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SECRETARY/TREASURER'S REPORT: 1989

Table 1. Membership Report, 1988 -89

Region/State	1988 Regular	1988 Junior	1988 Total	1989 Regular	1989 Junior	1989 Total
South						
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
SUBTOTAL	679	105	784	632	131	763
Other regions (states)	186	30	216	194	37	231
Foreign Countries	30	7	37	35	7	42
Total Individual Members	895	142	1,037	861	175	1,036
Percent from South	76	74	76	73	75	74
Institutional Subscription			158			161
TOTAL	895	142	1,195	861	175	1,197

Table 2. Membership Flow, 1988-89

	1988			1989		
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	2,800.00	$19,556.00	
SJAE			
Page charges & reprints	$15,700.00		
Back issues	40.00		
Accts. receivable	6,890.00	$22,630.00	
Miscellaneous			
Interest	$74.93		
Royalty	46.60		
Other (reception)	1,037.78	$1,159.31	
Total Revenues			$43,345.31
EXPENSES:			
SAEA			
Meeting expenses	$4,440.12		
Newsletter & postage	4,160.84		
Other	302.39	$8,903.35	
SJAE			
Journal printing	$26,353.68		
Editorial	1,533.01		
Postage	1,310.16		
Other	20.00	$29,216.85	
Total Expenses			$38,120.20
NET INCOME (LOSS)			$5,225.11

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	6,890.00
TOTAL	$18,796.20
LIABILITIES:	
Accounts Payable	$.00
TOTAL	$.00
EQUITY:	
Beginning Balance	$13,571.09
1989 Net Income	5,225.11
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
REVENUES:			
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
Total	$33,420.32	$46,055.01	$43,345.31
EXPENSES:			
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
Total	$36,726.53	$38,060.91	$38,120.20
NET INCOME (LOSS)	($3,306.21)	$7,994.10	$5,225.11
EQUITY:			
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