

ABVE
Profit & Loss Budget vs. Actual
 July through October 2011

	<u>Jul - Oct 11</u>	<u>Budget</u>	<u>\$ Over Budget</u>
Ordinary Income/Expense			
Income			
Registration - Conf.			
Conference Reg. Current Year			
3510-0 · Member - Early	2,615.00	37,000.00	-34,385.00
3510-1 · Group Discount	-185.00	-100.00	-85.00
3510-2 · Speaker Discounted Registration	-88.00		
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	50.00	100.00	-50.00
3560-0 · Value Added	0.00	3,000.00	-3,000.00
3561-0 · Value Added #2	135.00	3,000.00	-2,865.00
3562-0 · Value Added #3	270.00		
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	175.00	150.00	25.00
Total Conference Reg. Current Year	<u>2,972.00</u>	<u>57,590.00</u>	<u>-54,618.00</u>
Total Registration - Conf.	2,972.00	57,590.00	-54,618.00
3100-0 · Certification			
3100-1 · C.E. Approval - Alternative Ed.	464.27	2,000.00	-1,535.73
3100-3 · Certification-New Memb	325.00	1,100.00	-775.00
3100-5 · KES Study Guide / Materials	0.00	125.00	-125.00
Total 3100-0 · Certification	<u>789.27</u>	<u>3,225.00</u>	<u>-2,435.73</u>
3200-0 · Dues			
3200-2 · Associate Member	6,720.00	18,200.00	-11,480.00
3200-3 · Fellow/Diplomate	15,180.00	52,800.00	-37,620.00
3200-6 · Retired Members	292.00	930.00	-638.00
3200-7 · Student Members	300.00	240.00	60.00
3200-8 · Subscriber	0.00	900.00	-900.00
Total 3200-0 · Dues	<u>22,492.00</u>	<u>73,070.00</u>	<u>-50,578.00</u>
3210-0 · Hotel Rebate	0.00	2,200.00	-2,200.00
3220-0 · Publication Sales-Journal			
3220-1 · Brochure Sales	0.00	20.00	-20.00
3220-0 · Publication Sales-Journal - Other	185.00	200.00	-15.00
Total 3220-0 · Publication Sales-Journal	<u>185.00</u>	<u>220.00</u>	<u>-35.00</u>
3290-0 · Other Income.	61.30		
Total Income	<u>26,499.57</u>	<u>136,305.00</u>	<u>-109,805.43</u>
Expense			
Administrative			
3990-0 · Accounting & Legal.	2,000.00	2,000.00	0.00
4010-0 · Bank & CC Charges.	278.13	4,600.00	-4,321.87
4015-0 · CE Processing - Alternative Ed.	234.65	1,500.00	-1,265.35
4016-0 · Certificate Exp/NewMmbr/Upgrade			
4016-7 · Exam / Test Maintenance	1,103.50	1,000.00	103.50
4016-0 · Certificate Exp/NewMmbr/Upgrade - Other	294.26	1,000.00	-705.74
Total 4016-0 · Certificate Exp/NewMmbr/Upgrade	<u>1,397.76</u>	<u>2,000.00</u>	<u>-602.24</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	1,095.00	1,150.00	-55.00
Total 4030-0 · Insurance.	<u>1,095.00</u>	<u>2,650.00</u>	<u>-1,555.00</u>
4040-0 · Management Fee.	18,055.36	54,166.00	-36,110.64
4060-0 · Office Supplies.	0.00	150.00	-150.00
4070-0 · Photocopies.	184.81	600.00	-415.19
4080-0 · Postage & Shipping.	43.35	200.00	-156.65
4090-0 · Printing & Labels	0.00	50.00	-50.00

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4110-0 · Storage.	400.00	1,200.00	-800.00
4120-0 · Telephone & Fax.	647.52	1,950.00	-1,302.48
Total Administrative	24,336.58	71,751.00	-47,414.42
Board of Directors			
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.	108.41	150.00	-41.59
4260-0 · Presidents Discretionary Fund.	195.00	100.00	95.00
4270-0 · Stationary/Mailing.	111.74	350.00	-238.26
Total Board of Directors	463.13	2,375.00	-1,911.87
Conferences			
Conference Current Year			
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
Total 4551-0 · Conference F & B	0.00	26,815.00	-26,815.00
4555-0 · Planning	850.67	1,500.00	-649.33
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)	912.12	3,000.00	-2,087.88
4610-0 · Program Binder.	0.00	2,250.00	-2,250.00
4620-0 · Shipping.	72.78	500.00	-427.22
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
Total Conference Current Year	1,835.57	45,215.00	-43,379.43
Total Conferences	1,835.57	45,215.00	-43,379.43
Membership Development			
4700-0 · Marketing	3,098.89	4,555.00	-1,456.11
4710-0 · Membership Admin	474.29	1,000.00	-525.71
4720-0 · Postage & Delivery	217.90	1,200.00	-982.10
4730-0 · Printing	76.79		
4740-0 · Website Affinity Program	260.00		
Total Membership Development	4,127.87	6,755.00	-2,627.13
Publications			
Brochure			
4800-0 · Printing	0.00	50.00	-50.00
4801-0 · Mailing	4.95	50.00	-45.05
Total Brochure	4.95	100.00	-95.05
Journal			
4840-0 · Postage (2 x \$910.)	0.00	500.00	-500.00

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4850-0 · Printing (2 x \$2580.)	0.00	2,000.00	-2,000.00
Total Journal	<u>0.00</u>	<u>2,500.00</u>	<u>-2,500.00</u>
Newsletter			
4890-0 · Typesetting.	390.00	2,000.00	-1,610.00
Total Newsletter	<u>390.00</u>	<u>2,000.00</u>	<u>-1,610.00</u>
Web Site Publication			
4990-0 · Web Site Content Management	281.45	1,500.00	-1,218.55
4995-0 · eNews / Member Profiles	536.25	2,300.00	-1,763.75
Total Web Site Publication	<u>817.70</u>	<u>3,800.00</u>	<u>-2,982.30</u>
Website			
4910-0 · Hosting Fees	862.85	2,800.00	-1,937.15
Total Website	<u>862.85</u>	<u>2,800.00</u>	<u>-1,937.15</u>
Total Publications	<u>2,075.50</u>	<u>11,200.00</u>	<u>-9,124.50</u>
Total Expense	<u>32,838.65</u>	<u>137,296.00</u>	<u>-104,457.35</u>
Net Ordinary Income	<u>-6,339.08</u>	<u>-991.00</u>	<u>-5,348.08</u>
Net Income	<u><u>-6,339.08</u></u>	<u><u>-991.00</u></u>	<u><u>-5,348.08</u></u>

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Balance Sheet
As of October 31, 2011

	<u>Oct 31, 11</u>
ASSETS	
Current Assets	
Checking/Savings	
1001 · B of A Checking	90,811.82
Total Checking/Savings	<u>90,811.82</u>
Other Current Assets	
1500 · Prepaid Expense	2,515.11
Total Other Current Assets	<u>2,515.11</u>
Total Current Assets	93,326.93
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>95,065.35</u>
LIABILITIES & EQUITY	
Equity	
2210 · Unrestricted net assets	80,716.41
2230 · Retained Earnings	20,688.02
Net Income	-6,339.08
Total Equity	<u>95,065.35</u>
TOTAL LIABILITIES & EQUITY	<u>95,065.35</u>