

**ACTEM**  
**Profit & Loss**  
 July 2007 through February 2008

	Jul '07 - Feb 08
<b>Ordinary Income/Expense</b>	
<b>Income</b>	
<b>Conference Income</b>	
Conference Income Banquet 07	965.00
Exhibitor 07 Conference income	28,961.00
Participant Conference 2007	53,730.00
	83,656.00
<b>Total Conference Income</b>	83,656.00
<b>Hardware Sales</b>	2,985.00
<b>Interest Income</b>	5,710.01
<b>Membership Dues</b>	
MEMBERSHIP 2007-08	9,460.00
	9,460.00
<b>Total Membership Dues</b>	9,460.00
<b>Memory Sales</b>	18,658.75
<b>Recycled Parts Commissions</b>	126.00
<b>Returns and Allowances</b>	-45.20
<b>Shipping and Handling Income</b>	4,343.01
<b>Software Commissions (Vendors)</b>	672.00
<b>Software Sales</b>	
NEISTE Member Sales	8,218.00
Software Sales - Other	863,473.33
	871,691.33
<b>Total Software Sales</b>	871,691.33
	997,256.90
<b>Total Income</b>	997,256.90
<b>Cost of Goods Sold</b>	
Commissions - CDickinson	15,401.73
Cost of Goods Sold	816,153.80
Credit Card Service Charges	1,020.95
Discounts Taken	-50.02
Inventory Adjustment	4,437.22
Shipping Costs	600.50
	837,564.18
<b>Total COGS</b>	837,564.18
	159,692.72
<b>Gross Profit</b>	159,692.72
<b>Expense</b>	
'07 MAINEducation Conference	60,855.70
2008 MAINEducation Conference	350.00
<b>Awards</b>	
Sponsorships	500.00
Teacher of the Year Award	6,000.00
Awards - Other	1,450.81
	7,950.81
<b>Total Awards</b>	7,950.81
<b>Bank Service Charges</b>	27.00
<b>Business Gifts</b>	30.00
<b>Contracted Labor</b>	
Administrative -Contracted Agnt	16,531.90
Conference Work-Contracted Agnt	7,971.93
Maine CITE Agreement	309.96
Software Sales Work-Agent	13,118.52
	37,932.31
<b>Total Contracted Labor</b>	37,932.31
<b>Dues and Subscriptions</b>	350.00
<b>Meeting Expense</b>	
NEISTE Meetings	529.65
Meeting Expense - Other	827.66
	1,357.31
<b>Total Meeting Expense</b>	1,357.31
<b>Newsletter Expense</b>	3,616.96
<b>Office Supplies</b>	659.75
<b>Postage and Delivery</b>	704.77
<b>Printing and Reproduction</b>	320.00
<b>Prof. Development Reimbursement</b>	3,004.18
<b>Prof. Development Trainings</b>	3,800.00

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	<u>Jul '07 - Feb 08</u>
<b>Professional Fees</b>	
Accounting	1,202.25
Consulting	45.00
Legal Fees	90.00
<b>Total Professional Fees</b>	<u>1,337.25</u>
<b>Repairs</b>	
Computer Repairs	459.25
<b>Total Repairs</b>	<u>459.25</u>
<b>Supplies</b>	
Office	264.26
<b>Total Supplies</b>	<u>264.26</u>
<b>Telephone</b>	876.63
<b>Travel</b>	3,006.83
<b>Use Tax Expense</b>	14.04
<b>Utilities</b>	0.00
<b>Vendor Shipping Charge</b>	328.95
<b>Website Expense</b>	176.00
<b>Total Expense</b>	<u>127,422.00</u>
<b>Net Ordinary Income</b>	<u>32,270.72</u>
<b>Net Income</b>	<u><u>32,270.72</u></u>