

Southern Region Council Meeting

December 13, 2012

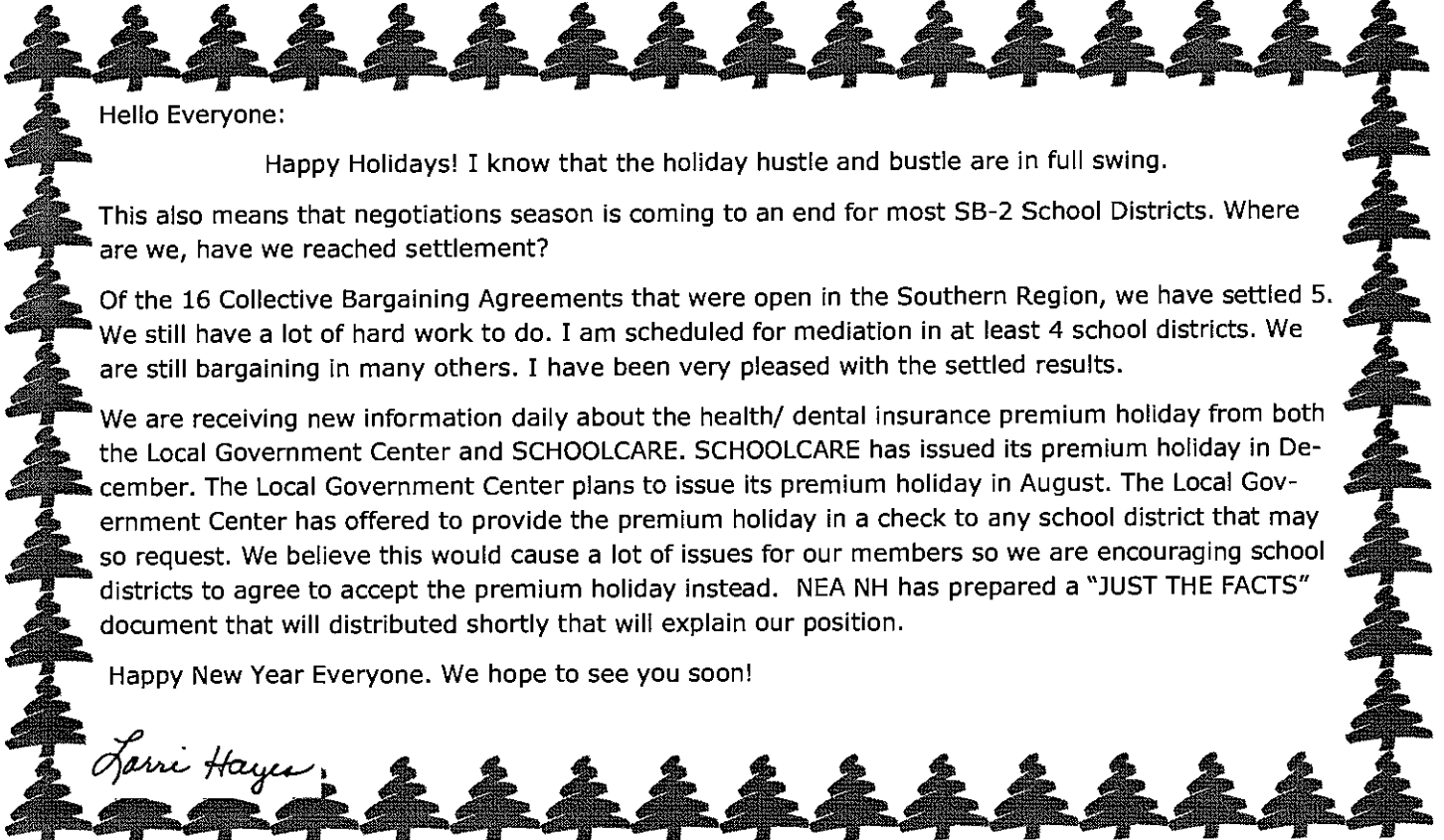
AGENDA

- I. Reports:
  - a. Co-Chair Report (Exec. Bd. Seats Open)
  - b. Treasury Report
  - c. NEA NJ Executive Board Report
  - d. Secretary/November Minutes
  
- II. Old Business
  - a. Conference Support
  - b. Budget
  
- III. New Business
  - a. Combined Southern/South Central Trainings
  - b. Instructional Conference/Summer Learning
  - c. Change February Meeting to Feb 5 to accommodate budget hearing
  - d. Regional Budget/Conference Support
  
- IV. Other:
  - a. Next Meeting: January 17 - *clarify*
  - b. Yankee Swap

# UniServ Director's Report

December, 2012

*Lorri Hayes, Southern Region*



Hello Everyone:

Happy Holidays! I know that the holiday hustle and bustle are in full swing.

This also means that negotiations season is coming to an end for most SB-2 School Districts. Where are we, have we reached settlement?

Of the 16 Collective Bargaining Agreements that were open in the Southern Region, we have settled 5. We still have a lot of hard work to do. I am scheduled for mediation in at least 4 school districts. We are still bargaining in many others. I have been very pleased with the settled results.

We are receiving new information daily about the health/ dental insurance premium holiday from both the Local Government Center and SCHOOLCARE. SCHOOLCARE has issued its premium holiday in December. The Local Government Center plans to issue its premium holiday in August. The Local Government Center has offered to provide the premium holiday in a check to any school district that may so request. We believe this would cause a lot of issues for our members so we are encouraging school districts to agree to accept the premium holiday instead. NEA NH has prepared a "JUST THE FACTS" document that will be distributed shortly that will explain our position.

Happy New Year Everyone. We hope to see you soon!

*Lorri Hayes*



Due to the reorganization of regions in July, all Executive Board positions for the upcoming elections from each NEA -NH Region are open. The seats and their associated terms are listed below. Candidates must indicate which seat and term they are filing for on their application.

Successful candidates will begin their service on July 1, 2013.

***NEA-NH Secretary-Treasurer is a three-year term with one to be elected.***

***Open Executive Board seats include: Southern Region - 3 Seats: ONE 1-year term, and TWO 2-year terms***

***Delegates to the NEA Representative Assembly are elected for 2-year terms. Southern Region - 2 Delegates***

#### Filing Procedures:

All candidates for office must file in writing for the office which they wish to run with the Elections Committee, c/o Rick Trombly, NEA-NH, 9 South Spring Street, Concord, NH 03301 or [rtrombly@nhnea.org](mailto:rtrombly@nhnea.org).

Candidates' names will appear on the ballot as they appear on the filing.

"In writing" means that the Elections Committee must physically receive such notification by letter or e-mail by the close of business (5:00 p.m.) on Tuesday, Jan. 15, 2013.

**MEMBERSHIP MATTERS*****The Art of Communication***

***What's the most common mistake in membership recruitment? Hitting the potential member with a sales pitch before you have any idea what the person is all about—what he or she wants or cares about.***

***How do you learn about the prospective member? You listen to him and ask questions.***

***How do you get him or her to talk to you? You ask open-ended questions—questions that get the other person to talk to you. By listening, we learn about the potential member. By learning about him or her, we discover which points will be most effective when the time comes to close the membership recruitment. By listening, we learn which of the association's strengths will be most effective with the prospective member.***

***One more point to bear in mind: Remember that we don't want to wear out a prospective member with a conversation that turns into a marathon debate.***

***"It has been said that the cheapest concession you can make to the other side is to let them know that they have been heard."***

***Getting to Yes by: Robert Fisher and William Ury***

**NHREA Announces Annual Scholarships**

The New Hampshire Retired Educators Association offers two \$1500 awards annually to graduates of New Hampshire secondary schools. Applicants must be pursuing a course of study leading to teacher certification and in their junior year of a four-year program, or in their senior year of a five-year program at an accredited college or university.

The Irene W. Hart Memorial Scholarship is awarded to a New Hampshire student who is completing their course of studies at an accredited New Hampshire college or university. The award is named in honor of a Concord, NH high school English teacher who passed away in 1995 at the age of 98. She devoted many years of her life to educational and professional causes.

The NHREA Memorial Scholarship is awarded to a New Hampshire student completing their course of study at a non-New Hampshire accredited college or university.

Applications are due by May 1 of each year. Forms may be obtained online at the NEA-NH website, from retired NH educators, local associations and by writing to NHREA Applications c/o NEA-NH, 9 South Spring Street, Concord, NH 03301 to request a copy.

*The next Southern Region Council Meeting will take place on Thursday, January 10th, 2013 at the Manchester NEA NH Office. Tuesday, February 5th will be both a budget hearing and regional council meeting. We look forward to seeing you there.*

***THE DEADLINE FOR SUBMISSION OF DELEGATE NAMES IS FAST APPROACHING***

**ACCORDING TO ARTICLE VII, SECTION 5: ASSEMBLY OF DELEGATES, ALL NAMES OF DELEGATES AND/OR ALTERNATES MUST BE SUBMITTED TO NEA-NH BY DECEMBER 15.**

**SUBMIT YOUR NAMES, AND ANY QUESTIONS YOU MAY HAVE, TO DEBRA SHEPARD AT DSHEPARD@NHNEA.ORG.**

	<i>Southern Region Potential Membership</i>	<i>2012-13</i>	<i>% of membership</i>
	<i>Potential (total barg unit)</i>	<i>Actual Mbrs</i>	
AMHERST EA	135	138	98.00%
AMHERST SSA	89	44	49.00%
BEDFORD EA	359	251	70.00%
BEDFORD EPA	250	49	20.00%
BEDFORD ESSA	38	7	18.00%
BROOKLINE ESSA	41	13	32.00%
BROOKLINE TA	56	42	75.00%
HAMPSTEAD ASSN SS	75	54	72.00%
HAMPSTEAD EA	102	89	87.00%
HAMPSTEAD SUPPORT PA	15	10	67.00%
HOLLIS EA	181	136	75.00%
HOLLIS ESSA	128	56	44.00%
LITCHFIELD EA	124	122	98.00%
MERRIMACK ESSA	95	81	85.00%
MERRIMACK T A	360	239	66.00%
MILFORD EPA	24	12	50.00%
MILFORD ESSA	104	43	41.00%
MILFORD TA	221	155	70.00%
MT VERNON EA	26	25	96.00%
PELHAM EA	155	150	97.00%
PELHAM ESPA	105	98	93.00%
SALEM A FOOD SER PER	37	15	41.00%
SALEM E A	351	307	87.00%
SALEM ED PERSONNEL	22	15	68.00%
SALEM ESPA	186	64	34.00%
SALEM SCHOOL CUSTODIA	35	26	74.00%
WINDHAM EA	232	219	94.00%

MOCN3021

## NEA-NEW HAMPSHIRE Monthly/Annual Membership Comparison

Last day of current month: 12/31/12

Last day of prior month: 11/30/12

Last day of prior year: 8/31/12

SOUTHERN 07

Local	Current Month	Prior Month	Change CM/PM	Prior Year	Change CY/PY
AMHERST EA	138	138	0	140	-2
AMHERST SSA	44	44	0	50	-6
BEDFORD EPA	48	48	0	53	-5
BEDFORD ESSA	7	7	0	6	1
BROOKLINE ESSA	13	13	0	16	-3
BROOKLINE TA	42	42	0	44	-2
HAMPSTEAD ASSN SS	54	54	0	56	-2
HAMPSTEAD EA	89	89	0	91	-2
HAMPSTEAD SUPPORT PA	10	10	0	9	1
HOLLIS ESSA	56	56	0	54	2
LITCHFIELD EA	122	122	0	118	4
MERRIMACK ESSA	81	81	0	82	-1
MERRIMACK T A	239	239	0	240	-1
MILFORD EPA	12	12	0	13	-1
MILFORD ESSA	43	43	0	42	1
MILFORD TA	155	155	0	156	-1
MT VERNON EA	25	25	0	26	-1
PELHAM ESPA	98	98	0	101	-3
SALEM A FOOD SER PER	15	15	0	16	-1
SALEM E A	308	308	0	314	-6
SALEM ED PERSONNEL	15	15	0	14	1
SALEM ESPA	64	64	0	68	-4
SALEM SCHOOL CUSTODIANS EMPLOYEES ASSOCIATION	26	26	0	26	0
WINDHAM EA	219	219	0	212	7
<b>Summary</b>	<b>1,923</b>	<b>1,923</b>	<b>0</b>	<b>1,947</b>	<b>-24</b>

MOCN3021

# NEA-NEW HAMPSHIRE Monthly/Annual Membership Comparison

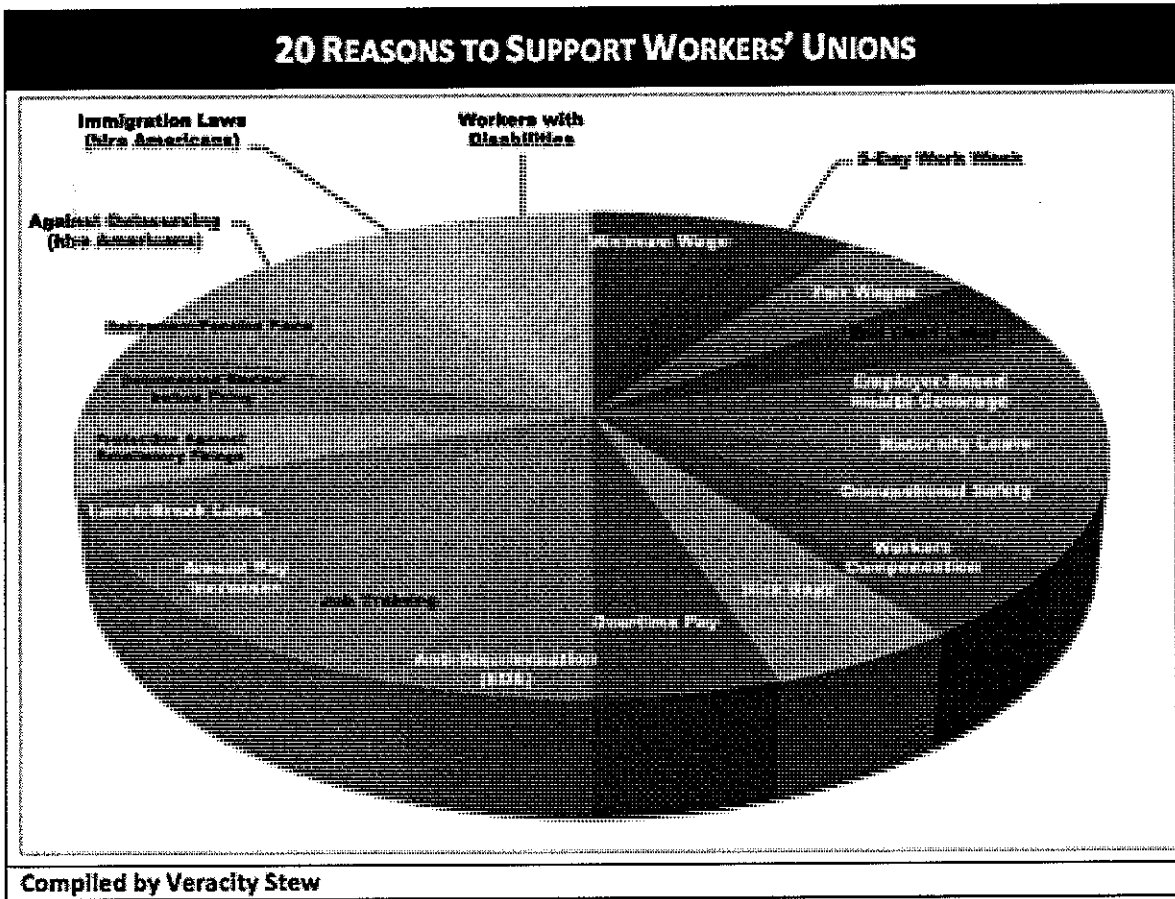
Last day of current month: 12/31/12

Last day of prior month: 11/30/12

Last day of prior year: 8/31/12

## CPESS CENTRAL 11

Local	Current Month	Prior Month	Change GM/PM	Prior Year	Change CY/PY
BEDFORD EA	251	251	0	252	-1
HOLLIS EA	136	136	0	138	-2
PELHAM EA	150	150	0	153	-3
<b>Summary</b>	<b>537</b>	<b>537</b>	<b>0</b>	<b>543</b>	<b>-6</b>



# I've Always Hated The Idea Of Labor Unions, But It May Be Time To Reconsider

Henry Blodget | Dec. 2, 2012, 9:46 AM | 18,322 | 139

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I've always hated the idea of labor unions.

Why?

Several reasons.

- They create an "us versus them" culture within companies, instead of putting everyone on the same team
- They create a culture of entitlement
- They restrict flexibility and hurt competitiveness
- They drive companies to move jobs out of the country, to places where there are no unions
- They often become career employment for their leaders, who pay themselves well (much better than the workers they're representing)
- They maintain ludicrous compensation and benefit levels for jobs based purely on seniority (some bartenders in one of the New York hotel unions, for example, apparently make ~\$200,000 a year)
- They force companies to treat all union employees equally, regardless of the relative skill and value of particular employees--thus reducing incentives for people to do a great job
- Etc.

And all those are indeed negatives.

But we've now developed a bigger problem in this country.

Namely, we've developed inequality so extreme that it is worse than any time since the late 1920s.

Contributing to this inequality is a new religion of shareholder value that has come to be defined only by "today's stock price" and not by many other less-visible attributes that build long-term economic value.

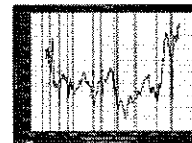
Like many religions, the "shareholder value" religion started well: In the 1980s, American companies were bloated and lethargic, and senior management pay was so detached from performance that shareholders were an afterthought.

But now the pendulum has swung too far the other way. Now, it's *all about* stock performance--to the point

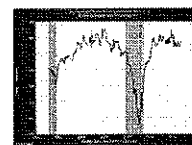


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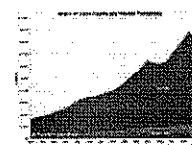
## See Also



These Two Charts Show How The Priorities Of US Companies Have Gotten Screwed Up



Okay, It's Time For Some Actual Facts About Our Economic Recovery



Okay, Folks, Let's Put Aside Politics And Talk About Taxes... [CHARTS]



where even good companies are now quietly shafting other constituencies that should benefit from their existence.

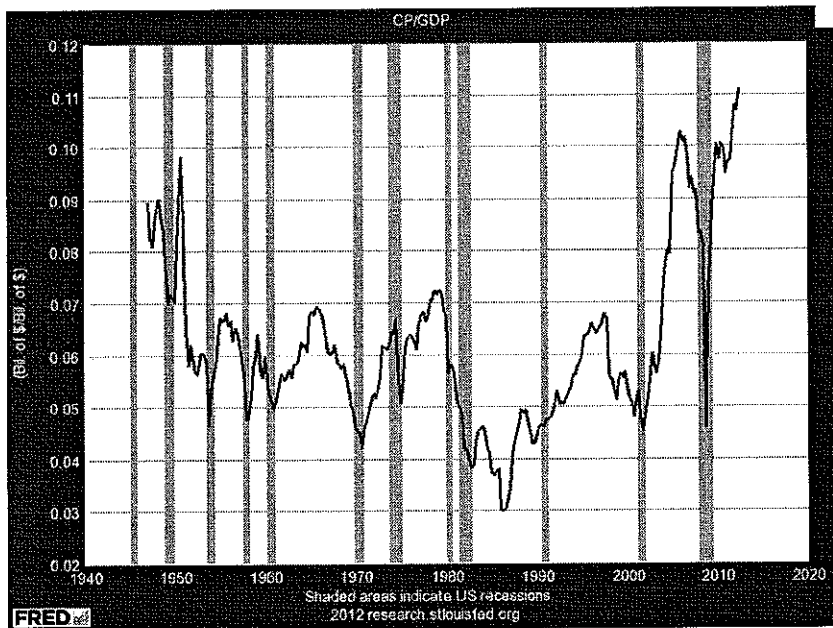
Most notably: Rank and file employees.

Great companies in a healthy and balanced economy don't view employees as "inputs." They don't view them as "costs." They don't try to pay them "as little as they have to to keep them from quitting." They view their employees as the extremely valuable assets they are (or should be). Most importantly, they *share their wealth* with them.

One of the big problems in the U.S. economy is that America's biggest companies are no longer sharing their wealth with rank and file employees.

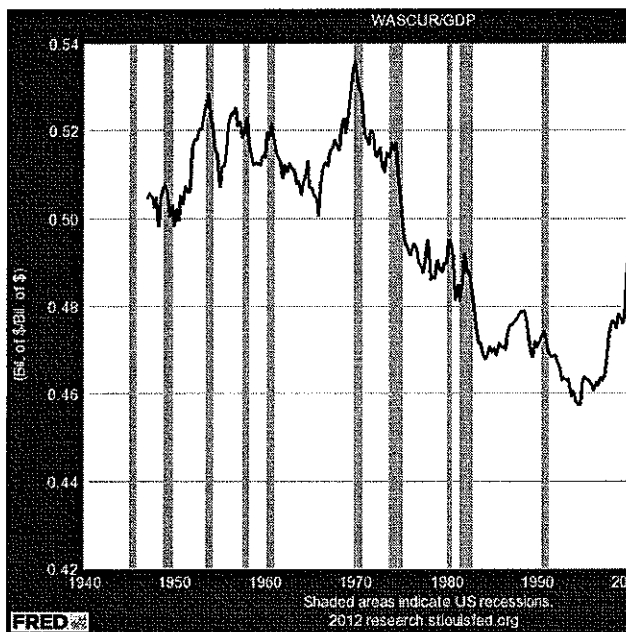
Consider the following two charts:

**1) Corporate profit margins just hit an all-time high.** Companies are making more per dollar of sales than they ever have before.



Business Insider, St. Louis Fed

**2) Wages as a percent of the economy are at an all-time low.** This is closely related to the chart above. One reason companies are so profitable is that they're paying employees less than they ever have before.



Business Insider, St. Louis Fed

When presented with these charts, many people invoke one of two arguments. First, technology is making employees irrelevant. Second, low-skill jobs command low pay.

Both of these arguments miss key points: Technology has been making some jobs obsolete for 200+ years now, but it is only recently that corporate profit margins have gone through the roof. Just because you can pay full-time employees so little that they're below the poverty line doesn't mean you should--especially when retention is often a problem and your profit margin is extraordinarily high.

More broadly, what's wrong with this picture?

What's wrong is that an obsession with a narrow view of "shareholder value" has led companies to put "maximizing current earnings growth" ahead of another critical priority in a healthy economy: Investing in human and physical capital and future growth.

If American companies were willing to trade off some of their current earnings growth to make investments in wage increases and hiring, American workers would have more money to spend. And as American workers spent more money, the economy would begin to grow more quickly again. And the growing economy would help the companies begin to grow more quickly again. And so on.

But, instead, U.S. companies have become so obsessed with generating near-term profits that they're paying their employees less, cutting capital investments, and under-investing in future growth.

This may help make their shareholders temporarily richer.

But it doesn't make the economy (or the companies) healthier.

And, ultimately, as with any ecosystem that gets out of whack, it's bad for the whole ecosystem.

So, for the sake of the economy, we have to fix this problem.

Ideally, we would fix it by getting companies to *voluntarily* share more of their wealth with their employees.

But the "shareholder value" religion has now been so thoroughly embraced that any suggestion of *voluntary sharing* is viewed as heresy.

(You've heard all the responses: "The only duty of a company is to produce the highest possible return for its owners!" "If employees want to make more money, they should go start their own companies!" Etc. Beyond basic fairness and the team spirit of we're-all-in-this-together, what these responses lack is any appreciation of the value of personal loyalty, retention, respect, and pride in the workforce. People love working for companies that treat them well. And they'll go to the mat for them.)

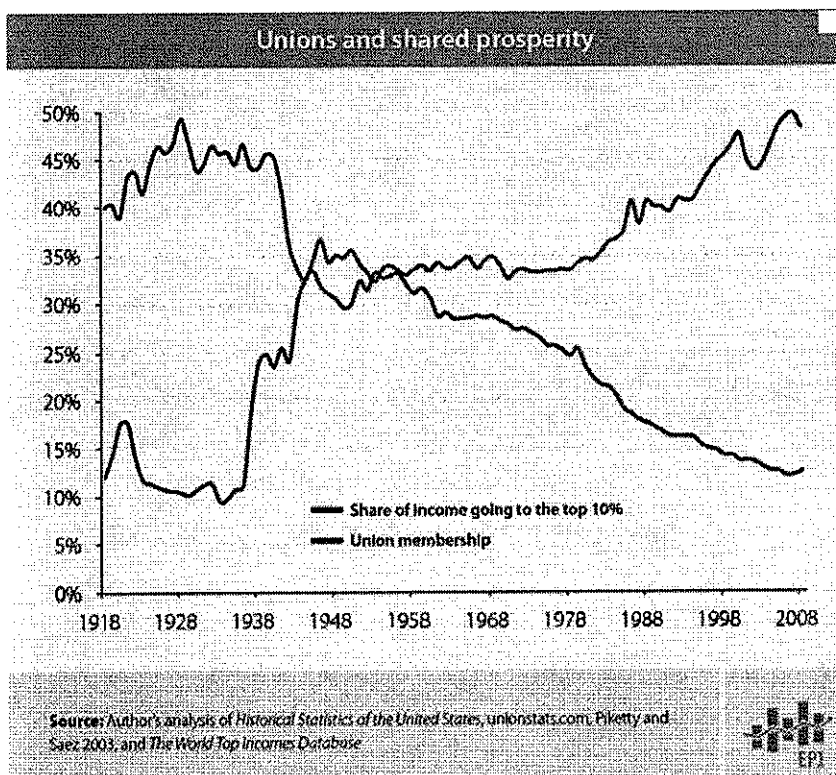
Anyway, it would be great if companies would start sharing their wealth voluntarily. But, as yet, with a couple of notable exceptions (Apple recently gave its store employees a raise it didn't need to give them), they've shown no signs of doing that.

So if companies can't be persuaded to do this on their own, maybe it's time to rethink our view of labor unions.

Although correlation is not causation, the chart below suggests that labor unions might be able to help induce companies to share their wealth, at least in some industries.

This chart is from EPI. It is based on the work of Piketty and Saez (the deans of inequality research).

The chart shows the correlation between the share of the national income going to "the 1%" with membership in labor unions. What it suggests is that, as unions have declined, income inequality has soared.



Again, right now in this country, we have the painful juxtaposition of the highest corporate profit margins in

history, combined with one of the highest unemployment rates in history. We also have the lowest wages in history as a percent of the economy.

That's not good for the economy... because rich people can't buy all the products we need to sell to have a healthy economy (they can't eat that much food or drive that many cars, for example).

And it's also just not right.

Healthy capitalism is not about "maximizing near-term profits." It is about balancing the interests of several critical constituencies:

- Shareholders
- Customers
- Employees
- Society, and
- The Environment

It's time more of our business leaders started to understand that.

**SEE ALSO: DEAR AMERICA: You Should Be Mad As Hell About This**

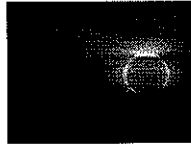
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## How Chicago Teachers Got Organized to Strike

Norine Gutekanst

Labor Notes

November 12, 2012

<http://labornotes.org/2012/10/how-chicago-teachers-got-organized-strike>

The seven-day Chicago Teachers Union (CTU) strike in September didn't just beat back a mayor bent on imposing some very bad "education reforms." The union also developed a deep new layer of member leaders and won broad public support. One poll showed 66 percent of parents sided with us.

Our win was possible because of several years of patient organizing, focused on getting members to step up.

The work began with the election of a new leadership team from a reform caucus in June 2010. Many in the caucus had waged battles going back to 2001 against the school closings that were targeting Black and Latino neighborhoods.

We knew we had to build up the union to be ready to strike, if necessary, to defend our contract and our students. But the vast majority of our members had not experienced any of the nine strikes from 1967 through 1987. Leaders were committed to building a member-driven union to battle alongside parents and students and make our contract campaign one front in a bigger fight to save public education.

To get the members in fighting shape, our first step was to start an Organizing Department, made up mostly of teachers and paraprofessionals who came off the job to work for the union, with each organizer responsible for 100 schools in regional clusters.

We held trainings for delegates (the elected reps in each of more than 600 schools) and other activists, with workshops on contract enforcement, fighting school closings and charter proliferation, ways to fight for funding, how to use research, and engaging parents. Dozens of rank-and-filers spent summers being trained and working in the community in an organizing internship program.

### LEADERS IN EVERY SCHOOL

Staff organizers worked to develop leaders in every school. They came to know all their delegates: who had a lousy principal, who rarely ran union meetings, who had their building solid. Organizers ran school meetings to listen to members and activate them, not to "serve" them.

Members knew the threats were real: thousands of layoffs, funding cuts, and anti-union teacher-bashing in the press had made that clear. Organizers' goals were to educate members about where these attacks were coming from and to convince them that winning was possible if large numbers of us were in motion in the schools, streets, and communities.

Between October 2011 and February 2012 the Board of Education voted to close or "turn around" 17 schools, provoking huge fights that engaged many members and parents. Members showed up for regional union meetings, rallies, forums, alderman and legislator calls and visits, phonebanks, board of education meetings, budget hearings, buses to the state capital, and to testify at hearings on school closings.

The tactics of our coalition were confrontational and escalated throughout the effort. We disrupted and took over a board meeting; parents and community activists occupied a school; and community organizations led a vigil outside the mayor's home. These actions built members' confidence in the types of tactics we would use during the strike and provided visible examples of joint union-community action.

In every action, we stressed the big picture: that our fight was about a better school day and getting the resources into neighborhood schools instead of charter schools. We made it clear that the union was not alone, but part of a broad coalition. We called the board's policies racist and pointed out that, in Black and Latino communities, students, teachers, and schools were set up to fail, paving the way for closings and privatized charters.

## CONTRACT CAMPAIGN

Action Committees. A year before the contract expired, we started up Contract Action Committees in each building. Each committee member was responsible for

communicating with about 10 employees face-to-face, including teachers and paraprofessionals, as well as the engineers, security staff, and lunchroom workers in other unions.

The message was always for members to build their own local activities and reach out to parents and community, particularly through the local school council meetings.

The committees circulated an open letter for parents and teachers to sign. The letter said that, if we were going to have a longer school day, it must be a better school day, with a rich curriculum, more social workers and counselors, and high-quality facilities.

This letter helped committee members develop their organizing skills by talking to every CTU member in their building, and it built their confidence at engaging with parent leaders.

Developing Bargaining Demands. To develop our demands, we went to our 28 existing member committees, which cover topics like early childhood, substitutes, special ed, testing, and many more. Each committee came up with demands, and we gathered additional input at regional union meetings. Demands were finalized in our Professional Problems Committee with lots of rank-and-file involvement.

Regional Meetings. We held after-school regional meetings, open to all, at multiple locations around the city. Whenever a big issue came up, such as the anti-

union "Performance Counts" legislation in late 2011, we emailed members to come listen and say what they thought.

We also held regional meetings specifically for the often-neglected paraprofessionals.

Phonebanking. We made it a point to phonebank members who were new, those who were the lowest paid and the least protected, beginning at the start of 2012. Members trained by the organizing department (sometimes volunteering and other times paid) described what the board was doing, heard members' thoughts, and projected a vision of how we could win.

In these calls members were asked to do something-such as come out to our big rally, attend a training, get involved in their school's contract committee, or fill buses to the state capital. We tracked how willing they were to vote for a strike.

Bargaining Team. We convened a big bargaining team-30 members drawn from all sectors, seniority ranges, job categories, and caucuses. This happened right after we took office because we had to bargain over the layoffs of 1,500 members. We brought in the best leaders from other caucuses, which worked well to create buy-in and cooperation.

Special Report. Our research department produced a 45-page report with graphs, charts, photos, and data-The Schools Chicago's Children Deserve-that projected a vision in which every child, regardless of her parents'

income or zip code, would get a world-class education.

This report was pivotal in building support, both within our ranks and among parents. We circulated it everywhere, among parents and politicians, education experts and the press. It called the Chicago system "educational apartheid."

That crucial phrase, regularly used by union leaders, helped show that the union was on the side of Black and Latino children and was willing to be direct about it. Jesse Jackson picked it up. The report made it clear to anyone what CTU was fighting for, and backed it up with research showing what children need.

We also distilled the report into a 10-point one-pager in English and Spanish and took it to every meeting.

#### STRIKE VOTE

In 2011 the Illinois legislature passed a law that the CTU would need the votes of 75 percent of all members (not just of those voting) to call a strike. To beat that threshold, we couldn't go into the vote cold.

Practice Vote. We wanted to vote before the school year was over, while the issues were hot and members were having daily conversations with each other. We took a dry run May 10. Members at their schools took a four-question poll with questions that would elicit a yes ("Do the Board's bargaining proposals disrespect CTU members?").

This practice vote allowed us to test our machinery and signal to members that a strike vote was coming. Rank-and-file leaders had to drive turnout on a scale they had not experienced before.

Ninety-eight percent rejected the board's proposals, with 21,000 of 26,000 members participating-showing that the contract campaign had worked.

Even before this, when organizers went out to schools for meetings, we would ask for a show of hands on "How many would vote for a strike?" And spontaneous "mock" strike votes were bubbling up from the membership, simply because they were so angry at the board. We would get calls from delegates: "My staff met yesterday and we voted 98 percent to strike."

Rally. On May 23, after many phone calls, emails, and school meetings and three weeks before school would end for the semester, 7,000 members wearing their red CTU t-shirts swarmed downtown to a march and rally.

Our signs said "Yes to Respect," "Yes to Smaller Classes," and "Yes to Student Needs." The huge turnout bolstered the rising mood of exhilaration and power. Teachers sang along to Dolly Parton's "9 to 5" and Aretha Franklin's "Respect." Two parents and a high school student gave stirring speeches.

When President Karen Lewis, a veteran science teacher, spoke, a chant went up: "Strike! Strike! Strike!"-led by members, not the officers.

The march merged us with Stand Up Chicago, a union-sponsored group that stages militant actions against millionaires and bankers. Thousands of Stand Up protesters and the downtown public greeted CTU members with cheers and support, helping win over those who had been fearful of public reaction if we were to strike.

"I've never been so proud of being in the union," people said afterwards.

Strike Vote. The tremendous energy of the rally propelled us to the strike authorization vote, with a delegate in charge at each school and a secret ballot. A worker center ally recruited clergy to observe the vote count in anticipation of Board of Ed accusations of fraud.

After two years of preparation, 90 percent of teachers- and 98 percent of those voting-voted to authorize a strike.

\* \* \*

Norine Gutekanst is a former third-grade bilingual teacher who now heads CTU's Organizing Department.



Report ID: GL57002N  
 Bus. Unit: NHEA1--NEA-NEW HAMPSHIRE  
 Ledger: ACTUALS -- NEA-NEW HAMPSHIRE  
 For Fiscal Year 2013 Period 1 to 12  
 Account: 4326 Cost Ctr: 04 SID: ALL Project ID: ALL Sort Sequence: Account

PeopleSoft GL  
 GENERAL LEDGER - DETAIL

Account Description	Cost Ctr	SID	Proj	Jrnl Date	Journal ID	Jrnl In Ref	Source	Voucher ID	Debit	Credit	Balance	
4326 REGIONAL TRAINING-SOTHEGAN	0											
GRANITE-008 SOUTHERN REGIONAL				10/03/2012	AP00332323		AP	00052830	140.00	0.00		
STOHL-001 SOUTHERN REGIONAL C				10/08/2012	AP00332770		AP	00052913	26.98	0.00		
MATTIAND-001				10/08/2012	AP00332770		AP	00052912	13.77	0.00		
KIRBY-002 SOUTHERN REGIONAL C				10/08/2012	AP00332770		AP	00052911	26.98	0.00		
IANNICCI-001				10/08/2012	AP00332770		AP	00052910	8.33	0.00		
HOBS-001 SOUTHERN REGIONAL C				10/08/2012	AP00332770		AP	00052909	30.53	0.00		
GAGNE-003 SOUTHERN REGIONAL C				10/08/2012	AP00332770		AP	00052908	8.88	0.00		
ERSTEIN-001 SOUTHERN REGIONAL				10/08/2012	AP00332770		AP	00052907	22.20	0.00		
BELFIORE-001 SOUTHERN REGIONAL				10/08/2012	AP00332770		AP	00052906	18.65	0.00		
ARSENALTL-001 SOUTHERN REGIONAL				10/08/2012	AP00332770		AP	00052905	24.20	0.00		
OMENS-001 SOUTHERN REGIONAL C				10/08/2012	AP00332770		AP	00052894	35.52	0.00		
GRANITE-008 SOUTHERN REGIONAL				10/23/2012	AP00333630		AP	00053016	140.00	0.00		
ARSENALTL-001 SOUTHERN REGIONAL				10/24/2012	AP00335298		AP	00053084	24.20	0.00		
BALLARD-001 SOUTHERN REGIONAL				10/24/2012	AP00335298		AP	00053085	20.87	0.00		
BELFIORE-001 SOUTHERN REGIONAL				10/24/2012	AP00335298		AP	00053086	18.65	0.00		
GRANDERL-001 SOUTHERN REGIONAL				10/24/2012	AP00335298		AP	00053087	33.30	0.00		
GAGNE-003 SOUTHERN REGIONAL C				10/24/2012	AP00335298		AP	00053088	8.88	0.00		
HOBS-001 SOUTHERN REGIONAL C				10/24/2012	AP00335298		AP	00053089	30.53	0.00		
HOBS-001 SOUTHERN REGIONAL C				10/24/2012	AP00335298		AP	00053090	30.53	0.00		
KIRBY-002 SOUTHERN REGIONAL C				10/24/2012	AP00335298		AP	00053091	26.98	0.00		
MATTIAND-001 SOUTHERN REGIONAL				10/24/2012	AP00335298		AP	00053092	13.77	0.00		
MATTIAND-001 SOUTHERN REGIONAL				10/24/2012	AP00335298		AP	00053093	13.77	0.00		
OMENS-001 SOUTHERN REGIONAL C				10/24/2012	AP00335298		AP	00053095	35.52	0.00		
OMENS-001 SOUTHERN REGIONAL C				10/24/2012	AP00335298		AP	00053096	35.52	0.00		
STOHL-001 SOUTHERN REGIONAL C				10/24/2012	AP00335298		AP	00053097	26.98	0.00		
STOHL-001 SOUTHERN REGIONAL C				10/24/2012	AP00335298		AP	00053098	51.98	0.00		
PARIS-001 SOUTH CENTRAL REGIO				10/25/2012	AP00335298		AP	00053146	17.76	0.00		
Monthly SubTotals : Begin Balance =>										0.00		
Monthly SubTotals : Begin Balance =>										885.28		
Monthly SubTotals : Begin Balance =>										146.32	0.00	1.031.60

Report ID: GJST7002N  
 Bus. Unit: NHBAL-NDA-NEW HAMPSHIRE  
 Ledger: ACTUALS -- NDA-NEW HAMPSHIRE  
 For Fiscal Year 2013 Period 1 to 12  
 Account: 4326 Cost Cntr: 04 SID: ALL Project ID: ALL Sort Sequence: Account

PeopleSoft GI  
 GENERAL LEDGER - DETAIL

Account	Description	Cost Cntr	SID	Proj	Jrnl Date	Jrnl ID	Jrnl In	Ref	Source	Voucher ID	Debit	Credit	Balance
GRANTER-008	SOUTHERN REGIONAL				12/05/2012	AP00337476			AP	00053454	150.00	0.00	1,181.60
Monthly Subtotals : Begin Balance =>											1,031.60		
4326	REGIONAL TRAINING-SODHEGAN		0										0.00
Beginning Balance:													1,181.60
Total Activity:													1,181.60
Ending Balance:													1,181.60

Account 4326 Totals : Begin Balance => 0.00 1,181.60 0.00 1,181.60

**November 18, 2010**

**Fiscal Year 2010 - 2011**

**Income**

**Budgeted**

<b>Budgeted</b>	<u>Dues</u> \$3,858	<u>Training</u> \$2,000	<u>NEA/NH</u> \$6,000	<b>\$11,858</b>
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**Actual**

<u>Regional Dues</u>	<u>Budgeted</u>	<u>Actual</u>	<u>Training</u>	<u>NEA/NH</u>	
Amherst EA	\$276.00		Fall		
Amherst SSA	\$90.00				
Bedford EA	\$544.00		\$0.00	\$0	
Bedford ESSA (Bedford custodians)	\$14.00				
Bedford EPA( Paras, secretaries and food service)	\$122.00				
Brookline ESSA	\$40.00				
Brookline TA	\$94.00		Spring		
Goffstown EA	\$318.00				
Goffstown ESSA	\$82.00		\$0		
Hollis ESSA	\$130.00				
Hollis EA	\$294.00				
Litchfield EA	\$244.00				
Mascenic EA	\$166.00				
Mascenic ESSA	\$36.00				
Merrimack ESSA	\$168.00				
Merrimack TA	\$496.00				
Milford ESSA (Milford Paras)	\$86.00				
Milford EPA (Milford Custodians)	\$28.00				
Milford TA	\$304.00				
Mt. Vernon EA	\$48.00				
New Boston EA	\$62.00				
New Boston SSA	\$48.00				
Wilton/Lyndeborough CTA	\$124.00				
Wilton/Lyndeborough CSSA	\$44.00				
	<u>\$3,858</u>		<u>\$0.00</u>	<u>\$0</u>	<u>\$0.00</u>

**Difference between Actual and Budgeted Income**      **-\$11,858.00**

**Actual Expenses as of November 18, 2010**

**Fiscal Year 2010 - 2011**

	<u>Training</u>	<u>Stipends</u>	<u>Council Meetings</u>	<u>Scholarships</u>	<u>Grants</u>	<u>Budgeted</u>
<b>Budgeted</b>	<u>\$3,000</u>	<u>\$900.00</u>	<u>\$4,000</u>	<u>\$3,600</u>	<u>\$358</u>	<b>\$11,858</b>
<b>Actual</b>	<u>Training</u>	<u>Stipends</u>	<u>Council Meetings</u>	<u>Scholarships</u>	<u>Grants</u>	
Fall	\$0.00	Chair \$300.00			\$0.00	
Spring	\$0.00	Vice Chair \$200.00	Mileage \$0.00	\$0.00		
		Secretary \$200.00	Meals \$0.00			<b>Actual</b>
		Treasurer \$200.00				
<b>Total</b>	<u>\$0.00</u>	<u>\$900.00</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>\$0.00</u>	<b>\$0.00</b>
<b>Actual Compared to Budget</b>	<u>\$3,000.00</u>	<u>\$0.00</u>	<u>\$4,000.00</u>	<u>\$3,600.00</u>	<u>\$358.00</u>	<b>Budgeted</b>
<b>Difference between Budgeted and Actual Expenses</b>						<b>-\$11,858.00</b>
<b>Difference between Actual Income and Actual Expenses</b>			<b>\$0.00</b>			

Breakout of Certain Expenses

Council Meeting Sub Totals

Mileage

September	\$0.00
October	
November	
December	
January	
February	\$0.00
March	
April	
May	
June	
Total	<u>\$0.00</u>

Meetings (meals)

September	
October	
November	
December	
January	
February	
March	
April	
May	
June	
Total	<u>\$0.00</u>

Total Mileage 3,735 Fiscal Year 09/10

Total for Council Meetings \$0.00

Scholarships

Event	Applicant	Local	Amount Requested
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\$0.00