

FY 20 Budget

	FY2016 Actual	FY2017 Actual	FY2018 Actual	FY2019 Budget	FY 19 Projected	FY20 Budget	FY 19 Budget to FY 20 Budget
Revenues							
Dues	\$24,006	\$26,159	\$26,705	\$26,705	\$26,705	\$28,000	\$1,295
Sponsorship Program	\$45,500	\$52,000	\$0	\$50,500	\$70,250	\$75,000	\$24,500
Sponsorships- Conf/Seminars-Exhibitors	\$35,724	\$32,583	\$117,640	\$28,345	\$8,595	\$10,000	(\$18,345)
Interest -Unrestricted	\$3,805	(\$655)	\$941	\$941	\$941	\$2,400	\$1,459
Interest - Restricted	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Miscellaneous	\$500	\$13,053	\$50	\$0	\$350	\$0	\$0
Conferences	\$175,525	\$186,970	\$140,320	\$179,140	\$179,140	\$200,000	\$20,860
<i>Prior Year Conference Revenue</i>	\$535	\$0	\$6,873	\$0	\$21,940	\$0	\$0
Special Events	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Seminars/Training	\$11,200	\$7,200	\$22,770	\$22,770	\$22,770	\$22,000	(\$770)
Marketing Promotions	\$0	\$0	\$0	\$0	\$0	\$0	\$0
In-Kind Services	\$0	\$2,600	\$2,600	\$2,600	\$2,600	\$2,600	\$0
Pre-Conference Events	\$850	\$0	\$0	\$0	\$0	\$0	\$0
Total Revenues	\$297,646	\$319,911	\$317,899	\$311,001	\$333,291	\$340,000	\$28,999
Expenses							
Conferences	\$182,479	\$179,436	\$183,077	\$180,623	\$180,623	\$210,000	\$29,377
<i>Prior Year Conference Expense</i>	\$9,958	\$0	\$1,130	\$0	\$1,897	\$0	\$0
Seminars/Training	\$3,761	\$0	\$9,744	\$9,744	\$9,744	\$10,000	\$256
Speaker Fees	\$14,533	\$12,254	\$11,734	\$11,731	\$11,731	\$15,000	\$3,269
Marketing/Promotions	\$113	\$225	\$0	\$200	\$200	\$500	\$300
Pre-Conference Events	\$850	\$0	\$1,836	\$1,836	\$1,836	\$0	(\$1,836)
Administrative:	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Audit/ AUP	\$0	\$0	\$0	\$2,200	\$2,200	\$2,200	\$0
Accounting Services	\$0	\$2,600	\$4,400	\$2,600	\$2,600	\$2,600	\$0
Board of Dir Meeting	\$5,398	\$4,762	\$5,808	\$5,808	\$5,808	\$6,000	\$192
Insurance- Errors and Omissions	\$956	\$0	\$956	\$956	\$956	\$1,000	\$44
Membership Directories	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Internet Services	\$1,151	\$1,394	\$3,061	\$3,061	\$3,600	\$3,600	\$539
Special Events	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Office Equip & Software	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Certificates	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Management Services	\$46,773	\$44,462	\$46,614	\$47,214	\$47,214	\$48,000	\$786
Insurance- General Liability	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Management Commissions	\$20,557	\$17,875	\$1,292	\$1,000	\$1,009	\$2,000	\$1,000
Bank & Credit Card Fees	\$12,400	\$10,558	\$14,115	\$14,115	\$14,115	\$15,000	\$885
Scholarships	\$398	\$200	\$608	\$608	\$608	\$1,000	\$392
Bad Debt Expense	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Miscellaneous	\$109	\$0	\$2,549	\$1,304	\$1,304	\$3,100	\$1,796
Total Expenses	\$299,434	\$273,767	\$286,924	\$283,000	\$285,444	\$320,000	\$37,000