

ACTEM

Profit & Loss Prev Year Comparison

July 2006 through June 2007

	Jul '06 - Jun 07	Jul '05 - Jun 06
Ordinary Income/Expense		
Income		
Cash Contributions	50.00	0.00
Conference Income		
2006 Conference Participant	40,800.00	0.00
2006 Conference Vendor	24,983.79	0.00
Conference 2005 Participant	0.00	31,330.00
Conference Income Banquet 07	0.00	0.00
Exhibitor 07 Conference income	0.00	0.00
Participant Conference 2007	0.00	0.00
Vendor 2005 Conference	0.00	27,135.56
Total Conference Income	65,783.79	58,465.56
Grants	220,215.00	0.00
Hardware Sales	995.00	0.00
Interest Income	6,733.05	2,155.15
Membership Dues		
MEMBERSHIP 2007-08	0.00	0.00
Membership Dues - Other	10,740.00	5,710.00
Total Membership Dues	10,740.00	5,710.00
Memory Sales	354,549.25	0.00
Recycled Parts Commissions	107.00	0.00
Returns and Allowances	-100.50	-453.58
Shipping and Handling Income	7,084.70	1,628.78
Software Commissions (Vendors)	729.31	0.00
Software Sales	1,261,742.72	781,907.81
Uncategorized Income	0.00	0.00
Total Income	1,928,629.32	849,413.72
Cost of Goods Sold		
Commissions - BCaswell	0.00	23,708.80
Commissions - CDickinson	41,086.52	7,345.53
Cost of Goods Sold	1,621,185.96	264,011.48
Credit Card Service Charges	386.88	0.00
Inventory Adjustment	0.00	-5,649.57
Purchases	0.00	447,028.74
Shipping Costs	1,167.79	477.99
Total COGS	1,663,827.15	736,922.97
Gross Profit	264,802.17	112,490.75
Expense		
'05 Conference MEED Expense	0.00	33,072.24
'06 MAINEducation Conference	42,887.11	813.36
'07 MAINEducation Conference	0.00	0.00
Awards		
Teacher of the Year Award	7,065.11	6,038.32
Awards - Other	3,648.74	1,913.97
Total Awards	10,713.85	7,952.29
Bank Service Charges	99.75	23.98
Business Gifts	0.00	959.62
Business Manager Search	0.00	1,328.13
Contract Labor - BCaswell	0.00	24,930.50
Contract Labor - LCaswell	0.00	562.50
Contracted Labor		
Administrative -Contracted Agnt	22,231.23	13,018.30
Conference Work-Contracted Agnt	7,976.04	1,816.41
Software Sales Work-Agent	17,866.48	9,146.42
Total Contracted Labor	48,073.75	23,981.13
Depreciation Expense	1,302.17	2,145.61
Dues and Subscriptions	499.95	300.00
Equipment Rental	247.18	0.00
Insurance		
Liability Insurance	507.00	502.00

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Total Insurance	507.00	502.00
Licenses and Permits	35.00	50.00
Meeting Expense		
Retreat	0.00	4,519.24
Meeting Expense - Other	1,841.03	1,508.71
Total Meeting Expense	1,841.03	6,027.95
Newsletter Expense	5,032.31	2,812.71
Office Supplies	2,813.53	2,999.75
Postage and Delivery	3,346.28	2,317.90
Printing and Reproduction	210.00	0.00
Prof. Development Reimbursement		
NECC for President	2,821.21	1,000.00
Professional Dev. Administrator	500.00	500.00
Prof. Development Reimbursement - Other	19,938.75	11,209.00
Total Prof. Development Reimbursement	23,259.96	12,709.00
Professional Fees		
Accounting	1,043.41	786.00
Consulting	150.00	1,458.75
Total Professional Fees	1,193.41	2,244.75
Telephone	1,808.92	1,726.04
Travel	5,261.38	2,116.95
Utilities	601.26	0.00
Vendor Shipping Charge	241.86	22.35
Website Expense	924.85	2,082.38
Total Expense	150,900.55	131,681.14
Net Ordinary Income	113,901.62	-19,190.39
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