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# SECRETARY/TREASURER'S REPORT: 1989

Table 1. Membership Report, 1988 -89

Region/State	1988			1989		
	Regular	Junior	Total	Regular	Junior	Total
<b>South</b>						
Alabama	35	14	49	28	11	39
Arkansas	24	0	24	25	2	27
Delaware	4	0	4	5	1	6
District of Columbia	64	2	66	56	1	57
Florida	64	11	75	63	9	72
Georgia	44	11	55	48	14	62
Kentucky	36	3	39	37	7	44
Louisiana	41	4	45	31	5	36
Maryland	21	2	23	21	1	22
Mississippi	25	8	33	29	8	37
North Carolina	41	8	49	42	11	53
Oklahoma	34	5	39	32	8	40
South Carolina	32	9	41	25	4	29
Tennessee	37	4	41	34	7	41
Texas	77	16	93	71	25	96
Virginia	98	8	106	82	17	99
West Virginia	2	0	2	3	0	3
<b>SUBTOTAL</b>	<b>679</b>	<b>105</b>	<b>784</b>	<b>632</b>	<b>131</b>	<b>763</b>
Other regions (states)	186	30	216	194	37	231
Foreign Countries	30	7	37	35	7	42
<b>Total Individual Members</b>	<b>895</b>	<b>142</b>	<b>1,037</b>	<b>861</b>	<b>175</b>	<b>1,036</b>
Percent from South	76	74	76	73	75	74
<b>Institutional Subscription</b>			<b>158</b>			<b>161</b>
<b>TOTAL</b>	<b>895</b>	<b>142</b>	<b>1,195</b>	<b>861</b>	<b>175</b>	<b>1,197</b>

Table 2. Membership Flow, 1988-89

	1988			1989		
	Regular	Junior	Total	Regular	Junior	Total
Beginning of the year	1,113	166	1,279	1,037	158	1,195
New members (+)	186	7	193	193	5	198
Not renewed (-)	262	15	277	194	2	196
End of year	1,037	158	1,195	1,036	161	1,197
Percent not renewed	24	9	22	19	1	16

Table 3. Income Statement, 1989

REVENUES:		
SAEA		
Subscriptions	\$3,169.00	
Memberships	13,567.00	
Meeting registration	<u>2,800.00</u>	\$19,556.00
SJAE		
Page charges & reprints	\$15,700.00	
Back issues	40.00	
Accts. receivable	<u>6,890.00</u>	\$22,630.00
Miscellaneous		
Interest	\$74.93	
Royalty	46.60	
Other (reception)	<u>1,037.78</u>	\$1,159.31
Total Revenues		<u>\$43,345.31</u>
EXPENSES:		
SAEA		
Meeting expenses	\$4,440.12	
Newsletter & postage	4,160.84	
Other	<u>302.39</u>	\$8,903.35
SJAE		
Journal printing	\$26,353.68	
Editorial	1,533.01	
Postage	1,310.16	
Other	<u>20.00</u>	\$29,216.85
Total Expenses		<u>\$38,120.20</u>
NET INCOME (LOSS)		<u>\$5,225.11</u>

Table 4. Balance Sheet, December 31, 1989

ASSETS:	
Dreyfus Liquid Assets	\$764.37
Security State Bank	11,012.68
ETSU Agency Fund	129.15
Accounts Receivable	<u>6,890.00</u>
TOTAL	\$18,796.20
LIABILITIES:	
Accounts Payable	<u>\$0.00</u>
TOTAL	\$0.00
EQUITY:	
Beginning Balance	\$13,571.09
1989 Net Income	<u>5,225.11</u>
TOTAL	\$18,796.20

Table 5. Major Expenses Per Member, 1989

SELECTED EXPENSES:		NUMBER AND PERCENT OF MEMBERS:		
SJAE	\$29,216.85			
SJAE - Pg Chg Rev	6,586.85	Regular	861	72%
Meeting	4,440.12	Junior	175	15%
Newsletters	4,160.84	Institutions	161	13%
Total SAEA	\$38,120.20	Total	1,197	100%

PRORATED EXPENSE PER MEMBER:

	Regular	Junior	Institution	Total
SJAE	\$24.43	\$25.04	\$23.59	\$24.53
SJAE - pg Chg Rev	5.51	5.65	5.32	5.50
Meeting	3.71	3.81	3.58	3.71
Newsletters	3.48	3.57	3.36	3.48
Total SAEA	\$31.88	\$32.67	\$30.78	\$31.85

MEETING ATTENDANCE PERCENT AND PRORATED EXPENSE:

Regular	230	85%	\$16.41
Junior	39	15%	17.08
Total	269	100%	\$16.51

DISTRIBUTION OF FINANCES BY PERCENT:

	Revenues	Expenses
SJAE	52%	77%
Memberships	31%	-
Subscriptions	7%	-
Meeting	6%	12%
Newsletter	-	11%
Other	3%	1%
Total	100%	100%

Table 6. Summary of Financial History, 1987-89

	1987	1988	1989
<b>REVENUES:</b>			
Memberships	\$14,161.00	\$12,682.00	\$13,587.00
Page charges & reprints	14,070.00	26,201.20	15,700.00
Interest	434.61	84.49	74.93
Meeting registration	3,033.00	3,097.00	2,800.00
Subscriptions	-	3,880.70	3,169.00
Miscellaneous	1,721.71	109.62	1,037.78
Accts. receivable	-	-	6,890.00
<b>Total</b>	<b>\$33,420.32</b>	<b>\$46,055.01</b>	<b>\$43,345.31</b>
<b>EXPENSES:</b>			
Journal printing, editorial & postage	\$29,855.83	\$32,299.95	\$29,216.85
Newsletter & postage	1,125.24	1,675.88	4,160.84
Annual meeting	3,968.93	3,722.03	4,440.12
Miscellaneous	1,776.53	363.05	302.39
<b>Total</b>	<b>\$36,726.53</b>	<b>\$38,060.91</b>	<b>\$38,120.20</b>
<b>NET INCOME (LOSS)</b>	<b>(\$3,306.21)</b>	<b>\$7,994.10</b>	<b>\$5,225.11</b>
<b>EQUITY:</b>			
Beginning balance, January 1	\$8,883.20	\$5,576.99	\$13,571.09
Ending balance, December 31	\$5,576.99	\$13,571.09	\$18,796.20