

# Treasury Marks

June, 2011

The Official Publication of the National Association of  
County Collectors, Treasurers and Finance Officers

2010-2011 OFFICERS

## PRESIDENT'S MESSAGE

### PRESIDENT

Lance Beshires, Chester Co  
Trustee- TN  
[chestertrustee@usit.net](mailto:chestertrustee@usit.net)

### PRESIDENT-ELECT

Stephen H. Holt, Jasper Co  
Collector of Revenue- MO  
[shholt@ecarthage.com](mailto:shholt@ecarthage.com)

### 1<sup>st</sup> VICE-PRESIDENT

Eileen King, Riley Co  
Treasurer- KS  
[eking@rileycountyks.gov](mailto:eking@rileycountyks.gov)

### 2<sup>nd</sup> VICE-PRESIDENT

Michael G Diskin, Essex Co  
Treasurer- NY  
[mdiskin@co.essex.ny.us](mailto:mdiskin@co.essex.ny.us)

### SECRETARY

W J "Joey" Davis, Williamson Co  
Trustee- TN  
[joeyd@williamson-tn.org](mailto:joeyd@williamson-tn.org)

### TREASURER

Sandy Zoubek, Stanton Co  
Treasurer- NE  
[cotreas@stanton.net](mailto:cotreas@stanton.net)

### IMMEDIATE PAST

#### PRESIDENT

Tom Malzahn, Kootenai Co  
Treasurer- ID  
[tmalzahn@kcgov.us](mailto:tmalzahn@kcgov.us)

### NACo BOARD

#### REPRESENTATIVE

Judy Miller, Pottawattamie Co  
Treasurer- IA  
[jamtreas@aol.com](mailto:jamtreas@aol.com)

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This time last year I was anxious and nervous about being sworn in as your NACCTFO President in less than two months. One year later, I'm wondering where the year went.

As I think back over the last few months, since I last addressed you, I have come to the conclusion that the adage, "time flies when you're having fun" is most definitely true.

When all the planning and hard work came to fruition the night of our banquet last July, I felt a ton of weight lift off my shoulders. At the conclusion of the pomp and circumstance, after you stood together as a group and sang "Rocky Top," after so many of you congratulated me and offered your support for the betterment of our association, I realized it was time to get to work on the issues and goals that I spoke of that night. The challenge to myself was, "What can I do to better serve our association?"

The first phase of my plan was to visit several states and promote the interest of our association. In April, I began my national tour in Salt Lake City, Utah. While there, I was fortunate enough to visit Antelope Island and the Mormon Tabernacle Square. Next I visited Austin, Texas where I visited the Lyndon B. Johnson Presidential Library, as well as the Texas State Capitol Building. After Texas, I set out for Syracuse, New York, where I visited the majestic campus of Syracuse University and the site of the original Erie Canal. The next leg of the tour took me to the *Buckeye State* where I joined the Iowa County Treasurers at the beautiful, recently built Honey Creek State Park. As I write this, I am looking forward to visiting with the Arizona, Kansas, and Virginia delegations, and bringing my tour to a close in the *Peace Garden State*, North Dakota. It wasn't all fun, however. While visiting the states listed above, I learned of numerous issues that each state association faces: unfunded state mandates; layers of inefficient local governments; increased duties of the Treasurer without funding or additional employees; employee fraud; property tax caps which could cut 80 percent of a county's funding; and many more issues. The one common denominator seems to be the breakdown of communication between the state and local governments. Once we find a way to bridge the divide and realize that we work for the same constituents, we can better serve our citizens.



The second phase of my plan was to simply increase the involvement of our members and sponsors. If you offered your help to me, I most likely put you on a committee. Not every committee had the need to meet regularly, but in time, your services may be utilized. I had hoped that more membership involvement would lead to more sponsorships and vendor involvement. To better serve our vendors, we decided to offer a vendor area so they would have a centralized location to meet and greet us.

As I wrap up the President's Message, I want to thank each one of you who have worked so hard this year and for the betterment of NACCTFO. Together, we have accomplished many things. We have addressed a new national issue, the Dodd-Frank Wall Street Reform and Consumer Protection Act. We will also continue to concentrate on other federal legislation which could involve each of our offices. We now offer our members a way of paying dues online with a credit card. The Policies and Procedures have undergone a much needed update. But perhaps the greatest personal accomplishment that took place this year was having my family watch my inauguration ceremony live via the internet.

I want to offer my sincerest appreciation to you for allowing me to serve as your President this year. It has truly been the experience of a lifetime. I hope to see each one of you at our conference in Portland, Oregon in July.

Sincerely,  
Lance Beshires

**EDUCATION AGENDA  
ANNUAL CONFERENCE  
PORTLAND OREGON JULY 14 –JULY 17**

**Preliminary Schedule**

Thursday, July 14th

Welcome Reception: 5:00 pm - 7:00 pm

Friday, July 15th

Morning Session: 8:45 am - 11:30 am Using the Web to Communicate

Lunch: 11:30 am - 12:00 pm on Your Own

Afternoon Session: 1:00 pm - 3:30 pm Elected vs. Appointed: Prospects for Change

Evening Event: 6:00 pm - 9:00 pm Columbia Gorge Sternwheeler Dinner Cruise

Saturday, July 16th

Morning Session: 9:00 am - 11:30 am Principles of Leadership

Luncheon: 11:30 am - 12:45 pm NACCTFO Business Meeting

Afternoon Session: 1:00 pm - 3:30 pm Innovations Roundtable: Billing in the 21st Century

President's Reception: 6:00 pm - 7:00 pm

Banquet & Installation of Officers: 7:00 pm - 9:00 pm

Sunday, July 17th

Farewell Breakfast: 8:00 am - 9:00 am



*The final agenda will be emailed to all registrants.*

All NACCTFO sessions are located at the **Doubletree Hotel Portland**. Conference registration is \$150. A block of rooms is being held from July 10-23. Room rate is \$160 for 1 queen bed and \$170 for 1 king or 2 queen beds. Reservations can be made by calling the Doubletree at 800-996-0510 (be sure to mention group code "CTF") or by clicking the hotel link. **Reservations must be made by June 22nd to guarantee the group rate!**

NACo Annual Conference will be held at the Oregon Convention Center and registration is now available. If you are planning to attend, don't forget to register separately at [NACo.org](http://NACo.org). There is no need to make a separate hotel reservation; one reservation will cover both conferences. The Doubletree Hotel and the Convention Center are both stops along the Red, Yellow & Green lines of the MAX light rail, with pick up conveniently located in front of the hotel.

## **BRONZE SPONSORS**

(Sponsorship pledged/received as of June 13, 2011.)

**ABC VIRTUAL COMMUNICATIONS, ARCHON INFORMATION SYSTEMS,  
CERTIFIED PAYMENTS, CORTVIEW CAPITAL MARKETS,  
NATIONWIDE PAYMENT SOLUTIONS-MUNICIPAY, OFFICIAL PAYMENTS,  
QBE FIRST fka STERLING NATIONAL, REALAUCTION.COM,**

## **ASSOCIATE MEMBERS & SPONSORS**

NACCTFO appreciates the support of its partners and offers many benefits! For a membership application, membership renewal or benefit information e-mail: [associatemember@NACCTFO.org](mailto:associatemember@NACCTFO.org)

### NACCTFO COMMITTEES

2010-2011

#### AUDIT COMMITTEE

<b>CHAIR</b>	<b>Jim Platt</b>	<b>Bates County MO</b>	<a href="mailto:jimplatt21@hotmail.com">jimplatt21@hotmail.com</a>
<b>MEMBER</b>	<b>Charlotte Sandvik</b>	<b>Cass County ND</b>	<a href="mailto:sandvik@co.cass.nd.us">sandvik@co.cass.nd.us</a>
<b>MEMBER</b>	<b>Sharon Cox</b>	<b>Idaho County ID</b>	<a href="mailto:scox@idahocounty.org">scox@idahocounty.org</a>

#### BUDGET COMMITTEE

<b>CHAIR</b>	<b>Sandy Zoubek</b>	<b>Stanton County NE</b>	<a href="mailto:cotreas@stanton.net">cotreas@stanton.net</a>
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#### CONFERENCE COMMITTEE

<b>CHAIR</b>	<b>Stephen Holt</b>	<b>Jasper County MO</b>	<a href="mailto:shholt@ecarthage.com">shholt@ecarthage.com</a>
<b>MEMBER</b>	<b>Lance Beshires</b>	<b>Chester County TN</b>	<a href="mailto:chestertrustee@usit.net">chestertrustee@usit.net</a>
<b>MEMBER</b>	<b>Margie Bowman</b>	<b>Ray County MO</b>	<a href="mailto:raycocollector@mchsi.com">raycocollector@mchsi.com</a>
<b>MEMBER</b>	<b>Eileen King</b>	<b>Riley County KS</b>	<a href="mailto:eking@rileycounyks.gov">eking@rileycounyks.gov</a>

#### EDUCATION COMMITTEE

<b>CHAIR</b>	<b>Pat Lensmeyer</b>	<b>Boone County MO</b>	<a href="mailto:plensmeyer@boonecountymo.org">plensmeyer@boonecountymo.org</a>
<b>MEMBER</b>	<b>Bruce Troutman</b>	<b>Williamson County IL</b>	<a href="mailto:bat4884@hotmail.com">bat4884@hotmail.com</a>
<b>MEMBER</b>	<b>Tracey Marshall</b>	<b>Cass County IA</b>	<a href="mailto:tmarshall@casscoia.us">tmarshall@casscoia.us</a>
<b>MEMBER</b>	<b>Nancy Weeks</b>	<b>Haskell County KS</b>	<a href="mailto:hkcotrea@pld.com">hkcotrea@pld.com</a>
<b>MEMBER</b>	<b>Dennis Hollingsworth</b>	<b>St John's County FL</b>	<a href="mailto:dennish@sjctax.us">dennish@sjctax.us</a>
<b>MEMBER</b>	<b>Ann Frei</b>	<b>Washington County ID</b>	<a href="mailto:wctreas@co.washington.id.us">wctreas@co.washington.id.us</a>

#### LEGISLATIVE COMMITTEE

<b>CHAIR</b>	<b>Mike Diskin</b>	<b>Essex County NY</b>	<a href="mailto:MDiskin@co.essex.ny.us">MDiskin@co.essex.ny.us</a>
<b>MEMBER</b>	<b>Jim McFadden</b>	<b>Tioga County NY</b>	<a href="mailto:mcfaddenj@co.tioga.ny.us">mcfaddenj@co.tioga.ny.us</a>
<b>MEMBER</b>	<b>Cheryl Remington</b>	<b>Gove County KS</b>	<a href="mailto:go_county_treasurer@wan.kdor.state.ks.us">go_county_treasurer@wan.kdor.state.ks.us</a>

**NOMINATIONS COMMITTEE**

<b>CHAIR</b>	<b>Tom Malzahn</b>	<b>Kootenai County ID</b>	<a href="mailto:tmalzahn@kegov.us">tmalzahn@kegov.us</a>
<b>MEMBER</b>	<b>Lance Beshires</b>	<b>Chester County TN</b>	<a href="mailto:chestertrustee@usit.net">chestertrustee@usit.net</a>
<b>MEMBER</b>	<b>Nancy Weeks</b>	<b>Haskell County KS</b>	<a href="mailto:hkcotrea@pld.com">hkcotrea@pld.com</a>
<b>MEMBER</b>	<b>Bob Hagey</b>	<b>Seminole County FL</b>	<a href="mailto:bhagev@seminoletax.org">bhagev@seminoletax.org</a>
<b>MEMBER</b>	<b>Juanita Sikes</b>	<b>Hernando County FL</b>	<a href="mailto:juanitas@hernandocounty.us">juanitas@hernandocounty.us</a>
<b>MEMBER</b>	<b>Debbi McGinnis</b>	<b>Polk County MO</b>	<a href="mailto:collector@polkcountymmo.org">collector@polkcountymmo.org</a>
<b>MEMBER</b>	<b>Patrick Padilla</b>	<b>Bernalillo County NM</b>	<a href="mailto:pjpadilla@bernco.com">pjpadilla@bernco.com</a>

**MARTINELLI AWARD COMMITTEE**

<b>CHAIR</b>	<b>Charles Jones</b>	<b>Bell County TX</b>	<a href="mailto:charles.jones@co.bell.tx.us">charles.jones@co.bell.tx.us</a>
<b>MEMBER</b>	<b>Lance Beshires</b>	<b>Chester County TN</b>	<a href="mailto:chestertrustee@usit.net">chestertrustee@usit.net</a>

Remaining members to be appointed by committee chair in accordance with Bylaws.

**PRESIDENT'S COMMITTEES  
AMBASSADOR COMMITTEE**

<b>CHAIR</b>	<b>Barbara Ford-Coates</b>	<b>Sarasota County FL</b>	<a href="mailto:bfc@sarasotataxcollector.com">bfc@sarasotataxcollector.com</a>
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**CONSTITUTION, BYLAWS, & RESOLUTIONS/POLICIES & PROCEDURES  
COMMITTEE**

<b>CHAIR</b>	<b>Eileen King</b>	<b>Riley County KS</b>	<a href="mailto:eking@rileycountyks.gov">eking@rileycountyks.gov</a>
<b>MEMBER</b>	<b>Charlotte Sandvik</b>	<b>Cass County ND</b>	<a href="mailto:sandvik@co.cass.nd.us">sandvik@co.cass.nd.us</a>
<b>MEMBER</b>	<b>Debbi McGinnis</b>	<b>Polk County MO</b>	<a href="mailto:collector@polkcountymmo.org">collector@polkcountymmo.org</a>
<b>MEMBER</b>	<b>Cheryl Remington</b>	<b>Gove County KS</b>	<a href="mailto:go_county_treasurer@wan.kdor.state.ks.us">go_county_treasurer@wan.kdor.state.ks.us</a>
<b>MEMBER</b>	<b>Juanita Sikes</b>	<b>Hernando County FL</b>	<a href="mailto:juanitas@hernandocounty.us">juanitas@hernandocounty.us</a>

**NACo LIAISON ASSIGNMENTS**

<b>NACo BOARD MEMBER &amp; FINANCE COMMITTEE MEMBER</b>	<b>Judy Miller</b>	<b>Pottawatomie County IA</b>	<a href="mailto:jamtreas@aol.com">jamtreas@aol.com</a>
<b>MEMBER</b>	<b>Mark Altom</b>	<b>Davis County UT</b>	<a href="mailto:marka@co.davis.ut.us">marka@co.davis.ut.us</a>
<b>MEMBER</b>	<b>Linda Kizzire</b>	<b>Sedgewick County KS</b>	<a href="mailto:lkizzire@sedgwick.gov">lkizzire@sedgwick.gov</a>

**LONG RANGE PLANNING COMMITTEE**

<b>CHAIR</b>	<b>Michelle McBride</b>	<b>St Charles Co MO</b>	<a href="mailto:collector@sccmo.org">collector@sccmo.org</a>
<b>MEMBER</b>	<b>Cheryl Remington</b>	<b>Gove Co KS</b>	<a href="mailto:go_county_treasurer@wan.kdor.state.ks.us">go_county_treasurer@wan.kdor.state.ks.us</a>
<b>MEMBER</b>	<b>Nancy Weeks</b>	<b>Haskell County KS</b>	<a href="mailto:hkcotrea@pld.com">hkcotrea@pld.com</a>
<b>MEMBER</b>	<b>Mike Long</b>	<b>Klamath County OR</b>	<a href="mailto:mlong@co.klamath.or.us">mlong@co.klamath.or.us</a>
<b>MEMBER</b>	<b>Richard Heidloff</b>	<b>Lyon County IA</b>	<a href="mailto:rheidloff@co.lyon.ia.us">rheidloff@co.lyon.ia.us</a>

**MEMBERSHIP COMMITTEE**

<b>CHAIR</b>	<b>Debbie McGinnis</b>	<b>Polk County MO</b>	<a href="mailto:collector@polkcountymmo.org">collector@polkcountymmo.org</a>
<b>MEMBER</b>	<b>Lisa Hudson</b>	<b>Chautauqua County KS</b>	<a href="mailto:cq_county.treasurer@wan.kdor.state.ks.us">cq_county.treasurer@wan.kdor.state.ks.us</a>
<b>MEMBER</b>	<b>David Lenoir</b>	<b>Shelby County TN</b>	<a href="mailto:dlenoir@shelbycountytrustee.com">dlenoir@shelbycountytrustee.com</a>
<b>MEMBER</b>	<b>Vickie Lippert</b>	<b>Morton County ND</b>	<a href="mailto:vlippert@nd.gov">vlippert@nd.gov</a>
<b>MEMBER</b>	<b>Jeannine Bateman</b>	<b>Marian County KS</b>	<a href="mailto:jeannineb@usa.net">jeannineb@usa.net</a>
<b>MEMBER</b>	<b>Ronald L Busby</b>	<b>Sabine Parish LA</b>	<a href="mailto:ronbusby@bellsouth.net">ronbusby@bellsouth.net</a>

## NEWLETTER COMMITTEE

<b>CHAIR</b>	<b>Sandy Zoubek</b>	<b>Stanton County NE</b>	<a href="mailto:cotreas@stanton.net">cotreas@stanton.net</a>
<b>MEMBER</b>	<b>Cherrie George</b>	<b>Mineral County NV</b>	<a href="mailto:clerk-treasurer@mineralcountynv.org">clerk-treasurer@mineralcountynv.org</a>

## PUBLIC RELATIONS COMMITTEE

<b>CHAIR</b>	<b>Tammie S Hopper</b>	<b>Lake County TN</b>	<a href="mailto:tammieshopper@aol.com">tammieshopper@aol.com</a>
<b>MEMBER</b>	<b>Diane Gentry</b>	<b>Greeley County KS</b>	<a href="mailto:GL_County_Treasurer@wan.kdor.state.ks.us">GL_County_Treasurer@wan.kdor.state.ks.us</a>
<b>MEMBER</b>	<b>Tracey Marshall</b>	<b>Cass County IA</b>	<a href="mailto:tmarshall@casscoia.us">tmarshall@casscoia.us</a>
<b>MEMBER</b>	<b>Rodney Archer</b>	<b>Anderson County TN</b>	<a href="mailto:rarcher@andersontn.org">rarcher@andersontn.org</a>
<b>MEMBER</b>	<b>Clark Carroll</b>	<b>Lewis County TN</b>	<a href="mailto:lctrustee@yahoo.com">lctrustee@yahoo.com</a>
<b>MEMBER</b>	<b>Patrick Padilla</b>	<b>Bernalillo County NM</b>	<a href="mailto:pjpadilla@bernc.com">pjpadilla@bernc.com</a>

## SPONSORSHIP COMMITTEE

<b>CHAIR</b>	<b>Barbara Ford-Coates</b>	<b>Sarasota County FL</b>	<a href="mailto:bfc@sarasotataxcollector.com">bfc@sarasotataxcollector.com</a>
<b>MEMBER</b>	<b>Juanita Sikes</b>	<b>Hernando County FL</b>	<a href="mailto:juanitas@hernandocounty.us">juanitas@hernandocounty.us</a>
<b>MEMBER</b>	<b>Linda Kizzire</b>	<b>Sedgewick County KS</b>	<a href="mailto:lkizzire@sedgewick.gov">lkizzire@sedgewick.gov</a>
<b>MEMBER</b>	<b>Ken Parrish</b>	<b>Kent County MI</b>	<a href="mailto:ken.parrish@kentcountymi.gov">ken.parrish@kentcountymi.gov</a>
<b>MEMBER</b>	<b>David Lenoir</b>	<b>Shelby County TN</b>	<a href="mailto:dlenoir@shelbycountytrustee.com">dlenoir@shelbycountytrustee.com</a>
<b>MEMBER</b>	<b>Doug Lasher</b>	<b>Clark County WA</b>	<a href="mailto:Doug.Lasher@clark.wa.gov">Doug.Lasher@clark.wa.gov</a>

PLEASE CHECK OUR MEMBERSHIP INFORMATION AT [WWW.NACCTFO.ORG](http://WWW.NACCTFO.ORG)  
IF YOUR INFORMATION IS NOT THERE OR IS WRONG PLEASE LET THE  
WEBMASTER OR SANDY ZOUBEK, NEWSLETTER CHAIRMAN KNOW.  
[info@NACCTFO.org](mailto:info@NACCTFO.org) or [cotreas@stanton.net](mailto:cotreas@stanton.net)

## NACCTFO LEGISLATIVE NEWS

May 27, 2011

By Mike Diskin

NACCTFO members should be aware of several legislative matters that have been working their way through the current Congressional session.

3% Withholding – As many of us remember, this has been an ongoing concern. Legislation was passed several years ago that will require counties (and other municipal governments) that spend \$100 Million or more annually for goods and services to withhold 3% of the payment to the vendor and submit that to the I.R.S. That requirement has now been pushed back another year and is now set to begin on January 1, 2013. There are several bills that have been introduced during this Congressional session to fully repeal this onerous burden, but there has not been much movement on any of them. Much has been written about this, and further information can be gotten from the NACCTFO website ([www.nacctfo.org](http://www.nacctfo.org)), where there is a new article recently written by Mike Belarmino, NACo Associate Legislative Director that presents a complete summary. You can read Mike's article for the latest on this ongoing legislation.

The ongoing battle with On-line Travel Companies (OTCs) continues. Several States (New York and Florida in particular) have either fully addressed this through changes in State legislation, or are currently contemplating changes. OTCs continue to market rooms through their websites and collect sales and occupancy taxes on the full amount they charge the consumer, while remitting sales and occupancy taxes to the State and local municipalities on the lower wholesale price they acquired the rooms for from the various hotels. States and Counties continue to lose millions of dollars from this practice.

Proposed new rules concerning persons advising counties on financial matters being required to register with the S.E.C. have not been finalized. There were many hundreds of letters of concern sent, with the submissions largely opposed. Final regulations may come out later in the summer or fall.

I also have a quick comment on some proposed taxes. There are two House bills – H.R. 1002 (a moratorium on cell phone taxes) and H.R. 1860 (concerning a digital goods tax) – that appear to seek to prohibit states and local governments from imposing taxes. This potential pre-emption of our taxing authority is being closely monitored by NACo at this time.

**National Association of County Collectors, Treasurers and Finance Officers  
Treasurer's Report - 06/10/11**

		2010/2011	
		<u>BUDGETED</u>	<u>ACTUAL</u>
<b><u>INCOME</u></b>			
100	Dues	\$60,000.00	\$47,243.26
101	Leg conf Account	\$5,000.00	\$3,998.18
102	Annual Conf Account	\$17,000.00	\$10,115.00
103	Donations/Sponsors	\$33,000.00	\$21,500.00
104	Interest	\$500.00	\$343.92
105	Misc-	\$100.00	\$0.00
<b>TOTAL INCOME</b>		<b><u>\$115,600.00</u></b>	<b><u>\$83,200.36</u></b>
<b><u>EXPENDITURES</u></b>			
201	Continuing Education	\$28,000.00	\$14,350.33
203	Plaques/Awards	\$1,975.00	\$124.00
300	March (combined)	\$11,250.00	\$15,570.33
301	Annual (combined)	\$40,000.00	\$4,532.16
400	Executive Board	\$11,000.00	\$11,349.38
401	President's Travel	\$10,000.00	\$4,342.10
402	NACo Board Member	\$5,000.00	\$2,109.14
403	President's Gift	\$350.00	\$0.00
500	Bank Charges	\$50.00	\$49.75
501	Newsletter - Printing	\$3,000.00	\$1,468.85
502	Newsletter - Postage	\$750.00	\$190.09
503	Postage	\$400.00	\$0.00
505	Supplies	\$50.00	\$0.00
506	Telephone/Website	\$1,000.00	\$288.00
507	Miscellaneous	\$500.00	\$1,333.31
508	Checks	\$25.00	\$19.50
509	Dues Billing	\$2,250.00	\$1,436.77
510	Income Expense - Investments		
<b>TOTAL EXPENDITURES</b>		<b><u>\$115,600.00</u></b>	<b><u>\$57,163.71</u></b>
<b>Excess Revenue over Expenditures</b>			<b>\$26,036.65</b>
<b>Checking Account Balance 06/10/11</b>			<b>\$38,332.36</b>
<b>Fund Balance, Current as of 06/10/11</b>			<b>\$88,835.25</b>
<b>Money Market Account \$50,502.89</b>			

## National Association of County Collectors, Treasurers and Finance Officers

		2009/2010	2010/2011		2011/2012
		ACTUAL	BUDGETED	ACTUAL	BUDGETED
<b><u>INCOME</u></b>					
100	Dues	\$51,200.00	\$60,000.00	\$47,243.26	\$60,000.00
101	Leg conf Account	\$2,850.00	\$5,000.00	\$3,998.18	\$5,000.00
102	Annual Conf Account	\$15,671.16	\$17,000.00	\$10,115.00	\$17,000.00
103	Donations/Sponsors	\$34,966.70	\$33,000.00	\$21,500.00	\$33,000.00
104	Interest	\$338.80	\$500.00	\$343.92	\$500.00
105	Misc-	\$0.00	\$100.00	\$0.00	\$100.00
<b>TOTAL INCOME</b>		<b>\$105,026.66</b>	<b>\$115,600.00</b>	<b>\$83,200.36</b>	<b>\$115,600.00</b>
 <b><u>EXPENDITURES</u></b>					
<b><i>Training Expense</i></b>					
201	Continuing Education	\$16,283.49	\$28,000.00	\$14,350.33	\$28,000.00
203	Plaques/Awards	\$1,347.79	\$1,975.00	\$124.00	\$1,975.00
<b>Total Training Expense</b>		<b>\$17,631.28</b>	<b>\$29,975.00</b>	<b>\$14,474.33</b>	<b>\$29,975.00</b>
 <b><i>Conference Expenses</i></b>					
300	March Legislative	\$11,984.11	\$11,250.00	\$15,570.33	\$11,250.00
301	Annual Conference	\$23,065.30	\$40,000.00	\$4,532.16	\$40,000.00
<b>Total Conference Expense</b>		<b>\$35,049.41</b>	<b>\$51,250.00</b>	<b>\$20,102.49</b>	<b>\$51,250.00</b>
 <b><i>Board Expense</i></b>					
400	Executive Board	\$9,512.31	\$11,000.00	\$11,349.38	\$11,000.00
401	President's Travel	\$6,539.40	\$10,000.00	\$4,342.10	\$10,000.00
402	NACo Board Member	\$3,215.60	\$5,000.00	\$2,109.14	\$5,000.00
403	President's Gift	\$350.00	\$350.00	\$0.00	\$350.00
<b>Total Board Expense</b>		<b>\$19,617.31</b>	<b>\$26,350.00</b>	<b>\$17,800.62</b>	<b>\$26,350.00</b>
 <b><i>Operations Expense</i></b>					
500	Bank Charges	\$52.50	\$50.00	\$49.75	\$50.00
501	Newsletter - Printing	\$3,121.29	\$3,000.00	\$1,468.85	\$3,000.00
502	Newsletter - Postage	\$440.39	\$750.00	\$190.09	\$750.00
503	Postage	\$0.00	\$400.00	\$0.00	\$400.00
505	Supplies	\$11.95	\$50.00	\$0.00	\$50.00
506	Telephone/Website	\$569.99	\$1,000.00	\$288.00	\$1,000.00
507	Miscellaneous	\$48.27	\$500.00	\$1,333.31	\$500.00
508	Checks	\$0.00	\$25.00	\$19.50	\$25.00
509	Dues Billing	\$2,189.79	\$2,250.00	\$1,436.77	\$2,250.00
510	Income Expense - Investments				
<b>Total Operations Expense</b>		<b>\$6,434.18</b>	<b>\$8,025.00</b>	<b>\$4,786.27</b>	<b>\$8,025.00</b>
<b>TOTAL EXPENDITURES</b>		<b>\$78,732.18</b>	<b>\$115,600.00</b>	<b>\$57,163.71</b>	<b>\$115,600.00</b>

# 2010 – 2011 STATE DIRECTORS

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