

54

THE INSTITUTE OF RADIO ENGINEERS, INC.

STATEMENT OF OPERATIONS - PERIOD ENDING December 31, 1961

<u>INCOME</u>	<u>BUDGET</u>	<u>ACTUAL</u>
ADVERTISING		
Proceedings	1,450,000.00	1,300,766.59 - 369 over
Directory	290,000.00	300,000.16
Total	1,740,000.00	1,600,766.75
MEMBERSHIP DUES		
Entrance Fees	12,000.00	13,434.00
Current Year	940,000.00	1,040,365.14
Prior Years	3,000.00	4,142.08
Total	955,000.00	1,057,941.22
SUBSCRIPTIONS	215,000.00	238,407.18
SALES ITEMS		
Binders	8,000.00	12,342.05
Emblems	6,000.00	6,372.65
Reprints	50,000.00	67,128.26
Standards	6,000.00	10,062.71
Miscellaneous	5,000.00	6,439.75
Total	75,000.00	102,345.42
CONVENTION SALES	804,000.00	805,870.86
CONVENTION RECORD SALES	45,000.00	52,259.98
WESCON RECORD SALES	25,000.00	8,173.62
INVESTMENTS INCOME	42,000.00	55,099.70
MISCELLANEOUS	2,000.00	2,037.22
DICTIONARY	---	13,367.70
<u>TOTAL INCOME</u>	3,903,000.00	3,936,269.65
TOTAL EXPENSE	* 3,869,500.00	** 3,906,016.35
NET INCOME	33,500.00	30,253.30

*Corrected to Total
Estimated Gain on
Convention.

** Includes actual cost
of convention.

7.38.367

THE INSTITUTE OF RADIO ENGINEERS, INC.

STATEMENT OF OPERATIONS - PERIOD ENDING December 31, 1961

<u>EXPENSES</u>	<u>BUDGET</u>	<u>ACTUAL</u>
SALARIES	484,000.00	509,271.81
General Office	<u>75,000.00</u>	<u>59,053.68</u>
Editorial	<u>136,000.00</u>	<u>167,852.48</u>
Professional Groups	<u>7,500.00</u>	<u>----</u>
Standardization	<u>702,500.00</u>	<u>736,177.97</u>
Total		
ADVERTISING SALES	363,000.00	327,102.73
Commission, PIRE	<u>73,000.00</u>	<u>125,840.21</u>
Advertising Promotion	<u>29,000.00</u>	<u>23,283.31</u>
Discount	<u>465,000.00</u>	<u>476,226.25</u>
Total		
PRINT	420,000.00	358,671.09
Advertising	<u>435,000.00</u>	<u>428,704.99</u>
Editorial		
MISCELLANEOUS PRINTING	<u>6,000.00</u>	<u>5,189.83</u>
DIRECTORY	72,500.00	73,903.25
Commission	<u>4,500.00</u>	<u>4,387.17</u>
Discount	<u>26,000.00</u>	<u>29,700.94</u>
Salaries	<u>165,000.00</u>	<u>214,614.01</u>
Printing and Supplies	<u>38,000.00</u>	<u>40,555.76</u>
Postage	<u>306,000.00</u>	<u>363,161.13</u>
Total		
SALES ITEMS	8,000.00	8,383.94
Binders	<u>4,500.00</u>	<u>3,906.95</u>
Emblems	<u>35,000.00</u>	<u>41,238.42</u>
Reprints	<u>1,500.00</u>	<u>1,996.40</u>
Standards	<u>49,000.00</u>	<u>55,525.71</u>
Total		
FIELD ITEMS	90,000.00	97,563.05
Section and Subsection Rebates	<u>7,000.00</u>	<u>8,340.00</u>
PG Chapter Rebates	<u>6,000.00</u>	<u>5,833.54</u>
Professional Groups Expense	<u>150,000.00</u>	<u>148,186.33</u>
Professional Groups Subsidy	<u>253,000.00</u>	<u>259,922.92</u>
Total		
STUDENTS	12,000.00	12,441.88
Student Branches	<u>18,000.00</u>	<u>13,051.75</u>
Student Members	<u>90,000.00</u>	<u>63,584.00</u>
PIRE Subsidy	<u>50,000.00</u>	<u>38,456.46</u>
Student Publication	<u>3,000.00</u>	<u>3,491.33</u>
Student Transactions	<u>5,000.00</u>	<u>6,547.68</u>
Student Representatives-Travel	<u>----</u>	<u>5,000.00</u>
XXXX Student Brochure	<u>178,000.00</u>	<u>142,573.10</u>
Total		

THE INSTITUTE OF RADIO ENGINEERS, INC.

STATEMENT OF OPERATIONS - PERIOD ENDING December 31, 1961

<u>EXPENSES</u> (continued)	<u>BUDGET</u>	<u>ACTUAL</u>
BUILDING OPERATIONS	8,000.00	8,699.77
Electricity and Water	3,000.00	825.39
Insurance	24,000.00	29,828.62
Repairs and Maintenance	26,000.00	26,325.20
Salaries, Building Care	9,000.00	7,160.04
Steam	70,000.00	72,839.02
Total		
OPERATIONS	6,500.00	6,500.00
Audit	4,000.00	4,003.75
Insurance	13,500.00	12,183.16
JTAC	5,000.00	4,605.70
Medals and Awards	3,000.00	3,151.12
Memberships	3,600.00	3,820.43
New Members and Publicity	2,400.00	5,406.00
Office Equipment	64,000.00	94,092.32
Postage and Express	10,000.00	12,320.00
Repairs and Service Equipment	36,000.00	46,160.45
Stationery and Supplies	12,000.00	17,913.66
Telephone and Telegraph	160,000.00	210,156.59
Total		
SOCIAL SECURITY AND D.I. TAXES	20,000.00	26,121.85
TRAVEL	14,000.00	20,130.44
Directors	4,000.00	2,907.91
Directors - Regional	10,000.00	11,886.13
Directors - International	17,000.00	15,349.70
President and Executive Secretary	9,000.00	8,616.10
Staff	54,000.00	58,890.28
Total		
NATIONAL CONVENTION	* 714,000.00	** 579,358.44
CONVENTION RECORD	30,000.00	24,885.77
ILIFFE & SONS - PLUS INDEX	9,000.00	9,294.70
FISCAL OPERATIONS	1,000.00	3,684.56
LEGAL	7,000.00	12,208.00
RESERVE FOR PUBLICATIONS	18,000.00	17,500.00
RESERVE FOR ECPD	10,000.00	135.74
MISCELLANEOUS	6,000.00	22,598.31
Wescon Record	16,000.00	----
Dictionary	---	8,149.06
TOTAL EXPENSE	3,929,500.00	3,871,975.31
RESERVE FOR DEPRECIATION	30,000.00	34,041.04
GRAND TOTAL EXPENSE	* 3,959,500.00	** 3,906,016.35

* One half estimated gain added to cost of Convention.

** Actual cost of Convention