

ABVE
Profit & Loss Budget vs. Actual
 July through November 2021

	<u>Jul - Nov 21</u>	<u>Budget</u>	<u>\$ Over Bu...</u>
Ordinary Income/Expense			
Income			
Registration - Conf.			
Conference Reg. Current Year			
3510-0 · Member Deluxe	735.00	0.00	735.00
3530-0 · Member Full	1,755.00	0.00	1,755.00
3550-0 · Professional Spouse / Guest	0.00	350.00	-350.00
3555-0 · Presidents Reception	0.00	500.00	-500.00
3560-1 · Pre-Con #1	0.00	3,000.00	-3,000.00
3560-2 · Pre-Con #3	0.00	3,000.00	-3,000.00
3561-0 · Member Basic	4,567.50	0.00	4,567.50
3570-0 · Exhibitors	350.00	1,050.00	-700.00
3580-0 · Knowledge Enhancement	0.00	1,950.00	-1,950.00
3594-0 · Daily Registration	675.00	1,325.00	-650.00
3595-0 · Student/Active Emeritus	0.00	215.00	-215.00
3599 · Hotel Rebate	0.00	5,632.55	-5,632.55
3610-0 · Member - Early	0.00	39,175.00	-39,175.00
3620-0 · Member - Late	0.00	5,820.00	-5,820.00
3630-0 · NonMember - Early	0.00	6,420.00	-6,420.00
3640-0 · NonMember - Late	0.00	2,925.00	-2,925.00
Total Conference Reg. Current Year	<u>8,082.50</u>	<u>71,362.55</u>	<u>-63,280.05</u>
3300 · Virtual Conference	640.00		
Total Registration - Conf.	<u>8,722.50</u>	<u>71,362.55</u>	<u>-62,640.05</u>
3000-0 · Affinity Programs			
3000-2 · Online CE	0.00	1,500.00	-1,500.00
3000-3 · Documation	0.00	50.00	-50.00
Total 3000-0 · Affinity Programs	<u>0.00</u>	<u>1,550.00</u>	<u>-1,550.00</u>
3100-0 · Certification			
3100-1 · C.E. Approval - Alternative Ed.	960.00	2,500.00	-1,540.00
3100-2 · IPEC Application Fee	1,350.00	900.00	450.00
3100-3 · Fellow/Diplomat Application Fee	325.00	1,350.00	-1,025.00
Total 3100-0 · Certification	<u>2,635.00</u>	<u>4,750.00</u>	<u>-2,115.00</u>
3200-0 · Dues			
3200-2 · Membership Fees			
3200-2a · Non-Cert.. Associate Member	13,065.00	29,250.00	-16,185.00
3200-2b · Certified Associate Member	24,180.00	43,875.00	-19,695.00
Total 3200-2 · Membership Fees	<u>37,245.00</u>	<u>73,125.00</u>	<u>-35,880.00</u>
3200-3 · Fellow/Diplomate Cert. Fee	10,050.00	16,000.00	-5,950.00
3200-6 · Emeritus/Active Emeritus	1,380.00	1,840.00	-460.00
3200-7 · Student Members	60.00	300.00	-240.00
3200-8 · Subscriber	180.00	540.00	-360.00
3200-9 · IPEC Certification Fee	4,400.00	6,400.00	-2,000.00
Total 3200-0 · Dues	<u>53,315.00</u>	<u>98,205.00</u>	<u>-44,890.00</u>
3220-3 · Journal Publication Sales	20.00	300.00	-280.00
Total Income	<u>64,692.50</u>	<u>176,167.55</u>	<u>-111,475.05</u>
Expense			
Administrative			
3990-0 · Accounting & Legal.	2,360.00	2,400.00	-40.00
4010-0 · Bank & CC Charges.	2,297.12	8,000.00	-5,702.88
4015-0 · CE Processing - Alternative Ed.	536.25	5,500.00	-4,963.75

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4016-0 · Certificate Exp/NewMmbr/Upgrade			
4016-0A · Fellow/Diplomat	65.00	1,000.00	-935.00
4016-0B · IPEC	130.00	1,050.00	-920.00
Total 4016-0 · Certificate Exp/NewMmbr/U...	195.00	2,050.00	-1,855.00
4030-0 · Insurance.			
4030-1 · General Liability	726.00	600.00	126.00
4030-2 · Officers & Directors	1,071.00	1,200.00	-129.00
Total 4030-0 · Insurance.	1,797.00	1,800.00	-3.00
4040-0 · Management Fee.	29,875.35	71,700.89	-41,825.54
4060-0 · Office Supplies.	0.00	50.00	-50.00
4070-0 · Photocopies.	502.88	50.00	452.88
4080-0 · Postage & Shipping.	32.48	100.00	-67.52
4110-0 · Storage.	500.00	1,200.00	-700.00
4120-0 · Telephone & Fax.	877.50	2,070.00	-1,192.50
Total Administrative	38,973.58	94,920.89	-55,947.31
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.	59.96	180.00	-120.04
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	0.00	5,100.00	-5,100.00
4291-0 · IPEC Test Development	19,183.00		
Total Board of Directors	19,242.96	7,330.00	11,912.96
Conferences			
Conference Current Year			
4510-0 · Audio Visual.	0.00	7,000.00	-7,000.00
4535-0 · Certification Fees	0.00	1,450.00	-1,450.00
4536-0 · CEU Forms, Express Eval, Tally	0.00	2,000.00	-2,000.00
4551-0 · Conference F & B			
4551-1 · Thursday - KES Breakfast	0.00	600.00	-600.00
4551-10 · Thursday - KES AM Break	0.00	250.00	-250.00
4551-15 · Thursday - Board PM Break	0.00	250.00	-250.00
4551-2 · Thursday - board Dinner	0.00	1,200.00	-1,200.00
4551-20 · Friday - Precon Breakfast	0.00	1,300.00	-1,300.00
4551-25 · Friday - Precon AM Break	0.00	650.00	-650.00
4551-30 · Friday - PM Break	0.00	4,000.00	-4,000.00
4551-35 · Friday - Reception	0.00	12,000.00	-12,000.00
4551-40 · Saturday - Breakfast	0.00	6,500.00	-6,500.00
4551-45 · Saturday - AM Break	0.00	3,000.00	-3,000.00
4551-50 · Saturday - Lunch	0.00	8,000.00	-8,000.00
4551-55 · Saturday - PM Break	0.00	4,000.00	-4,000.00
4551-60 · Sunday - Breakfast	0.00	4,000.00	-4,000.00
4551-65 · Sunday - AM Break	0.00	1,500.00	-1,500.00
4551-0 · Conference F & B - Other	0.00	250.00	-250.00
Total 4551-0 · Conference F & B	0.00	47,500.00	-47,500.00
4555-0 · Planning/Spkr Management	390.00	1,000.00	-610.00
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	4,500.00	-4,500.00
4610-0 · Pocket Guide & Flashdrives	0.00	400.00	-400.00
4620-0 · Shipping.	0.00	500.00	-500.00
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.	<u>0.00</u>	<u>3,000.00</u>	<u>-3,000.00</u>
4650-0 · Staff Travel & Hotel.	0.00	2,000.00	-2,000.00
4660-0 · Supplies.	0.00	250.00	-250.00
Total Conference Current Year	<u>390.00</u>	<u>70,600.00</u>	<u>-70,210.00</u>
Total Conferences	390.00	70,600.00	-70,210.00
Membership Development			
4700-0 · Marketing	1,561.40	1,500.00	61.40
4710-0 · Membership Admin	0.00	750.00	-750.00
4720-0 · Postage & Delivery	0.00	1,000.00	-1,000.00
4750-0 · IPEC	195.00		
Total Membership Development	<u>1,756.40</u>	<u>3,250.00</u>	<u>-1,493.60</u>
Publications			
Brochure			
4800-0 · Printing	0.00	250.00	-250.00
4801-0 · Mailing	0.00	50.00	-50.00
Total Brochure	<u>0.00</u>	<u>300.00</u>	<u>-300.00</u>
Journal			
4840-0 · Postage (2 x \$910.)	0.00	1,820.00	-1,820.00
4850-0 · Printing (2 x \$2580.)	0.00	5,160.00	-5,160.00
4860-0 · Typesetting.	0.00	4,800.00	-4,800.00
Total Journal	<u>0.00</u>	<u>11,780.00</u>	<u>-11,780.00</u>
Newsletter			
4890-0 · Typesetting.	325.00	1,000.00	-675.00
Total Newsletter	<u>325.00</u>	<u>1,000.00</u>	<u>-675.00</u>
Web Site Publication			
4990-0 · Web Site Content Management	0.00	1,000.00	-1,000.00
4995-0 · eNews / Member Profiles	130.00	200.00	-70.00
Total Web Site Publication	<u>130.00</u>	<u>1,200.00</u>	<u>-1,070.00</u>
Website			
4910-0 · Hosting Fees	1,898.70	3,500.00	-1,601.30
Total Website	<u>1,898.70</u>	<u>3,500.00</u>	<u>-1,601.30</u>
Total Publications	<u>2,353.70</u>	<u>17,780.00</u>	<u>-15,426.30</u>
Total Expense	<u>62,716.64</u>	<u>193,880.89</u>	<u>-131,164.25</u>
Net Ordinary Income	<u>1,975.86</u>	<u>-17,713.34</u>	<u>19,689.20</u>
Net Income	<u><u>1,975.86</u></u>	<u><u>-17,713.34</u></u>	<u><u>19,689.20</u></u>