

ABVE
Profit & Loss Budget vs. Actual
 July 2009 through June 2010

	<u>Jul '09 - Jun 10</u>	<u>Budget</u>	<u>\$ Over Budget</u>
Ordinary Income/Expense			
Income			
Registration - Conf.			
Conference Reg. Current Year			
3510-0 · Member - Early	33,858.00	29,750.00	4,108.00
3510-1 · Group Discount	-125.00	-100.00	-25.00
3510-2 · Speaker Discounted Registration	-1,223.00		
3520-0 · Member - Late	3,275.00	2,500.00	775.00
3530-0 · NonMember - Early			
3530-2 · Special Discount - Canada / CVE	-638.00		
3530-0 · NonMember - Early - Other	6,825.00	3,150.00	3,675.00
Total 3530-0 · NonMember - Early	<u>6,187.00</u>	<u>3,150.00</u>	<u>3,037.00</u>
3530-1 · Group Discount - NM	-225.00		
3540-0 · NonMember - Late	2,475.00	500.00	1,975.00
3555-0 · Presidents Reception	325.00	100.00	225.00
3560-0 · Value Added	2,235.00	1,520.00	715.00
3561-0 · Value Added #2	4,560.00	1,520.00	3,040.00
3570-0 · Exhibitors	1,200.00	700.00	500.00
3580-0 · Knowledge Enhancement	680.00	400.00	280.00
3594-0 · Daily Registration	1,775.00	500.00	1,275.00
3595-0 · Student	150.00	160.00	-10.00
3596-0 · Guest	0.00	250.00	-250.00
3599-0 · APA CEU's	25.00	0.00	25.00
Total Conference Reg. Current Year	<u>55,172.00</u>	<u>40,950.00</u>	<u>14,222.00</u>
Total Registration - Conf.	55,172.00	40,950.00	14,222.00
3100-0 · Certification			
3100-1 · C.E. Approval - Alternative Ed.	5,474.19	3,000.00	2,474.19
3100-3 · Certification-New Memb	1,000.00	1,200.00	-200.00
3100-5 · KES CD	250.00		
Total 3100-0 · Certification	<u>6,724.19</u>	<u>4,200.00</u>	<u>2,524.19</u>
3200-0 · Dues			
3200-2 · Associate Member	17,640.00	13,400.00	4,240.00
3200-3 · Fellow/Diplomate	53,845.00	53,000.00	845.00
3200-6 · Retired Members	780.00	600.00	180.00
3200-7 · Student Members	360.00	240.00	120.00
3200-8 · Subscriber	1,140.00	1,000.00	140.00
Total 3200-0 · Dues	<u>73,765.00</u>	<u>68,240.00</u>	<u>5,525.00</u>
3210-0 · Hotel Rebate	3,864.45	4,000.00	-135.55
3220-0 · Publication Sales-Journal			
3220-1 · Brochure Sales	27.70	100.00	-72.30
3220-0 · Publication Sales-Journal - Other	930.00	1,000.00	-70.00
Total 3220-0 · Publication Sales-Journal	<u>957.70</u>	<u>1,100.00</u>	<u>-142.30</u>
3230-0 · Interest Income.	0.00	100.00	-100.00
Total Income	<u>140,483.34</u>	<u>118,590.00</u>	<u>21,893.34</u>
Expense			
Administrative			
3990-0 · Accounting & Legal.	3,786.57	3,500.00	286.57
4010-0 · Bank & CC Charges.	5,520.25	3,000.00	2,520.25
4015-0 · CE Processing - Alternative Ed.	8,878.57	3,500.00	5,378.57
4016-0 · Certificate Exp/NewMmbr/Upgrade			
4016-1 · Postage	5.28	100.00	-94.72
4016-7 · Exam / Test Maintenance	310.00		
4016-0 · Certificate Exp/NewMmbr/Upgrade - Other	833.17	1,500.00	-666.83
Total 4016-0 · Certificate Exp/NewMmbr/Upgrade	<u>1,148.45</u>	<u>1,600.00</u>	<u>-451.55</u>
4020-0 · Dues & Subscriptions.	400.00	500.00	-100.00
4030-0 · Insurance.			
4030-1 · General Liability	0.00	500.00	-500.00
4030-2 · Officers & Directors	1,134.00	1,100.00	34.00

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Total 4030-0 · Insurance.	1,134.00	1,600.00	-466.00
4040-0 · Management Fee.	51,499.92	51,500.00	-0.08
4060-0 · Office Supplies.	4.00	150.00	-146.00
4070-0 · Photocopies.	695.59	200.00	495.59
4080-0 · Postage & Shipping.	118.82	200.00	-81.18
4090-0 · Printing & Labels	0.00	50.00	-50.00
4110-0 · Storage.	1,207.46	1,200.00	7.46
4120-0 · Telephone & Fax.	2,219.46	2,000.00	219.46
Total Administrative	76,613.09	69,000.00	7,613.09
Board of Directors			
4200-0 · Awards.	858.40	500.00	358.40
4215-0 · Election Mailing	506.22	775.00	-268.78
4240-0 · Miscellaneous.	0.00	250.00	-250.00
4250-0 · Phone.	190.35		
4260-0 · Presidents Discretionary Fund.	340.00	100.00	240.00
4270-0 · Stationary/Mailing.	334.49	100.00	234.49
Total Board of Directors	2,229.46	1,725.00	504.46
Conferences			
Conference Current Year			
4510-0 · Audio Visual.	2,294.36	3,000.00	-705.64
4535-0 · Certification Fees	200.00	600.00	-400.00
4536-0 · CEU Forms and Tally	1,774.82	2,000.00	-225.18
4550-0 · Conference Meals.			
4550-a · Break Thur.	183.09	150.00	33.09
4550-1 · Board Meeting Thur.	442.74	250.00	192.74
4550-2 · Package Fri.	3,339.75	2,500.00	839.75
4550-4 · Reception - Friday	4,870.18	4,000.00	870.18
4550-8 · Sun. Breakfast	2,330.90	2,300.00	30.90
4550-9 · Package Saturday	5,153.72	4,600.00	553.72
4550-e · Lunch - Saturday	2,713.01	2,400.00	313.01
4550-0 · Conference Meals. - Other	1,045.85		
Total 4550-0 · Conference Meals.	20,079.24	16,200.00	3,879.24
4555-0 · Planning	1,316.25	500.00	816.25
4562-0 · Exhibitor.	0.00	100.00	-100.00
4570-0 · Gratuities.	180.00	200.00	-20.00
4580-0 · Miscellaneous.	350.62	100.00	250.62
4590-0 · Postage.	910.45	1,000.00	-89.55
4600-0 · Printing (Program Flyers/Labels)	2,786.28	2,500.00	286.28
4610-0 · Program Binder.	2,227.62	2,500.00	-272.38
4620-0 · Shipping.	856.87	500.00	356.87
4630-0 · Signs.	0.00	100.00	-100.00
4640-0 · Speaker Expense.	2,061.02	2,000.00	61.02
4650-0 · Staff Travel & Hotel.	1,915.78	2,500.00	-584.22
4660-0 · Supplies.	225.53	250.00	-24.47
Total Conference Current Year	37,178.84	34,050.00	3,128.84
Conference Next Year			
4555-1 · Planning Next	250.00		
Total Conference Next Year	250.00		
Total Conferences	37,428.84	34,050.00	3,378.84
Membership Development			
4700-0 · Membership	2,611.79	2,000.00	611.79
4720-0 · Postage & Delivery	1,036.72	725.00	311.72
4730-0 · Printing	189.26	100.00	89.26
Total Membership Development	3,837.77	2,825.00	1,012.77
Publications			
Brochure			
4800-0 · Printing	0.00	500.00	-500.00
4801-0 · Mailing	14.65	250.00	-235.35

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Total Brochure	14.65	750.00	-735.35
Journal			
4840-0 · Postage (2 x \$910.)	419.32	600.00	-180.68
4850-0 · Printing (2 x \$2580.)	2,482.75	2,600.00	-117.25
4860-0 · Typesetting.	0.00	100.00	-100.00
Total Journal	2,902.07	3,300.00	-397.93
Newsletter			
4870-0 · Postage.	0.00	50.00	-50.00
4880-0 · Printing.	0.00	50.00	-50.00
4890-0 · Typesetting.	1,950.00	1,800.00	150.00
Total Newsletter	1,950.00	1,900.00	50.00
Web Site Publication			
4990-0 · Web Site Content Management	3,432.92	1,500.00	1,932.92
Total Web Site Publication	3,432.92	1,500.00	1,932.92
Website			
4910-0 · Hosting Fees	2,251.45	2,800.00	-548.55
Total Website	2,251.45	2,800.00	-548.55
Total Publications	10,551.09	10,250.00	301.09
Total Expense	130,660.25	117,850.00	12,810.25
Net Ordinary Income	9,823.09	740.00	9,083.09
Net Income	<u>9,823.09</u>	<u>740.00</u>	<u>9,083.09</u>