

## ABVE Profit & Loss Budget vs. Actual

July 1, 2017 through May 14, 2021

\$	(16,663.34)	\$	176,567.55	2017-2018		
		\$	193,230.89	Jul '17 - Jun 18	Budget	\$ Over Budget
<b>Ordinary Income/Expense</b>						
<b>Income</b>						
<b>Registration - Conf.</b>						
<b>Conference Reg. Current Year</b>						
	3510-0 · Member - Early		32,897.50	43,305.00	-10,407.50	
	3520-0 · Member - Late		6,517.50	6,305.00	212.50	
	3530-0 · NonMember - Early		5,230.00	6,955.00	-1,725.00	
	3540-0 · NonMember - Late		2,725.00	1,170.00	1,555.00	
	3550-0 · Professional Spouse / Guest		262.50	350.00	-87.50	
	3555-0 · Presidents Reception		300.00	500.00	-200.00	
RENAME	3561-0 · Pre-Con #1		3,275.00	3,800.00	-525.00	
RENAME	3562-0 · Pre-Con #2		850.50			
	3570-0 · Exhibitors		1,050.00	1,050.00	0.00	
	3580-0 · Knowledge Enhancement		1,900.00	2,850.00	-950.00	
	3585-0 · Sponsorship		1,000.00			
	3594-0 · Daily Registration		1,300.00	530.00	770.00	
	3595-0 · Student/Active Emeritus		0.00	215.00	-215.00	
	<b>Total Conference Reg. Current Year</b>		<b>60,968.00</b>	<b>70,830.00</b>	<b>-9,862.00</b>	
	3300 · Virtual Conference		0.00			
	3350 · 2020 Conference Refunds		0.00			
	<b>Total Registration - Conf.</b>		<b>60,968.00</b>	<b>70,830.00</b>	<b>-9,862.00</b>	
<b>3000-0 · Affinity Programs</b>						
	3000-2 · Online CE		168.75	50.00	118.75	
	3000-3 · Documation		55.22	50.00	5.22	
	3000-4 · Misc.		44.93			
	<b>Total 3000-0 · Affinity Programs</b>		<b>424.90</b>	<b>700.00</b>	<b>-275.10</b>	
<b>3100-0 · Certification</b>						
	3100-1 · C.E. Approval - Alternative Ed.		2,280.00	1,200.00	1,080.00	
	3100-2 · IPEC Application Fee		3,295.00	9,000.00	-5,705.00	
	3100-3 · Fellow/Diplomat Application Fee		1,450.00	1,800.00	-350.00	
	<b>Total 3100-0 · Certification</b>		<b>7,025.00</b>	<b>12,000.00</b>	<b>-4,975.00</b>	
<b>3200-0 · Dues</b>						
<b>3200-2 · Membership Fees</b>						
	3200-2a · Non-Cert.. Associate Member		27,883.00	27,200.00	683.00	
	3200-2b · Certified Associate Member		41,479.00	45,900.00	-4,421.00	
	3200-2 · Membership Fees - Other		0.00			
	<b>Total 3200-2 · Membership Fees</b>		<b>69,362.00</b>	<b>73,100.00</b>	<b>-3,738.00</b>	
	3200-3 · Fellow/Diplomate Cert. Fee		18,560.00	18,080.00	480.00	
	3200-6 · Emeritus/Active Emeritus		1,328.00	1,660.00	-332.00	
	3200-7 · Student Members		180.00	180.00	0.00	
	3200-8 · Subscriber		300.00	180.00	120.00	
	3200-9 · IPEC Certification Fee		4,960.00	6,400.00	-1,440.00	
	3200-0 · Dues - Other		0.00			
	<b>Total 3200-0 · Dues</b>		<b>94,690.00</b>	<b>99,600.00</b>	<b>-4,910.00</b>	

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\$ (16,663.34)	\$ 176,567.55	2017-2018		
	\$ 193,230.89	Jul '17 - Jun 18	Budget	\$ Over Budget
<b>MOVE TO CC 3210-0 - Hotel Rebate</b>		5,048.00	5,140.50	-92.50
3220-2 - Newsletter Advertising		200.00		
3220-3 - Journal Publication Sales		1,075.00	600.00	475.00
<b>Total Income</b>		<b>166,404.88</b>	<b>188,870.50</b>	<b>-22,465.62</b>
<b>Expense</b>				
<b>Administrative</b>				
3990-0 - Accounting & Legal.		2,260.00	2,300.00	-40.00
4010-0 - Bank & CC Charges.		8,743.17	8,000.00	743.17
4015-0 - CE Processing - Alternative Ed.		2,476.81	1,500.00	976.81
4016-0 - Certificate Exp/NewMmbr/Upgrade				
4016-0A - Fellow/Diplomat		2,128.68	1,000.00	1,128.68
4016-0B - IPEC		2,301.49	2,500.00	-198.51
<b>Total 4016-0 - Certificate Exp/NewMmbr/Upgrade</b>		<b>4,430.17</b>	<b>3,500.00</b>	<b>930.17</b>
4020-0 - Dues & Subscriptions.				
4020-0A - NBCC		497.50	300.00	197.50
4020-0B - APA		1,750.00	1,085.00	665.00
4020-0C - NCCA/ICE		1,009.00	1,000.00	9.00
<b>Total 4020-0 - Dues &amp; Subscriptions.</b>		<b>3,256.50</b>	<b>2,385.00</b>	<b>871.50</b>
4030-0 - Insurance.				
4030-1 - General Liability		604.00	500.00	104.00
4030-2 - Officers & Directors		1,095.00	1,100.00	-5.00
<b>Total 4030-0 - Insurance.</b>		<b>1,699.00</b>	<b>1,600.00</b>	<b>99.00</b>
4040-0 - Management Fee.		64,546.44	64,546.42	0.02
4060-0 - Office Supplies.		59.86	50.00	9.86
4070-0 - Photocopies.		412.71	200.00	212.71
4080-0 - Postage & Shipping.		107.92	250.00	-142.08
4110-0 - Storage.		1,200.00	1,200.00	0.00
4120-0 - Telephone & Fax.		1,942.56	1,950.00	-7.44
<b>Total Administrative</b>		<b>91,135.14</b>	<b>87,481.42</b>	<b>3,653.72</b>
<b>Board of Directors</b>				
4200-0 - Awards.		823.17	1,000.00	-176.83
4215-0 - Elections		0.00	250.00	-250.00
4240-0 - Miscellaneous.		0.00	250.00	-250.00
4250-0 - Phone.		639.98	500.00	139.98
4260-0 - Presidents Discretionary Fund.		74.98	100.00	-25.02
4270-0 - Stationary/Mailing.		0.00	50.00	-50.00
4280-0 - Travel/Audit		0.00	1,300.00	-1,300.00
4290-0 - Test Committee		1,200.00	2,700.00	-1,500.00
<b>Total Board of Directors</b>		<b>2,738.13</b>	<b>6,150.00</b>	<b>-3,411.87</b>
<b>Conferences</b>				
<b>Conference Current Year</b>				
4510-0 - Audio Visual.		6,933.11	7,000.00	-66.89
4530-0 - Board Travel & Hotel Expense.		500.00	300.00	200.00
4535-0 - Certification Fees		754.88	600.00	154.88

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4536-0 - CEU Forms, Express Eval, Tally				2,007.00	2,000.00	7.00
<b>4551-0 - Conference F &amp; B</b>						
4551-1 - Thursday - KES Breakfast				390.96	400.00	-9.04
4551-10 - Thursday - KES AM Break				264.64	250.00	14.64
4551-15 - Thursday - Board PM Break				171.21	225.00	-53.79
4551-2 - Thursday - board Dinner				813.65	1,000.00	-186.35
4551-20 - Friday - Precon Breakfast				1,127.03	1,000.00	127.03
4551-25 - Friday - Precon AM Break				554.04	800.00	-245.96
4551-30 - Friday - PM Break				1,547.31	1,700.00	-152.69
4551-35 - Friday - Reception				8,358.11	7,800.00	558.11
4551-40 - Saturday - Breakfast				3,417.50	4,300.00	-882.50
4551-45 - Saturday - AM Break				1,300.34	1,500.00	-199.66
4551-50 - Saturday - Lunch				5,662.13	5,100.00	562.13
4551-55 - Saturday - PM Break				1,988.76	2,200.00	-211.24
4551-60 - Sunday - Breakfast				2,639.64	2,200.00	439.64
4551-65 - Sunday - AM Break				1,530.12	1,400.00	130.12
4551-0 - Conference F & B - Other				0.00	100.00	-100.00
<b>Total 4551-0 - Conference F &amp; B</b>				29,765.44	29,975.00	-209.56
4555-0 - Planning/Spkr Management				1,885.00	1,000.00	885.00
4562-0 - Exhibitor.				0.00	100.00	-100.00
4570-0 - Gratuities.				0.00	150.00	-150.00
4580-0 - Miscellaneous.				0.00	100.00	-100.00
4590-0 - Postage.				340.36	600.00	-259.64
4600-0 - Printing (brochure, postcards)				2,691.76	3,600.00	-908.24
4610-0 - Pocket Guide & Flashdrives				1,180.75	1,100.00	80.75
4620-0 - Shipping.				295.58	650.00	-354.42
4630-0 - Signs.				0.00	50.00	-50.00
<b>4640-0 - Speaker Expense.</b>						
4640-A - Speaker Expenses (TML)				3,964.60	6,300.00	-2,335.40
4640-B - Speaker Gifts & Certificates				872.39	1,000.00	-127.61
<b>Total 4640-0 - Speaker Expense.</b>				4,836.99	7,300.00	-2,463.01
4650-0 - Staff Travel & Hotel.				1,708.84	2,500.00	-791.16
4660-0 - Supplies.				302.38	250.00	52.38
<b>Total Conference Current Year</b>				53,202.09	57,275.00	-4,072.91
<b>Conference Next Year</b>						
4555-1 - Planning Next				0.00	1,000.00	-1,000.00
<b>Total Conference Next Year</b>				0.00	1,000.00	-1,000.00
4500 - Virtual Conference				0.00		
<b>Total Conferences</b>				53,202.09	58,275.00	-5,072.91
<b>Membership Development</b>						
4700-0 - Marketing				3,081.48	1,500.00	1,581.48
4705-0 - Exhibiting at Conferences				3,646.42	6,000.00	-2,353.58
4710-0 - Membership Admin				549.47	750.00	-200.53
4720-0 - Postage & Delivery				1,105.69	1,200.00	-94.31

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Total Membership Development				12,026.31	19,450.00	-7,423.69
<b>Publications</b>						
<b>Brochure</b>						
4800-0 - Printing				0.00	250.00	-250.00
4801-0 - Mailing				0.00	50.00	-50.00
<b>Total Brochure</b>				0.00	300.00	-300.00
<b>Journal</b>						
4840-0 - Postage ( 2 x \$910.)				581.73	1,820.00	-1,238.27
4850-0 - Printing (2 x \$2580.)				2,885.81	4,600.00	-1,714.19
4860-0 - Typesetting.				3,355.00	4,800.00	-1,445.00
<b>Total Journal</b>				6,822.54	11,220.00	-4,397.46
<b>Newsletter</b>						
4890-0 - Typesetting.				650.00	1,800.00	-1,150.00
<b>Total Newsletter</b>				650.00	1,800.00	-1,150.00
<b>Web Site Publication</b>						
4990-0 - Web Site Content Management				471.25	1,000.00	-528.75
4995-0 - eNews / Member Profiles				146.25	600.00	-453.75
<b>Total Web Site Publication</b>				617.50	1,600.00	-982.50
<b>Website</b>						
4910-0 - Hosting Fees				3,421.40	3,400.00	21.40
<b>Total Website</b>				3,421.40	3,400.00	21.40
<b>Total Publications</b>				11,511.44	18,320.00	-6,808.56
6100 - Study Abroad Trip Expenses				65.00		
6300 - Item Writing Expense				0.00		
<b>Total Expense</b>				170,678.11	189,676.42	-18,998.31
<b>Net Ordinary Income</b>				-4,273.23	-805.92	-3,467.31
<b>Net Income</b>				-4,273.23	-805.92	-3,467.31

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\$	(16,663.34)	\$	176,567.55	2018-2019		
		\$	193,230.89	Jul '18 - Jun 19	Budget	\$ Over Budget
<b>Ordinary Income/Expense</b>						
<b>Income</b>						
<b>Registration - Conf.</b>						
<b>Conference Reg. Current Year</b>						
	3510-0 · Member - Early		39,915.00	36,780.00	3,135.00	
	3520-0 · Member - Late		5,297.50	6,305.00	-1,007.50	
	3530-0 · NonMember - Early		10,155.00	6,955.00	3,200.00	
	3540-0 · NonMember - Late		560.00	2,340.00	-1,780.00	
	3550-0 · Professional Spouse / Guest		525.00	350.00	175.00	
	3555-0 · Presidents Reception		575.00	400.00	175.00	
RENAME	3561-0 · Pre-Con #1		5,150.00	3,150.00	2,000.00	
RENAME	3562-0 · Pre-Con #2		120.00			
	3570-0 · Exhibitors		0.00	1,050.00	-1,050.00	
	3580-0 · Knowledge Enhancement		2,225.00	1,950.00	275.00	
	3585-0 · Sponsorship		1,000.00			
	3594-0 · Daily Registration		2,775.00	1,060.00	1,715.00	
	3595-0 · Student/Active Emeritus		175.00	215.00	-40.00	
	<b>Total Conference Reg. Current Year</b>		<b>71,122.50</b>	<b>63,705.00</b>	<b>7,417.50</b>	
	3300 · Virtual Conference		0.00			
	3350 · 2020 Conference Refunds		0.00			
	<b>Total Registration - Conf.</b>		<b>71,122.50</b>	<b>63,705.00</b>	<b>7,417.50</b>	
	<b>3000-0 · Affinity Programs</b>					
	3000-2 · Online CE		1,926.00	100.00	1,826.00	
	3000-3 · Documation		49.18	50.00	-0.82	
	3000-4 · Misc.		0.00			
	<b>Total 3000-0 · Affinity Programs</b>		<b>2,397.13</b>	<b>450.00</b>	<b>1,947.13</b>	
	<b>3100-0 · Certification</b>					
	3100-1 · C.E. Approval - Alternative Ed.		2,725.00	3,600.00	-875.00	
	3100-2 · IPEC Application Fee		2,475.00	2,700.00	-225.00	
	3100-3 · Fellow/Diplomat Application Fee		1,350.00	1,350.00	0.00	
	<b>Total 3100-0 · Certification</b>		<b>6,550.00</b>	<b>7,650.00</b>	<b>-1,100.00</b>	
	<b>3200-0 · Dues</b>					
	<b>3200-2 · Membership Fees</b>					
	3200-2a · Non-Cert.. Associate Member		29,810.00	29,250.00	560.00	
	3200-2b · Certified Associate Member		47,405.00	51,675.00	-4,270.00	
	3200-2 · Membership Fees - Other		0.00			
	<b>Total 3200-2 · Membership Fees</b>		<b>77,215.00</b>	<b>80,925.00</b>	<b>-3,710.00</b>	
	3200-3 · Fellow/Diplomate Cert. Fee		17,440.00	17,600.00	-160.00	
	3200-6 · Emeritus/Active Emeritus		2,116.00	1,660.00	456.00	
	3200-7 · Student Members		540.00	240.00	300.00	
	3200-8 · Subscriber		540.00	360.00	180.00	
	3200-9 · IPEC Certification Fee		5,760.00	6,000.00	-240.00	
	3200-0 · Dues - Other		0.00			
	<b>Total 3200-0 · Dues</b>		<b>103,611.00</b>	<b>106,785.00</b>	<b>-3,174.00</b>	

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\$ 193,230.89	193,230.89	Jul '18 - Jun 19	Budget	\$ Over Budget
<b>MOVE TO CC 3210-0 - Hotel Rebate</b>		7,567.98	5,600.00	1,967.98
3220-2 - Newsletter Advertising		450.00	0.00	450.00
3220-3 - Journal Publication Sales		230.00	600.00	-370.00
<b>Total Income</b>		<b>196,814.57</b>	<b>184,790.00</b>	<b>12,024.57</b>
<b>Expense</b>				
<b>Administrative</b>				
3990-0 - Accounting & Legal.		2,090.00	2,300.00	-210.00
4010-0 - Bank & CC Charges.		8,850.88	7,500.00	1,350.88
4015-0 - CE Processing - Alternative Ed.		5,495.03	4,000.00	1,495.03
4016-0 - Certificate Exp/NewMmbr/Upgrade				
4016-0A - Fellow/Diplomat		699.96	1,000.00	-300.04
4016-0B - IPEC		1,187.79	2,000.00	-812.21
<b>Total 4016-0 - Certificate Exp/NewMmbr/Upgrade</b>		<b>1,887.75</b>	<b>3,000.00</b>	<b>-1,112.25</b>
4020-0 - Dues & Subscriptions.				
4020-0A - NBCC		0.00		
4020-0B - APA		0.00	1,085.00	-1,085.00
4020-0C - NCCA/ICE		0.00	1,000.00	-1,000.00
<b>Total 4020-0 - Dues &amp; Subscriptions.</b>		<b>0.00</b>	<b>2,085.00</b>	<b>-2,085.00</b>
4030-0 - Insurance.				
4030-1 - General Liability		604.00	604.00	0.00
4030-2 - Officers & Directors		1,150.00	1,200.00	-50.00
<b>Total 4030-0 - Insurance.</b>		<b>1,754.00</b>	<b>1,804.00</b>	<b>-50.00</b>
4040-0 - Management Fee.		66,741.00	66,741.00	0.00
4060-0 - Office Supplies.		0.00	50.00	-50.00
4070-0 - Photocopies.		41.13	200.00	-158.87
4080-0 - Postage & Shipping.		112.93	250.00	-137.07
4110-0 - Storage.		1,200.00	1,200.00	0.00
4120-0 - Telephone & Fax.		1,942.56	1,950.00	-7.44
<b>Total Administrative</b>		<b>90,115.28</b>	<b>91,080.00</b>	<b>-964.72</b>
<b>Board of Directors</b>				
4200-0 - Awards.		969.67	850.00	119.67
4215-0 - Elections		0.00	150.00	-150.00
4240-0 - Miscellaneous.		500.00	250.00	250.00
4250-0 - Phone.		162.66	500.00	-337.34
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		1,500.00	1,000.00	500.00
4290-0 - Test Committee		0.00	1,000.00	-1,000.00
<b>Total Board of Directors</b>		<b>3,132.33</b>	<b>3,900.00</b>	<b>-767.67</b>
<b>Conferences</b>				
<b>Conference Current Year</b>				
4510-0 - Audio Visual.		5,808.02	7,000.00	-1,191.98
4530-0 - Board Travel & Hotel Expense.		0.00		
4535-0 - Certification Fees		1,106.35	900.00	206.35

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4536-0 - CEU Forms, Express Eval, Tally				1,611.70	2,000.00	-388.30
<b>4551-0 - Conference F &amp; B</b>						
4551-1 - Thursday - KES Breakfast				521.31	400.00	121.31
4551-10 - Thursday - KES AM Break				499.54	350.00	149.54
4551-15 - Thursday - Board PM Break				338.67	175.00	163.67
4551-2 - Thursday - board Dinner				1,129.06	1,000.00	129.06
4551-20 - Friday - Precon Breakfast				1,459.92	1,000.00	459.92
4551-25 - Friday - Precon AM Break				908.37	800.00	108.37
4551-30 - Friday - PM Break				2,209.83	1,600.00	609.83
4551-35 - Friday - Reception				13,124.72	9,400.00	3,724.72
4551-40 - Saturday - Breakfast				5,757.41	4,200.00	1,557.41
4551-45 - Saturday - AM Break				3,311.72	1,700.00	1,611.72
4551-50 - Saturday - Lunch				8,890.12	8,000.00	890.12
4551-55 - Saturday - PM Break				1,611.11	2,100.00	-488.89
4551-60 - Sunday - Breakfast				4,833.33	2,800.00	2,033.33
4551-65 - Sunday - AM Break				1,963.09	1,200.00	763.09
4551-0 - Conference F & B - Other				0.00	100.00	-100.00
<b>Total 4551-0 - Conference F &amp; B</b>				46,558.20	34,825.00	11,733.20
4555-0 - Planning/Spkr Management				845.00	1,500.00	-655.00
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.				816.37	350.00	466.37
4600-0 - Printing (brochure, postcards)				4,946.16	3,000.00	1,946.16
4610-0 - Pocket Guide & Flashdrives				746.50	1,100.00	-353.50
4620-0 - Shipping.				781.46	350.00	431.46
4630-0 - Signs.				0.00	50.00	-50.00
4640-0 - Speaker Expense.						
4640-A - Speaker Expenses (TML)				925.42	4,000.00	-3,074.58
4640-B - Speaker Gifts & Certificates				1,124.40	1,000.00	124.40
<b>Total 4640-0 - Speaker Expense.</b>				2,049.82	5,000.00	-2,950.18
4650-0 - Staff Travel & Hotel.				957.15	2,500.00	-1,542.85
4660-0 - Supplies.				14.84	250.00	-235.16
<b>Total Conference Current Year</b>				66,241.57	59,125.00	7,116.57
<b>Conference Next Year</b>						
4555-1 - Planning Next				266.79	1,000.00	-733.21
<b>Total Conference Next Year</b>				266.79	1,000.00	-733.21
4500 - Virtual Conference				0.00		
<b>Total Conferences</b>				66,508.36	60,125.00	6,383.36
<b>Membership Development</b>						
4700-0 - Marketing				1,491.21	1,500.00	-8.79
4705-0 - Exhibiting at Conferences				1,070.72	5,000.00	-3,929.28
4710-0 - Membership Admin				1,087.15	750.00	337.15
4720-0 - Postage & Delivery				708.56	1,200.00	-491.44

## ABVE Profit & Loss Budget vs. Actual

July 1, 2017 through May 14, 2021

\$	(16,663.34)	\$	176,567.55	2018-2019		
		\$	193,230.89	Jul '18 - Jun 19	Budget	\$ Over Budget
<b>Total Membership Development</b>				4,357.64	8,450.00	-4,092.36
<b>Publications</b>						
<b>Brochure</b>						
4800-0 - Printing				0.00	250.00	-250.00
4801-0 - Mailing				0.00	50.00	-50.00
<b>Total Brochure</b>				0.00	300.00	-300.00
<b>Journal</b>						
4840-0 - Postage ( 2 x \$910.)				579.04	1,820.00	-1,240.96
4850-0 - Printing (2 x \$2580.)				1,619.00	5,160.00	-3,541.00
4860-0 - Typesetting.				2,707.80	4,800.00	-2,092.20
<b>Total Journal</b>				4,905.84	11,780.00	-6,874.16
<b>Newsletter</b>						
4890-0 - Typesetting.				0.00	1,800.00	-1,800.00
<b>Total Newsletter</b>				0.00	1,800.00	-1,800.00
<b>Web Site Publication</b>						
4990-0 - Web Site Content Management				682.50	600.00	82.50
4995-0 - eNews / Member Profiles				260.00	200.00	60.00
<b>Total Web Site Publication</b>				942.50	800.00	142.50
<b>Website</b>						
4910-0 - Hosting Fees				4,332.55	3,400.00	932.55
<b>Total Website</b>				4,332.55	3,400.00	932.55
<b>Total Publications</b>				10,180.89	18,080.00	-7,899.11
<b>6100 - Study Abroad Trip Expenses</b>				0.00		
<b>6300 - Item Writing Expense</b>				10,554.46		
<b>Total Expense</b>				184,848.96	181,635.00	3,213.96
<b>Net Ordinary Income</b>				11,965.61	3,155.00	8,810.61
<b>Net Income</b>				11,965.61	3,155.00	8,810.61



## ABVE Profit & Loss Budget vs. Actual

July 1, 2017 through May 14, 2021

\$	(16,663.34)	\$	176,567.55	2019-2020		
		\$	193,230.89	Jul '19 - Jun 20	Budget	\$ Over Budget
<b>Ordinary Income/Expense</b>						
<b>Income</b>						
<b>Registration - Conf.</b>						
<b>Conference Reg. Current Year</b>						
	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	
RENAME	3561-0 · Pre-Con #1		3,100.00	3,000.00	100.00	
RENAME	3562-0 · Pre-Con #2		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	
	3585-0 · Sponsorship		0.00			
	3594-0 · Daily Registration		2,325.00	1,325.00	1,000.00	
	3595-0 · Student/Active Emeritus		0.00	215.00	-215.00	
	<b>Total Conference Reg. Current Year</b>		<b>53,692.50</b>	<b>65,730.00</b>	<b>-12,037.50</b>	
	3300 · Virtual Conference		0.00			
	3350 · 2020 Conference Refunds		0.00			
	<b>Total Registration - Conf.</b>		<b>53,692.50</b>	<b>65,730.00</b>	<b>-12,037.50</b>	
<b>3000-0 · Affinity Programs</b>						
	3000-2 · Online CE		246.80	150.00	96.80	
	3000-3 · Documation		271.58	50.00	221.58	
	3000-4 · Misc.		0.00			
	<b>Total 3000-0 · Affinity Programs</b>		<b>518.38</b>	<b>400.00</b>	<b>118.38</b>	
<b>3100-0 · Certification</b>						
	3100-1 · C.E. Approval - Alternative Ed.		1,220.00	1,500.00	-280.00	
	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	
	<b>Total 3100-0 · Certification</b>		<b>12,270.00</b>	<b>5,100.00</b>	<b>7,170.00</b>	
<b>3200-0 · Dues</b>						
<b>3200-2 · Membership Fees</b>						
	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	
	3200-2 · Membership Fees - Other		0.00			
	<b>Total 3200-2 · Membership Fees</b>		<b>84,600.00</b>	<b>77,025.00</b>	<b>7,575.00</b>	
	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	
	3200-0 · Dues - Other		0.00			
	<b>Total 3200-0 · Dues</b>		<b>112,676.00</b>	<b>104,225.00</b>	<b>8,451.00</b>	

## ABVE Profit & Loss Budget vs. Actual

July 1, 2017 through May 14, 2021

\$	(16,663.34)	\$	176,567.55	2019-2020		
		\$	193,230.89	Jul '19 - Jun 20	Budget	\$ Over Budget
<b>MOVE TO CC 3210-0 - Hotel Rebate</b>				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
	<b>Total Income</b>			<b>180,669.02</b>	<b>180,712.60</b>	<b>-43.58</b>
<b>Expense</b>						
<b>Administrative</b>						
	3990-0 - Accounting & Legal.			3,916.00	2,100.00	1,816.00
	4010-0 - Bank & CC Charges.			9,879.93	8,000.00	1,879.93
	4015-0 - CE Processing - Alternative Ed.			910.00	2,000.00	-1,090.00
	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
	<b>Total 4016-0 - Certificate Exp/NewMmbr/Upgrade</b>			<b>7,434.62</b>	<b>2,050.00</b>	<b>5,384.62</b>
	4020-0 - Dues & Subscriptions.					
	4020-0A - NBCC			0.00		
	4020-0B - APA			0.00		
	4020-0C - NCCA/ICE			0.00		
	<b>Total 4020-0 - Dues &amp; Subscriptions.</b>			<b>0.00</b>		
	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
	<b>Total 4030-0 - Insurance.</b>			<b>1,812.00</b>	<b>1,800.00</b>	<b>12.00</b>
	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
	<b>Total Administrative</b>			<b>96,212.60</b>	<b>88,376.94</b>	<b>7,835.66</b>
<b>Board of Directors</b>						
	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
	4250-0 - Phone.			0.00	0.00	0.00
	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
	<b>Total Board of Directors</b>			<b>3,479.18</b>	<b>2,800.00</b>	<b>679.18</b>
<b>Conferences</b>						
<b>Conference Current Year</b>						
	4510-0 - Audio Visual.			0.00	7,000.00	-7,000.00
	4530-0 - Board Travel & Hotel Expense.			0.00		
	4535-0 - Certification Fees			973.65	1,200.00	-226.35

## ABVE Profit & Loss Budget vs. Actual

July 1, 2017 through May 14, 2021

\$	(16,663.34)	\$	176,567.55	2019-2020		
		\$	193,230.89	Jul '19 - Jun 20	Budget	\$ Over Budget
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				0.00	12,450.00	-12,450.00
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				0.00	100.00	-100.00
<b>Total 4551-0 - Conference F &amp; B</b>				508.96	41,050.00	-40,541.04
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
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
<b>Total 4640-0 - Speaker Expense.</b>				1,172.46	3,500.00	-2,327.54
4650-0 - Staff Travel & Hotel.				1,389.67	2,000.00	-610.33
4660-0 - Supplies.				0.00	250.00	-250.00
<b>Total Conference Current Year</b>				17,298.20	65,150.00	-47,851.80
<b>Conference Next Year</b>						
4555-1 - Planning Next				0.00	750.00	-750.00
<b>Total Conference Next Year</b>				0.00	750.00	-750.00
4500 - Virtual Conference				0.00		
<b>Total Conferences</b>				17,298.20	65,900.00	-48,601.80
<b>Membership Development</b>						
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

## ABVE Profit & Loss Budget vs. Actual

July 1, 2017 through May 14, 2021

\$	(16,663.34)	\$	176,567.55	2019-2020		
		\$	193,230.89	Jul '19 - Jun 20	Budget	\$ Over Budget
<b>Total Membership Development</b>				16,922.83	8,450.00	8,472.83
<b>Publications</b>						
<b>Brochure</b>						
4800-0 . Printing				0.00	0.00	0.00
4801-0 . Mailing				0.00	0.00	0.00
<b>Total Brochure</b>				0.00	0.00	0.00
<b>Journal</b>						
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
<b>Total Journal</b>				4,945.78	11,780.00	-6,834.22
<b>Newsletter</b>						
4890-0 . Typesetting.				780.00	1,300.00	-520.00
<b>Total Newsletter</b>				780.00	1,300.00	-520.00
<b>Web Site Publication</b>						
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
<b>Total Web Site Publication</b>				1,867.50	2,700.00	-832.50
<b>Website</b>						
4910-0 . Hosting Fees				3,872.96	3,500.00	372.96
<b>Total Website</b>				3,872.96	3,500.00	372.96
<b>Total Publications</b>				11,466.24	19,280.00	-7,813.76
<b>6100 . Study Abroad Trip Expenses</b>				250.00		
<b>6300 . Item Writing Expense</b>				0.00		
<b>Total Expense</b>				145,629.05	184,806.94	-39,177.89
<b>Net Ordinary Income</b>				35,039.97	-4,094.34	39,134.31
<b>Net Income</b>				35,039.97	-4,094.34	39,134.31

## ABVE Profit & Loss Budget vs. Actual

July 1, 2017 through May 14, 2021

\$	(16,663.34)	\$	176,567.55	2020-2021		
		\$	193,230.89	Jul 1, '20 - May 14, 21	Budget	\$ Over Budget
<b>Ordinary Income/Expense</b>						
<b>Income</b>						
<b>Registration - Conf.</b>						
<b>Conference Reg. Current Year</b>						
	3510-0 · Member - Early		55,202.50	28,300.00	26,902.50	
	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	
RENAME	3561-0 · Pre-Con #1		0.00	1,500.00	-1,500.00	
RENAME	3562-0 · Pre-Con #2		0.00	0.00	0.00	
	3570-0 · Exhibitors		0.00	1,050.00	-1,050.00	
	3580-0 · Knowledge Enhancement		0.00	1,500.00	-1,500.00	
	3585-0 · Sponsorship		0.00	0.00	0.00	
	3594-0 · Daily Registration		0.00	1,325.00	-1,325.00	
	3595-0 · Student/Active Emeritus		0.00	215.00	-215.00	
	<b>Total Conference Reg. Current Year</b>		<b>55,202.50</b>	<b>44,985.00</b>	<b>10,217.50</b>	
	3300 · Virtual Conference		38,775.00	0.00	38,775.00	
	3350 · 2020 Conference Refunds		-10,680.00	0.00	-10,680.00	
	<b>Total Registration - Conf.</b>		<b>83,297.50</b>	<b>44,985.00</b>	<b>38,312.50</b>	
<b>3000-0 · Affinity Programs</b>						
	3000-2 · Online CE		656.25	150.00	506.25	
	3000-3 · Documation		69.31	50.00	19.31	
	3000-4 · Misc.		0.00	0.00	0.00	
	<b>Total 3000-0 · Affinity Programs</b>		<b>725.56</b>	<b>600.00</b>	<b>125.56</b>	
<b>3100-0 · Certification</b>						
	3100-1 · C.E. Approval - Alternative Ed.		770.00	1,650.00	-880.00	
	3100-2 · IPEC Application Fee		1,350.00	2,250.00	-900.00	
	3100-3 · Fellow/Diplomat Application Fee		2,025.00	1,350.00	675.00	
	<b>Total 3100-0 · Certification</b>		<b>4,145.00</b>	<b>5,250.00</b>	<b>-1,105.00</b>	
<b>3200-0 · Dues</b>						
<b>3200-2 · Membership Fees</b>						
	3200-2a · Non-Cert.. Associate Member		29,380.00	29,250.00	130.00	
	3200-2b · Certified Associate Member		46,860.00	52,650.00	-5,790.00	
	3200-2 · Membership Fees - Other		0.00	0.00	0.00	
	<b>Total 3200-2 · Membership Fees</b>		<b>76,240.00</b>	<b>81,900.00</b>	<b>-5,660.00</b>	
	3200-3 · Fellow/Diplomate Cert. Fee		15,795.00	18,000.00	-2,205.00	
	3200-6 · Emeritus/Active Emeritus		1,920.00	1,840.00	80.00	
	3200-7 · Student Members		300.00	560.00	-260.00	
	3200-8 · Subscriber		540.00	840.00	-300.00	
	3200-9 · IPEC Certification Fee		6,960.00	7,200.00	-240.00	
	3200-0 · Dues - Other			0.00	0.00	
	<b>Total 3200-0 · Dues</b>		<b>101,755.00</b>	<b>110,340.00</b>	<b>-8,585.00</b>	

## ABVE Profit & Loss Budget vs. Actual

July 1, 2017 through May 14, 2021

\$ (16,663.34)	\$ 176,567.55	2020-2021		
	\$ 193,230.89	Jul 1, '20 - May 14, 21	Budget	\$ Over Budget
<b>MOVE TO CC 3210-0 - Hotel Rebate</b>		0.00	5,956.00	-5,956.00
3220-2 - Newsletter Advertising		0.00	200.00	-200.00
3220-3 - Journal Publication Sales		325.00	600.00	-275.00
<b>Total Income</b>		<b>188,498.06</b>	<b>167,931.00</b>	<b>20,567.06</b>
<b>Expense</b>				
<b>Administrative</b>				
3990-0 - Accounting & Legal.		2,375.00	2,300.00	75.00
4010-0 - Bank & CC Charges.		8,304.35	8,000.00	304.35
4015-0 - CE Processing - Alternative Ed.		633.75	2,000.00	-1,366.25
4016-0 - Certificate Exp/NewMmbr/Upgrade				
4016-0A - Fellow/Diplomat		682.50	1,000.00	-317.50
4016-0B - IPEC		455.00	1,050.00	-595.00
<b>Total 4016-0 - Certificate Exp/NewMmbr/Upgrade</b>		<b>1,137.50</b>	<b>2,050.00</b>	<b>-912.50</b>
4020-0 - Dues & Subscriptions.				
4020-0A - NBCC		0.00	0.00	0.00
4020-0B - APA		0.00	0.00	0.00
4020-0C - NCCA/ICE		0.00	0.00	0.00
<b>Total 4020-0 - Dues &amp; Subscriptions.</b>		<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
4030-0 - Insurance.				
4030-1 - General Liability		604.00	900.00	-296.00
4030-2 - Officers & Directors		1,208.00	1,200.00	8.00
<b>Total 4030-0 - Insurance.</b>		<b>1,812.00</b>	<b>2,100.00</b>	<b>-288.00</b>
4040-0 - Management Fee.		63,320.51	69,076.00	-5,755.49
4060-0 - Office Supplies.		0.00	50.00	-50.00
4070-0 - Photocopies.		0.00	50.00	-50.00
4080-0 - Postage & Shipping.		100.98	100.00	0.98
4110-0 - Storage.		1,100.00	1,200.00	-100.00
4120-0 - Telephone & Fax.		1,780.68	1,950.00	-169.32
<b>Total Administrative</b>		<b>80,564.77</b>	<b>88,876.00</b>	<b>-8,311.23</b>
<b>Board of Directors</b>				
4200-0 - Awards.		988.40	1,000.00	-11.60
4215-0 - Elections		0.00	150.00	-150.00
4240-0 - Miscellaneous.		0.00	250.00	-250.00
4250-0 - Phone.		206.47	250.00	-43.53
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		9,060.00	5,100.00	3,960.00
<b>Total Board of Directors</b>		<b>10,254.87</b>	<b>7,400.00</b>	<b>2,854.87</b>
<b>Conferences</b>				
<b>Conference Current Year</b>				
4510-0 - Audio Visual.		280.00	7,000.00	-6,720.00
4530-0 - Board Travel & Hotel Expense.		0.00	0.00	0.00
4535-0 - Certification Fees		745.00	1,200.00	-455.00

## ABVE Profit & Loss Budget vs. Actual

July 1, 2017 through May 14, 2021

\$	(16,663.34)	\$	176,567.55	2020-2021		
		\$	193,230.89	Jul 1, '20 - May 14, 21	Budget	\$ Over Budget
4536-0 - CEU Forms, Express Eval, Tally				1,782.80	2,000.00	-217.20
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				274.99	10,000.00	-9,725.01
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
<b>Total 4551-0 - Conference F &amp; B</b>				99.99	36,700.00	-36,600.01
4555-0 - Planning/Spkr Management				650.00	1,000.00	-350.00
4562-0 - Exhibitor.				0.00	100.00	-100.00
4570-0 - Gratuities.				0.00	100.00	-100.00
4580-0 - Miscellaneous.				60.00	100.00	-40.00
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.				447.59	400.00	47.59
4630-0 - Signs.				0.00	100.00	-100.00
4640-0 - Speaker Expense.						
4640-A - Speaker Expenses (TML)				0.00	2,000.00	-2,000.00
4640-B - Speaker Gifts & Certificates				1,147.45	1,000.00	147.45
<b>Total 4640-0 - Speaker Expense.</b>				1,147.45	3,000.00	-1,852.55
4650-0 - Staff Travel & Hotel.				0.00	1,500.00	-1,500.00
4660-0 - Supplies.				0.00	250.00	-250.00
<b>Total Conference Current Year</b>				8,016.81	58,150.00	-50,133.19
<b>Conference Next Year</b>						
4555-1 - Planning Next				0.00	0.00	0.00
<b>Total Conference Next Year</b>				0.00	0.00	0.00
4500 - Virtual Conference				4,677.23	0.00	4,677.23
<b>Total Conferences</b>				12,694.04	58,150.00	-45,455.96
<b>Membership Development</b>						
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

## ABVE Profit & Loss Budget vs. Actual

July 1, 2017 through May 14, 2021

\$	(16,663.34)	\$	176,567.55	2020-2021		
		\$	193,230.89	Jul 1, '20 - May 14, 21	Budget	\$ Over Budget
Total Membership Development				2,359.89	6,250.00	-3,890.11
<b>Publications</b>						
<b>Brochure</b>						
4800-0 . Printing				208.77	250.00	-41.23
4801-0 . Mailing				0.00	50.00	-50.00
<b>Total Brochure</b>				208.77	300.00	-91.23
<b>Journal</b>						
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
<b>Total Journal</b>				3,486.25	11,780.00	-8,293.75
<b>Newsletter</b>						
4890-0 . Typesetting.				910.00	1,000.00	-90.00
<b>Total Newsletter</b>				910.00	1,000.00	-90.00
<b>Web Site Publication</b>						
4990-0 . Web Site Content Management				130.00	1,000.00	-870.00
4995-0 . eNews / Member Profiles				390.00	200.00	190.00
<b>Total Web Site Publication</b>				520.00	1,200.00	-680.00
<b>Website</b>						
4910-0 . Hosting Fees				5,143.17	3,500.00	1,643.17
<b>Total Website</b>				5,143.17	3,500.00	1,643.17
<b>Total Publications</b>				10,268.19	17,780.00	-7,511.81
6100 . Study Abroad Trip Expenses				0.00	0.00	0.00
6300 . Item Writing Expense				0.00	0.00	0.00
<b>Total Expense</b>				116,141.76	178,456.00	-62,314.24
<b>Net Ordinary Income</b>				72,356.30	-10,525.00	82,881.30
<b>Net Income</b>				72,356.30	-10,525.00	82,881.30

\$60-\$65K EOY



## ABVE Profit & Loss Budget vs. Actual

July 1, 2017 through May 14, 2021

\$	(16,663.34)	\$	176,567.55	21-22
		\$	193,230.89	NO INCREASE
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
<b>Registration - Conf.</b>				
<b>Conference Reg. Current Year</b>				
	3510-0 · Member - Early			39,175.00
	3520-0 · Member - Late			5,820.00
	3530-0 · NonMember - Early			6,420.00
	3540-0 · NonMember - Late			2,925.00
	3550-0 · Professional Spouse / Guest			350.00
	3555-0 · Presidents Reception			500.00
RENAME	3561-0 · Pre-Con #1			3,000.00
RENAME	3562-0 · Pre-Con #2			3,000.00
	3570-0 · Exhibitors			1,050.00
	3580-0 · Knowledge Enhancement			1,950.00
	3585-0 · Sponsorship			
	3594-0 · Daily Registration			1,325.00
	3595-0 · Student/Active Emeritus			215.00
	<b>Total Conference Reg. Current Year</b>			65,730.00
	3300 · Virtual Conference			0.00
	3350 · 2020 Conference Refunds			0.00
	<b>Total Registration - Conf.</b>			65,730.00
<b>3000-0 · Affinity Programs</b>				
	3000-2 · Online CE			1,500.00
	3000-3 · Documation			50.00
	3000-4 · Misc.			0.00
	<b>Total 3000-0 · Affinity Programs</b>			1,950.00
<b>3100-0 · Certification</b>				
	3100-1 · C.E. Approval - Alternative Ed.			2,500.00
	3100-2 · IPEC Application Fee			900.00
	3100-3 · Fellow/Diplomat Application Fee			1,350.00
	<b>Total 3100-0 · Certification</b>			4,750.00
<b>3200-0 · Dues</b>				
<b>3200-2 · Membership Fees</b>				
	3200-2a · Non-Cert.. Associate Member			29,250.00
	3200-2b · Certified Associate Member			43,875.00
	3200-2 · Membership Fees - Other			0.00
	<b>Total 3200-2 · Membership Fees</b>			73,125.00
	3200-3 · Fellow/Diplomate Cert. Fee			16,000.00
	3200-6 · Emeritus/Active Emeritus			1,840.00
	3200-7 · Student Members			300.00
	3200-8 · Subscriber			540.00
	3200-9 · IPEC Certification Fee			6,400.00
	3200-0 · Dues - Other			0.00
	<b>Total 3200-0 · Dues</b>			98,205.00

## ABVE Profit & Loss Budget vs. Actual

July 1, 2017 through May 14, 2021

\$	(16,663.34)	\$	176,567.55	21-22
		\$	193,230.89	NO INCREASE
<b>MOVE TO CC 3210-0 - Hotel Rebate</b>				5,632.55
	3220-2 - Newsletter Advertising			0.00
	3220-3 - Journal Publication Sales			300.00
<b>Total Income</b>				<b>176,567.55</b>
<b>Expense</b>				
<b>Administrative</b>				
	3990-0 - Accounting & Legal.			2,400.00
	4010-0 - Bank & CC Charges.			8,000.00
	4015-0 - CE Processing - Alternative Ed.			5,500.00
	4016-0 - Certificate Exp/NewMmbr/Upgrade			
	4016-0A - Fellow/Diplomat			1,000.00
	4016-0B - IPEC			1,050.00
<b>Total 4016-0 - Certificate Exp/NewMmbr/Upgrade</b>				<b>2,050.00</b>
	4020-0 - Dues & Subscriptions.			
	4020-0A - NBCC			0.00
	4020-0B - APA			0.00
	4020-0C - NCCA/ICE			0.00
<b>Total 4020-0 - Dues &amp; Subscriptions.</b>				<b>0.00</b>
	4030-0 - Insurance.			
	4030-1 - General Liability			600.00
	4030-2 - Officers & Directors			1,200.00
<b>Total 4030-0 - Insurance.</b>				<b>1,800.00</b>
	4040-0 - Management Fee.			71,700.89
	4060-0 - Office Supplies.			50.00
	4070-0 - Photocopies.			50.00
	4080-0 - Postage & Shipping.			100.00
	4110-0 - Storage.			1,200.00
	4120-0 - Telephone & Fax.			2,070.00
<b>Total Administrative</b>				<b>94,920.89</b>
<b>Board of Directors</b>				
	4200-0 - Awards.			1,000.00
	4215-0 - Elections			150.00
	4240-0 - Miscellaneous.			250.00
	4250-0 - Phone.			180.00
	4260-0 - Presidents Discretionary Fund.			100.00
	4270-0 - Stationary/Mailing.			50.00
	4280-0 - Travel/Audit			500.00
	4290-0 - Test Committee			5,100.00
<b>Total Board of Directors</b>				<b>7,330.00</b>
<b>Conferences</b>				
<b>Conference Current Year</b>				
	4510-0 - Audio Visual.			7,000.00
	4530-0 - Board Travel & Hotel Expense.			0.00
	4535-0 - Certification Fees			800.00

## ABVE Profit & Loss Budget vs. Actual

July 1, 2017 through May 14, 2021

\$	(16,663.34)	\$	176,567.55	21-22
		\$	193,230.89	NO INCREASE
	4536-0 - CEU Forms, Express Eval, Tally			2,000.00
	4551-0 - Conference F & B			
	4551-1 - Thursday - KES Breakfast			600.00
	4551-10 - Thursday - KES AM Break			250.00
	4551-15 - Thursday - Board PM Break			250.00
	4551-2 - Thursday - board Dinner			1,200.00
	4551-20 - Friday - Precon Breakfast			1,300.00
	4551-25 - Friday - Precon AM Break			650.00
	4551-30 - Friday - PM Break			4,000.00
	4551-35 - Friday - Reception			12,000.00
	4551-40 - Saturday - Breakfast			6,500.00
	4551-45 - Saturday - AM Break			3,000.00
	4551-50 - Saturday - Lunch			8,000.00
	4551-55 - Saturday - PM Break			4,000.00
	4551-60 - Sunday - Breakfast			4,000.00
	4551-65 - Sunday - AM Break			1,500.00
	4551-0 - Conference F & B - Other			250.00
	<b>Total 4551-0 - Conference F &amp; B</b>			<b>47,500.00</b>
	4555-0 - Planning/Spkr Management			1,000.00
	4562-0 - Exhibitor.			100.00
	4570-0 - Gratuities.			100.00
	4580-0 - Miscellaneous.			100.00
	4590-0 - Postage.			600.00
	4600-0 - Printing (brochure, postcards)			4,500.00
	4610-0 - Pocket Guide & Flashdrives			400.00
	4620-0 - Shipping.			500.00
	4630-0 - Signs.			100.00
	4640-0 - Speaker Expense.			
	4640-A - Speaker Expenses (TML)			2,000.00
	4640-B - Speaker Gifts & Certificates			1,000.00
	<b>Total 4640-0 - Speaker Expense.</b>			<b>3,000.00</b>
	4650-0 - Staff Travel & Hotel.			2,000.00
	4660-0 - Supplies.			250.00
	<b>Total Conference Current Year</b>			<b>69,950.00</b>
	<b>Conference Next Year</b>			
	4555-1 - Planning Next			0.00
	<b>Total Conference Next Year</b>			<b>0.00</b>
	4500 - Virtual Conference			0.00
	<b>Total Conferences</b>			<b>69,950.00</b>
	<b>Membership Development</b>			
	4700-0 - Marketing			1,500.00
	4705-0 - Exhibiting at Conferences			0.00
	4710-0 - Membership Admin			750.00
	4720-0 - Postage & Delivery			1,000.00

## ABVE Profit & Loss Budget vs. Actual

July 1, 2017 through May 14, 2021

\$	(16,663.34)	\$	176,567.55	21-22
		\$	193,230.89	NO INCREASE
Total Membership Development				3,250.00
<b>Publications</b>				
<b>Brochure</b>				
	4800-0 . Printing			250.00
	4801-0 . Mailing			50.00
<b>Total Brochure</b>				<b>300.00</b>
<b>Journal</b>				
	4840-0 . Postage ( 2 x \$910.)			1,820.00
	4850-0 . Printing (2 x \$2580.)			5,160.00
	4860-0 . Typesetting.			4,800.00
<b>Total Journal</b>				<b>11,780.00</b>
<b>Newsletter</b>				
	4890-0 . Typesetting.			1,000.00
<b>Total Newsletter</b>				<b>1,000.00</b>
<b>Web Site Publication</b>				
	4990-0 . Web Site Content Management			1,000.00
	4995-0 . eNews / Member Profiles			200.00
<b>Total Web Site Publication</b>				<b>1,200.00</b>
<b>Website</b>				
	4910-0 . Hosting Fees			3,500.00
<b>Total Website</b>				<b>3,500.00</b>
<b>Total Publications</b>				<b>17,780.00</b>
	6100 . Study Abroad Trip Expenses			0.00
	6300 . Item Writing Expense			0.00
<b>Total Expense</b>				<b>193,230.89</b>
<b>Net Ordinary Income</b>				<b>-16,663.34</b>
<b>Net Income</b>				<b>-16,663.34</b>

# ABVE Profit & Loss Budget vs. Actual

July 1, 2017 through May 14, 2021

\$	(16,663.34)	\$	176,567.55
		\$	193,230.89

Ordinary Income/Expense

Income

Registration - Conf.

Conference Reg. Current Year

3510-0 · Member - Early

3520-0 · Member - Late

3530-0 · NonMember - Early

3540-0 · NonMember - Late

3550-0 · Professional Spouse / Guest

3555-0 · Presidents Reception

RENAME

3561-0 · Pre-Con #1

RENAME

3562-0 · Pre-Con #2

3570-0 · Exhibitors

3580-0 · Knowledge Enhancement

3585-0 · Sponsorship

3594-0 · Daily Registration

3595-0 · Student/Active Emeritus

Total Conference Reg. Current Year

3300 · Virtual Conference

3350 · 2020 Conference Refunds

Total Registration - Conf.

3000-0 · Affinity Programs

3000-2 · Online CE

3000-3 · Documation

3000-4 · Misc.

Total 3000-0 · Affinity Programs

3100-0 · Certification

3100-1 · C.E. Approval - Alternative Ed.

3100-2 · IPEC Application Fee

3100-3 · Fellow/Diplomat Application Fee

Total 3100-0 · Certification

3200-0 · Dues

3200-2 · Membership Fees

3200-2a · Non-Cert.. Associate Member

3200-2b · Certified Associate Member

3200-2 · Membership Fees - Other

Total 3200-2 · Membership Fees

3200-3 · Fellow/Diplomate Cert. Fee

3200-6 · Emeritus/Active Emeritus

3200-7 · Student Members

3200-8 · Subscriber

3200-9 · IPEC Certification Fee

3200-0 · Dues - Other

Total 3200-0 · Dues

Send email to those with credits allowing them to use for 20:

**120 Paid Attendees - have 30 Comps from Tampa 2020**

**85 Attendees @ \$435 + 10 Speakers @ \$220**

**12 Attendees @ \$485**

**12 Attendees @ \$535**

**5 Attendees @ \$585**

2 Guests @ \$175

10 Tickets @ \$50

20 Attendees @ \$150

20 Attendees @ \$150

3 Exhibitor @ \$350

13 Attendees @ \$150

**5 Attendees @ \$265**

**1 Attendee @ \$215**

Higher due to end of CEU cycle

Higher due to end of CEU cycle

4 @ \$225/applicant

6 @ \$225/applicant

150 Members @ \$195

225 Members @ \$195

200 Members @ \$80

20 Members @ \$92

5 Members @ \$60

9 Members @ \$60

80 Members @ \$80

## ABVE Profit & Loss Budget vs. Actual

July 1, 2017 through May 14, 2021

\$	(16,663.34)	\$	176,567.55
		\$	193,230.89

**MOVE TO CC 3210-0 - Hotel Rebate** 385 Rooms @ \$209/night @ 7%

- 3220-2 - Newsletter Advertising
- 3220-3 - Journal Publication Sales

**Total Income**

**Expense**

**Administrative**

- 3990-0 - Accounting & Legal.
- 4010-0 - Bank & CC Charges.
- 4015-0 - CE Processing - Alternative Ed. Higher due to CEU Cylce
- 4016-0 - Certificate Exp/NewMmbr/Upgrade
  - 4016-0A - Fellow/Diplomat
  - 4016-0B - IPEC

**Total 4016-0 - Certificate Exp/NewMmbr/Upgrade**

- 4020-0 - Dues & Subscriptions.
  - 4020-0A - NBCC No longer
  - 4020-0B - APA No longer
  - 4020-0C - NCCA/ICE No longer

**Total 4020-0 - Dues & Subscriptions.**

- 4030-0 - Insurance.
  - 4030-1 - General Liability
  - 4030-2 - Officers & Directors

**Total 4030-0 - Insurance.**

- 4040-0 - Management Fee. 3.8 % CPI Increase

- 4060-0 - Office Supplies.
- 4070-0 - Photocopies.
- 4080-0 - Postage & Shipping.
- 4110-0 - Storage.
- 4120-0 - Telephone & Fax. Increase by \$10/mo - services have gone up has not been inc

**Total Administrative**

**Board of Directors**

- 4200-0 - Awards.
- 4215-0 - Elections
- 4240-0 - Miscellaneous.
- 4250-0 - Phone. Zoom @ \$15/mo
- 4260-0 - Presidents Discretionary Fund.
- 4270-0 - Stationary/Mailing.
- 4280-0 - Travel/Audit
- 4290-0 - Test Committee Questionmark for the year

**Total Board of Directors**

**Conferences**

- Conference Current Year**
  - 4510-0 - Audio Visual.
  - 4530-0 - Board Travel & Hotel Expense.
  - 4535-0 - Certification Fees

# ABVE Profit & Loss Budget vs. Actual

July 1, 2017 through May 14, 2021

\$	(16,663.34)	\$	176,567.55
		\$	193,230.89

4536-0 - CEU Forms, Express Eval, Tally

4551-0 - Conference F & B

- 4551-1 - Thursday - KES Breakfast
- 4551-10 - Thursday - KES AM Break
- 4551-15 - Thursday - Board PM Break
- 4551-2 - Thursday - board Dinner
- 4551-20 - Friday - Precon Breakfast
- 4551-25 - Friday - Precon AM Break
- 4551-30 - Friday - PM Break
- 4551-35 - Friday - Reception
- 4551-40 - Saturday - Breakfast
- 4551-45 - Saturday - AM Break
- 4551-50 - Saturday - Lunch
- 4551-55 - Saturday - PM Break
- 4551-60 - Sunday - Breakfast
- 4551-65 - Sunday - AM Break
- 4551-0 - Conference F & B - Other

Total 4551-0 - Conference F & B

4555-0 - Planning/Spkr Management

4562-0 - Exhibitor.

4570-0 - Gratuities.

4580-0 - Miscellaneous.

4590-0 - Postage.

4600-0 - Printing (brochure, postcards)

Look at purchasing CRC Florida list

4610-0 - Pocket Guide & Flashdrives

No longer to do flashdrive

4620-0 - Shipping.

4630-0 - Signs.

4640-0 - Speaker Expense.

4640-A - Speaker Expenses (TML)

4640-B - Speaker Gifts & Certificates

Total 4640-0 - Speaker Expense.

4650-0 - Staff Travel & Hotel.

4660-0 - Supplies.

Total Conference Current Year

Conference Next Year

4555-1 - Planning Next

Total Conference Next Year

4500 - Virtual Conference

Total Conferences

Membership Development

4700-0 - Marketing

4705-0 - Exhibiting at Conferences

No plans for exhibiting

4710-0 - Membership Admin

4720-0 - Postage & Delivery

**ABVE**  
**Profit & Loss Budget vs. Actual**

July 1, 2017 through May 14, 2021

\$	(16,663.34)	\$	176,567.55
		\$	193,230.89

**Total Membership Development**

**Publications**

**Brochure**

4800-0 . Printing

4801-0 . Mailing

**Total Brochure**

**Journal**

4840-0 . Postage ( 2 x \$910.)

4850-0 . Printing (2 x \$2580.)

4860-0 . Typesetting.

**Total Journal**

**Newsletter**

4890-0 . Typesetting.

**Total Newsletter**

**Web Site Publication**

4990-0 . Web Site Content Management

4995-0 . eNews / Member Profiles

**Total Web Site Publication**

**Website**

4910-0 . Hosting Fees

**Total Website**

**Total Publications**

6100 . Study Abroad Trip Expenses

6300 . Item Writing Expense

**Total Expense**

**Net Ordinary Income**

**Net Income**

Does not include Scantron's costs, but was agreed this was c



# ABVE Profit & Loss Budget vs. Actual

July 1, 2017 through May 14, 2021

\$	(16,663.34)	\$	176,567.55
		\$	193,230.89

Ordinary Income/Expense

Income

Registration - Conf.

Conference Reg. Current Year

- 3510-0 · Member - Early
- 3520-0 · Member - Late
- 3530-0 · NonMember - Early
- 3540-0 · NonMember - Late
- 3550-0 · Professional Spouse / Guest
- 3555-0 · Presidents Reception

RENAME	3561-0 · Pre-Con #1
RENAME	3562-0 · Pre-Con #2

- 3570-0 · Exhibitors
- 3580-0 · Knowledge Enhancement
- 3585-0 · Sponsorship
- 3594-0 · Daily Registration
- 3595-0 · Student/Active Emeritus

Total Conference Reg. Current Year

3300 · Virtual Conference

3350 · 2020 Conference Refunds

Total Registration - Conf.

3000-0 · Affinity Programs

- 3000-2 · Online CE
- 3000-3 · Documation
- 3000-4 · Misc.

Total 3000-0 · Affinity Programs

3100-0 · Certification

- 3100-1 · C.E. Approval - Alternative Ed.
- 3100-2 · IPEC Application Fee
- 3100-3 · Fellow/Diplomat Application Fee

Total 3100-0 · Certification

3200-0 · Dues

- 3200-2 · Membership Fees
  - 3200-2a · Non-Cert.. Associate Member
  - 3200-2b · Certified Associate Member
- 3200-2 · Membership Fees - Other

Total 3200-2 · Membership Fees

3200-3 · Fellow/Diplomate Cert. Fee

3200-6 · Emeritus/Active Emeritus

3200-7 · Student Members

3200-8 · Subscriber

3200-9 · IPEC Certification Fee

3200-0 · Dues - Other

Total 3200-0 · Dues

# ABVE Profit & Loss Budget vs. Actual

July 1, 2017 through May 14, 2021

\$	(16,663.34)	\$	176,567.55
		\$	193,230.89

## MOVE TO CC 3210-0 - Hotel Rebate

3220-2 - Newsletter Advertising

3220-3 - Journal Publication Sales

Total Income

Expense

### Administrative

3990-0 - Accounting & Legal.

4010-0 - Bank & CC Charges.

4015-0 - CE Processing - Alternative Ed.

4016-0 - Certificate Exp/NewMmbr/Upgrade

4016-0A - Fellow/Diplomat

4016-0B - IPEC

Total 4016-0 - Certificate Exp/NewMmbr/Upgrade

4020-0 - Dues & Subscriptions.

4020-0A - NBCC

4020-0B - APA

4020-0C - NCCA/ICE

Total 4020-0 - Dues & Subscriptions.

4030-0 - Insurance.

4030-1 - General Liability

4030-2 - Officers & Directors

Total 4030-0 - Insurance.

4040-0 - Management Fee.

4060-0 - Office Supplies.

4070-0 - Photocopies.

4080-0 - Postage & Shipping.

4110-0 - Storage.

4120-0 - Telephone & Fax.

Total Administrative

Board of Directors

4200-0 - Awards.

4215-0 - Elections

4240-0 - Miscellaneous.

4250-0 - Phone.

4260-0 - Presidents Discretionary Fund.

4270-0 - Stationary/Mailing.

4280-0 - Travel/Audit

4290-0 - Test Committee

Total Board of Directors

Conferences

Conference Current Year

4510-0 - Audio Visual.

4530-0 - Board Travel & Hotel Expense.

4535-0 - Certification Fees

# ABVE Profit & Loss Budget vs. Actual

July 1, 2017 through May 14, 2021

\$	(16,663.34)	\$	176,567.55
		\$	193,230.89

4536-0 - CEU Forms, Express Eval, Tally

4551-0 - Conference F & B

4551-1 - Thursday - KES Breakfast

4551-10 - Thursday - KES AM Break

4551-15 - Thursday - Board PM Break

4551-2 - Thursday - board Dinner

4551-20 - Friday - Precon Breakfast

4551-25 - Friday - Precon AM Break

4551-30 - Friday - PM Break

4551-35 - Friday - Reception

4551-40 - Saturday - Breakfast

4551-45 - Saturday - AM Break

4551-50 - Saturday - Lunch

4551-55 - Saturday - PM Break

4551-60 - Sunday - Breakfast

4551-65 - Sunday - AM Break

4551-0 - Conference F & B - Other

Total 4551-0 - Conference F & B

4555-0 - Planning/Spkr Management

4562-0 - Exhibitor.

4570-0 - Gratuities.

4580-0 - Miscellaneous.

4590-0 - Postage.

4600-0 - Printing (brochure, postcards)

4610-0 - Pocket Guide & Flashdrives

4620-0 - Shipping.

4630-0 - Signs.

4640-0 - Speaker Expense.

4640-A - Speaker Expenses (TML)

4640-B - Speaker Gifts & Certificates

Total 4640-0 - Speaker Expense.

4650-0 - Staff Travel & Hotel.

4660-0 - Supplies.

Total Conference Current Year

Conference Next Year

4555-1 - Planning Next

Total Conference Next Year

4500 - Virtual Conference

Total Conferences

Membership Development

4700-0 - Marketing

4705-0 - Exhibiting at Conferences

4710-0 - Membership Admin

4720-0 - Postage & Delivery

# ABVE Profit & Loss Budget vs. Actual

July 1, 2017 through May 14, 2021

\$	(16,663.34)	\$	176,567.55
		\$	193,230.89

**Total Membership Development**

**Publications**

**Brochure**

4800-0 . Printing

4801-0 . Mailing

**Total Brochure**

**Journal**

4840-0 . Postage ( 2 x \$910.)

4850-0 . Printing (2 x \$2580.)

4860-0 . Typesetting.

**Total Journal**

**Newsletter**

4890-0 . Typesetting.

**Total Newsletter**

**Web Site Publication**

4990-0 . Web Site Content Management

4995-0 . eNews / Member Profiles

**Total Web Site Publication**

**Website**

4910-0 . Hosting Fees

**Total Website**

**Total Publications**

6100 . Study Abroad Trip Expenses

6300 . Item Writing Expense

**Total Expense**

**Net Ordinary Income**

**Net Income**