

9:01 PM

01/22/07

Cash Basis

## Central States Water Environment Association, Inc

### Profit & Loss Budget vs. Actual

January through December 2006

|  | Jan - Dec 06 | Budget    |
|--|--------------|-----------|
| <b>Ordinary Income/Expense</b>                         |              |           |
| <b>Income</b>  |              |           |
| 1.1100 · WEF Dues Rebates                              | 15,727.25    | 17,500.00 |
| 1.2400 · Operations Challenge Sponsors                 | 3,953.60     | 4,000.00  |
| 1.2500 · WEFTEC Recp. Sponsorship                      | 14,765.00    | 10,000.00 |
| <b>1.3100 · Annual Mtg Proceeds</b>                    |              |           |
| 1.3110 · Annual Mtg Exhibit Space                      | 36,657.73    | 40,750.00 |
| 1.3111 · Extra Vendor Participant                      | 1,195.00     | 2,100.00  |
| 1.3112 · Full Conference- Member                       | 37,525.05    | 37,750.00 |
| 1.3113 · Full Conference Non-Member                    | 375.00       | 2,100.00  |
| 1.3114 · One Day Reg- Tuesday                          | 2,463.45     | 3,750.00  |
| 1.3115 · One Day Registration - Wednesda               | 2,231.24     | 3,750.00  |
| 1.3116 · Annual Banquet Ticket                         | 1,312.80     | 1,800.00  |
| 1.3117 · Student Registration                          | 456.54       | 350.00    |
| 1.3119 · Golf Fee                                      | 4,048.85     | 3,000.00  |
| 1.3120 · Spouse Program Fee                            | 0.00         | 75.00     |
| 1.3121 · Monday Night Event Ticket                     | 0.00         | 750.00    |
| 1.3122 · Farewell Breakfast Ticket                     | 0.00         | 375.00    |
| 1.3123 · Past President Breakfast                      | 300.00       | 200.00    |
| 1.3100 · Annual Mtg Proceeds - Other                   | 8,260.00     |           |
| <b>Total 1.3100 · Annual Mtg Proceeds</b>              | 94,825.66    | 96,750.00 |
| <b>1.3200 · Eductation Seminar Proceeds</b>            |              |           |
| 1.3201 · Full Registration Ed Seminar                  | 18,662.86    | 22,500.00 |
| 1.3202 · Late Registration                             | 169.62       | 875.00    |
| 1.3203 · Student Registration Fee                      | 251.18       | 600.00    |
| 1.3204 · Late Student Registration                     | 0.00         | 125.00    |
| 1.3205 · Poster Ads                                    | 200.00       | 300.00    |
| 1.3200 · Eductation Seminar Proceeds - Other           | 2,340.00     |           |
| <b>Total 1.3200 · Eductation Seminar Proceeds</b>      | 21,623.66    | 24,400.00 |
| <b>1.3300 · Midwest Water Industry Expo</b>            | 1,285.75     | 500.00    |
| <b>1.4000 · Grants &amp; Corp. Contributions</b>       |              |           |
| 1.4200 · Corp Sponsor/Student Activites                |              |           |
| 1.4201 · Student Paper Comp Sponsorship                | 1,000.00     | 1,500.00  |
| 1.4202 · Student Design Comp. Sponsor                  | 4,500.00     | 4,500.00  |
| 1.4200 · Corp Sponsor/Student Activites - Other        | 313.57       |           |
| <b>Total 1.4200 · Corp Sponsor/Student Activites</b>   | 5,813.57     | 6,000.00  |
| <b>1.4300 · Corp. Sponsorship Annual Mtg</b>           | 10,960.37    | 7,500.00  |
| <b>Total 1.4000 · Grants &amp; Corp. Contributions</b> | 16,773.94    | 13,500.00 |
| <b>1.5100 · CSWEA.org Ads</b>                          |              |           |
| 1.5101 · State Sec. Sponsor webredisgn                 | 0.00         | 500.00    |
| 1.5100 · CSWEA.org Ads - Other                         | 300.00       | 2,000.00  |
| <b>Total 1.5100 · CSWEA.org Ads</b>                    | 300.00       | 2,500.00  |

9:01 PM

01/22/07

Cash Basis

**Central States Water Environment Association, Inc**  
**Profit & Loss Budget vs. Actual**  
 January through December 2006

|   | Jan - Dec 06 | Budget     |
|---|--------------|------------|
| 1.5200 · WISILLMINN Ads                   | 8,855.00     | 12,500.00  |
| 1.6100 · Interest Income                  | 1,944.33     | 1,600.00   |
| 1.6300 · Misc. Income                     | 6,299.00     | 500.00     |
| <b>Total Income</b>                       | 186,353.19   | 183,750.00 |
| <b>Expense</b>                            |              |            |
| <b>2.1000 · Operations</b>                |              |            |
| 2.1100 · State Section Dues Rebates       | 5,780.00     | 5,780.00   |
| <b>2.1200 · Administration</b>            |              |            |
| <b>2.1210 · Accounting</b>                |              |            |
| 2.1211 · Audit                            | 1,900.00     | 1,700.00   |
| 2.1212 · Taxes                            | 300.00       | 500.00     |
| <b>Total 2.1210 · Accounting</b>          | 2,200.00     | 2,200.00   |
| <b>Total 2.1200 · Administration</b>      | 2,200.00     | 2,200.00   |
| <b>2.1220 · Insurance</b>                 |              |            |
| 2.1221 · Crime Insurance                  | 525.00       | 395.00     |
| 2.1222 · General Liability Insurance      | 4,534.00     | 4,317.00   |
| 2.1223 · Diretors and Officers Ins.       | 1,750.00     | 600.00     |
| <b>Total 2.1220 · Insurance</b>           | 6,809.00     | 5,312.00   |
| <b>2.1230 · Licenses &amp; Fees</b>       |              |            |
| 2.1231 · State Filing Fees                | 30.00        | 60.00      |
| 2.1232 · BMI Recorded Music Fee           | 125.00       | 125.00     |
| 2.1233 · Bulk Mailing Annual Fee          | 150.00       | 150.00     |
| 2.1236 · Pay Pal Service Fee              | 240.00       | 240.00     |
| <b>Total 2.1230 · Licenses &amp; Fees</b> | 545.00       | 575.00     |
| <b>2.1300 · Office</b>                    |              |            |
| 2.1310 · Ex.Director Equip. Fee           | 2,575.00     | 2,575.00   |
| 2.1320 · Postage                          | 1,039.02     | 800.00     |
| 2.1330 · Reproduction                     | 0.00         | 50.00      |
| <b>2.1340 · Supplies</b>                  |              |            |
| 2.1341 · Paper, Ink. Cartridges etc       | 787.02       | 750.00     |
| 2.1432 · Stationary                       | 0.00         | 75.00      |
| <b>Total 2.1340 · Supplies</b>            | 787.02       | 825.00     |
| <b>Total 2.1300 · Office</b>              | 4,401.04     | 4,250.00   |

**Central States Water Environment Association, Inc**  
**Profit & Loss Budget vs. Actual**  
 January through December 2006

|   | Jan - Dec 06 | Budget    |
|---|--------------|-----------|
| <b>2.1400 - Executive Director</b>          |              |           |
| <b>2.1410 - Ex. Director Expenses</b>       |              |           |
| 2.1411 - Jan Ex. Com Meeting                | 144.26       | 150.00    |
| 2.1412 - WEF Regional Exchange              | 530.64       | 850.00    |
| 2.1413 - CSWEA Ed Seminar                   | 431.22       | 250.00    |
| 2.1414 - CSWEA Annual Meeting               | 764.80       | 250.00    |
| 2.1415 - WEF Leadership Conference          | 1,000.78     | 1,200.00  |
| 2.1416 - WEFTEC                             | 1,592.82     | 1,400.00  |
| 2.1417 - Local Travel Expenses              | 0.00         | 100.00    |
| 2.1418 - MIWE                               | 411.82       | 370.00    |
| 2.1419 - CSWEA-CSX                          | 405.02       | 420.00    |
| <b>Total 2.1410 - Ex. Director Expenses</b> | 5,281.36     | 4,990.00  |
| <b>2.1420 - Management Fee</b>              | 21,000.00    | 21,000.00 |
| <b>Total 2.1400 - Executive Director</b>    | 26,281.36    | 25,990.00 |
| <b>Total 2.1000 - Operations</b>            | 46,016.40    | 44,107.00 |
| <b>2.2000 - Activities</b>                  |              |           |
| <b>2.2100 - Executive Committee</b>         |              |           |
| 2.2110 - Executive Committee Expenses       | 966.98       | 750.00    |
| 2.2120 - Executive Com. Meetings            | 1,661.86     | 1,700.00  |
| 2.2130 - CSWEA-CSX Expenses                 | 1,708.94     | 650.00    |
| <b>Total 2.2100 - Executive Committee</b>   | 4,337.78     | 3,100.00  |
| <b>2.2200 - Other Committees</b>            | 207.42       | 250.00    |
| <b>2.2300 - Awards</b>                      |              |           |
| 2.2310 - Plaques                            | 415.39       | 550.00    |
| 2.2320 - Stipends                           | 790.00       | 500.00    |
| 2.2300 - Awards - Other                     | 42.91        |           |
| <b>Total 2.2300 - Awards</b>                | 1,248.30     | 1,050.00  |
| <b>2.2400 - Operations Challenge</b>        |              |           |
| 2.2410 - Ops Challenge Registration Fees    | 1,200.00     | 1,200.00  |
| 2.2420 - Ops Challenge Team Uniforms        | 679.60       | 750.00    |
| 2.2430 - Ops Challenge Travel Reimburse     | 8,329.91     | 7,500.00  |
| <b>Total 2.2400 - Operations Challenge</b>  | 10,209.51    | 9,450.00  |
| <b>2.2500 - WEFTEC Reception</b>            | 17,492.63    | 10,000.00 |
| <b>Total 2.2000 - Activities</b>            | 33,495.64    | 23,850.00 |
| <b>2.3000 - Events</b>                      |              |           |
| <b>2.3100 - Annual Meeting</b>              |              |           |
| 2.3105 - Future Annual Meeting Deposit      | 4,758.63     | 4,003.25  |
| <b>Total 2.3100 - Annual Meeting</b>        | 4,758.63     | 4,003.25  |

9:01 PM

01/22/07

Cash Basis

**Central States Water Environment Association, Inc**  
**Profit & Loss Budget vs. Actual**  
 January through December 2006

|   | Jan - Dec 06 | Budget    |
|---|--------------|-----------|
| <b>2.3106 · Annual Mtg Exp</b>                      |              |           |
| 2.3110 · Assoc. Lunchoen                            | 3,808.37     | 4,500.00  |
| 2.3111 · Banquet Dinners                            | 8,544.54     | 5,000.00  |
| 2.3112 · Banquet Entertainment                      | 3,800.00     | 1,500.00  |
| 2.3113 · Exhibits Hall expense                      | 6,370.38     | 4,500.00  |
| 2.3114 · Exhibit Setup                              | 5,320.00     | 3,600.00  |
| 2.3115 · Exhibit Hall Lunch                         | 6,535.24     | 6,500.00  |
| 2.3116 · Exhibit Door Prizes                        | 0.00         | 750.00    |
| 2.3117 · Exhibitors Reception                       | 3,957.41     | 4,200.00  |
| 2.3118 · Exhibit Hall Setup OT                      | 0.00         | 500.00    |
| 2.3119 · Exhibitor Mailings                         | 649.72       | 500.00    |
| 2.3120 · Misc. Exhibitor Expense                    | 14.00        | 750.00    |
| 2.3121 · Keynote Speaker Expense                    | 424.12       | 1,000.00  |
| 2.3122 · Farewell Breakfast Speaker Exp             | 0.00         | 500.00    |
| 2.3123 · Tuesday Social Event                       | 3,644.06     | 3,500.00  |
| 2.3124 · Farewell Breakfast Exp                     | 3,076.77     | 2,000.00  |
| 2.3125 · Golf Expenses                              | 6,143.28     | 3,500.00  |
| 2.3127 · Session Breaks                             | 2,035.76     | 1,200.00  |
| 2.3128 · State Section Breakfasts                   | 2,168.78     | 4,500.00  |
| 2.3130 · Executive Committee Exp                    | 260.26       | 400.00    |
| 2.3131 · WEF Visitor Room Exp                       | 260.00       | 300.00    |
| 2.3132 · LAC Expenses                               | 1,414.18     | 1,000.00  |
| 2.3133 · Special Gifts                              | 0.00         | 500.00    |
| 2.3134 · Meet & Greet Expenses                      | 2,688.27     | 4,000.00  |
| 2.3135 · Event Audio Visual                         | 1,279.25     | 1,500.00  |
| 2.3136 · Printing & Mailing                         | 2,787.26     | 5,500.00  |
| 2.3138 · Annual Meeting Refunds                     | 19.32        | 1,000.00  |
| 2.3106 · Annual Mtg Exp - Other                     | 959.56       |           |
| <b>Total 2.3106 · Annual Mtg Exp</b>                | 66,160.53    | 62,700.00 |
| <b>2.3200 · Education Seminar</b>                   |              |           |
| 2.3201 · Ed Seminar Dep/mkting - next yr            | 0.00         | 250.00    |
| <b>2.3215 · 2006 Pre Conference Publicity</b>       |              |           |
| 2.3216 · Brochures Printing                         | 1,280.81     | 1,400.00  |
| 2.3217 · Mailing-Brochure                           | 524.88       | 600.00    |
| <b>Total 2.3215 · 2006 Pre Conference Publicity</b> | 1,805.69     | 2,000.00  |
| <b>2.3225 · 2006 Committee Expenses</b>             |              |           |
| 2.3226 · Teleconferences                            | 211.02       | 450.00    |
| 2.3227 · Program Teleconference                     | 0.00         | 50.00     |
| 2.3228 · Proceedings                                | 2,018.40     | 1,600.00  |
| 2.3229 · Photography                                | 0.00         | 100.00    |
| <b>Total 2.3225 · 2006 Committee Expenses</b>       | 2,229.42     | 2,200.00  |

**Central States Water Environment Association, Inc**  
**Profit & Loss Budget vs. Actual**  
 January through December 2006

|  | Jan - Dec 06     | Budget           |
|--|------------------|------------------|
| <b>2.3235 - 2006 Speaker Expenses</b>            |                  |                  |
| 2.3236 - Speaker Lodging                         | 1,057.98         | 1,600.00         |
| 2.3237 - Speaker Travel                          | 2,094.53         | 2,500.00         |
| 2.3238 - Speaker Honorariums                     | 600.00           | 800.00           |
| 2.3239 - Speaker Dinner                          | 1,672.18         | 1,500.00         |
| 2.3240 - Speaker Breakfasts                      | 0.00             | 100.00           |
| <b>Total 2.3235 - 2006 Speaker Expenses</b>      | <b>5,424.69</b>  | <b>6,500.00</b>  |
| <b>2.3245 - 2006 Seminar Expenses</b>            |                  |                  |
| 2.3247 - Meet & Greet                            | 510.94           | 600.00           |
| 2.3248 - Room Rental                             | 439.62           | 1,600.00         |
| 2.3249 - Breakfast & Breaks                      | 2,061.10         | 2,300.00         |
| 2.3250 - Luncheon                                | 2,991.53         | 3,800.00         |
| 2.3251 - Audio/Visual Equip                      | 852.00           | 625.00           |
| 2.3252 - A.V. Technician                         | 0.00             | 250.00           |
| 2.3253 - Misc Seminar Expenses                   | 1,055.78         | 200.00           |
| 2.3254 - Ed Seminar Refunds                      | 0.00             | 1,000.00         |
| <b>Total 2.3245 - 2006 Seminar Expenses</b>      | <b>7,910.97</b>  | <b>10,375.00</b> |
| 2.3200 - Education Seminar - Other               | 1,417.50         | 0.00             |
| <b>Total 2.3200 - Education Seminar</b>          | <b>18,788.27</b> | <b>21,325.00</b> |
| <b>Total 2.3000 - Events</b>                     | <b>89,707.43</b> | <b>88,028.25</b> |
| <b>2.4000 - Grants &amp; Contributions</b>       |                  |                  |
| 2.4100 - S&YP Sponsorship                        |                  |                  |
| 2.4110 - Student Paper Award Sponsorship         | 500.00           | 1,550.00         |
| 2.4120 - Student Design Competition              | 1,881.03         | 3,600.00         |
| <b>Total 2.4100 - S&amp;YP Sponsorship</b>       | <b>2,381.03</b>  | <b>5,150.00</b>  |
| 2.4300 - WERF Contribution                       | 1,000.00         | 1,000.00         |
| 2.4400 - SJWP                                    | 1,313.57         | 1,000.00         |
| <b>Total 2.4000 - Grants &amp; Contributions</b> | <b>4,694.60</b>  | <b>7,150.00</b>  |
| <b>2.500 - Communications</b>                    |                  |                  |
| 2.5110 - Website Host Fee                        | 0.00             | 120.00           |
| 2.5120 - Website Management Fee                  | 3,254.08         | 3,000.00         |
| 2.5130 - Website Development                     | 700.00           | 1,000.00         |
| 2.5140 - Electronic Newsletter & Mailing         | 280.50           | 360.00           |
| 2.5200 - WISILLMINN                              |                  |                  |
| 2.5210 - Printing                                | 11,758.00        | 13,000.00        |

9:01 PM

01/22/07

Cash Basis

**Central States Water Environment Association, Inc**  
**Profit & Loss Budget vs. Actual**  
January through December 2006

|                                      | Jan - Dec 06             | Budget                  |
|--------------------------------------|--------------------------|-------------------------|
| 2.5220 - Distribution                |                          |                         |
| 2.5221 - Mailing Service             | 744.22                   | 550.00                  |
| 2.5222 - Postage                     | 561.81                   | 1,100.00                |
| <b>Total 2.5220 - Distribution</b>   | <u>1,306.03</u>          | <u>1,650.00</u>         |
| <b>Total 2.5200 - WISILLMINN</b>     | <u>13,064.03</u>         | <u>14,650.00</u>        |
| <b>Total 2.500 - Communications</b>  | 17,298.61                | 19,130.00               |
| 2.6000 - Miscellaneous               |                          |                         |
| 2.6100 - reserved                    | 975.00                   | 550.00                  |
| 2.6200 - Jewelry                     | 514.56                   | 500.00                  |
| 2.6000 - Miscellaneous - Other       | 3,694.96                 |                         |
| <b>Total 2.6000 - Miscellaneous</b>  | <u>5,184.52</u>          | <u>1,050.00</u>         |
| <b>Total Expense</b>                 | <u>196,397.20</u>        | <u>183,315.25</u>       |
| <b>Net Ordinary Income</b>           | -10,044.01               | 434.75                  |
| <b>Other Income/Expense</b>          |                          |                         |
| <b>Other Income</b>                  |                          |                         |
| 7.100 - WI Section Ck Acct Income    | 16,221.39                | 10,886.31               |
| 7.510 - WI Section Svs Acct Interest | 48.29                    | 48.65                   |
| 7.511 - WI Section Svs Acct Income   | 0.00                     | 10,392.96               |
| 8.100 - IL Section Income            | 3,465.39                 | 5,206.91                |
| 8.510 - IL Section CD Interest       | 286.04                   | 135.25                  |
| 8.511 - IL Section CD Income         | 735.01                   | 7,000.00                |
| 9.100 - MN Section Income            | 37,911.49                | 26,993.41               |
| <b>Total Other Income</b>            | <u>58,667.61</u>         | <u>60,663.49</u>        |
| <b>Other Expense</b>                 |                          |                         |
| 7.200 - WI Section Ck Acct Expense   | 16,365.49                | 14,226.56               |
| 7.520 - WI Section Svs Acct Expense  | 0.00                     | 8,000.00                |
| 8.200 - IL Section Expense           | 3,643.02                 | 13,397.52               |
| 9.200 - MN Section Expense           | 43,835.93                | 27,108.89               |
| <b>Total Other Expense</b>           | <u>63,844.44</u>         | <u>62,732.97</u>        |
| <b>Net Other Income</b>              | -5,176.83                | -2,069.48               |
| <b>Net Income</b>                    | <u><u>-15,220.84</u></u> | <u><u>-1,634.73</u></u> |

9:01 PM

01/22/07

Cash Basis

## Central States Water Environment Association, Inc

### Profit & Loss Budget vs. Actual

January through December 2006

|  | \$ Over Budget   | % of Budget   |
|--|------------------|---------------|
| <b>Ordinary Income/Expense</b>                         |                  |               |
| <b>Income</b>  |                  |               |
| 1.1100 · WEF Dues Rebates                              | -1,772.75        | 89.9%         |
| 1.2400 · Operations Challenge Sponsors                 | -46.40           | 98.8%         |
| 1.2500 · WEFTEC Recp. Sponsorship                      | 4,765.00         | 147.7%        |
| <b>1.3100 · Annual Mtg Proceeds</b>                    |                  |               |
| 1.3110 · Annual Mtg Exhibit Space                      | -4,092.27        | 90.0%         |
| 1.3111 · Extra Vendor Participant                      | -905.00          | 56.9%         |
| 1.3112 · Full Conference- Member                       | -224.95          | 99.4%         |
| 1.3113 · Full Conference Non-Member                    | -1,725.00        | 17.9%         |
| 1.3114 · One Day Reg- Tuesday                          | -1,286.55        | 65.7%         |
| 1.3115 · One Day Registration - Wednesda               | -1,518.76        | 59.5%         |
| 1.3116 · Annual Banquet Ticket                         | -487.20          | 72.9%         |
| 1.3117 · Student Registration                          | 106.54           | 130.4%        |
| 1.3119 · Golf Fee                                      | 1,048.85         | 135.0%        |
| 1.3120 · Spouse Program Fee                            | -75.00           | 0.0%          |
| 1.3121 · Monday Night Event Ticket                     | -750.00          | 0.0%          |
| 1.3122 · Farewell Breakfast Ticket                     | -375.00          | 0.0%          |
| 1.3123 · Past President Breakfast                      | 100.00           | 150.0%        |
| 1.3100 · Annual Mtg Proceeds - Other                   |                  |               |
| <b>Total 1.3100 · Annual Mtg Proceeds</b>              | <b>-1,924.34</b> | <b>98.0%</b>  |
| <b>1.3200 · Eductation Seminar Proceeds</b>            |                  |               |
| 1.3201 · Full Registration Ed Seminar                  | -3,837.14        | 82.9%         |
| 1.3202 · Late Registration                             | -705.38          | 19.4%         |
| 1.3203 · Student Registration Fee                      | -348.82          | 41.9%         |
| 1.3204 · Late Student Registration                     | -125.00          | 0.0%          |
| 1.3205 · Poster Ads                                    | -100.00          | 66.7%         |
| 1.3200 · Eductation Seminar Proceeds - Other           |                  |               |
| <b>Total 1.3200 · Eductation Seminar Proceeds</b>      | <b>-2,776.34</b> | <b>88.6%</b>  |
| <b>1.3300 · Midwest Water Industry Expo</b>            | <b>785.75</b>    | <b>257.2%</b> |
| <b>1.4000 · Grants &amp; Corp. Contributions</b>       |                  |               |
| 1.4200 · Corp Sponsor/Student Activites                |                  |               |
| 1.4201 · Student Paper Comp Sponsorship                | -500.00          | 66.7%         |
| 1.4202 · Student Design Comp. Sponsor                  | 0.00             | 100.0%        |
| 1.4200 · Corp Sponsor/Student Activites - Other        |                  |               |
| <b>Total 1.4200 · Corp Sponsor/Student Activites</b>   | <b>-186.43</b>   | <b>96.9%</b>  |
| <b>1.4300 · Corp. Sponsorship Annual Mtg</b>           | <b>3,460.37</b>  | <b>146.1%</b> |
| <b>Total 1.4000 · Grants &amp; Corp. Contributions</b> | <b>3,273.94</b>  | <b>124.3%</b> |
| <b>1.5100 · CSWEA.org Ads</b>                          |                  |               |
| 1.5101 · State Sec. Sponsor webredisgn                 | -500.00          | 0.0%          |
| 1.5100 · CSWEA.org Ads - Other                         | -1,700.00        | 15.0%         |
| <b>Total 1.5100 · CSWEA.org Ads</b>                    | <b>-2,200.00</b> | <b>12.0%</b>  |

9:01 PM

01/22/07

Cash Basis

## Central States Water Environment Association, Inc

### Profit & Loss Budget vs. Actual

January through December 2006

|   | \$ Over Budget  | % of Budget   |
|---|-----------------|---------------|
| 1.5200 · WISILLMINN Ads                   | -3,645.00       | 70.8%         |
| 1.6100 · Interest Income                  | 344.33          | 121.5%        |
| 1.6300 · Misc. Income                     | 5,799.00        | 1,259.8%      |
| <b>Total Income</b>                       | <b>2,603.19</b> | <b>101.4%</b> |
| <b>Expense</b>                            |                 |               |
| 2.1000 · Operations                       |                 |               |
| 2.1100 · State Section Dues Rebates       | 0.00            | 100.0%        |
| 2.1200 · Administration                   |                 |               |
| 2.1210 · Accounting                       |                 |               |
| 2.1211 · Audit                            | 200.00          | 111.8%        |
| 2.1212 · Taxes                            | -200.00         | 60.0%         |
| <b>Total 2.1210 · Accounting</b>          | <b>0.00</b>     | <b>100.0%</b> |
| <b>Total 2.1200 · Administration</b>      | <b>0.00</b>     | <b>100.0%</b> |
| 2.1220 · Insurance                        |                 |               |
| 2.1221 · Crime Insurance                  | 130.00          | 132.9%        |
| 2.1222 · General Liability Insurance      | 217.00          | 105.0%        |
| 2.1223 · Diretors and Officers Ins.       | 1,150.00        | 291.7%        |
| <b>Total 2.1220 · Insurance</b>           | <b>1,497.00</b> | <b>128.2%</b> |
| 2.1230 · Licenses & Fees                  |                 |               |
| 2.1231 · State Filing Fees                | -30.00          | 50.0%         |
| 2.1232 · BMI Recorded Music Fee           | 0.00            | 100.0%        |
| 2.1233 · Bulk Mailing Annual Fee          | 0.00            | 100.0%        |
| 2.1236 · Pay Pal Service Fee              | 0.00            | 100.0%        |
| <b>Total 2.1230 · Licenses &amp; Fees</b> | <b>-30.00</b>   | <b>94.8%</b>  |
| 2.1300 · Office                           |                 |               |
| 2.1310 · Ex.Director Equip. Fee           | 0.00            | 100.0%        |
| 2.1320 · Postage                          | 239.02          | 129.9%        |
| 2.1330 · Reproduction                     | -50.00          | 0.0%          |
| 2.1340 · Supplies                         |                 |               |
| 2.1341 · Paper, Ink. Cartridges etc       | 37.02           | 104.9%        |
| 2.1432 · Stationary                       | -75.00          | 0.0%          |
| <b>Total 2.1340 · Supplies</b>            | <b>-37.98</b>   | <b>95.4%</b>  |
| <b>Total 2.1300 · Office</b>              | <b>151.04</b>   | <b>103.6%</b> |

**Central States Water Environment Association, Inc**  
**Profit & Loss Budget vs. Actual**  
 January through December 2006

|   | \$ Over Budget | % of Budget |
|---|----------------|-------------|
| <b>2.1400 - Executive Director</b>          |                |             |
| <b>2.1410 - Ex. Director Expenses</b>       |                |             |
| 2.1411 - Jan Ex. Com Meeting                | -5.74          | 96.2%       |
| 2.1412 - WEF Regional Exchange              | -319.36        | 62.4%       |
| 2.1413 - CSWEA Ed Seminar                   | 181.22         | 172.5%      |
| 2.1414 - CSWEA Annual Meeting               | 514.80         | 305.9%      |
| 2.1415 - WEF Leadership Conference          | -199.22        | 83.4%       |
| 2.1416 - WEFTEC                             | 192.82         | 113.8%      |
| 2.1417 - Local Travel Expenses              | -100.00        | 0.0%        |
| 2.1418 - MIWE                               | 41.82          | 111.3%      |
| 2.1419 - CSWEA-CSX                          | -14.98         | 96.4%       |
| <b>Total 2.1410 - Ex. Director Expenses</b> | 291.36         | 105.8%      |
| <b>2.1420 - Management Fee</b>              | 0.00           | 100.0%      |
| <b>Total 2.1400 - Executive Director</b>    | 291.36         | 101.1%      |
| <b>Total 2.1000 - Operations</b>            | 1,909.40       | 104.3%      |
| <b>2.2000 - Activities</b>                  |                |             |
| <b>2.2100 - Executive Committee</b>         |                |             |
| 2.2110 - Executive Committee Expenses       | 216.98         | 128.9%      |
| 2.2120 - Executive Com. Meetings            | -38.14         | 97.8%       |
| 2.2130 - CSWEA-CSX Expenses                 | 1,058.94       | 262.9%      |
| <b>Total 2.2100 - Executive Committee</b>   | 1,237.78       | 139.9%      |
| <b>2.2200 - Other Committees</b>            | -42.58         | 83.0%       |
| <b>2.2300 - Awards</b>                      |                |             |
| 2.2310 - Plaques                            | -134.61        | 75.5%       |
| 2.2320 - Stipends                           | 290.00         | 158.0%      |
| 2.2300 - Awards - Other                     |                |             |
| <b>Total 2.2300 - Awards</b>                | 198.30         | 118.9%      |
| <b>2.2400 - Operations Challenge</b>        |                |             |
| 2.2410 - Ops Challenge Registration Fees    | 0.00           | 100.0%      |
| 2.2420 - Ops Challenge Team Uniforms        | -70.40         | 90.6%       |
| 2.2430 - Ops Challenge Travel Reimburse     | 829.91         | 111.1%      |
| <b>Total 2.2400 - Operations Challenge</b>  | 759.51         | 108.0%      |
| <b>2.2500 - WEFTEC Reception</b>            | 7,492.63       | 174.9%      |
| <b>Total 2.2000 - Activities</b>            | 9,645.64       | 140.4%      |
| <b>2.3000 - Events</b>                      |                |             |
| <b>2.3100 - Annual Meeting</b>              |                |             |
| 2.3105 - Future Annual Meeting Deposit      | 755.38         | 118.9%      |
| <b>Total 2.3100 - Annual Meeting</b>        | 755.38         | 118.9%      |

9:01 PM

01/22/07

Cash Basis

**Central States Water Environment Association, Inc**  
**Profit & Loss Budget vs. Actual**  
 January through December 2006

|   | \$ Over Budget  | % of Budget   |
|---|-----------------|---------------|
| <b>2.3106 · Annual Mtg Exp</b>                      |                 |               |
| 2.3110 · Assoc. Lunchoen                            | -691.63         | 84.6%         |
| 2.3111 · Banquet Dinners                            | 3,544.54        | 170.9%        |
| 2.3112 · Banquet Entertainment                      | 2,300.00        | 253.3%        |
| 2.3113 · Exhibits Hall expense                      | 1,870.38        | 141.6%        |
| 2.3114 · Exhibit Setup                              | 1,720.00        | 147.8%        |
| 2.3115 · Exhibit Hall Lunch                         | 35.24           | 100.5%        |
| 2.3116 · Exhibit Door Prizes                        | -750.00         | 0.0%          |
| 2.3117 · Exhibitors Reception                       | -242.59         | 94.2%         |
| 2.3118 · Exhibit Hall Setup OT                      | -500.00         | 0.0%          |
| 2.3119 · Exhibitor Mailings                         | 149.72          | 129.9%        |
| 2.3120 · Misc. Exhibitor Expense                    | -736.00         | 1.9%          |
| 2.3121 · Keynote Speaker Expense                    | -575.88         | 42.4%         |
| 2.3122 · Farewell Breakfast Speaker Exp             | -500.00         | 0.0%          |
| 2.3123 · Tuesday Social Event                       | 144.06          | 104.1%        |
| 2.3124 · Farewell Breakfast Exp                     | 1,076.77        | 153.8%        |
| 2.3125 · Golf Expenses                              | 2,643.28        | 175.5%        |
| 2.3127 · Session Breaks                             | 835.76          | 169.6%        |
| 2.3128 · State Section Breakfasts                   | -2,331.22       | 48.2%         |
| 2.3130 · Executive Committee Exp                    | -139.74         | 65.1%         |
| 2.3131 · WEF Visitor Room Exp                       | -40.00          | 86.7%         |
| 2.3132 · LAC Expenses                               | 414.18          | 141.4%        |
| 2.3133 · Special Gifts                              | -500.00         | 0.0%          |
| 2.3134 · Meet & Greet Expenses                      | -1,311.73       | 67.2%         |
| 2.3135 · Event Audio Visual                         | -220.75         | 85.3%         |
| 2.3136 · Printing & Mailing                         | -2,712.74       | 50.7%         |
| 2.3138 · Annual Meeting Refunds                     | -980.68         | 1.9%          |
| 2.3106 · Annual Mtg Exp - Other                     |                 |               |
| <b>Total 2.3106 · Annual Mtg Exp</b>                | <b>3,460.53</b> | <b>105.5%</b> |
| <b>2.3200 · Education Seminar</b>                   |                 |               |
| 2.3201 · Ed Seminar Dep/mkting - next yr            | -250.00         | 0.0%          |
| 2.3215 · 2006 Pre Conference Publicity              |                 |               |
| 2.3216 · Brochures Printing                         | -119.19         | 91.5%         |
| 2.3217 · Mailing-Brochure                           | -75.12          | 87.5%         |
| <b>Total 2.3215 · 2006 Pre Conference Publicity</b> | <b>-194.31</b>  | <b>90.3%</b>  |
| <b>2.3225 · 2006 Committee Expenses</b>             |                 |               |
| 2.3226 · Teleconferences                            | -238.98         | 46.9%         |
| 2.3227 · Program Teleconference                     | -50.00          | 0.0%          |
| 2.3228 · Proceedings                                | 418.40          | 126.2%        |
| 2.3229 · Photography                                | -100.00         | 0.0%          |
| <b>Total 2.3225 · 2006 Committee Expenses</b>       | <b>29.42</b>    | <b>101.3%</b> |

**Central States Water Environment Association, Inc**  
**Profit & Loss Budget vs. Actual**  
 January through December 2006

|  | \$ Over Budget   | % of Budget   |
|--|------------------|---------------|
| <b>2.3235 - 2006 Speaker Expenses</b>            |                  |               |
| 2.3236 - Speaker Lodging                         | -542.02          | 66.1%         |
| 2.3237 - Speaker Travel                          | -405.47          | 83.8%         |
| 2.3238 - Speaker Honorariums                     | -200.00          | 75.0%         |
| 2.3239 - Speaker Dinner                          | 172.18           | 111.5%        |
| 2.3240 - Speaker Breakfasts                      | -100.00          | 0.0%          |
| <b>Total 2.3235 - 2006 Speaker Expenses</b>      | <b>-1,075.31</b> | <b>83.5%</b>  |
| <b>2.3245 - 2006 Seminar Expenses</b>            |                  |               |
| 2.3247 - Meet & Greet                            | -89.06           | 85.2%         |
| 2.3248 - Room Rental                             | -1,160.38        | 27.5%         |
| 2.3249 - Breakfast & Breaks                      | -238.90          | 89.6%         |
| 2.3250 - Luncheon                                | -808.47          | 78.7%         |
| 2.3251 - Audio/Visual Equip                      | 227.00           | 136.3%        |
| 2.3252 - A.V. Technician                         | -250.00          | 0.0%          |
| 2.3253 - Misc Seminar Expenses                   | 855.78           | 527.9%        |
| 2.3254 - Ed Seminar Refunds                      | -1,000.00        | 0.0%          |
| <b>Total 2.3245 - 2006 Seminar Expenses</b>      | <b>-2,464.03</b> | <b>76.3%</b>  |
| 2.3200 - Education Seminar - Other               | 1,417.50         | 100.0%        |
| <b>Total 2.3200 - Education Seminar</b>          | <b>-2,536.73</b> | <b>88.1%</b>  |
| <b>Total 2.3000 - Events</b>                     | <b>1,679.18</b>  | <b>101.9%</b> |
| <b>2.4000 - Grants &amp; Contributions</b>       |                  |               |
| 2.4100 - S&YP Sponsorship                        |                  |               |
| 2.4110 - Student Paper Award Sponsorship         | -1,050.00        | 32.3%         |
| 2.4120 - Student Design Competition              | -1,718.97        | 52.3%         |
| <b>Total 2.4100 - S&amp;YP Sponsorship</b>       | <b>-2,768.97</b> | <b>46.2%</b>  |
| 2.4300 - WERF Contribution                       | 0.00             | 100.0%        |
| 2.4400 - SJWP                                    | 313.57           | 131.4%        |
| <b>Total 2.4000 - Grants &amp; Contributions</b> | <b>-2,455.40</b> | <b>65.7%</b>  |
| <b>2.500 - Communications</b>                    |                  |               |
| 2.5110 - Website Host Fee                        | -120.00          | 0.0%          |
| 2.5120 - Website Management Fee                  | 254.08           | 108.5%        |
| 2.5130 - Website Development                     | -300.00          | 70.0%         |
| 2.5140 - Electronic Newsletter & Mailing         | -79.50           | 77.9%         |
| 2.5200 - WISILLMINN                              |                  |               |
| 2.5210 - Printing                                | -1,242.00        | 90.4%         |

9:01 PM

01/22/07

Cash Basis

## Central States Water Environment Association, Inc

### Profit & Loss Budget vs. Actual

January through December 2006

|                                      | \$ Over Budget           | % of Budget          |
|--------------------------------------|--------------------------|----------------------|
| <b>2.5220 - Distribution</b>         |                          |                      |
| 2.5221 - Mailing Service             | 194.22                   | 135.3%               |
| 2.5222 - Postage                     | -538.19                  | 51.1%                |
| <b>Total 2.5220 - Distribution</b>   | <u>-343.97</u>           | <u>79.2%</u>         |
| <b>Total 2.5200 - WISILLMINN</b>     | <u>-1,585.97</u>         | <u>89.2%</u>         |
| <b>Total 2.500 - Communications</b>  | -1,831.39                | 90.4%                |
| <b>2.6000 - Miscellaneous</b>        |                          |                      |
| 2.6100 - reserved                    | 425.00                   | 177.3%               |
| 2.6200 - Jewelry                     | 14.56                    | 102.9%               |
| 2.6000 - Miscellaneous - Other       |                          |                      |
| <b>Total 2.6000 - Miscellaneous</b>  | <u>4,134.52</u>          | <u>493.8%</u>        |
| <b>Total Expense</b>                 | <u>13,081.95</u>         | <u>107.1%</u>        |
| <b>Net Ordinary Income</b>           | -10,478.76               | -2,310.3%            |
| <b>Other Income/Expense</b>          |                          |                      |
| <b>Other Income</b>                  |                          |                      |
| 7.100 - WI Section Ck Acct Income    | 5,335.08                 | 149.0%               |
| 7.510 - WI Section Svs Acct Interest | -0.36                    | 99.3%                |
| 7.511 - WI Section Svs Acct Income   | -10,392.96               | 0.0%                 |
| 8.100 - IL Section Income            | -1,741.52                | 66.6%                |
| 8.510 - IL Section CD Interest       | 150.79                   | 211.5%               |
| 8.511 - IL Section CD Income         | -6,264.99                | 10.5%                |
| 9.100 - MN Section Income            | 10,918.08                | 140.4%               |
| <b>Total Other Income</b>            | <u>-1,995.88</u>         | <u>96.7%</u>         |
| <b>Other Expense</b>                 |                          |                      |
| 7.200 - WI Section Ck Acct Expense   | 2,138.93                 | 115.0%               |
| 7.520 - WI Section Svs Acct Expense  | -8,000.00                | 0.0%                 |
| 8.200 - IL Section Expense           | -9,754.50                | 27.2%                |
| 9.200 - MN Section Expense           | 16,727.04                | 161.7%               |
| <b>Total Other Expense</b>           | <u>1,111.47</u>          | <u>101.8%</u>        |
| <b>Net Other Income</b>              | <u>-3,107.35</u>         | <u>250.2%</u>        |
| <b>Net Income</b>                    | <u><u>-13,586.11</u></u> | <u><u>931.1%</u></u> |