<table>
<thead>
<tr>
<th>Direct expenses</th>
<th>Indirect</th>
<th>Totals</th>
<th>NOTES</th>
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<tbody>
<tr>
<td><strong>Temporarily Restricted Net Assets (TRNA)</strong></td>
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<td><strong>TRNA from 2017</strong></td>
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<tr>
<td>1</td>
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<tr>
<td>2 Media Award</td>
<td>5,500</td>
<td>5,500</td>
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<tr>
<td>3 E-News</td>
<td>0</td>
<td>0</td>
<td>This will be zero</td>
</tr>
<tr>
<td>4 Institute of Nursing Leadership</td>
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<td>5 Policy Scholars</td>
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<td>6 E-News Council</td>
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<td>This is over pulling difference to have council at zero</td>
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<tr>
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<tr>
<td>11</td>
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<td><strong>Income</strong></td>
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<td></td>
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<tr>
<td>14</td>
<td></td>
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<tr>
<td>15 40000 · Dues AAN</td>
<td>1,133,125</td>
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<td>1,133,125</td>
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<td>16 40100 · Dues Council</td>
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<td>17 40200 · Application Fees</td>
<td>113,750</td>
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<td>18 40220 · Initiation Fees</td>
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<td>19 40270 · Membership Late/reinstate fee</td>
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<td>20 40400 · Royalty Payments</td>
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<td>21 40500 · Grants</td>
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<td>22 40610 · Contributions Rheba</td>
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<td>23 40620 Unrestricted Contributions</td>
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<td>24 40610 Restricted Contributions</td>
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<td>25 40800 · Mailing Labels Sales</td>
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<td>26 40830 · E-News/Web Advertising</td>
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<td>27 40900 · Sales</td>
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<td>28 41000 · Application Fees Media Award</td>
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<td>29 41200 · Sponsorship Living Legend</td>
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<td>30 41500 · Expert Panels Income</td>
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<td>31 42000 Registration Fees-AAN</td>
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<td>32 42050 · Registration Fees-Council</td>
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<td>33 42053 Abstracts/Posters-Council/AAN</td>
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<td>34 42054 · AAN Conference CEUs</td>
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<td>35 42055 Council CEUs's Registration-Leadership Conf.</td>
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<td>36 42100 · Sponsorship Conference</td>
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<td>37 42200 · Exhibit Revenue</td>
<td>38,700</td>
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<td>38 42300 · Advertising Revenue</td>
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<td>39 42600 Convenience Fee</td>
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<td>40 43000 · Shipping Account</td>
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<td>41 48000 · Interest &amp; Dividends &amp; Net Partnership</td>
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<td><strong>Total New Income</strong></td>
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<td><strong>Total TRNA from 2017 carry forward</strong></td>
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<td><strong>Grand Total Income</strong></td>
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<td><strong>Expense &amp; Indirect %</strong></td>
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<td>48 6000 · Salaries</td>
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<td>49 60100 · Payroll Taxes</td>
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<td>50 60200 · Benefits</td>
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<tr>
<td>51 61000 · Advertising &amp; Recruiting</td>
<td>3,100</td>
<td>3,960</td>
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<td>52 61050 · Abstract Submissions</td>
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<td>53 61060 CE Credits</td>
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<td>54 61070 · Audio Visual</td>
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<td>55 61201 · Bank Fees</td>
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<td>56 61210 · Investment Expenses</td>
<td>19,000</td>
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<td>57 61301 · Credit Card fees</td>
<td>112,700</td>
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<td>58 61450 · Books &amp; Reference Material</td>
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<tr>
<td>59 61600 · Conference (all others not Annual Conf)</td>
<td>180,000</td>
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</table>
# American Academy of Nursing Inc.
**FINAL 2018 Budget**

<table>
<thead>
<tr>
<th>Item</th>
<th>Amount</th>
<th>Change</th>
<th>Percentage Change</th>
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<tr>
<td>60 AAN Annual Conference ONLY</td>
<td>613,500</td>
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<td>Increase 4%</td>
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<tr>
<td>61 Conference Items</td>
<td>25,000</td>
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<tr>
<td>62 Communications/Mktg</td>
<td>65,200</td>
<td>2,000</td>
<td>Increase by 3%</td>
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<tr>
<td>63 Fellows Selection Committee</td>
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<td>Mktg exp &amp; Committee travel</td>
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<tr>
<td>64 Consulting Services</td>
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<tr>
<td>65 Consulting Travel</td>
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<td>66 Dues and Subs</td>
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<td>6,720</td>
<td>100,270 Strategic Partnerships/pub subs</td>
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<td>67 Expert Panels</td>
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<td>68 Grants to Others</td>
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<td>69 Honorarium</td>
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<td>71 Jewelry &amp; other items to sell</td>
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<td>55,520 Decrease 51% implementation complete</td>
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<td>90 Computer &amp; Network support</td>
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<td><strong>Total Expense</strong></td>
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<tr>
<td><strong>Net Ordinary Income</strong></td>
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