

ABVE
Profit & Loss Budget vs. Actual
 July 1 through November 20, 2020

	Jul 1 - Nov 20, ...	Budget	\$ Over Budget
Ordinary Income/Expense			
Income			
Registration - Conf.			
Conference Reg. Current Year			
3510-0 · Member - Early	0.00	28,300.00	-28,300.00
3520-0 · Member - Late	0.00	3,880.00	-3,880.00
3530-0 · NonMember - Early	0.00	3,210.00	-3,210.00
3540-0 · NonMember - Late	0.00	1,755.00	-1,755.00
3550-0 · Professional Spouse / Guest	0.00	350.00	-350.00
3555-0 · Presidents Reception	0.00	400.00	-400.00
3560-0 · Value Added	0.00	1,500.00	-1,500.00
3561-0 · Value Added #2	0.00	1,500.00	-1,500.00
3570-0 · Exhibitors	0.00	1,050.00	-1,050.00
3580-0 · Knowledge Enhancement	0.00	1,500.00	-1,500.00
3594-0 · Daily Registration	0.00	1,325.00	-1,325.00
3595-0 · Student/Active Emeritus	0.00	215.00	-215.00
Total Conference Reg. Current Year	0.00	44,985.00	-44,985.00
3300 · Virtual Conference	37,185.00	0.00	37,185.00
3350 · 2020 Conference Refunds	-10,505.00	0.00	-10,505.00
Total Registration - Conf.	26,680.00	44,985.00	-18,305.00
3000-0 · Affinity Programs			
3000-1 · AAACeUs	0.00	400.00	-400.00
3000-2 · Online CE	0.00	150.00	-150.00
3000-3 · Documation	69.31	50.00	19.31
Total 3000-0 · Affinity Programs	69.31	600.00	-530.69
3100-0 · Certification			
3100-1 · C.E. Approval - Alternative Ed.	660.00	1,650.00	-990.00
3100-2 · IPEC Application Fee	0.00	2,250.00	-2,250.00
3100-3 · Fellow/Diplomat Application Fee	0.00	1,350.00	-1,350.00
Total 3100-0 · Certification	660.00	5,250.00	-4,590.00
3200-0 · Dues			
3200-2 · Membership Fees			
3200-2a · Non-Cert.. Associate Member	8,545.00	29,250.00	-20,705.00
3200-2b · Certified Associate Member	21,655.00	52,650.00	-30,995.00
3200-2 · Membership Fees - Other	195.00	0.00	195.00
Total 3200-2 · Membership Fees	30,395.00	81,900.00	-51,505.00
3200-3 · Fellow/Diplomate Cert. Fee	7,920.00	18,000.00	-10,080.00
3200-6 · Emeritus/Active Emeritus	1,196.00	1,840.00	-644.00
3200-7 · Student Members	60.00	560.00	-500.00
3200-8 · Subscriber	360.00	840.00	-480.00
3200-9 · IPEC Certification Fee	2,880.00	7,200.00	-4,320.00
3200-0 · Dues - Other	585.00	0.00	585.00
Total 3200-0 · Dues	43,396.00	110,340.00	-66,944.00
3210-0 · Hotel Rebate	0.00	5,956.00	-5,956.00
3220-2 · Newsletter Advertising	0.00	200.00	-200.00
3220-3 · Journal Publication Sales	10.00	600.00	-590.00
3500-0 · Study Abroad Trip	-350.00	0.00	-350.00
Total Income	70,465.31	167,931.00	-97,465.69
Expense			
Administrative			
3990-0 · Accounting & Legal.	2,270.00	2,300.00	-30.00
4010-0 · Bank & CC Charges.	2,171.24	8,000.00	-5,828.76
4015-0 · CE Processing - Alternative Ed.	32.50	2,000.00	-1,967.50

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4016-0 · Certificate Exp/NewMmbr/Upgrade			
4016-0A · Fellow/Diplomat	357.50	1,000.00	-642.50
4016-0B · IPEC	65.00	1,050.00	-985.00
Total 4016-0 · Certificate Exp/NewMmbr/Upgrade	422.50	2,050.00	-1,627.50
4030-0 · Insurance.			
4030-1 · General Liability	-209.00	900.00	-1,109.00
4030-2 · Officers & Directors	0.00	1,200.00	-1,200.00
Total 4030-0 · Insurance.	-209.00	2,100.00	-2,309.00
4040-0 · Management Fee.	28,782.05	69,076.00	-40,293.95
4060-0 · Office Supplies.	0.00	50.00	-50.00
4070-0 · Photocopies.	0.00	50.00	-50.00
4080-0 · Postage & Shipping.	113.45	100.00	13.45
4110-0 · Storage.	500.00	1,200.00	-700.00
4120-0 · Telephone & Fax.	809.40	1,950.00	-1,140.60
Total Administrative	34,892.14	88,876.00	-53,983.86
Board of Directors			
4200-0 · Awards.	0.00	1,000.00	-1,000.00
4215-0 · Elections	0.00	150.00	-150.00
4240-0 · Miscellaneous.	0.00	250.00	-250.00
4250-0 · Phone.	381.54	250.00	131.54
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	0.00	500.00	-500.00
4290-0 · Test Committee	4,400.00	5,100.00	-700.00
Total Board of Directors	4,781.54	7,400.00	-2,618.46
Conferences			
Conference Current Year			
4510-0 · Audio Visual.	0.00	7,000.00	-7,000.00
4535-0 · Certification Fees	0.00	1,200.00	-1,200.00
4536-0 · CEU Forms, Express Eval, Tally	455.00	2,000.00	-1,545.00
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	-175.00	150.00	-325.00
4551-2 · Thursday - board Dinner	0.00	1,000.00	-1,000.00
4551-20 · Friday - Precon Breakfast	0.00	1,100.00	-1,100.00
4551-25 · Friday - Precon AM Break	0.00	500.00	-500.00
4551-30 · Friday - PM Break	0.00	2,100.00	-2,100.00
4551-35 · Friday - Reception	0.00	10,000.00	-10,000.00
4551-40 · Saturday - Breakfast	0.00	4,700.00	-4,700.00
4551-45 · Saturday - AM Break	0.00	2,200.00	-2,200.00
4551-50 · Saturday - Lunch	0.00	8,100.00	-8,100.00
4551-55 · Saturday - PM Break	0.00	2,100.00	-2,100.00
4551-60 · Sunday - Breakfast	0.00	2,600.00	-2,600.00
4551-65 · Sunday - AM Break	0.00	1,300.00	-1,300.00
4551-0 · Conference F & B - Other	0.00	100.00	-100.00
Total 4551-0 · Conference F & B	-175.00	36,700.00	-36,875.00
4555-0 · Planning/Spkr Management	325.00	1,000.00	-675.00
4562-0 · Exhibitor.	0.00	100.00	-100.00
4570-0 · Gratuities.	0.00	100.00	-100.00
4580-0 · Miscellaneous.	0.00	100.00	-100.00
4590-0 · Postage.	0.00	600.00	-600.00
4600-0 · Printing (brochure, postcards)	0.00	3,000.00	-3,000.00
4610-0 · Pocket Guide & Flashdrives	54.99	1,100.00	-1,045.01
4620-0 · Shipping.	27.59	400.00	-372.41
4630-0 · Signs.	0.00	100.00	-100.00

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4640-0 · Speaker Expense.			
4640-A · Speaker Expenses (TML)	0.00	2,000.00	-2,000.00
4640-B · Speaker Gifts & Certificates	0.00	1,000.00	-1,000.00
Total 4640-0 · Speaker Expense.	0.00	3,000.00	-3,000.00
4650-0 · Staff Travel & Hotel.	0.00	1,500.00	-1,500.00
4660-0 · Supplies.	0.00	250.00	-250.00
Total Conference Current Year	687.58	58,150.00	-57,462.42
4500 · Virtual Conference	4,677.23	0.00	4,677.23
Total Conferences	5,364.81	58,150.00	-52,785.19
Membership Development			
4700-0 · Marketing	691.61	1,500.00	-808.39
4705-0 · Exhibiting at Conferences	0.00	3,000.00	-3,000.00
4710-0 · Membership Admin	280.00	750.00	-470.00
4720-0 · Postage & Delivery	792.04	1,000.00	-207.96
Total Membership Development	1,763.65	6,250.00	-4,486.35
Publications			
Brochure			
4800-0 · Printing	0.00	250.00	-250.00
4801-0 · Mailing	0.00	50.00	-50.00
Total Brochure	0.00	300.00	-300.00
Journal			
4840-0 · Postage (2 x \$910.)	676.25	1,820.00	-1,143.75
4850-0 · Printing (2 x \$2580.)	2,390.00	5,160.00	-2,770.00
4860-0 · Typesetting.	280.00	4,800.00	-4,520.00
Total Journal	3,346.25	11,780.00	-8,433.75
Newsletter			
4890-0 · Typesetting.	650.00	1,000.00	-350.00
Total Newsletter	650.00	1,000.00	-350.00
Web Site Publication			
4990-0 · Web Site Content Management	130.00	1,000.00	-870.00
4995-0 · eNews / Member Profiles	130.00	200.00	-70.00
Total Web Site Publication	260.00	1,200.00	-940.00
Website			
4910-0 · Hosting Fees	2,797.10	3,500.00	-702.90
Total Website	2,797.10	3,500.00	-702.90
Total Publications	7,053.35	17,780.00	-10,726.65
Total Expense	53,855.49	178,456.00	-124,600.51
Net Ordinary Income	16,609.82	-10,525.00	27,134.82
Net Income	16,609.82	-10,525.00	27,134.82