

INSTITUTE OF ELECTRICAL AND ELECTRONIC ENGINEERS

PLAN OF FISCAL OPERATIONS

7.37.364

INCOME	1963	1964	1965
ADVERTISING	\$2,120,000	\$2,475,000	\$2,650,000
MEMBERSHIP DUES			
Entrance Fees	20,000	20,000	20,000
Current Year	<u>1,680,000</u>	<u>1,800,000</u>	<u>1,920,000</u>
Total	1,700,000	1,820,000	1,940,000
SUBSCRIPTIONS	345,000	360,000	375,000
SALES ITEMS			
Binders	12,000	13,000	14,000
Emblems	9,000	10,000	11,000
Reprints	148,000	(206,000	(249,000
Standards	35,000		
Miscellaneous	<u>6,000</u>	<u>6,000</u>	<u>6,000</u>
Total	210,000	235,000	280,000
CONVENTION SALES	835,000	850,000	900,000
CONVENTION RECORD SALES	75,000	80,000	85,000
INVESTMENTS INCOME	113,000	110,000	100,000
MISCELLANEOUS	<u>3,000</u>	<u>3,000</u>	<u>3,000</u>
TOTAL INCOME	\$5,401,000	\$5,933,000	\$6,333,000
TOTAL EXPENSE	5,508,500 <u>5,494,500</u>	5,930,000 <u>5,916,000</u>	6,228,500 <u>6,217,500</u>
OPERATING DEFICIT	93,500 107,500	+17,000 + 3,000	+115,500 +104,500
POTENTIAL TAX LIABILITY	<u>104,000</u>	<u>104,000</u>	<u>104,000</u>
NET OPERATING DEFICIT	\$ 197,500 <u>211,500</u>	\$ 87,000 <u>101,000</u>	\$ +11,500 <u>+ 500</u>

INSTITUTE OF ELECTRICAL AND ELECTRONIC ENGINEERS
PLAN OF FISCAL OPERATIONS

<u>EXPENSES</u>	<u>1963</u>	<u>1964</u>	<u>1965</u>
<u>SALARIES</u>			877,000
General Office	\$ 835,000	\$ 835,000	\$ 825,000
Editorial	232,500	235,000	230,000
Professional Groups	235,000	240,000	250,000
Standardization	12,500	12,500	12,500
Total	1,315,000	1,322,500	1,317,500 1,314,500
<u>ADVERTISING SALES</u>			
Commission, PIRE	507,000	595,000	640,000
Advertising Promotion	175,000	180,000	190,000
Discount	43,000	45,000	50,000
Total	725,000	820,000	880,000
<u>PRINT</u>			
Advertising	{ 955,000	{ 1,190,000	{ 1,325,000
Editorial			
Subscriptions	150,000	155,000	160,000
Miscellaneous Printing	4,000	4,000	4,000
Bi-Monthlies			
Directory	OMIT	OMIT	OMIT
		PRICED TO BREAK EVEN	
<u>SALES ITEMS</u>			
Binders	10,000	10,500	11,000
Emblems & Diplomas	7,500	8,000	9,000
Reprints	128,000	135,000	142,000
Standards	29,000	31,500	33,000
Total	174,500	185,000	195,000
<u>FIELD ITEMS</u>			
Section and Subsection Rebates	215,000	225,000	235,000
PG Chapter Rebates	25,000	30,000	35,000
Professional Group Expense	15,000	20,000	25,000
Professional Groups Subsidy	110,000	125,000	140,000
Total	365,000	400,000	435,000
<u>STUDENTS</u>			
Student Branches	15,500	17,000	18,500
Student Members	24,000	28,000	32,000
PIRE Subsidy	{	{	{
Student Publication	{ 169,000	{ 190,000	{ 210,000
Student Transactions	{	{	{
Student Representatives - Travel	17,000	17,000	17,000
Total	225,500	252,000	277,500

{ AIEE 115,600
IUG 97,500

INSTITUTE OF ELECTRICAL AND ELECTRONIC ENGINEERS
PLAN OF FISCAL OPERATIONS

EXPENSES (continued)	1963	1964	1965
BUILDING OPERATIONS			
Rental & Maintenance	\$ 145,000	\$ 145,000	\$ 145,000
Library Assessment	29,000	29,000	40,000
Total	174,000	174,000	185,000
OPERATIONS			
Audit	9,000	7,500	7,000
Insurance	6,300	6,000	6,000
JTAC	3,500	3,500	3,500
Medals and Awards	11,700	11,700	11,700
Memberships	5,000 11,000	5,000 11,000	5,000 11,000
New Members and Publicity	8,000	7,500	7,500
Office Equipment	7,500	5,000	3,000
Postage and Express	140,000	150,000	150,000
Repairs and Rental Equipment	71,500	70,000	70,000
Stationery and Supplies	92,000	87,800	80,300
Telephone and Telegraph	31,000	30,000	25,000
Total	391,500 383,500	390,000 384,000	375,000 369,000
SOCIAL SECURITY AND D. I. TAXES	41,000	40,000	40,000
TRAVEL			
Directors	20,000	20,000	20,000
Directors - Regional	8,500	8,000	7,000
Other	5,000	7,000	5,000
President and Executive Secretary	22,000	20,000	18,000
Staff	18,000	15,000	15,000
Total	73,500	70,000	65,000
NATIONAL CONVENTION	625,000	650,000	700,000
NATIONAL AND DISTRICT MEETINGS		BREAK	EVEN
CONVENTION RECORD	52,000	55,000	58,000
ILIFFE & SONS - PLUS INDEX	OMIT	OMIT	OMIT
FISCAL OPERATIONS	5,500	5,500	4,500
LEGAL	25,000	15,000	5,000
PENSIONS, etc.	96,000	96,000	95,000
RESERVE FOR EJC	21,000	21,000	30,000
RESERVE FOR ECPD	20,000	20,000	20,000
MISCELLANEOUS	25,000	20,000	15,000
TOTAL EXPENSE	5,457,500 \$5,443,500	5,879,000 \$5,865,000	6,177,500 \$6,166,500
RESERVE FOR DEPRECIATION	51,000	51,000	51,000
GRAND TOTAL EXPENSE	\$5,494,500 \$5,508,500	\$5,916,000 \$5,930,000	\$6,217,500 \$6,216,500

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ADVERTISING	\$2,120,000	\$2,475,000	\$2,650,000
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Entrance Fees	20,000	20,000	20,000
Current Year	<u>1,680,000</u>	<u>1,800,000</u>	<u>1,920,000</u>
Total	1,700,000	1,820,000	1,940,000
SUBSCRIPTIONS	345,000	360,000	375,000
SALES ITEMS			
Binders	12,000	13,000	14,000
Emblems	9,000	10,000	11,000
Reprints	148,000	158,000	168,000
Standards	35,000	38,000	41,000
Miscellaneous	<u>6,000</u>	<u>6,000</u>	<u>6,000</u>
Total	210,000	225,000	240,000
CONVENTION SALES	835,000	850,000	900,000
CONVENTION RECORD SALES	75,000	80,000	85,000
INVESTMENTS INCOME	113,000	110,000	100,000
MISCELLANEOUS	<u>3,000</u>	<u>3,000</u>	<u>3,000</u>
TOTAL INCOME	\$5,401,000	\$5,923,000	\$6,293,000
TOTAL EXPENSE	<u>6,004,100</u>	<u>6,480,500</u>	<u>6,755,500</u>
OPERATING DEFICIT	603,100	557,500	462,500
CONTINGENT TAX LIABILITY	<u>104,000</u>	<u>104,000</u>	<u>104,000</u>
NET OPERATING DEFICIT	<u>\$ 707,100</u>	<u>\$ 661,500</u>	<u>\$ 566,500</u>

PLAN OF FISCAL OPERATIONS

<u>EXPENSES</u>	<u>1963</u>	<u>1964</u>	<u>1965</u>
<u>SALARIES</u>			
General Office	\$ 835,000	\$ 835,000	\$ 825,000
Editorial	232,500	235,000	230,000
Professional Groups	235,000	240,000	250,000
Standardization	<u>12,500</u>	<u>12,500</u>	<u>12,500</u>
Total	1,315,000	1,322,500	1,317,500
<u>ADVERTISING SALES</u>			
Commission, PIRE	507,600	595,000	640,000
Advertising Promotion	175,000	180,000	190,000
Discount	<u>43,000</u>	<u>45,000</u>	<u>50,000</u>
Total	725,000	820,000	880,000
<u>PRINT</u>			
Advertising	550,000	775,000	885,000
Editorial	615,000	625,000	650,000
Subscriptions	150,000	155,000	160,000
Miscellaneous Printing	4,000	4,000	4,000
Bi-Monthlys	51,000	51,000	51,000
Directory	<u>95,000</u>	<u>100,000</u>	<u>105,000</u>
<u>SALES ITEMS</u>			
Binders	10,000	10,500	11,000
Emblems	7,500	8,000	9,000
Reprints	128,000	135,000	142,000
Standards	<u>29,000</u>	<u>31,500</u>	<u>33,000</u>
Total	174,500	185,000	195,000
<u>FIELD ITEMS</u>			
Section and Subsection Rebates	215,000	225,000	235,000
PG Chapter Rebates	25,000	30,000	35,000
Professional Group Expense	15,000	20,000	25,000
Professional Groups Subsidy	<u>110,000</u>	<u>125,000</u>	<u>140,000</u>
Total	365,000	400,000	435,000
<u>STUDENTS</u>			
Student Branches	15,500	17,000	18,500
Student Members	24,000	28,000	32,000
PIRE Subsidy	90,000	100,000	110,000
Student Publication	75,000	85,000	95,000
Student Transactions	4,000	5,000	5,000
Student Representatives - Travel	<u>17,000</u>	<u>17,000</u>	<u>17,000</u>
Total	225,500	252,000	277,500

INSTITUTE OF ELECTRICAL AND ELECTRONIC ENGINEERSPLAN OF FISCAL OPERATIONS

<u>EXPENSES (Continued)</u>	<u>1963</u>	<u>1964</u>	<u>1965</u>
<u>BUILDING OPERATIONS</u>			
Rental & Maintenance	\$ 145,000	\$ 145,000	\$ 145,000
Library Assessment	<u>29,000</u>	<u>29,000</u>	<u>65,000</u>
Total	174,000	174,000	210,000
<u>OPERATIONS</u>			
Audit	9,000	7,500	7,000
Insurance	6,300	6,000	6,000
JTAC	3,500	3,500	3,500
Medals and Awards	11,700	11,700	11,700
Memberships	11,000	11,000	11,000
New Members and Publicity	8,000	7,500	7,500
Office Equipment	7,500	5,000	3,000
Postage and Express	140,000	150,000	150,000
Repairs and Rental Equipment	71,500	70,000	70,000
Stationery and Supplies	92,000	87,800	80,300
Telephone and Telegraph	<u>31,000</u>	<u>30,000</u>	<u>25,000</u>
Total	391,500	390,000	375,000
<u>SOCIAL SECURITY AND D. I. TAXES</u>	41,000	40,000	40,000
<u>TRAVEL</u>			
Directors	41,000	40,000	40,000
Directors - Regional	8,500	8,000	7,000
Other	50,000	50,000	50,000
President and Executive Secretary	24,000	22,000	20,000
Staff	<u>21,000</u>	<u>20,000</u>	<u>18,000</u>
Total	144,500	140,000	135,000
<u>NATIONAL CONVENTION</u>	625,000	650,000	700,000
<u>NATIONAL AND DISTRICT MEETINGS</u>	50,000	50,000	50,000
<u>CONVENTION RECORD</u>	52,000	55,000	58,000
<u>ILIFFE & SONS - PLUS INDEX</u>	12,000	12,000	12,000
<u>FISCAL OPERATIONS</u>	5,500	5,500	4,500
<u>LEGAL</u>	25,000	15,000	5,000
<u>PENSIONS, etc.</u>	96,000	96,000	95,000
<u>RESERVE FOR EJC</u>	41,000	43,000	45,000
<u>MISCELLANEOUS</u>	<u>25,000</u>	<u>20,000</u>	<u>15,000</u>
TOTAL EXPENSE	\$5,953,100	\$6,429,500	\$6,704,500
<u>RESERVE FOR DEPRECIATION</u>	<u>51,000</u>	<u>51,000</u>	<u>51,000</u>
GRAND TOTAL EXPENSE	<u>\$6,004,100</u>	<u>\$6,480,500</u>	<u>\$6,755,500</u>