

**ABVE**  
**Profit & Loss Budget vs. Actual**  
 July through August 2011

	<u>Jul - Aug 11</u>	<u>Budget</u>	<u>\$ Over Budget</u>
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
<b>Registration - Conf.</b>			
<b>Conference Reg. Current Year</b>			
3510-0 · Member - Early	0.00	37,000.00	-37,000.00
3510-1 · Group Discount	0.00	-100.00	100.00
3520-0 · Member - Late	0.00	2,520.00	-2,520.00
3530-0 · NonMember - Early	0.00	8,100.00	-8,100.00
3540-0 · NonMember - Late	0.00	1,560.00	-1,560.00
3555-0 · Presidents Reception	0.00	100.00	-100.00
3560-0 · Value Added	0.00	3,000.00	-3,000.00
3561-0 · Value Added #2	0.00	3,000.00	-3,000.00
3570-0 · Exhibitors	0.00	700.00	-700.00
3580-0 · Knowledge Enhancement	0.00	360.00	-360.00
3594-0 · Daily Registration	0.00	1,200.00	-1,200.00
3595-0 · Student	0.00	150.00	-150.00
<b>Total Conference Reg. Current Year</b>	<u>0.00</u>	<u>57,590.00</u>	<u>-57,590.00</u>
<b>Total Registration - Conf.</b>	0.00	57,590.00	-57,590.00
<b>3100-0 · Certification</b>			
3100-1 · C.E. Approval - Alternative Ed.	157.08	2,000.00	-1,842.92
3100-3 · Certification-New Memb	225.00	1,100.00	-875.00
3100-5 · KES Study Guide / Materials	0.00	125.00	-125.00
<b>Total 3100-0 · Certification</b>	<u>382.08</u>	<u>3,225.00</u>	<u>-2,842.92</u>
<b>3200-0 · Dues</b>			
3200-2 · Associate Member	140.00	18,200.00	-18,060.00
3200-3 · Fellow/Diplomate	0.00	52,800.00	-52,800.00
3200-6 · Retired Members	0.00	930.00	-930.00
3200-7 · Student Members	60.00	240.00	-180.00
3200-8 · Subscriber	0.00	900.00	-900.00
<b>Total 3200-0 · Dues</b>	<u>200.00</u>	<u>73,070.00</u>	<u>-72,870.00</u>
<b>3210-0 · Hotel Rebate</b>	0.00	2,200.00	-2,200.00
<b>3220-0 · Publication Sales-Journal</b>			
3220-1 · Brochure Sales	0.00	20.00	-20.00
3220-0 · Publication Sales-Journal - Other	50.00	200.00	-150.00
<b>Total 3220-0 · Publication Sales-Journal</b>	<u>50.00</u>	<u>220.00</u>	<u>-170.00</u>
<b>Total Income</b>	632.08	136,305.00	-135,672.92
<b>Expense</b>			
<b>Administrative</b>			
3990-0 · Accounting & Legal.	0.00	2,000.00	-2,000.00
4010-0 · Bank & CC Charges.	101.05	4,600.00	-4,498.95
4015-0 · CE Processing - Alternative Ed.	65.00	1,500.00	-1,435.00
4016-0 · Certificate Exp/NewMmbr/Upgrade			
4016-7 · Exam / Test Maintenance	746.00	1,000.00	-254.00
4016-0 · Certificate Exp/NewMmbr/Upgrade - Other	97.50		
<b>Total 4016-0 · Certificate Exp/NewMmbr/Upgrade</b>	<u>843.50</u>	<u>1,000.00</u>	<u>-156.50</u>
4020-0 · Dues & Subscriptions.	0.00	685.00	-685.00
4030-0 · Insurance.			
4030-1 · General Liability	0.00	1,500.00	-1,500.00
4030-2 · Officers & Directors	0.00	1,150.00	-1,150.00
<b>Total 4030-0 · Insurance.</b>	<u>0.00</u>	<u>2,650.00</u>	<u>-2,650.00</u>
4040-0 · Management Fee.	9,027.68	54,166.00	-45,138.32
4060-0 · Office Supplies.	0.00	150.00	-150.00
4070-0 · Photocopies.	30.45	600.00	-569.55
4080-0 · Postage & Shipping.	6.00	200.00	-194.00
4090-0 · Printing & Labels	0.00	50.00	-50.00
4110-0 · Storage.	200.00	1,200.00	-1,000.00
4120-0 · Telephone & Fax.	323.76	1,950.00	-1,626.24

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	Jul - Aug 11	Budget	\$ Over Budget
<b>Total Administrative</b>	10,597.44	70,751.00	-60,153.56
<b>Board of Directors</b>			
4200-0 · Awards.	47.98	750.00	-702.02
4215-0 · Election Mailing	0.00	775.00	-775.00
4240-0 · Miscellaneous.	0.00	250.00	-250.00
4250-0 · Phone.	51.24	150.00	-98.76
4260-0 · Presidents Discretionary Fund.	195.00	100.00	95.00
4270-0 · Stationary/Mailing.	0.00	350.00	-350.00
<b>Total Board of Directors</b>	294.22	2,375.00	-2,080.78
<b>Conferences</b>			
<b>Conference Current Year</b>			
4510-0 · Audio Visual.	0.00	3,550.00	-3,550.00
4535-0 · Certification Fees	0.00	400.00	-400.00
4536-0 · CEU Forms and Tally	0.00	2,200.00	-2,200.00
4551-0 · Conference F & B			
4551-1 · Thursday - KES Breakfast	0.00	200.00	-200.00
4551-10 · Thursday - KES AM Break	0.00	200.00	-200.00
4551-15 · Thursday - Board PM Break	0.00	200.00	-200.00
4551-20 · Friday - Precon Breakfast	0.00	1,055.00	-1,055.00
4551-25 · Friday - Precon AM Break	0.00	325.00	-325.00
4551-30 · Friday - PM Break	0.00	1,720.00	-1,720.00
4551-35 · Friday - Reception	0.00	7,100.00	-7,100.00
4551-40 · Saturday - Breakfast	0.00	3,725.00	-3,725.00
4551-45 · Saturday - AM Break	0.00	2,610.00	-2,610.00
4551-50 · Saturday - Lunch	0.00	4,750.00	-4,750.00
4551-55 · Saturday - PM Break	0.00	1,720.00	-1,720.00
4551-60 · Sunday - Breakfast	0.00	2,275.00	-2,275.00
4551-65 · Sunday - AM Break	0.00	935.00	-935.00
<b>Total 4551-0 · Conference F &amp; B</b>	0.00	26,815.00	-26,815.00
4555-0 · Planning	200.17	1,500.00	-1,299.83
4562-0 · Exhibitor.	0.00	100.00	-100.00
4570-0 · Gratuities.	0.00	200.00	-200.00
4580-0 · Miscellaneous.	0.00	100.00	-100.00
4590-0 · Postage.	0.00	750.00	-750.00
4600-0 · Printing (Program Flyers/Labels)	0.00	3,000.00	-3,000.00
4610-0 · Program Binder.	0.00	2,250.00	-2,250.00
4620-0 · Shipping.	0.00	500.00	-500.00
4630-0 · Signs.	0.00	100.00	-100.00
4640-0 · Speaker Expense.	0.00	1,500.00	-1,500.00
4650-0 · Staff Travel & Hotel.	0.00	2,000.00	-2,000.00
4660-0 · Supplies.	0.00	250.00	-250.00
<b>Total Conference Current Year</b>	200.17	45,215.00	-45,014.83
<b>Total Conferences</b>	200.17	45,215.00	-45,014.83
<b>Membership Development</b>			
4700-0 · Marketing	1,538.41	4,555.00	-3,016.59
4710-0 · Membership Admin	195.00	1,000.00	-805.00
4720-0 · Postage & Delivery	24.76	1,200.00	-1,175.24
4730-0 · Printing	29.75		
<b>Total Membership Development</b>	1,787.92	6,755.00	-4,967.08
<b>Publications</b>			
<b>Brochure</b>			
4800-0 · Printing	0.00	50.00	-50.00
4801-0 · Mailing	4.95	50.00	-45.05
<b>Total Brochure</b>	4.95	100.00	-95.05
<b>Journal</b>			
4840-0 · Postage ( 2 x \$910.)	0.00	500.00	-500.00
4850-0 · Printing (2 x \$2580.)	0.00	2,000.00	-2,000.00
<b>Total Journal</b>	0.00	2,500.00	-2,500.00

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Accrual Basis

**ABVE**  
**Profit & Loss Budget vs. Actual**  
July through August 2011

	<u>Jul - Aug 11</u>	<u>Budget</u>	<u>\$ Over Budget</u>
<b>Newsletter</b>			
4890-0 · Typesetting.	390.00	2,000.00	-1,610.00
<b>Total Newsletter</b>	390.00	2,000.00	-1,610.00
<b>Web Site Publication</b>			
4990-0 · Web Site Content Management	81.25	1,500.00	-1,418.75
4995-0 · eNews / Member Profiles	146.25	2,300.00	-2,153.75
<b>Total Web Site Publication</b>	227.50	3,800.00	-3,572.50
<b>Website</b>			
4910-0 · Hosting Fees	410.95	2,800.00	-2,389.05
<b>Total Website</b>	410.95	2,800.00	-2,389.05
<b>Total Publications</b>	1,033.40	11,200.00	-10,166.60
<b>Total Expense</b>	13,913.15	136,296.00	-122,382.85
<b>Net Ordinary Income</b>	-13,281.07	9.00	-13,290.07
<b>Net Income</b>	<u><u>-13,281.07</u></u>	<u><u>9.00</u></u>	<u><u>-13,290.07</u></u>

**ABVE**  
**Balance Sheet**  
As of August 31, 2011

	<u>Aug 31, 11</u>
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Checking/Savings</b>	
1001 · B of A Checking	83,869.83
<b>Total Checking/Savings</b>	<u>83,869.83</u>
<b>Other Current Assets</b>	
1500 · Prepaid Expense	2,515.11
<b>Total Other Current Assets</b>	<u>2,515.11</u>
<b>Total Current Assets</b>	86,384.94
<b>Fixed Assets</b>	
1100 · Capital Expenditures	
1900 · Accumulated depreciation	-1,740.00
1100 · Capital Expenditures - Other	3,478.42
<b>Total 1100 · Capital Expenditures</b>	<u>1,738.42</u>
<b>Total Fixed Assets</b>	<u>1,738.42</u>
<b>TOTAL ASSETS</b>	<b><u>88,123.36</u></b>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Equity</b>	
2210 · Unrestricted net assets	80,716.41
2230 · Retained Earnings	20,688.02
Net Income	-13,281.07
<b>Total Equity</b>	<u>88,123.36</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b><u>88,123.36</u></b>