

# INCOME AND EXPENSE

| <u>INCOME</u>                             | <u>1963</u> | <u>1964</u> |
|-------------------------------------------|-------------|-------------|
| Membership Dues                           | \$59,090    | \$61,965    |
| Engineering Surveys                       | 36,832      | 7,362       |
| Research Laboratory:                      |             |             |
| Contracts with Industry                   | 34,162      | 37,899      |
| Contracts with Government                 | 39,906      | 37,458      |
| Subscriptions to Digest                   | 5,269       | 5,723       |
| Interest                                  | 934         | 967         |
| Proceeds from Bulletins and Miscellaneous | 480         | 527         |
| Training Courses - Seminars               | --          | 2,700       |
| TOTAL INCOME . . . . .                    | \$176,673   | \$157,101   |

| <u>EXPENSE</u>                                                                   | <u>1963</u> | <u>1964</u> |
|----------------------------------------------------------------------------------|-------------|-------------|
| Salaries, Operating Expenses and Over-<br>head for Headquarters and Engineering. |             |             |
| Laboratory Contracts with Industry                                               | \$138,244   | \$131,079   |
| Salaries on Government Contracts                                                 | 39,906      | 37,458      |
| Legal Counsel Retainer                                                           | 2,300       | 1,500       |
| Research Consultant                                                              | 750         | --          |
| TOTAL EXPENDITURES . . . . .                                                     | \$181,400   | \$170,037   |
| LOSS . . . . .                                                                   | \$ 4,727    | \$12,936    |

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