

## Profit &amp; Loss Budget vs. Actual

July 1, 2021 through March 17, 2022

	Jul 1, '21 - Mar 17,...	Budget	\$ Over Budget
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
<b>Registration - Conf.</b>			
<b>Conference Reg. Current Year</b>			
3510-0 · Member Deluxe	4,360.00	0.00	4,360.00
3520-0 · Non Member Deluxe	835.00	0.00	835.00
3530-0 · Member Full	9,050.00	0.00	9,050.00
3540-0 · Non Member Full	2,020.00	0.00	2,020.00
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	18,787.50	0.00	18,787.50
3562-0 · Non Member Basic	2,910.00	0.00	2,910.00
3570-0 · Exhibitors	1,200.00	1,050.00	150.00
3580-0 · Knowledge Enhancement	87.50	1,950.00	-1,862.50
3594-0 · Daily Registration	1,390.00	1,325.00	65.00
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
<b>Total Conference Reg. Current Year</b>	<b>40,640.00</b>	<b>71,362.55</b>	<b>-30,722.55</b>
3300 · Virtual Conference	1,185.00	0.00	1,185.00
<b>Total Registration - Conf.</b>	<b>41,825.00</b>	<b>71,362.55</b>	<b>-29,537.55</b>
<b>3000-0 · Affinity Programs</b>			
3000-2 · Online CE	0.00	1,500.00	-1,500.00
3000-3 · Documation	0.00	50.00	-50.00
3000-4 · Misc.	1,485.00	0.00	1,485.00
<b>Total 3000-0 · Affinity Programs</b>	<b>1,485.00</b>	<b>1,550.00</b>	<b>-65.00</b>
<b>3100-0 · Certification</b>			
3100-1 · C.E. Approval - Alternative Ed.	2,145.00	2,500.00	-355.00
3100-2 · IPEC Application Fee	7,470.00	900.00	6,570.00
3100-3 · Fellow/Diplomat Application Fee	1,275.00	1,350.00	-75.00
<b>Total 3100-0 · Certification</b>	<b>10,890.00</b>	<b>4,750.00</b>	<b>6,140.00</b>
<b>3200-0 · Dues</b>			
<b>3200-2 · Membership Fees</b>			
3200-2a · Non-Cert.. Associate Member	27,495.00	29,250.00	-1,755.00
3200-2b · Certified Associate Member	42,475.00	43,875.00	-1,400.00
<b>Total 3200-2 · Membership Fees</b>	<b>69,970.00</b>	<b>73,125.00</b>	<b>-3,155.00</b>
3200-3 · Fellow/Diplomate Cert. Fee	17,370.00	16,000.00	1,370.00
3200-6 · Emeritus/Active Emeritus	2,208.00	1,840.00	368.00
3200-7 · Student Members	180.00	300.00	-120.00
3200-8 · Subscriber	300.00	540.00	-240.00
3200-9 · IPEC Certification Fee	8,400.00	6,400.00	2,000.00
<b>Total 3200-0 · Dues</b>	<b>98,428.00</b>	<b>98,205.00</b>	<b>223.00</b>
3220-3 · Journal Publication Sales	30.00	300.00	-270.00
3596-0 · Guest	525.00	0.00	525.00
<b>Total Income</b>	<b>153,183.00</b>	<b>176,167.55</b>	<b>-22,984.55</b>
<b>Expense</b>			
<b>Administrative</b>			
3990-0 · Accounting & Legal.	2,465.00	2,400.00	65.00
4010-0 · Bank & CC Charges.	5,656.18	8,000.00	-2,343.82
4015-0 · CE Processing - Alternative Ed.	991.25	5,500.00	-4,508.75

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	Jul 1, '21 - Mar 17,...	Budget	\$ Over Budget
<b>4016-0 · Certificate Exp/NewMmbr/Upgrade</b>			
4016-0A · Fellow/Diplomat	780.00	1,000.00	-220.00
4016-0B · IPEC	715.00	1,050.00	-335.00
<b>Total 4016-0 · Certificate Exp/NewMmbr/Upgrade</b>	<b>1,495.00</b>	<b>2,050.00</b>	<b>-555.00</b>
<b>4030-0 · Insurance.</b>			
4030-1 · General Liability	451.00	600.00	-149.00
4030-2 · Officers & Directors	1,071.00	1,200.00	-129.00
<b>Total 4030-0 · Insurance.</b>	<b>1,522.00</b>	<b>1,800.00</b>	<b>-278.00</b>
<b>4040-0 · Management Fee.</b>	<b>53,775.63</b>	<b>71,700.89</b>	<b>-17,925.26</b>
<b>4060-0 · Office Supplies.</b>	<b>5.40</b>	<b>50.00</b>	<b>-44.60</b>
<b>4070-0 · Photocopies.</b>	<b>558.72</b>	<b>50.00</b>	<b>508.72</b>
<b>4080-0 · Postage &amp; Shipping.</b>	<b>207.68</b>	<b>100.00</b>	<b>107.68</b>
<b>4110-0 · Storage.</b>	<b>900.00</b>	<b>1,200.00</b>	<b>-300.00</b>
<b>4120-0 · Telephone &amp; Fax.</b>	<b>1,579.50</b>	<b>2,070.00</b>	<b>-490.50</b>
<b>Total Administrative</b>	<b>69,156.36</b>	<b>94,920.89</b>	<b>-25,764.53</b>
<b>Board of Directors</b>			
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.	119.92	180.00	-60.08
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	24,446.00	0.00	24,446.00
<b>Total Board of Directors</b>	<b>24,565.92</b>	<b>7,330.00</b>	<b>17,235.92</b>
<b>Conferences</b>			
<b>Conference Current Year</b>			
4510-0 · Audio Visual.	0.00	7,000.00	-7,000.00
4535-0 · Certification Fees	1,225.00	1,450.00	-225.00
4536-0 · CEU Forms, Express Eval, Tally	0.00	2,000.00	-2,000.00
<b>4551-0 · Conference F &amp; B</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	1,471.44	1,200.00	271.44
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
<b>Total 4551-0 · Conference F &amp; B</b>	<b>1,471.44</b>	<b>47,500.00</b>	<b>-46,028.56</b>
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)	4,520.35	4,500.00	20.35
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
4640-0 · Speaker Expense.			

**ABVE**  
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	Jul 1, '21 - Mar 17,...	Budget	\$ Over Budget
4640-A · Speaker Expenses (TML)	2,220.00	2,000.00	220.00
4640-B · Speaker Gifts & Certificates	698.83	1,000.00	-301.17
<b>Total 4640-0 · Speaker Expense.</b>	<b>2,918.83</b>	<b>3,000.00</b>	<b>-81.17</b>
4650-0 · Staff Travel & Hotel.	1,216.78	2,000.00	-783.22
4660-0 · Supplies.	0.00	250.00	-250.00
<b>Total Conference Current Year</b>	<b>11,904.90</b>	<b>70,600.00</b>	<b>-58,695.10</b>
<b>Total Conferences</b>	<b>11,904.90</b>	<b>70,600.00</b>	<b>-58,695.10</b>
<b>Membership Development</b>			
4700-0 · Marketing	1,796.74	1,500.00	296.74
4710-0 · Membership Admin	195.00	750.00	-555.00
4720-0 · Postage & Delivery	391.67	1,000.00	-608.33
4750-0 · IPEC	975.00	0.00	975.00
<b>Total Membership Development</b>	<b>3,358.41</b>	<b>3,250.00</b>	<b>108.41</b>
<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>	<b>0.00</b>	<b>300.00</b>	<b>-300.00</b>
<b>Journal</b>			
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.	2,000.00	4,800.00	-2,800.00
<b>Total Journal</b>	<b>2,000.00</b>	<b>11,780.00</b>	<b>-9,780.00</b>
<b>Newsletter</b>			
4890-0 · Typesetting.	650.00	1,000.00	-350.00
<b>Total Newsletter</b>	<b>650.00</b>	<b>1,000.00</b>	<b>-350.00</b>
<b>Web Site Publication</b>			
4990-0 · Web Site Content Management	850.00	2,700.00	-1,850.00
4995-0 · eNews / Member Profiles	130.00	200.00	-70.00
<b>Total Web Site Publication</b>	<b>980.00</b>	<b>2,900.00</b>	<b>-1,920.00</b>
<b>Website</b>			
4910-0 · Hosting Fees	2,878.42	3,500.00	-621.58
<b>Total Website</b>	<b>2,878.42</b>	<b>3,500.00</b>	<b>-621.58</b>
<b>Total Publications</b>	<b>6,508.42</b>	<b>19,480.00</b>	<b>-12,971.58</b>
<b>Total Expense</b>	<b>115,494.01</b>	<b>195,580.89</b>	<b>-80,086.88</b>
<b>Net Ordinary Income</b>	<b>37,688.99</b>	<b>-19,413.34</b>	<b>57,102.33</b>
<b>Net Income</b>	<b>37,688.99</b>	<b>-19,413.34</b>	<b>57,102.33</b>