

**NEVADA STATE BOARD OF
PROFESSIONAL ENGINEERS
AND
LAND SURVEYORS**



**PUBLIC OUTREACH COMMITTEE
MEETING
July 11, 2022
Virtual Meeting**

1. Meeting Call to Order

2. Public Comment

3. Introductions

4. Approval of Minutes
Public Outreach
Committee Meeting
January 10, 2022

NEVADA STATE BOARD OF PROFESSIONAL ENGINEERS AND LAND SURVEYORS
Minutes of the Public Outreach Committee Meeting
Held virtually (Zoom) at 3:00pm Monday, January 10, 2022

Committee members participating via video conferencing were Committee Chair Robert Fyda, PE; Karen Purcell, PE; and Thomas Matter, Public Member. Also joining were Patty Mamola, Executive Director; Murray Blaney; Operations/Compliance, Derek Vogel.

1. **Meeting conducted by Committee Chair Robert Fyda, call to order and roll call to determine presence of quorum. Committee members: Karen Purcell and Thomas Matter.**

A quorum was present.

2. **Public comment period.**

There was no public comment.

3. **Introductions**

Introductions were forgone.

4. **Approval of March 10, 2021, Public Outreach Committee meeting minutes.**

A motion was made by Ms Purcell to approve the March 10, 2021 POC meeting minutes, Mr Fyda seconded, and the motion passed.

5. **Consider social media metrics/analytics for 2021 in comparison to previous campaign.**

Mr Vogel gave a summary explanation of the Social Media Strategy 2022 document he sent prior to the meeting. In order to best determine whether or not to restart a social campaign, he recommended doing a level set, comparing two 6-month time periods—January to June 2021 and June to December 2021. He said that comparing those time periods will show us the results we got from regular posting compared to sporadic posting.

Mr Vogel asked everyone to look at the comparison table in the document, showing that the number of followers has gone up in both time periods, but the trajectory has slowed dramatically without a regular posting schedule.

Mr Vogel explained that we did 27 posts from January to June, and only 4 posts from June to December. He explained that we were not likely to lose followers, but that our visibility to followers' social feeds will likely decline.

Ms Mamola commented that she thinks the results are inconclusive to prove that continued posting would have generated more followers. She said the good news is that we've added a few followers, but we haven't lost any.

Mr Blaney said that what we have lost is engagement, measured by viral impressions and others. Moving forward we won't necessarily add followers, but we hope to reengage followers. The mechanism is in place for us to continue.

Mr Vogel recommended building a new calendar that is geared more to a younger audience—undergrads and recent grads—to reach them on the value of licensure.

Ms Mamola commented that our postings have gone down, but we are just working within the limitations of the budget.

Mr Blaney added that the ROI on social spending can be expensive compared to cost per impression advertising. He is pleasantly surprised that we didn't lose followers.

Mr Vogel noted that any marketing activity is more successful if you tie it to a plan and calendar. It gives us something to measure against. We'll want to make sure our goals are achievable and measurable.

Ms Purcell commented that she likes the plan of stepping up postings in the next 6 months.

Mr Matter asked what our goal is—engagement, conversations, information?

Mr Fyda responded that ideally the goal would be a split between a new generation of engineers and keeping our existing pool of older engineers.

Mr Blaney agreed with Mr Fyda and says we can use licensed engineers as a conduit to undergrads or recent grads. An example would be to get more information about determining what good experience is when you're applying for licensure. Start with blogs that push through posts. He mentioned an upcoming post for the SE exam and says that is the type of post that hopefully licensed engineers share with unlicensed engineers.

Mr Vogel added that we are looking for evangelists—ideally leaders of companies like you—to send out posts in the form of memos or internal messages to your companies.

Mr Blaney said we'll develop content aimed at UNR and UNLV. We will find out what they are interested in—how to earn credits toward a land surveying degree, how to get dual licensed, how many credits are required.

Mr Vogel said that since we are not selling a product, we'll have to measure our results differently. We'll continue to watch website traffic but track back to the social posts that led them there.

Mr Vogel summarized the recommendation for social platforms. Maintain the 3 we currently use—Linked In, Facebook, and Twitter— and reserve YouTube for special projects such as making Steve Hiner's ethics presentations available.

Ms Purcell agreed, and Mr Fyda asked if Twitter is even necessary.

Mr Vogel replied that LinkedIn is still the most effective platform, followed by Facebook with Twitter third. We would be conspicuous by our absence if we did not continue with Twitter.

Mr Blaney added that the incremental cost of Twitter is low. Once the content is created for the other platforms, it doesn't cost any more to post it on Twitter.

Mr Matter and Mr Vogel both noted that using board members to share their knowledge and experiences and examples of educational content has proven to be effective.

6. **Consider and discuss Strategic Plan tactics and action items drafted by staff based on prior Public Outreach Committee meeting discussions.**

Ms Mamola introduced the updated strategic plan, with a few strategies specifically related to public outreach. Under outreach goals, #2 Evolve technical capability to expand social media presence. She summarized the type of content to post, based on past successes as well as using upcoming calendar events. We have a couple blog posts in mind that will be linked from social media.

Ms Mamola continued, under #3 Increased visibility of the board, we participate in relevant industry and association events. Steve Heiner is doing a good job presenting to professional organizations. She mentions NCEES, International Engineering Alliance. This activity gives Nevada a voice. We created the Quality of Plans Submittals Task Force. We've made not of higher yield posts from the original social media campaign, and we will continue to build engagement where we can.

Mr Blaney gave an update on the board room camera which allows people to join meetings virtually to help build relationships and connect with the board.

Ms Mamola reiterated the importance of reaching out to freshmen capstone classes and undergrads at UNR and UNLV. David James is a good contact at UNLV.

Ms Mamola said we'll continue to increase the public's knowledge and the value of licensure. So, we're working to expand the content on the public section of the website. Key to that is we need to develop an elevator pitch that differentiates between licensed professionals and the generic engineer. Staff probably needs to have a brainstorming session to see what we can come up with.

Mr Blaney asked the group to pass along any examples that articulate the difference and said we could use it on our website.

Ms Mamola referenced Strategy #3 – increase kids' knowledge of what engineers and land surveyors do. She mentions our work through PAL, but also mentions that we all belong various groups, such as Rotary, Soroptimist, Future Cities. We should use those to talk about engineering.

Mr Matter and Ms Purcell had an exchange about their kids and STEM in schools and maybe there's a way for us to speak to them.

Ms Mamola commented that it's important to reach girls in elementary school.

Mr Blaney suggested using PAL.

Ms Mamola responded that she'll have to think about how to promote it in the PAL committee.

Mr Vogel commented that his daughter got interested in STEM in the 6th grade because of her teacher. Perhaps another pathway is through teachers.

Mr Matter offered his experience with his son going to a specific school that focuses on STEM. It's important to get the message to parents too.

Ms Purcell replied that kids don't realize that a licensed engineer or land surveyor is a thing. She said it's just about outreach and the earlier the better.

Ms Mamola then moved on to Strategy #6 – increased knowledge of the quality of experience required for potential licensees. We have blogs planned for this topic, but she emphasized the importance of getting that information to parents (of graduate engineers) and that staff will give that some thought.

Mr Fyda asked Ms Mamola if she or Ms Purcell speak at engineering graduation dinners.

Ms Mamola replied that Karen spoke at E-week. I have spoken at summer STEM camp for girls.

Ms Mamola moved on to Goal #3 – regulation. The strategy 2 under regulation is to increase relationship with key stakeholders. She said that virtual meetings have given initial applicants exposure to the board. Maybe we can mention social media at the end of meetings to increase engagement.

Mr Blaney suggested waiting until we have recent posts.

Ms Mamola agreed and mentioned the success we've had with emailing regulatory updates.

Mr Blaney said that we send out emails to 15,000 recipients each time, and we've sent out 7 or 8 emails. He said that we've gotten great feedback and we sometimes overlook the engagement we generate from traditional email.

Ms Mamola mentioned utilizing our government liaison as a resource to maintain relationship with various politicians. We've increased our visibility with our state leaders.

Ms Mamola moved on to Goal #4 – operational excellence, under strategy 4 is to increase transparency and communication with stakeholders, support functions, operations and initiatives and develop an annual report of board activities for public record. We will begin on the annual report before the end of the year.

7. **Consider and discuss next fiscal year public communications/social media efforts and budget needs.**

Ms Mamola said that staff is recommending we stay in the ballpark of our previous budgeted amount of \$17,500 for the fiscal year ending June 30, 2022. We may need to adjust if we do videos. We will direct \$4,000 to \$5,000 towards content and social media posts. We can discuss the budget at the next POC meeting.

Mr Blaney continued saying he thinks we should stay in the same range and that we've gained some savings by having Derek in house to do communications. We have about \$3,300 remaining for social media with \$1,200 spent to date.

Mr Fyda said he thinks we should continue the status quo right now. He asked when would we target these posts?

Mr Vogel said that staff will take the first pass at creating the calendar. It will be similar to the previous calendar, based on industry events. Spring will be more active because of all the annual events planned.

Mr Blaney encouraged the committee to pass along any ideas or if they are attending any events or speaking to let us know.

Mr Blaney commented that Patty did a blog post on taking the PE exam and that she took it twice. It was nice to show that board members are human too.

8. **Open discussion topics.**

There was no discussion.

9. **Next meeting date and location.**

Ms Mamola said that we could talk about the post calendar and 20-23 budget at the next Public Outreach Committee meeting.

10. **Public comment period.**

None.

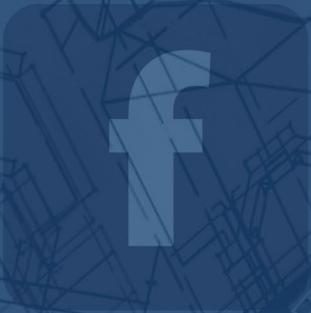
11. **Adjourn**

Mr Fyda adjourned the meeting.

Respectfully,

Patty Mamola
Executive Director

5. Consider Social Media Metrics/Analytics



Public Outreach Report

January– June 2022



Executive Summary

Six Month Recap and Conclusions

The Public Outreach Committee met January 10, 2022 to establish goals and success criteria for a 6-month social media program to run from January to June 30, 2022. The goals that were determined during the meeting include:

- Focus on younger audience (college students and recent grads)
- Two posts/month
- Leverage social engagement

Building on the findings from the previous campaign, it was agreed that the program would continue to use the performance of social platforms and web traffic to evaluate the program. It was also agreed that the social content would continue to be tied to strategic plan goals:

1. Outreach
2. Licensure
3. Regulation
4. Operational Excellence

The social program would continue to use the previous tactics by targeting younger audiences—namely undergraduate students and recent graduates. Some of the content will be delivered as “pass-through”-information that may first reach experienced professionals who would then share it with younger audiences.

Comparative Analytics

Because the social program from January-June 2022 used the same methodology and average frequency of the previous campaigns, we can compare the results to examine whether the tactics were effective. The following tables below show small, but consistent increases in followers. Analyzing followers is the most direct way to gauge engagement. There were larger increases in followers early in the program, when we posted 10 or more times per month. But the smaller increases in followers from April to December 2021 are commensurate to the decreased number of monthly posts.

NVBPELS Social Analytics January – June 2021

Month	TWT Posts	TWT Followers	LI Posts	LI Followers	FB Posts	FB Followers
Jan	10	42	10	192	10	98
Feb	11	42	11	203	11	105
March	12	45	12	211	12	117
April	1	44	1	226	1	130
May	1	45	1	228	1	135
June	1	45	1	230	1	134

NVBPELS Social Analytics July – December 2021

Month	TWT Posts	TWT Followers	LI Posts	LI Followers	FB Posts	FB Followers
July	0	47	0	232	0	137
Aug	0	47	0	236	0	143
Sep	0	47	0	238	0	156
Oct	1	47	1	242	1	162
Nov	0	46	0	244	0	161
Dec	2	45	2	246	2	167

NVBPELS Social Analytics Jan – June 2022

Month	TWT Posts	TWT Followers	LI Posts	LI Followers	FB Posts	FB Followers
Jan	1	45	1	247	1	185
Feb	2	45	2	249	2	189
March	2	46	2	252	2	196
April	2	48	2	256	2	197
May	2	49	2	261	2	197
June	1	50	1	276	1	211

Conclusions – Engagement Highlights

May – June 2022 yielded larger increases in followers, and it is likely the result of the posts that targeted our younger audiences. The graduation posts likely performed better because they are celebratory. But they also subtly deliver the message that the board is invested in graduates’ futures and the engineering and land surveying professions. The licensure post links to a blog on our website, which allows us to track click-through and engagement within our platform.



Overall Social Media Conclusions

We continue to see consistent spikes in engagement and organizational awareness every time we post content to social media within the platforms used (LinkedIn, Twitter, Facebook).

The most effective posts continue to be those that engage with a partner organization (such as NCEES), leverage established board communication (newsletter releases and events), or focus on the board members.

While we aren't seeing the same level of growth due to the reduced posting schedule, the fact that we're gaining followers and getting impressions at this minimal cadence is testament to the fact that our audience is engaged and primed for social media content, we are targeting the right organizations and posting about topics that are relevant to our audiences.

Speakers Bureau

A Speakers Bureau was planned as part of the original public outreach campaign in 2020, but the pandemic effectively shut down conferences and public appearances. With the lifting of restrictions in early 2022, in-person presentations by board members and staff have resumed.

As part of this program, staff has created PowerPoint presentations for use in presenting to industry groups, and to date they have been put to good use. Staff have made a few virtual and in-person presentations using materials, and board members Greg DeSart and Angelo Spata have done so as well.

The feedback has been positive and interaction with the live and virtual audience has resulted in some great discussion.

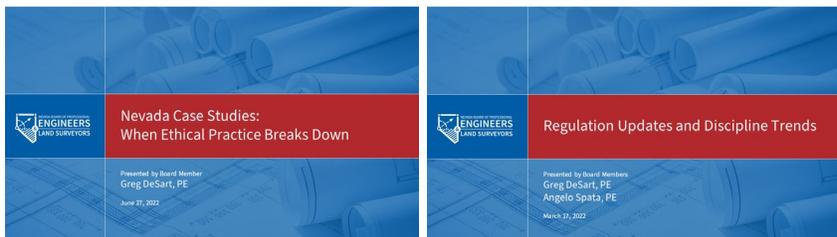
Although not part of a formal Speakers Bureau, the Board produced two webinars in May 2022 that allowed licensees the opportunity to fulfill Professional Development requirements (PDH) for 1 hour to review NRS and NAC chapter 625 and 2 hours of professional ethics. The webinars were presented live on Zoom. The webinars were announced in the April NVBPELS Newsletter, and two reminder eblasts were sent to renewing licensees with the expiration date of July 1, 2022 (list of 2,000 emails). The webinar participation rate exceeded our expectation. We increased the NVBPELS Zoom capacity to 500 (thinking that would be plenty), but capacity in both webinars was reached within minutes of us logging on.

The feedback from the webinars was positive, and again with good discussion and questions. More webinars are planned for later in the year and we will utilize Zoom’s specific webinar functions to ensure we cater to the level of demand.



1-Hour Nevada Law Presentation

2-Hour Professional Ethics Presentation



1-Hour APWA Presentation

Regulation Updates and Discipline Trends Presentation

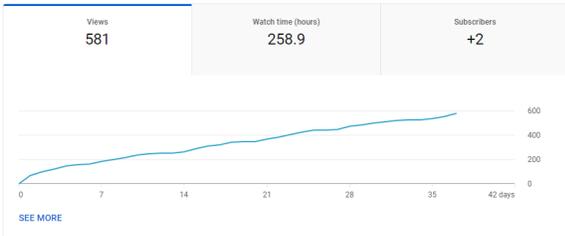
Adding YouTube to the Mix

It was decided in the previous campaign that YouTube would not be a primary media for public outreach, mainly because it required a larger time and financial commitment than our budget allowed to generate original content, but following on from the webinar presentations, YouTube has been the ideal medium, for post-date viewing of the content. The analytics on the webinar videos has been encouraging. The view count for both videos to date has exceeded the live Zoom presentations, and the viewer duration stats are strong with 87% still watching at the halfway mark of both videos.

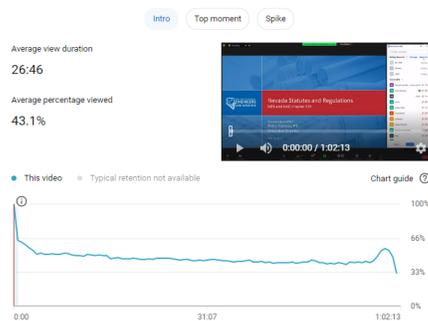
Video analytics

Overview Reach Engagement Audience

This video has gotten 581 views since it was published



Interest in your content • Since published
Key moments for audience retention

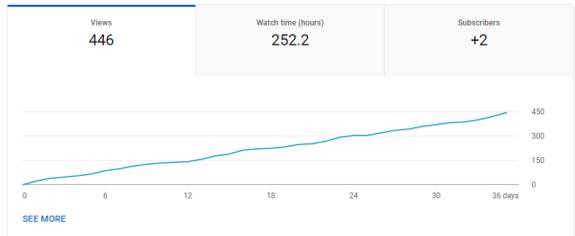


1-Hour Nevada Law Video

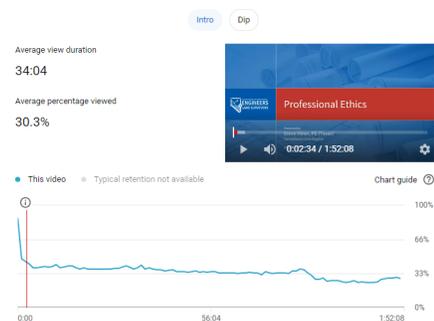
Video analytics

Overview Reach Engagement Audience

This video has gotten 446 views since it was published



Interest in your content • Since published
Key moments for audience retention



2-Hour Professional Ethics Video

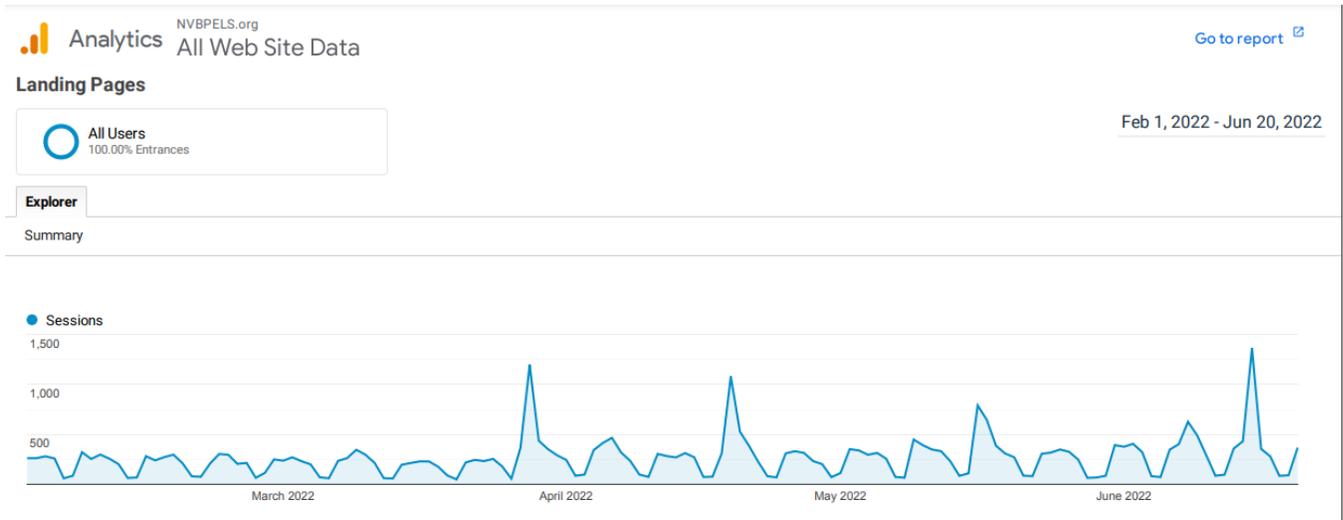
Website Analytics January – June 2022

One tactic we’ve employed on all social media programs is to develop content (mostly blog posts) for our website. While technically not part of the social media program, website traffic does give us another metric to approximate engagement. And when social media is combined with web content and direct email (MailChimp), it allows us to offer multiple touch points that demonstrate our commitment to serving our audiences or “customers”.

Because the Board is not selling a product or service for profit, we don’t have sales reports to analyze performance. Our activities really constitute a PR activity, where we are educating and informing. But we can look at overall website traffic and use the findings to deduce that at least some of our social media activities have contributed to website traffic.

MailChimp direct emails continue to be the biggest driver of traffic to our website. The spikes seen in the graph below correspond to the emails sent for publishing Newsletters and Blog posts:

- MailChimp - Nevada Connection Newsletter – April 19
- MailChimp - Nevada Law and Ethics Webinars – May 4 and May 11
- MailChimp - License Renewal Reminder – June 8, June 15



Recommendations - July 2022 through June 2023

Social Media

Because we saw small but steady increases in followers and engagement, we recommend that we extend the social media program for a 1-year period ending June 30, 2023. This will enable us to avoid losing the traction we’ve gained over the past two years.

Speakers Bureau

As the demand for in-person presentations increases, we will increase our Speakers Bureau activities to support the demand. This will likely include producing webinars as well as in-person presentations. When appropriate, we will advertise these through MailChimp and social media.

Website Analytics

We will continue to monitor traffic to our website and use the analytics tools to validate related activities, such as social media and webinars.

Calendar

We will develop another 12-month calendar. And as before, this calendar will not necessarily determine the specific posts, but it will identify topics to guide the posts and ensure they are relevant to industry activities and events as well as the events and activities specific to our area.

Budget and Timing

The current budget of \$17,500, of which up to \$4,000 will be allocated for social media posts, should be enough to allow one to two posts per month (10-12 posts total) across all platforms for fiscal year ending June 30, 2023.

6. Consider Fiscal Year
2022-2023 Public
Communications
Budget

	APPROVED BUDGET	ACTUAL as of DEC 31, 2021	PROPOSED BUDGET
	Jul '21 - Jun '22	Jul '21 - Dec '21	Jul '22 - Jun '23
Ordinary Income/Expense			
Income			
4000 - REVENUE			
4201 - Application Fees			
4002 - PE Exam Application			
4004 - PLS Exam Application			
4202 - PE Comity Application	115,000.00	66,025.00	130,000.00
4203 - PLS Comity Application	3,000.00	500.00	1,000.00
4204 - PE Initial License Application	3,800.00	7,950.00	15,000.00
4205 - PLS Initial License Application	50.00	50.00	100.00
4206 - PE Reinstatement Application	12,600.00	6,000.00	12,000.00
4207 - PLS Reinstatement Application	400.00	275.00	300.00
4208 - EI Certification Application	7,450.00	8,000.00	15,000.00
4209 - LSI Certification Application	100.00	0.00	100.00
Total 4201 - Application Fees	142,400.00	88,800.00	173,500.00
4250 - Renewals & Exam Fees			
4251 - PE/PLS Renewals	630,000.00	361,175.00	700,000.00
4252 - Renewal Late Fees	0.00	0.00	0.00
4253 - PE License Fees	58,000.00	36,500.00	70,000.00
4254 - PLS License Fees	1,000.00	500.00	1,000.00
4255 - NV Specific Exam Fees	2,000.00	1,400.00	1,500.00
Total 4250 - Renewals & Exam Fees	691,000.00	399,575.00	772,500.00
4300 - Other Revenue			
4301 - Replacement Certificate/Pocket Card	300.00	200.00	300.00
4302 - Stamp Fees	0.00	0.00	0.00
4303 - Interest Income	20,000.00	3,300.00	10,000.00
4304 - Discipline Pd to NV Gen Fund	0.00	4,000.00	0.00
4305 - Investigative Cost Recovery	0.00	7,166.00	0.00
4306 - Miscellaneous	0.00	0.00	0.00
4307 - Firm Registration	70,000.00	65,000.00	70,000.00
4308 - Business Name Request	0.00	0.00	0.00
4310 - PDH Event Income	0.00	0.00	0.00
4311 - Waiver/Document Fees	600.00	50.00	100.00
4312 - Online Convenience Fees	0.00	0.00	0.00
Total 4300 - Other Revenue	90,900.00	79,716.00	80,400.00
Total 4000 - REVENUE			
Total Income			
Gross Profit	924,300.00	568,091.00	1,026,400.00
Expense			
5100 - PAYROLL EXPENSES			
5101 - Accrued Benefits			
5102 - Employee Health Insurance	78,000.00	18,000.00	70,000.00
5103 - Employee IRA/SEP	16,500.00	9,000.00	30,000.00
5105 - Payroll Service Fees	1,600.00	800.00	1,700.00
5106 - Payroll Taxes			
5107 - Salaries	420,000.00	194,000.00	460,000.00
5108 - Board Salaries	10,000.00	1,200.00	10,000.00
	75,000.00	75,000.00	75,000.00
Total 5100 - PAYROLL EXPENSES			
5110 - PAYROLL TAXES			
5111 - FICA	25,290.00	11,770.00	27,400.00
5113 - Medicare	5,850.00	2,800.00	7,000.00
5114 - Modified Business Tax	2,200.00	340.00	2,700.00
5115 - SDI			
5116 - SUINV	560.00	134.00	700.00
Total 5110 - PAYROLL TAXES	21,825.00	21,825.00	26,250.00
	560,000.00	238,044.00	609,500.00
6001 - OPERATING EXPENSES			
Non State Owned Office Bldg.			
6002 - Rent	86,500.00	38,100.00	89,500.00
6003 - Leasehold Improvements			
6003.1 - Deferred Exp-RNO/LAS Office			
6003 - Leasehold Improvements - Other			
Total 6003 - Leasehold Improvements	0.00	0.00	0.00
6004 - Utilities	1,600.00	460.00	1,400.00
6005 - Telephone/Internet	6,000.00	3,890.00	7,000.00

6005.5 - Janitorial	600.00	0.00	0.00
Total Non State Owned Office Bldg.	94,700.00	42,450.00	97,900.00
6006 - Office Supplies	6,000.00	4,140.00	6,000.00
6007 - Equipment/Furniture			
6008 - Furniture			
6008.1 - Deferred Exp-Furniture			
6008 - Furniture - Other			
Total 6008 - Furniture			
6009 - Maintenance			
6010 - Equipment Purchases		420.00	3,800.00
6011 - Equipment Leasing	5,000.00	1,200.00	5,000.00
6012 - Software			
6012.1 - Deferred Exp-Software Upgrades			
6012.5 - Software	3,000.00	500.00	3,000.00
Total 6012 - Software	3,000.00	500.00	3,000.00
6015 - Website/Database Hosting	15,000.00	0.00	18,000.00
Total 6007 - Equipment/Furniture			
6101 - Insurance			
6102 Workers Comp	3,500.00	100.00	3,500.00
6103 - General Liability	2,500.00	1,110.00	2,500.00
6104 - Office Contents	100.00	820.00	100.00
Total 6101 - Insurance	6,100.00	2,030.00	6,100.00
6201 - Postage			
6202 - Postage	3,000.00	2,775.00	3,500.00
6202.5 E-Postage	3,000.00	945.00	3,000.00
6205 - Postage Renewals	2,000.00	1,300.00	2,000.00
Total 6201 - Postage	8,000.00	5,020.00	8,500.00
6301 - Board Meetings			
6302 - Travel - Out of State			4,000.00
6303 - Travel - In State	15,000.00	1,200.00	25,000.00
6304 - Board Meeting Expenses	4,000.00	1,400.00	9,000.00
Total 6301 - Board Meetings	19,000.00	2,600.00	38,000.00
6401 - Printing			
6402 - Printing General	4,000.00	723.00	4,000.00
6404 - Printing NRS/NAC, Blue Book	2,500.00	0.00	2,500.00
Total 6401 - Printing	6,500.00	723.00	6,500.00
6501 - Professional Services			
6502 - Legal			
6503 - Board Meetings	30,000.00	7,720.00	20,000.00
6504 - Regulations/Legislation			
6504.1 - Deferred Exp-Regs/Legislation	20,000.00	20,000.00	20,000.00
6504.5 - Regulations/Legislation	5,000.00	0.00	5,000.00
Total 6504 - Regulations/Legislation			
6505 - Discipline	35,000.00	6,420.00	35,000.00
Total 6502 - Legal	70,000.00	14,140.00	60,000.00
6508 - Accounting Fees	13,052.00	20,000.00	25,000.00
6509 - Government Liaison Services			
6509.1 - Def Exp-Government Liaison Services	19,200.00	19,200.00	27,600.00
6509.5 - Government Liaison Services			
Total 6509 - Government Liaison Services			
6510 - Database/Website Design			
6510.1 - Deferred Exp-Website Update	35,000.00	35,000.00	35,000.00
6510.2 - Deferred Exp-Database Update	75,000.00	75,000.00	75,000.00
6510.5 - Database/Website Design	12,500.00	600.00	12,500.00
Total 6510 - Database/Website Design	12,500.00	600.00	12,500.00
6511 - Public Outreach (Communications)	17,500.00	1,200.00	17,500.00
6514 - Contract Labor			
6514.1 - Def Exp-Contract Labor	10,000.00	10,000.00	10,000.00
6514.5 - Contract Labor			
Total 6514 - Contract Labor			
6515 - IT Support	11,640.00	5,000.00	20,000.00
Total 6501 - Professional Services			
6550 - Professional Service Fees			
6601 - Program Services			
6604 - NCEES			
6605 - Dues	6,500.00	0.00	6,500.00
6606 - Registration	2,500.00	0.00	2,500.00
6607 - Travel	15,000.00	0.00	15,000.00
Total 6604 - NCEES	24,000.00	0.00	24,000.00
6608 - Stamp Purchases			
6609 - Investigations			

6610 - State Specific Exam	2,500.00	0.00	0.00
6615 - Bank Fees			
6616 - Merchant Services Fees	27,500.00	16,227.00	28,000.00
6630 - LAS Office Support	10,000.00	2,134.00	10,000.00
6640 - Workshops			
6640.1 - Deferred Exp-Digital Signature	3,500.00	3,500.00	3,500.00
6640.5 - Workshops			
Total 6601 - Program Services			
6700 - Other			
6701 - PDH Event Expense			
6701.1 - Deferred Exp-PDH Event			
Total 6701 - PDH Event Expense			
6702 - Discipline Pd to NV Gen Fund		4,000.00	
6704 - State Administrative Fees			
6705 - Attorney General	1,000.00	1,000.00	1,000.00
6706 - Benefit Services Fund			
6709 - Email - EITS	7,000.00	1,500.00	2,500.00
6710 - Leg. Counsel Bureau	1,000.00	1,100.00	1,000.00
6704 - State Administrative Fees - Other			
Total 6704 - State Administrative Fees	9,000.00	7,600.00	9,000.00
6720 - Miscellaneous			
Total 6700 - Other			
6801 - Training & Conferences			
6802 - Travel - Out of State		3,750.00	12,000.00
6803 - Travel - In State			3,000.00
6804 - Registration	3,000.00	250.00	3,000.00
Total 6801 - Training & Conferences	3,000.00	4,000.00	18,000.00
6900 - Other Expenses			
Total 6001 - OPERATING EXPENSES	363,992.00	129,984.00	416,800.00
	560,000.00	238,044.00	609,500.00
Total Expense	923,992.00	368,028.00	1,026,300.00
Net Ordinary Income			
Net Income	924,300.00	568,091.00	1,026,400.00
	308.00	200,063.00	100.00
	162,700.00	162,700.00	171,100.00
	96,825.00	96,825.00	101,250.00
	-259,217.00	-59,462.00	-272,250.00

7. Open Discussion

8. Next Meeting

9. Public Comment