

STATEMENT OF ACTIVITIES- BUDGET TO ACTUAL
FISCAL YEARS 2017-2021
Option #2 on Virtual Fees (\$60 for Members & \$75 for Non Members)

	FY2017 Actual	FY2018 Actual	FY2019 Actual	FY2020 Budget	FY2020 Actual	Recommended		Notes & Assumptions
						4 Virtual	3 Virtual	
						FY2021 Budget	FY2021 Budget	
Revenues								
Dues	\$44,551	\$26,705	\$25,705	\$28,000	\$22,646	\$22,200	\$22,200	Associates 500 + Non Associates 40 + Retirees 20
Sponsorship Program	\$45,684	\$47,500	\$62,250	\$75,000	\$39,500	\$30,000	\$40,000	
Sponsorships- Conf/Seminars	\$23,425	\$27,395	\$26,246	\$10,000	\$2,400	\$5,000	\$20,000	Assumes Exhibitor Fees and Conference Sponsorships
Interest -Unrestricted	(\$655)	(\$355)	\$3,360	\$2,400	\$3,775	\$3,340	\$3,340	Market Fluctuation \$2,500 + (\$70 *12)
Miscellaneous	\$0	\$0	\$350	\$0	\$1,000	\$0	\$0	
Conferences	\$185,470	\$176,790	\$170,348	\$200,000	\$88,856	\$58,425	\$109,450	See Chart for Assumptions
Prior Year Conference Revenue	\$0	\$100	\$2,400	\$0	\$9,764	\$0	\$0	
Seminars/Training	\$7,200	\$22,770	\$17,565	\$22,000	\$3,250	\$12,000	\$12,000	E-Learning and Intermediate Accounting Seminar
Marketing Promotions	\$1,500	\$2,000	\$2,150	\$0	\$0	\$0	\$0	
In-Kind Services	\$2,600	\$0	\$24,006	\$2,600	\$0	\$5,000	\$5,000	Auditing Services + Conf. Sponsored Networking Events
Total Revenues	\$309,775	\$302,905	\$334,380	\$340,000	\$171,191	\$135,965	\$211,990	
Expenses								
Conferences	\$179,436	\$179,953	\$192,987	\$210,000	\$95,011	\$20,000	\$90,550	\$5,000 per virtual; See Chart for Detail; Excl. Spkr Fees
Prior Year Conference Expense	\$0	\$1,130	\$0	\$0	\$1,718	\$0	\$0	
Seminars/Training	\$0	\$9,744	\$11,081	\$10,000	\$6,268	\$10,000	\$10,000	CPFO Reg. & Review; eLearning; Int. Govt Acctg;
Speaker Fees	\$12,254	\$11,734	\$10,575	\$15,000	\$3,203	\$2,500	\$15,000	
Marketing/Promotions	\$225	\$0	\$0	\$500	\$0	\$500	\$500	
Pre-Conference Events	\$0	\$1,836	\$0	\$0	\$0	\$0	\$0	
Administrative:	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Audit/ AUP	\$0	\$0	\$0	\$2,200	\$0	\$0	\$0	
Accounting Services	\$2,600	\$2,200	\$7,175	\$2,600	\$6,661	\$14,320	\$14,320	
Board of Dir Meeting	\$4,762	\$5,808	\$7,751	\$6,000	\$4,003	\$3,000	\$3,000	Assumes one In Person Bd Meeting in April 2021
Insurance- Errors and Omissions	\$0	\$956	\$956	\$1,000	\$956	\$960	\$960	
Internet Services	\$1,394	\$3,061	\$4,342	\$3,600	\$5,328	\$5,500	\$5,500	
Office Equip & Software	\$0	\$0	\$0	\$0	\$219	\$1,500	\$1,500	Assumes purch. of Zoom Business or GoTo Webinar
Management Services	\$44,462	\$46,614	\$48,800	\$48,000	\$43,223	\$46,800	\$46,800	
Management Commissions	\$17,875	\$1,292	\$1,009	\$2,000	\$0	\$2,000	\$2,000	
Bank & Credit Card Fees	\$10,558	\$14,115	\$8,520	\$15,000	\$7,893	\$8,500	\$8,500	
Scholarships	\$200	\$608	\$205	\$1,000	\$0	\$500	\$500	
Miscellaneous	(\$13,053)	(\$42)	\$3,594	\$3,100	\$965	\$2,000	\$2,000	
Total Expenses	\$260,714	\$279,010	\$296,995	\$320,000	\$175,448	\$118,080	\$201,130	
Increase (Decrease) in Net Assets	\$49,061	\$23,895	\$37,385	\$20,000	(\$4,257)	\$17,885	\$10,860	
Prior Period Adjustment			\$2,981					
Net Assets, Beginning of Year	\$46,049	\$95,110	\$119,005	\$159,372	\$159,372	\$155,114	\$155,114	
Net Assets, End of Year	\$95,110	\$119,005	\$159,372	\$179,372	\$155,114	\$172,999	\$165,974	
Operating Reserve Target (4.5 Months Oper Exp)	\$97,768	\$104,629	\$111,373	\$120,000	\$65,793	\$44,280	\$75,424	

Conference Registration Revenue Estimate

	Member	Non Member	Total Attendance	% Member	Total Conference Revenues
Virtual Conference Fee	\$60	\$75			
Attendance Fall	225	25	250	90%	\$15,375
Attendance Winter	203	23	225	90%	\$13,838
Attendance Spring	203	23	225	90%	\$13,838
Attendance Summer Virtual	225	25	250	90%	\$15,375
Attendance Summer In Person	180	20	200	90%	\$81,400
Summer In Person Conference Fee	\$300	\$350			
Est'd Summer In Person Conf. Revenues	\$ 54,000	\$ 7,000			
Exhibitor Revenue	\$ 15,000	Shown in Sponsorships-Conferences in Budget			
Guest Fees	\$ 3,900				
Advertising	\$ 1,500				