

ABVE
Balance Sheet
As of June 30, 2020

	<u>Jun 30, 20</u>
ASSETS	
Current Assets	
Checking/Savings	
1001 · B of A Checking	79,224.93
1008 · Morgan Stanley Inv 136-109729	
Cash/money fund	4,099.77
Mutual funds	84,830.44
Total 1008 · Morgan Stanley Inv 136-109729	<u>88,930.21</u>
Total Checking/Savings	168,155.14
Other Current Assets	
1500 · Prepaid Expense	16,900.00
Total Other Current Assets	<u>16,900.00</u>
Total Current Assets	185,055.14
Fixed Assets	
1100 · Capital Expenditures	
1900 · Accumulated depreciation	-3,478.42
1100 · Capital Expenditures - Other	3,478.42
Total 1100 · Capital Expenditures	<u>0.00</u>
Total Fixed Assets	<u>0.00</u>
TOTAL ASSETS	<u><u>185,055.14</u></u>
LIABILITIES & EQUITY	
Equity	
2210 · Unrestricted net assets	153,881.70
2230 · Retained Earnings	11,965.61
Net Income	19,207.83
Total Equity	<u>185,055.14</u>
TOTAL LIABILITIES & EQUITY	<u><u>185,055.14</u></u>

ABVE
Profit & Loss Budget vs. Actual
 July 2019 through June 2020

	<u>Jul '19 - Jun 20</u>	<u>Budget</u>	<u>\$ Over Budget</u>
Ordinary Income/Expense			
Income			
Registration - Conf.			
Conference Reg. Current Year			
3510-0 · Member - Early	37,317.50	39,175.00	-1,857.50
3520-0 · Member - Late	0.00	5,820.00	-5,820.00
3530-0 · NonMember - Early	2,650.00	6,420.00	-3,770.00
3540-0 · NonMember - Late	0.00	2,925.00	-2,925.00
3550-0 · Professional Spouse / Guest	700.00	350.00	350.00
3555-0 · Presidents Reception	450.00	500.00	-50.00
3560-0 · Value Added	900.00	3,000.00	-2,100.00
3561-0 · Value Added #2	3,100.00	3,000.00	100.00
3562-0 · Value Added #3	1,050.00		
3570-0 · Exhibitors	2,225.00	1,050.00	1,175.00
3580-0 · Knowledge Enhancement	2,975.00	1,950.00	1,025.00
3594-0 · Daily Registration	2,325.00	1,325.00	1,000.00
3595-0 · Student/Active Emeritus	0.00	215.00	-215.00
Total Conference Reg. Current Year	<u>53,692.50</u>	<u>65,730.00</u>	<u>-12,037.50</u>
Total Registration - Conf.	53,692.50	65,730.00	-12,037.50
3000-0 · Affinity Programs			
3000-1 · AAACeUs	0.00	200.00	-200.00
3000-2 · Online CE	246.80	150.00	96.80
3000-3 · Documation	271.58	50.00	221.58
Total 3000-0 · Affinity Programs	<u>518.38</u>	<u>400.00</u>	<u>118.38</u>
3100-0 · Certification			
3100-1 · C.E. Approval - Alternative Ed.	995.00	1,500.00	-505.00
3100-2 · IPEC Application Fee	3,600.00	2,250.00	1,350.00
3100-3 · Fellow/Diplomat Application Fee	7,450.00	1,350.00	6,100.00
3100-0 · Certification - Other	225.00		
Total 3100-0 · Certification	<u>12,270.00</u>	<u>5,100.00</u>	<u>7,170.00</u>
3200-0 · Dues			
3200-2 · Membership Fees			
3200-2a · Non-Cert.. Associate Member	32,925.00	29,250.00	3,675.00
3200-2b · Certified Associate Member	51,675.00	47,775.00	3,900.00
Total 3200-2 · Membership Fees	<u>84,600.00</u>	<u>77,025.00</u>	<u>7,575.00</u>
3200-3 · Fellow/Diplomate Cert. Fee	18,640.00	17,200.00	1,440.00
3200-6 · Emeritus/Active Emeritus	2,024.00	1,840.00	184.00
3200-7 · Student Members	300.00	360.00	-60.00
3200-8 · Subscriber	620.00	600.00	20.00
3200-9 · IPEC Certification Fee	6,492.00	7,200.00	-708.00
Total 3200-0 · Dues	<u>112,676.00</u>	<u>104,225.00</u>	<u>8,451.00</u>
3210-0 · Hotel Rebate	0.00	4,457.60	-4,457.60
3220-2 · Newsletter Advertising	0.00	200.00	-200.00
3220-3 · Journal Publication Sales	130.00	600.00	-470.00
3500-0 · Study Abroad Trip	3,150.00		
3596-0 · Guest	-175.00		
Total Income	<u>182,261.88</u>	<u>180,712.60</u>	<u>1,549.28</u>
Expense			
Administrative			
3990-0 · Accounting & Legal.	3,916.00	2,100.00	1,816.00
4010-0 · Bank & CC Charges.	9,704.93	8,000.00	1,704.93
4015-0 · CE Processing - Alternative Ed.	910.00	2,000.00	-1,090.00

ABVE
Profit & Loss Budget vs. Actual
 July 2019 through June 2020

	Jul '19 - Jun 20	Budget	\$ Over Budget
4016-0 · Certificate Exp/NewMmbr/Upgrade			
4016-0A · Fellow/Diplomat	6,069.62	1,000.00	5,069.62
4016-0B · IPEC	1,365.00	1,050.00	315.00
Total 4016-0 · Certificate Exp/NewMmbr/Upgrade	7,434.62	2,050.00	5,384.62
4030-0 · Insurance.			
4030-1 · General Liability	604.00	600.00	4.00
4030-2 · Officers & Directors	1,208.00	1,200.00	8.00
Total 4030-0 · Insurance.	1,812.00	1,800.00	12.00
4040-0 · Management Fee.	69,076.92	69,076.94	-0.02
4060-0 · Office Supplies.	16.99	50.00	-33.01
4070-0 · Photocopies.	0.00	50.00	-50.00
4080-0 · Postage & Shipping.	23.58	100.00	-76.42
4110-0 · Storage.	1,200.00	1,200.00	0.00
4120-0 · Telephone & Fax.	1,942.56	1,950.00	-7.44
Total Administrative	96,037.60	88,376.94	7,660.66
Board of Directors			
4200-0 · Awards.	766.04	1,000.00	-233.96
4215-0 · Elections	0.00	150.00	-150.00
4240-0 · Miscellaneous.	93.14	250.00	-156.86
4260-0 · Presidents Discretionary Fund.	0.00	100.00	-100.00
4270-0 · Stationary/Mailing.	0.00	50.00	-50.00
4280-0 · Travel/Audit	500.00	250.00	250.00
4290-0 · Test Committee	2,120.00	1,000.00	1,120.00
Total Board of Directors	3,479.18	2,800.00	679.18
Conferences			
Conference Current Year			
4510-0 · Audio Visual.	0.00	7,000.00	-7,000.00
4535-0 · Certification Fees	973.65	1,200.00	-226.35
4536-0 · CEU Forms, Express Eval, Tally	871.50	2,000.00	-1,128.50
4551-0 · Conference F & B			
4551-1 · Thursday - KES Breakfast	0.00	550.00	-550.00
4551-10 · Thursday - KES AM Break	0.00	200.00	-200.00
4551-15 · Thursday - Board PM Break	0.00	150.00	-150.00
4551-2 · Thursday - board Dinner	508.96	1,000.00	-491.04
4551-20 · Friday - Precon Breakfast	0.00	1,800.00	-1,800.00
4551-25 · Friday - Precon AM Break	0.00	650.00	-650.00
4551-30 · Friday - PM Break	0.00	2,100.00	-2,100.00
4551-35 · Friday - Reception	8,800.00	12,450.00	-3,650.00
4551-40 · Saturday - Breakfast	0.00	5,500.00	-5,500.00
4551-45 · Saturday - AM Break	0.00	1,400.00	-1,400.00
4551-50 · Saturday - Lunch	0.00	7,500.00	-7,500.00
4551-55 · Saturday - PM Break	0.00	2,300.00	-2,300.00
4551-60 · Sunday - Breakfast	0.00	3,600.00	-3,600.00
4551-65 · Sunday - AM Break	0.00	1,750.00	-1,750.00
4551-0 · Conference F & B - Other	8,800.00	100.00	8,700.00
Total 4551-0 · Conference F & B	18,108.96	41,050.00	-22,941.04
4555-0 · Planning/Spkr Management	731.25	1,000.00	-268.75
4562-0 · Exhibitor.	0.00	100.00	-100.00
4570-0 · Gratuities.	0.00	100.00	-100.00
4580-0 · Miscellaneous.	65.00	100.00	-35.00
4590-0 · Postage.	3.45	700.00	-696.55
4600-0 · Printing (brochure, postcards)	10,518.55	4,500.00	6,018.55
4610-0 · Pocket Guide & Flashdrives	1,063.71	1,100.00	-36.29
4620-0 · Shipping.	0.00	500.00	-500.00
4630-0 · Signs.	0.00	50.00	-50.00

ABVE
Profit & Loss Budget vs. Actual
 July 2019 through June 2020

	<u>Jul '19 - Jun 20</u>	<u>Budget</u>	<u>\$ Over Budget</u>
4640-0 · Speaker Expense.			
4640-A · Speaker Expenses (TML)	0.00	2,500.00	-2,500.00
4640-B · Speaker Gifts & Certificates	1,172.46	1,000.00	172.46
Total 4640-0 · Speaker Expense.	<u>1,172.46</u>	<u>3,500.00</u>	<u>-2,327.54</u>
4650-0 · Staff Travel & Hotel.	1,389.67	2,000.00	-610.33
4660-0 · Supplies.	0.00	250.00	-250.00
Total Conference Current Year	<u>34,898.20</u>	<u>65,150.00</u>	<u>-30,251.80</u>
Conference Next Year			
4555-1 · Planning Next	0.00	750.00	-750.00
Total Conference Next Year	<u>0.00</u>	<u>750.00</u>	<u>-750.00</u>
Total Conferences	<u>34,898.20</u>	<u>65,900.00</u>	<u>-31,001.80</u>
Membership Development			
4700-0 · Marketing	13,171.06	1,500.00	11,671.06
4705-0 · Exhibiting at Conferences	1,238.00	5,000.00	-3,762.00
4710-0 · Membership Admin	1,177.42	750.00	427.42
4720-0 · Postage & Delivery	1,303.85	1,200.00	103.85
4750-0 · IPEC	32.50		
Total Membership Development	<u>16,922.83</u>	<u>8,450.00</u>	<u>8,472.83</u>
Publications			
Journal			
4840-0 · Postage (2 x \$910.)	1,012.88	1,820.00	-807.12
4850-0 · Printing (2 x \$2580.)	2,872.90	5,160.00	-2,287.10
4860-0 · Typesetting.	1,060.00	4,800.00	-3,740.00
Total Journal	<u>4,945.78</u>	<u>11,780.00</u>	<u>-6,834.22</u>
Newsletter			
4890-0 · Typesetting.	780.00	1,300.00	-520.00
Total Newsletter	<u>780.00</u>	<u>1,300.00</u>	<u>-520.00</u>
Web Site Publication			
4990-0 · Web Site Content Management	1,542.50	2,500.00	-957.50
4995-0 · eNews / Member Profiles	325.00	200.00	125.00
Total Web Site Publication	<u>1,867.50</u>	<u>2,700.00</u>	<u>-832.50</u>
Website			
4910-0 · Hosting Fees	3,872.96	3,500.00	372.96
Total Website	<u>3,872.96</u>	<u>3,500.00</u>	<u>372.96</u>
Total Publications	<u>11,466.24</u>	<u>19,280.00</u>	<u>-7,813.76</u>
6100 · Study Abroad Trip Expenses	<u>250.00</u>		
Total Expense	<u>163,054.05</u>	<u>184,806.94</u>	<u>-21,752.89</u>
Net Ordinary Income	<u>19,207.83</u>	<u>-4,094.34</u>	<u>23,302.17</u>
Net Income	<u><u>19,207.83</u></u>	<u><u>-4,094.34</u></u>	<u><u>23,302.17</u></u>