

March 6, 1972

LEAD INDUSTRIES ASSOCIATION, INC.

STATEMENT OF RECEIPTS, DISBURSEMENTS & FUND BALANCES

January 1 - February 29, 1972

	<u>OPERATING FUND</u>	
	<u>1972 ACTUAL</u>	<u>1972 BUDGET</u>
<u>RECEIPTS:</u>		
1. Assessments:		
a. Pig Lead Sales	\$157,630.88	\$622,000.
b. All Other	37,937.59	
2. Interest on Savings	-	2,000.
3. Miscellaneous:		
a. Publications	182.00	(5,000.
b. Other	334.85	
Total All Receipts	<u>\$196,085.32</u>	<u>\$629,000.</u>
<u>DISBURSEMENTS:</u>		
1. Administrative - Schedule "A"	\$ 51,022.98	\$380,400.
2. Promotion & Development - Schedule "B"	50,253.35	295,200.
Total All Disbursements	<u>\$101,276.33</u>	<u>\$675,600.</u>
<u>CHANGES IN FUND BALANCES</u>	\$ 94,808.99	
<u>FUND BALANCE 1/1/72</u>	<u>93,577.42</u>	
<u>FUND BALANCE 2/29/72</u>	<u>\$188,386.41</u>	
<u>REPRESENTED BY:</u>		
Cash:		
Commercial Checking Account	\$ 57,778.23	
Savings Accounts	129,467.80	
Petty Cash	100.00	
	<u>\$187,346.08</u>	
Receivables & Deposits	+ 1,040.33	
Total	<u>\$188,386.41</u>	

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STATEMENT OF ADMINISTRATIVE DISBURSEMENTSJanuary 1 - February 29, 1972SCHEDULE "A"

<u>ADMINISTRATIVE DISBURSEMENTS</u>	<u>ACTUAL DISBURSEMENTS</u>	<u>1972 BUDGET</u>
1. Salaries:		
a. Gross Payroll	\$ 20,511.69	(
b. Temporary Help	-	{ \$ 175,000.
c. Employment Agency fees	21.00	(
d. Blue Cross & Blue Shield	377.08	
2. Payroll Taxes	1,269.77	8,000.
3. Pension Premium (Bankers Life Co.)	-	16,000.
4. Business Insurance:		
a. General	-	(
b. N. Y. Disability	(25.08)cr.	{ 1,500.
5. Group Insurance	210.71	3,200.
6. Rent	4,500.00	27,000.
7. Travel and Expense	4,155.09	40,000.
8. ILZRO Health & Safety Admin. Costs	11,286.49	45,000.
9. Meeting Expenses:		
a. Annual Meeting	-	(
b. All Other	132.05	{ 2,500.
10. Professional Fees:		
a. Auditing	-	(
b. Legal	-	{ 1,200.
c. Consulting	3,333.34	{ 2,000.
d. All Other	-	{ 24,000.
11. Printing & Office Supplies	927.10	(
12. Telephone & Telegrams	1,024.03	{ 6,000.
13. Postage and Express	1,571.41	{ 7,000.
14. Subscription - Books and Periodicals	188.63	{ 10,000.
15. Furniture and Equipment	262.15	{ 800.
16. Office Services	855.61	{ 1,000.
17. Technical Association Dues	52.50	{ 7,000.
18. Miscellaneous	369.41	{ 700.
Total	<u>\$ 51,022.98</u>	<u>1,500.</u> <u>\$ 380,400.</u>

STATEMENT OF PROMOTION & DEVELOPMENT DISBURSEMENTSJanuary 1 - February 29, 1972SCHEDULE "B"

<u>PROMOTION & DEVELOPMENT DISBURSEMENTS:</u>	<u>ACTUAL DISBURSEMENTS</u>	<u>1972 BUDGET</u>
1. Publicity		
a. Agency Fees	\$ 10,670.00	\$ 64,000.
b. Out-of-pocket Agency Expenses	-	6,000.
2. Conventions & Exhibits	129.57	-
3. New Literature & Booklets	-	5,000.
4. Annual Review	-	1,500.
5. Existing Literature Expenses:		
a. Lead Magazine		
1. Printing Costs	-	(
2. Mailing Costs	100.00	{ 30,000.
3. Mailing List Maintenance	-	(
b. Lead Abstracts	3,063.48	13,000.
c. Misc. Literature	-	2,000.
6. Reprinting Technical Articles	-	7,450.
7. Test Programs	-	1,000.
8. Illustrative and Photographic Expenses	121.80	1,500.
9. Motion Picture "The Lead Matrix":		
a. General Distribution	-	5,500.
b. U. S. Bureau of Mines	-	1,000.
10. Contribution to Technical Societies:		
a. Steel Structures Painting Council	1,000.00	(
b. Electric Vehicle Council	-	{ 2,750.
c. ANSI	750.00	(
11. Zinc & Lead International Service	3,550.00	22,500.
12. Health & Safety Program:		
a. Hill & Knowlton - Regular	27,245.42	(
b. Hill & Knowlton - Lead & Gasoline	2,077.38	{
c. Lead In Pediatrics	-	{ 125,000.
d. Kettering Abstracts	1,231.35	(
e. Miscellaneous	89.35	(
13. Contingency Material From ILZRO	-	5,000.
14. Contingency: Miscellaneous Promotion	225.00	2,000.
	<u>\$ 50,253.35</u>	<u>\$295,200.</u>