

ABVE
Profit & Loss Budget vs. Actual
 July 2010 through June 2011

| | Jul '10 - Jun 11 | Budget | \$ Over Budget |
|---|------------------|------------|----------------|
| Ordinary Income/Expense | | | |
| Income | | | |
| Registration - Conf. | | | |
| Conference Reg. Current Year | | | |
| 3510-0 · Member - Early | 34,700.00 | 37,875.00 | -3,175.00 |
| 3510-1 · Group Discount | -75.00 | -100.00 | 25.00 |
| 3510-2 · Speaker Discounted Registration | -2,639.50 | 0.00 | -2,639.50 |
| 3520-0 · Member - Late | 2,475.00 | 2,550.00 | -75.00 |
| 3530-0 · NonMember - Early | | | |
| 3530-2 · Special Discount - Canada / CVE | -60.00 | | |
| 3530-0 · NonMember - Early - Other | 10,625.00 | 4,750.00 | 5,875.00 |
| Total 3530-0 · NonMember - Early | 10,565.00 | 4,750.00 | 5,815.00 |
| 3530-1 · Group Discount - NM | -200.00 | | |
| 3540-0 · NonMember - Late | 1,450.00 | 525.00 | 925.00 |
| 3550-0 · Professional Spouse / Guest | 265.00 | | |
| 3555-0 · Presidents Reception | 100.00 | 100.00 | 0.00 |
| 3560-0 · Value Added | 4,935.00 | 1,920.00 | 3,015.00 |
| 3561-0 · Value Added #2 | 3,725.00 | 1,920.00 | 1,805.00 |
| 3570-0 · Exhibitors | 525.00 | 700.00 | -175.00 |
| 3580-0 · Knowledge Enhancement | 870.00 | 400.00 | 470.00 |
| 3590-0 · Special Events | 100.00 | | |
| 3594-0 · Daily Registration | 2,350.00 | 500.00 | 1,850.00 |
| 3595-0 · Student | 325.00 | 160.00 | 165.00 |
| Total Conference Reg. Current Year | 59,470.50 | 51,300.00 | 8,170.50 |
| Total Registration - Conf. | 59,470.50 | 51,300.00 | 8,170.50 |
| 3100-0 · Certification | | | |
| 3100-1 · C.E. Approval - Alternative Ed. | 1,867.75 | 2,000.00 | -132.25 |
| 3100-3 · Certification-New Memb | 2,125.00 | 1,100.00 | 1,025.00 |
| 3100-5 · KES Study Guide / Materials | 125.00 | | |
| 3100-7 · Online Testing | 0.00 | 200.00 | -200.00 |
| Total 3100-0 · Certification | 4,117.75 | 3,300.00 | 817.75 |
| 3200-0 · Dues | | | |
| 3200-2 · Associate Member | 19,880.00 | 13,440.00 | 6,440.00 |
| 3200-3 · Fellow/Diplomate | 54,040.00 | 50,820.00 | 3,220.00 |
| 3200-6 · Retired Members | 1,040.00 | 600.00 | 440.00 |
| 3200-7 · Student Members | 710.00 | 240.00 | 470.00 |
| 3200-8 · Subscriber | 900.00 | 595.00 | 305.00 |
| Total 3200-0 · Dues | 76,570.00 | 65,695.00 | 10,875.00 |
| 3210-0 · Hotel Rebate | 3,897.30 | 2,800.00 | 1,097.30 |
| 3220-0 · Publication Sales-Journal | | | |
| 3220-1 · Brochure Sales | 10.00 | 100.00 | -90.00 |
| 3220-0 · Publication Sales-Journal - Other | 195.00 | 650.00 | -455.00 |
| Total 3220-0 · Publication Sales-Journal | 205.00 | 750.00 | -545.00 |
| 3230-0 · Interest Income. | 0.00 | 100.00 | -100.00 |
| 3290-0 · Other Income. | 242.30 | | |
| Total Income | 144,502.85 | 123,945.00 | 20,557.85 |
| Expense | | | |
| Administrative | | | |
| 3990-0 · Accounting & Legal. | 2,000.00 | 2,000.00 | 0.00 |
| 4010-0 · Bank & CC Charges. | 5,231.43 | 4,600.00 | 631.43 |
| 4015-0 · CE Processing - Alternative Ed. | 1,272.63 | 3,500.00 | -2,227.37 |
| 4016-0 · Certificate Exp/NewMmbr/Upgrade | | | |
| 4016-7 · Exam / Test Maintenance | 2,804.11 | 2,000.00 | 804.11 |
| 4016-0 · Certificate Exp/NewMmbr/Upgrade - Other | 1,178.96 | 1,200.00 | -21.04 |
| Total 4016-0 · Certificate Exp/NewMmbr/Upgrade | 3,983.07 | 3,200.00 | 783.07 |
| 4020-0 · Dues & Subscriptions. | 685.00 | 500.00 | 185.00 |
| 4030-0 · Insurance. | | | |
| 4030-2 · Officers & Directors | 1,095.00 | 1,150.00 | -55.00 |

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| Total 4030-0 · Insurance. | 1,095.00 | 1,150.00 | -55.00 |
| 4040-0 · Management Fee. | 52,999.92 | 53,000.00 | -0.08 |
| 4060-0 · Office Supplies. | 58.81 | 150.00 | -91.19 |
| 4070-0 · Photocopies. | 827.30 | 300.00 | 527.30 |
| 4080-0 · Postage & Shipping. | 117.17 | 200.00 | -82.83 |
| 4090-0 · Printing & Labels | 0.00 | 50.00 | -50.00 |
| 4110-0 · Storage. | 1,310.30 | 1,200.00 | 110.30 |
| 4120-0 · Telephone & Fax. | 1,942.56 | 1,460.00 | 482.56 |
| Total Administrative | 71,523.19 | 71,310.00 | 213.19 |
| Board of Directors | | | |
| 4200-0 · Awards. | 305.41 | 1,000.00 | -694.59 |
| 4215-0 · Election Mailing | 234.90 | 775.00 | -540.10 |
| 4240-0 · Miscellaneous. | 14.20 | 250.00 | -235.80 |
| 4250-0 · Phone. | 118.84 | 140.00 | -21.16 |
| 4260-0 · Presidents Discretionary Fund. | 0.00 | 100.00 | -100.00 |
| 4270-0 · Stationary/Mailing. | 334.49 | 100.00 | 234.49 |
| 4280-0 · Travel. | 637.44 | | |
| Total Board of Directors | 1,645.28 | 2,365.00 | -719.72 |
| Conferences | | | |
| Conference Current Year | | | |
| 4510-0 · Audio Visual. | 3,828.33 | 3,000.00 | 828.33 |
| 4520-0 · Awards. | 32.85 | | |
| 4530-0 · Board Travel & Hotel Expense. | 3,135.40 | | |
| 4535-0 · Certification Fees | 270.00 | 600.00 | -330.00 |
| 4536-0 · CEU Forms and Tally | 2,204.84 | 2,000.00 | 204.84 |
| 4550-0 · Conference Meals. | | | |
| 4550-a . Break Thur. | 71.13 | 150.00 | -78.87 |
| 4550-1 · Board Meeting Thur. | 227.64 | 250.00 | -22.36 |
| 4550-2 · Package Fri. | 1,321.38 | 2,500.00 | -1,178.62 |
| 4550-4 · Reception - Friday | 5,382.12 | 4,000.00 | 1,382.12 |
| 4550-5 · Breakfast Sat. | 2,422.54 | | |
| 4550-6 · Break Saturday | 3,719.24 | | |
| 4550-8 · Sun. Breakfast | 4,283.79 | 2,300.00 | 1,983.79 |
| 4550-9 · Package Saturday | 0.00 | 4,600.00 | -4,600.00 |
| 4550-e · Lunch - Saturday | 3,728.02 | 2,400.00 | 1,328.02 |
| 4550-0 · Conference Meals. - Other | 1,131.36 | | |
| Total 4550-0 · Conference Meals. | 22,287.22 | 16,200.00 | 6,087.22 |
| 4555-0 · Planning | 1,496.36 | 1,500.00 | -3.64 |
| 4562-0 · Exhibitor. | 0.00 | 100.00 | -100.00 |
| 4570-0 · Gratuities. | 85.00 | 200.00 | -115.00 |
| 4580-0 · Miscellaneous. | 0.00 | 100.00 | -100.00 |
| 4590-0 · Postage. | 672.72 | 1,000.00 | -327.28 |
| 4600-0 · Printing (Program Flyers/Labels) | 2,986.47 | 2,500.00 | 486.47 |
| 4610-0 · Program Binder. | 2,213.04 | 2,500.00 | -286.96 |
| 4620-0 · Shipping. | 850.71 | 500.00 | 350.71 |
| 4630-0 · Signs. | 0.00 | 100.00 | -100.00 |
| 4640-0 · Speaker Expense. | 481.23 | 2,000.00 | -1,518.77 |
| 4650-0 · Staff Travel & Hotel. | 2,664.84 | 2,500.00 | 164.84 |
| 4660-0 · Supplies. | 65.20 | 250.00 | -184.80 |
| Total Conference Current Year | 43,274.21 | 35,050.00 | 8,224.21 |
| Conference Next Year | | | |
| 4555-1 · Planning Next | 0.00 | 0.00 | 0.00 |
| Total Conference Next Year | 0.00 | 0.00 | 0.00 |
| Total Conferences | 43,274.21 | 35,050.00 | 8,224.21 |
| Membership Development | | | |
| 4700-0 · Marketing | 4,306.77 | 2,190.00 | 2,116.77 |
| 4710-0 · Membership Admin | 958.50 | 1,325.00 | -366.50 |
| 4720-0 · Postage & Delivery | 1,261.86 | 725.00 | 536.86 |
| 4730-0 · Printing | 8.75 | 100.00 | -91.25 |

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| | <u>Jul '10 - Jun 11</u> | <u>Budget</u> | <u>\$ Over Budget</u> |
|--------------------------------------|-------------------------|-----------------------|-------------------------|
| Total Membership Development | 6,535.88 | 4,340.00 | 2,195.88 |
| Publications | | | |
| Brochure | | | |
| 4800-0 · Printing | 0.00 | 150.00 | -150.00 |
| 4801-0 · Mailing | 6.92 | 100.00 | -93.08 |
| Total Brochure | 6.92 | 250.00 | -243.08 |
| Journal | | | |
| 4840-0 · Postage (2 x \$910.) | 497.04 | 600.00 | -102.96 |
| 4850-0 · Printing (2 x \$2580.) | 1,688.00 | 2,600.00 | -912.00 |
| 4860-0 · Typesetting. | 0.00 | 100.00 | -100.00 |
| Total Journal | 2,185.04 | 3,300.00 | -1,114.96 |
| Newsletter | | | |
| 4890-0 · Typesetting. | 1,592.50 | 2,000.00 | -407.50 |
| Total Newsletter | 1,592.50 | 2,000.00 | -407.50 |
| Web Site Publication | | | |
| 4990-0 · Web Site Content Management | 1,381.25 | 780.00 | 601.25 |
| 4995-0 · eNews / Member Profiles | 2,031.25 | 2,420.00 | -388.75 |
| Total Web Site Publication | 3,412.50 | 3,200.00 | 212.50 |
| Website | | | |
| 4910-0 · Hosting Fees | 2,718.40 | 2,800.00 | -81.60 |
| Total Website | 2,718.40 | 2,800.00 | -81.60 |
| Total Publications | 9,915.36 | 11,550.00 | -1,634.64 |
| Total Expense | 132,893.92 | 124,615.00 | 8,278.92 |
| Net Ordinary Income | 11,608.93 | -670.00 | 12,278.93 |
| Net Income | <u><u>11,608.93</u></u> | <u><u>-670.00</u></u> | <u><u>12,278.93</u></u> |

11:37 AM
07/06/11
Cash Basis

ABVE
Balance Sheet
As of June 30, 2011

| | <u>Jun 30, 11</u> |
|--|--------------------------|
| ASSETS | |
| Current Assets | |
| Checking/Savings | |
| 1001 · B of A Checking | 97,150.90 |
| Total Checking/Savings | <u>97,150.90</u> |
| Other Current Assets | |
| 1500 · Prepaid Expense | 2,515.11 |
| Total Other Current Assets | <u>2,515.11</u> |
| Total Current Assets | 99,666.01 |
| Fixed Assets | |
| 1100 · Capital Expenditures | |
| 1900 · Accumulated depreciation | -1,740.00 |
| 1100 · Capital Expenditures - Other | 3,478.42 |
| Total 1100 · Capital Expenditures | <u>1,738.42</u> |
| Total Fixed Assets | <u>1,738.42</u> |
| TOTAL ASSETS | <u>101,404.43</u> |
| LIABILITIES & EQUITY | |
| Equity | |
| 2210 · Unrestricted net assets | 80,716.41 |
| 2230 · Retained Earnings | 9,079.09 |
| Net Income | 11,608.93 |
| Total Equity | <u>101,404.43</u> |
| TOTAL LIABILITIES & EQUITY | <u>101,404.43</u> |