>Total for NCTE</b>                  | <b>5,250</b>  | <b>5,250</b>  | <b>-</b>      | <b>-</b>      | <b>10,500</b>  |
| 87  | <b>Total for Board</b>                 | <b>8,500</b>  | <b>8,500</b>  | <b>6,500</b>  | <b>26,500</b> | <b>50,000</b>  |
| 88  | Committees                             |               |               |               |               |                |
| 89  | Student Leadership Committee           | -             | -             | -             | 1,000         | 1,000          |
| 90  | <b>Total for Committees</b>            | <b>-</b>      | <b>-</b>      | <b>-</b>      | <b>1,000</b>  | <b>1,000</b>   |
| 91  | Convention Expense                     |               |               | -             |               |                |
| 92  | Convention Supplies                    | -             | -             | -             | 9,000         | 9,000          |
| 93  | Convention Technology                  |               |               |               |               |                |
| 94  | AV Equipment                           | -             | -             | -             | 10,000        | 10,000         |
| 95  | Ex Ordo                                | -             | -             | -             | 18,500        | 18,500         |
| 96  | <b>Total for Convention Technology</b> | <b>-</b>      | <b>-</b>      | <b>-</b>      | <b>28,500</b> | <b>28,500</b>  |
| 97  | Convention Travel Grants (5 Awards)    | -             | -             | -             | 7,500         | 7,500          |
| 98  | Food and Beverage                      |               |               |               |               |                |
| 99  | Afternoon Snacks                       | -             | -             | -             | -             | -              |
| 100 | Boxed Lunches                          | -             | -             | -             | 40,000        | 40,000         |
| 101 | Breakfast Buffet                       | -             | -             | -             | 3,000         | 3,000          |
| 102 | Evening Snacks                         | -             | -             | -             | 7,000         | 7,000          |
| 103 | NEHS Reception                         | 500           | 500           | -             | -             | 1,000          |
| 104 | Past Presidents' Luncheon              | -             | -             | -             | 500           | 500            |
| 105 | President's Reception                  | -             | -             | -             | 3,500         | 3,500          |

|     | Account  | ELA          | NEHS         | SKD           | SigmaTD        | Total          |
|-----|--|--------------|--------------|---------------|----------------|----------------|
| 106 | SKD Luncheon                                   | -            | -            | 1,800         | -              | 1,800          |
| 107 | SKD Meet & Greet                               | -            | -            | 2,500         | -              | 2,500          |
| 108 | <b>Total for Food and Beverage</b>             | <b>500</b>   | <b>500</b>   | <b>4,300</b>  | <b>54,000</b>  | <b>59,300</b>  |
| 109 | Hotel Rooms                                    |              | -            |               |                |                |
| 110 | Board Hotel Rooms - Faculty                    | -            | -            | -             | 14,000         | 14,000         |
| 111 | CO Hotel Rooms                                 | -            | -            | -             | 6,000          | 6,000          |
| 112 | Comped VIP Rooms                               | -            | -            | -             | 8,000          | 8,000          |
| 113 | NEHS Hotel Rooms                               | 2,000        | 2,000        | -             | -              | 4,000          |
| 114 | PP/Deltan Hotel Rooms                          | -            | -            | -             | 2,500          | 2,500          |
| 115 | SKD Hotel Rooms                                | -            | -            | 4,000         | -              | 4,000          |
| 116 | Speaker Hotel Rooms                            | -            | -            | -             | 2,500          | 2,500          |
| 117 | Student Volunteer Hotel Rooms                  | -            | -            | -             | 1,500          | 1,500          |
| 118 | <b>Total for Hotel Rooms</b>                   | <b>2,000</b> | <b>2,000</b> | <b>4,000</b>  | <b>34,500</b>  | <b>42,500</b>  |
| 119 | Other Convention Expenses                      | -            | -            | -             | 2,000          | 2,000          |
| 120 | Per Diem                                       | 500          | 500          | -             | -              | 1,000          |
| 121 | Reimbursement                                  |              |              |               |                |                |
| 122 | Convention Delegate Reimbursement              | -            | -            | -             | -              | -              |
| 123 | New Advisor Subvention                         | -            | -            | -             | -              | -              |
| 124 | Outstanding Chapter Award Travel Reimbursement | -            | -            | -             | 1,000          | 1,000          |
| 125 | <b>Total for Reimbursement</b>                 | <b>-</b>     | <b>-</b>     | <b>-</b>      | <b>1,000</b>   | <b>1,000</b>   |
| 126 | SL Workshop                                    | -            | -            | -             | 1,500          | 1,500          |
| 127 | Speaker Fees                                   | -            | -            | -             | 20,000         | 20,000         |
| 128 | Travel to/from Convention                      |              |              |               |                |                |
| 129 | NEHS Travel                                    | 1,000        | 1,000        | -             | -              | 2,000          |
| 130 | SKD Travel                                     | -            | -            | 2,000         | -              | 2,000          |
| 131 | Travel Expenses - Airfare                      | -            | -            | -             | 5,000          | 5,000          |
| 132 | Travel Expenses - Ground                       | -            | -            | -             | 500            | 500            |
| 133 | <b>Total for Travel to/from Convention</b>     | <b>1,000</b> | <b>1,000</b> | <b>2,000</b>  | <b>5,500</b>   | <b>9,500</b>   |
| 134 | <b>Total for Convention Expense</b>            | <b>4,000</b> | <b>4,000</b> | <b>10,300</b> | <b>165,500</b> | <b>183,800</b> |
| 135 | Discretionary Expenditures                     |              |              |               |                |                |
| 136 | DSO Discretionary                              | 300          | 300          | 300           | 300            | 1,200          |
| 137 | Exec. Director Discretionary                   | 500          | 500          | 500           | 500            | 2,000          |
| 138 | NEHS Director Discretionary                    | 700          | 700          | -             | -              | 1,400          |
| 139 | <b>Total for Discretionary Expenditures</b>    | <b>1,500</b> | <b>1,500</b> | <b>800</b>    | <b>800</b>     | <b>4,600</b>   |

|     | Account                           | ELA           | NEHS           | SKD           | SigmaTD        | Total          |
|-----|-----------------------------------|---------------|----------------|---------------|----------------|----------------|
| 140 | Payroll Expenses                  |               |                |               |                |                |
| 141 | Taxes                             | 2,000         | 2,000          | 2,000         | 2,000          | 8,000          |
| 142 | <b>Total for Payroll Expenses</b> | <b>2,000</b>  | <b>2,000</b>   | <b>2,000</b>  | <b>2,000</b>   | <b>8,000</b>   |
| 143 | Publications                      |               |                |               |                |                |
| 144 | Judge Stipend                     | -             | -              | -             | 2,250          | 2,250          |
| 145 | Other Publications Expenses       | -             | -              | -             | 500            | 500            |
| 146 | Reviewer Stipends                 | -             | -              | -             | 7,000          | 7,000          |
| 147 | <b>Total for Publications</b>     | <b>-</b>      | <b>-</b>       | <b>-</b>      | <b>9,750</b>   | <b>9,750</b>   |
| 148 | Regent Expenses                   |               | -              | 1,000         |                | 1,000          |
| 149 | Common Reader Award               | 100           | 100            | -             | -              | 200            |
| 150 | Eastern                           | -             | -              | -             | 1,000          | 1,000          |
| 151 | Far Western                       | -             | -              | -             | 1,000          | 1,000          |
| 152 | High Plains                       | -             | -              | -             | 1,000          | 1,000          |
| 153 | Midwestern                        | -             | -              | -             | 1,000          | 1,000          |
| 154 | Southern                          | -             | -              | -             | 1,000          | 1,000          |
| 155 | Southwestern                      | -             | -              | -             | 1,000          | 1,000          |
| 156 | <b>Total for Regent Expenses</b>  | <b>100</b>    | <b>100</b>     | <b>1,000</b>  | <b>6,000</b>   | <b>7,200</b>   |
| 157 | Salaries & Benefits               |               |                |               |                |                |
| 158 | Intern Stipends                   |               |                |               |                |                |
| 159 | MLA Stipend                       | -             | -              | -             | 1,100          | 1,100          |
| 160 | NCTE Stipend                      | -             | -              | -             | 3,000          | 3,000          |
| 161 | Norton stipend (3 cycles)         | -             | -              | -             | 1,500          | 1,500          |
| 162 | Other Internships                 | -             | -              | -             | 3,000          | 3,000          |
| 163 | PRH Stipend (2 cycles)            | -             | -              | -             | 3,000          | 3,000          |
| 164 | SigmaTD Journal Internships       | -             | -              | -             | 2,700          | 2,700          |
| 165 | <b>Total for Intern Stipends</b>  | <b>-</b>      | <b>-</b>       | <b>-</b>      | <b>14,300</b>  | <b>14,300</b>  |
| 166 | Salaries/Wages                    | -             | -              | -             |                |                |
| 167 | Executive Director                | 10,000        | 15,000         | 40,000        | 60,000         | 125,000        |
| 168 | Honoraria/Bonuses                 | -             | 20,000         | -             | 20,000         | 40,000         |
| 169 | Hourly Staff                      | 10,000        | 40,000         | 10,000        | 40,000         | 100,000        |
| 170 | Professional Development          | -             | 1,000          | -             | 1,000          | 2,000          |
| 171 | Salaried Staff                    | 20,000        | 150,000        | 20,000        | 150,000        | 340,000        |
| 172 | <b>Total for Salaries/Wages</b>   | <b>40,000</b> | <b>226,000</b> | <b>70,000</b> | <b>271,000</b> | <b>607,000</b> |
| 173 | Taxes                             | 2,000         | 2,500          | 1,500         | 2,500          | 8,500          |

|     | Account   | ELA           | NEHS           | SKD           | SigmaTD        | Total          |
|-----|---|---------------|----------------|---------------|----------------|----------------|
| 174 | <b>Total for Salaries &amp; Benefits</b>        | <b>42,000</b> | <b>228,500</b> | <b>71,500</b> | <b>287,800</b> | <b>629,800</b> |
| 175 | Scholarships/Awards/Grants                      |               |                |               |                |                |
| 176 | AwardSpring                                     | 1,500         | 1,500          | -             | -              | 3,000          |
| 177 | ELA Scholarships/Awards/Grants                  |               |                |               |                |                |
| 178 | ELA Chapter Showcase Award                      | 300           | -              | -             | -              | 300            |
| 179 | ELA Classroom Library Grant                     | 400           | -              | -             | -              | 400            |
| 180 | ELA Professional Support Grant                  | 700           | -              | -             | -              | 700            |
| 181 | ELA Social Media Contests                       | 200           | -              | -             | -              | 200            |
| 182 | <b>Total for ELA Scholarships/Awards/Grants</b> | <b>1,600</b>  | <b>-</b>       | <b>-</b>      | <b>-</b>       | <b>1,600</b>   |
| 183 | NEHS Scholarships/Awards/Grants                 |               | 4,500          |               |                |                |
| 184 | NEHS Advisor Grant                              | -             | 1,000          | -             | -              | 1,000          |
| 185 | NEHS Bulletin Board Contest                     | -             | 600            | -             | -              | 600            |
| 186 | NEHS Chapter Impact Award                       | -             | 1,200          | -             | -              | 1,200          |
| 187 | NEHS Chapter Project Grants                     | -             | 1,800          | -             | -              | 1,800          |
| 188 | NEHS Classroom Library Grant                    | -             | 2,000          | -             | -              | 2,000          |
| 189 | NEHS Creative Challenge Award                   | -             | 1,000          | -             | -              | 1,000          |
| 190 | NEHS Dr. William Johnson Scholarship            | -             | 5,000          | -             | -              | 5,000          |
| 191 | NEHS Enrichment Grant                           | -             | 1,500          | -             | -              | 1,500          |
| 192 | NEHS Evaluator Honoraria                        | -             | 2,300          | -             | -              | 2,300          |
| 193 | NEHS Harvard Student Journalism Award           | -             | 1,500          | -             | -              | 1,500          |
| 194 | NEHS Intellectual Freedom Challenge             | -             | 1,500          | -             | -              | 1,500          |
| 195 | NEHS LGBT& Award                                | -             | 1,500          | -             | -              | 1,500          |
| 196 | NEHS Literary Artwork Awards                    | -             | 400            | -             | -              | 400            |
| 197 | NEHS Literary Initiative Award                  | -             | 3,000          | -             | -              | 3,000          |
| 198 | NEHS-NCTE Competition                           | -             | 2,250          | -             | -              | 2,250          |
| 199 | NEHS Outstanding Chapter Advisor Award          | -             | 1,000          | -             | -              | 1,000          |
| 200 | NEHS Professional Support Grant                 | -             | 2,000          | -             | -              | 2,000          |
| 201 | NEHS Publications                               | -             | 2,000          | -             | -              | 2,000          |
| 202 | NEHS Scholarships                               | -             | 81,000         | -             | -              | 81,000         |
| 203 | NEHS Scholarship Travel Expense                 | -             | 1,500          | -             | -              | 1,500          |
| 204 | NEHS Smithsonian Scholarship                    | -             | 1,500          | -             | -              | 1,500          |
| 205 | NEHS Social Media Contests                      | -             | 300            | -             | -              | 300            |
| 206 | NEHS Student Support Fund                       | -             | 1,500          | -             | -              | 1,500          |

|     | Account  | ELA | NEHS           | SKD | SigmaTD       | Total          |
|-----|--|-----|----------------|-----|---------------|----------------|
| 207 | NEHS Writing Contest                             | -   | 1,000          | -   | -             | 1,000          |
| 208 | NEHS Young Leaders Award                         | -   | 1,500          | -   | -             | 1,500          |
| 209 | <b>Total for NEHS Scholarships/Awards/Grants</b> | -   | <b>124,350</b> | -   | -             | <b>124,350</b> |
| 210 | SigmaTD Scholarships/Awards/Grants               |     |                |     |               |                |
| 211 | Chapter Awards                                   |     |                |     |               |                |
| 212 | Book Club Service Project (20 Awards)            | -   | -              | -   | 4,000         | 4,000          |
| 213 | Chapter Service Award                            | -   | -              | -   | 200           | 200            |
| 214 | Literary Arts Journal Award                      | -   | -              | -   | 1,200         | 1,200          |
| 215 | Outstanding Chapter Award                        | -   | -              | -   | 1,500         | 1,500          |
| 216 | Partnership Service Projects                     | -   | -              | -   | 2,000         | 2,000          |
| 217 | Project Grant                                    | -   | -              | -   | 1,500         | 1,500          |
| 218 | <b>Total for Chapter Awards</b>                  | -   | -              | -   | <b>10,400</b> | <b>10,400</b>  |
| 219 | Convention Awards                                |     | -              |     |               |                |
| 220 | Alumni Convention Awards                         | -   | -              | -   | 500           | 500            |
| 221 | Author Spotlight Award                           | -   | -              | -   | 1,000         | 1,000          |
| 222 | Beth DeMeo Poetry Award                          | -   | -              | -   | 1,000         | 1,000          |
| 223 | Common Reader Award                              | -   | -              | -   | 500           | 500            |
| 224 | Critical Essay Awards                            | -   | -              | -   | 3,000         | 3,000          |
| 225 | Isabel Sparks Creative Nonfiction Award          | -   | -              | -   | 1,100         | 1,100          |
| 226 | Judson Q. Owen Award                             | -   | -              | -   | 600           | 600            |
| 227 | Original Fiction Award                           | -   | -              | -   | 1,300         | 1,300          |
| 228 | Original Poetry Award                            | -   | -              | -   | 1,400         | 1,400          |
| 229 | Outstanding Chapter Display                      | -   | -              | -   | 250           | 250            |
| 230 | Stemmler/Dennis LGBTQ& Awards                    | -   | -              | -   | 1,500         | 1,500          |
| 231 | <b>Total for Convention Awards</b>               | -   | -              | -   | <b>12,150</b> | <b>12,150</b>  |
| 232 | Individual Awards                                |     |                |     |               |                |
| 233 | Classroom Library Grant (2 cycles)               | -   | -              | -   | 4,000         | 4,000          |
| 234 | Internship Stipends (3 cycles)                   | -   | -              | -   | 8,200         | 8,200          |
| 235 | LIT Grant  | -   | -              | -   | 1,500         | 1,500          |
| 236 | Outstanding Chapter Advisor                      | -   | -              | -   | 500           | 500            |
| 237 | Rectangle Writing Award                          | -   | -              | -   | 2,500         | 2,500          |
| 238 | Scholarly Paper (Grad)                           | -   | -              | -   | 1,000         | 1,000          |
| 239 | Scholarly Paper (UG)                             | -   | -              | -   | 1,000         | 1,000          |
| 240 | Student Leadership Award                         | -   | -              | -   | 250           | 250            |

|     | Account   | ELA          | NEHS           | SKD          | SigmaTD        | Total          |
|-----|---|--------------|----------------|--------------|----------------|----------------|
| 241 | <b>Total for Individual Awards</b>                  | -            | -              | -            | <b>18,950</b>  | <b>18,950</b>  |
| 242 | Scholarships  |              |                |              |                |                |
| 243 | Continuing Education Scholarship                    | -            | -              | -            | 3,750          | 3,750          |
| 244 | First-year Grad                                     | -            | -              | -            | 8,000          | 8,000          |
| 245 | Graduate Scholarship                                | -            | -              | -            | 12,000         | 12,000         |
| 246 | Junior Scholarship                                  | -            | -              | -            | 9,000          | 9,000          |
| 247 | PC Somerville Award for Future Teachers (2 cycles)  | -            | -              | -            | 6,000          | 6,000          |
| 248 | Regent Scholarship                                  | -            | -              | -            | 15,500         | 15,500         |
| 249 | Regent's Equity                                     | -            | -              | -            | 7,000          | 7,000          |
| 250 | Senior Scholarship                                  | -            | -              | -            | 16,000         | 16,000         |
| 251 | Short Term Study Abroad (2 cycles)                  | -            | -              | -            | 6,000          | 6,000          |
| 252 | Study Abroad Scholarship (2 cycles)                 | -            | -              | -            | 10,000         | 10,000         |
| 253 | Summer Program Scholarship                          | -            | -              | -            | 4,000          | 4,000          |
| 254 | The 1924 (2 cycles)                                 | -            | -              | -            | 3,848          | 3,848          |
| 255 | William C. Johnson Distinguished Scholarship        | -            | -              | -            | 10,000         | 10,000         |
| 256 | <b>Total for Scholarships</b>                       | -            | -              | -            | <b>111,098</b> | <b>111,098</b> |
| 257 | <b>Total for SigmaTD Scholarships/Awards/Grants</b> | -            | -              | -            | <b>152,598</b> | <b>152,598</b> |
| 258 | SKD Awards  |              |                |              |                |                |
| 259 | Dr. Don Perkins Service Scholarship                 | -            | -              | 750          | -              | 750            |
| 260 | Dr. Leigh Ann Rhea Outstanding Advisor Award        | -            | -              | 300          | -              | 300            |
| 261 | Dr. Sheila H. Byrd Service Scholarship              | -            | -              | 750          | -              | 750            |
| 262 | Dr. Susan LeJeune Service Scholarship               | -            | -              | 750          | -              | 750            |
| 263 | Dr. William Johnson Transfer Scholarship            | -            | -              | 1,000        | -              | 1,000          |
| 264 | National Essay Writing Contest                      | -            | -              | 450          | -              | 450            |
| 265 | National Literary Analysis Writing Contest          | -            | -              | 450          | -              | 450            |
| 266 | National Photography Contest                        | -            | -              | 450          | -              | 450            |
| 267 | National Poetry Writing Contest                     | -            | -              | 450          | -              | 450            |
| 268 | National Short Fiction Writing Contest              | -            | -              | 450          | -              | 450            |
| 269 | Outstanding Chapter Award                           | -            | -              | 200          | -              | 200            |
| 270 | Outstanding Literary Journal                        | -            | -              | 200          | -              | 200            |
| 271 | Professor Joan S. Reeves Service Scholarship        | -            | -              | 750          | -              | 750            |
| 272 | <b>Total for SKD Awards</b>                         | -            | -              | <b>6,950</b> | -              | <b>6,950</b>   |
| 273 | <b>Total for Scholarships/Awards/Grants</b>         | <b>3,100</b> | <b>125,850</b> | <b>6,950</b> | <b>152,598</b> | <b>288,498</b> |

|     | Account                       | ELA             | NEHS           | SKD             | SigmaTD         | Total            |
|-----|-------------------------------|-----------------|----------------|-----------------|-----------------|------------------|
| 274 | <b>Total for Expenses</b>     | <b>61,875</b>   | <b>438,575</b> | <b>115,275</b>  | <b>710,073</b>  | <b>1,340,298</b> |
| 275 | <b>Net Operating Income</b>   | <b>(52,900)</b> | <b>146,825</b> | <b>(23,975)</b> | <b>(82,823)</b> | <b>(12,873)</b>  |
| 276 | Other Income                  |                 |                |                 |                 |                  |
| 277 | Capital Gains                 | 10,000          | 10,000         | 10,000          | 10,000          | 40,000           |
| 278 | <b>Total for Other Income</b> | <b>10,000</b>   | <b>10,000</b>  | <b>10,000</b>   | <b>10,000</b>   | <b>40,000</b>    |
| 279 | Other Expenses                | -               | -              | -               | -               | -                |
| 280 | <b>Net Other Income</b>       | <b>10,000</b>   | <b>10,000</b>  | <b>10,000</b>   | <b>10,000</b>   | <b>40,000</b>    |
| 281 | <b>Net Income</b>             | <b>(42,900)</b> | <b>156,825</b> | <b>(13,975)</b> | <b>(72,823)</b> | <b>27,127</b>    |