

ABVE
Profit & Loss Budget vs. Actual
 July 1, 2020 through March 11, 2021

	Jul 1, '20 - Mar...	Budget	\$ Over Budget
Ordinary Income/Expense			
Income			
Registration - Conf.			
Conference Reg. Current Year			
3510-0 · Member - Early	48,532.50	28,300.00	20,232.50
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	-150.00	1,500.00	-1,650.00
3570-0 · Exhibitors	0.00	1,050.00	-1,050.00
3580-0 · Knowledge Enhancement	-150.00	1,500.00	-1,650.00
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	48,232.50	44,985.00	3,247.50
3300 · Virtual Conference	37,755.00	0.00	37,755.00
3350 · 2020 Conference Refunds	-10,680.00	0.00	-10,680.00
Total Registration - Conf.	75,307.50	44,985.00	30,322.50
3000-0 · Affinity Programs			
3000-1 · AAACeUs	0.00	400.00	-400.00
3000-2 · Online CE	281.25	150.00	131.25
3000-3 · Documation	69.31	50.00	19.31
Total 3000-0 · Affinity Programs	350.56	600.00	-249.44
3100-0 · Certification			
3100-1 · C.E. Approval - Alternative Ed.	1,470.00	1,650.00	-180.00
3100-2 · IPEC Application Fee	225.00	2,250.00	-2,025.00
3100-3 · Fellow/Diplomat Application Fee	675.00	1,350.00	-675.00
Total 3100-0 · Certification	2,370.00	5,250.00	-2,880.00
3200-0 · Dues			
3200-2 · Membership Fees			
3200-2a · Non-Cert.. Associate Member	27,235.00	29,250.00	-2,015.00
3200-2b · Certified Associate Member	44,130.00	52,650.00	-8,520.00
3200-2 · Membership Fees - Other	585.00	0.00	585.00
Total 3200-2 · Membership Fees	71,950.00	81,900.00	-9,950.00
3200-3 · Fellow/Diplomate Cert. Fee	14,960.00	18,000.00	-3,040.00
3200-6 · Emeritus/Active Emeritus	1,920.00	1,840.00	80.00
3200-7 · Student Members	400.00	560.00	-160.00
3200-8 · Subscriber	580.00	840.00	-260.00
3200-9 · IPEC Certification Fee	6,560.00	7,200.00	-640.00
3200-0 · Dues - Other	195.00	0.00	195.00
Total 3200-0 · Dues	96,565.00	110,340.00	-13,775.00
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	85.00	600.00	-515.00
3500-0 · Study Abroad Trip	-1,050.00	0.00	-1,050.00
Total Income	173,628.06	167,931.00	5,697.06
Expense			
Administrative			
3990-0 · Accounting & Legal.	2,375.00	2,300.00	75.00
4010-0 · Bank & CC Charges.	5,438.56	8,000.00	-2,561.44
4015-0 · CE Processing - Alternative Ed.	390.00	2,000.00	-1,610.00

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4016-0 · Certificate Exp/NewMmbr/Upgrade			
4016-0A · Fellow/Diplomat	552.50	1,000.00	-447.50
4016-0B · IPEC	325.00	1,050.00	-725.00
Total 4016-0 · Certificate Exp/NewMmbr/Upgrade	877.50	2,050.00	-1,172.50
4030-0 · Insurance.			
4030-1 · General Liability	-515.80	900.00	-1,415.80
4030-2 · Officers & Directors	0.00	1,200.00	-1,200.00
Total 4030-0 · Insurance.	-515.80	2,100.00	-2,615.80
4040-0 · Management Fee.	51,807.69	69,076.00	-17,268.31
4060-0 · Office Supplies.	0.00	50.00	-50.00
4070-0 · Photocopies.	0.00	50.00	-50.00
4080-0 · Postage & Shipping.	426.45	100.00	326.45
4110-0 · Storage.	900.00	1,200.00	-300.00
4120-0 · Telephone & Fax.	1,456.92	1,950.00	-493.08
Total Administrative	63,156.32	88,876.00	-25,719.68
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.	441.50	250.00	191.50
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	4,530.00	5,100.00	-570.00
Total Board of Directors	4,971.50	7,400.00	-2,428.50
Conferences			
Conference Current Year			
4510-0 · Audio Visual.	0.00	7,000.00	-7,000.00
4535-0 · Certification Fees	745.00	1,200.00	-455.00
4536-0 · CEU Forms, Express Eval, Tally	715.00	2,000.00	-1,285.00
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	552.50	1,000.00	-447.50
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)	2,748.99	3,000.00	-251.01
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	4,669.07	58,150.00	-53,480.93
4500 · Virtual Conference	4,677.23	0.00	4,677.23
Total Conferences	9,346.30	58,150.00	-48,803.70
Membership Development			
4700-0 · Marketing	742.25	1,500.00	-757.75
4705-0 · Exhibiting at Conferences	0.00	3,000.00	-3,000.00
4710-0 · Membership Admin	542.50	750.00	-207.50
4720-0 · Postage & Delivery	1,010.14	1,000.00	10.14
4750-0 · IPEC	65.00	0.00	65.00
Total Membership Development	2,359.89	6,250.00	-3,890.11
Publications			
Brochure			
4800-0 · Printing	208.77	250.00	-41.23
4801-0 · Mailing	0.00	50.00	-50.00
Total Brochure	208.77	300.00	-91.23
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.	420.00	4,800.00	-4,380.00
Total Journal	3,486.25	11,780.00	-8,293.75
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	390.00	200.00	190.00
Total Web Site Publication	520.00	1,200.00	-680.00
Website			
4910-0 · Hosting Fees	4,361.15	3,500.00	861.15
Total Website	4,361.15	3,500.00	861.15
Total Publications	9,226.17	17,780.00	-8,553.83
Total Expense	89,060.18	178,456.00	-89,395.82
Net Ordinary Income	84,567.88	-10,525.00	95,092.88
Net Income	84,567.88	-10,525.00	95,092.88