

		Approved 2020- 2021 Budget		2020-2021 Month of July		2020-2021 ACTUAL YTD July	
ASSOCIATION REVENUE	#			#		#	
ASSOCIATION REVENUE							
Membership Dues							
Professional	200	\$ 160	32,000	4	640	4	640
Industry/Affiliate member	TBD	TBD	2,500				
Institutional	7	\$ 800	5,600				
International	1	\$ 160	160				
Students	7	\$ 80	560	1	80	1	80
Life	2	300	600				
Retiree Yearly		100	0				
Total Membership dues			\$ 41,420		\$ 720		\$ 720
Donations (Special Projects, Workshops)			0				
Webinar income			\$ 100				
Interest Income (not from Investments)							
Royalties JAC			100				
JAC NonMember Publishing	4	\$ 150	600				
C & A AWARDS REVENUE							
C&A Entry			19,000				
Development Fund			3,000				
TOTAL ASSOCIATION REVENUE			\$ 64,220		\$ 720		\$ 720
CONFERENCE REVENUE							
Conference - 200 attendees							
Early Bird Member	125	\$ 495	61,875				
Early Bird Nonmember	5	\$ 675	3,375				
Registration Member	55	\$ 515	28,325				
Registration Nonmember	15	\$ 725	10,875				
Late Reg Member	0	\$ 545	0				
Late Reg Nonmember	0	\$ 750	0				
Mary Olivieri Interactive Workshop	40	\$ 75	3,000				
One Day Reg							
Table Top Exhibitors	5	\$ 250	1,250				
Speaker Hermance Fund			2,000				
SPONSORSHIPS							
Silent Auction Revenue - 2021							
Association Sponsor			10,000				
Conference Sponsors			10,000				
Total Conf & Sponsor Revenue			\$ 131,700				
TOTAL REVENUE			\$ 195,920		\$ 720		\$ 720
Association Expenses							
Marketing - Member Referral Rebates	10	\$ 25	250				
Annual Corporate filing fee			75				
Awards & Plaques			800				
Bank & Merchant Credit Card fees			1,300				
Board Of Directors							
Gifts			300				
Reception			250				
Insurance (D&O and Liab)			1,800	600.00		\$ 600.00	
CRM license (Wild Apricot)			1,000				
Telephone			500	41.33		\$ 41.33	
Website Maintenance & hosting fees			750				
Miscellaneous/office/postage/Zoom			500				
Professional Fees							
Association Mgmt			42,000	3,500.00		\$ 3,500.00	
Communications Mgmt			12,000	1,000.00		\$ 1,000.00	
Tax Return Preparation			1,600				
Development Grants			3,000				
Journal of Applied Comm.							
Editor - Executive			2,000				
Editor - Managing			1,500				
Website/Domain renewal - every 5 years			0				
C&A Awards Expenses							
Submission Software			1,416	118.00		\$ 118.00	
Judges			3,000				
Certificates/Plaques			1,300				
Total Association Expenses			\$ 75,341		\$ 5,259.33		\$ 5,259.33
Conference Expenses 2021							
Conference Management			26,000	2,166.66		2,166.66	
Advertising			0				
Program & Awards Booklet			1,200				
Audio/Visual			20,000				
ACE Leadership Awards - plaques			500				
Hotel Food, Beverage, Entertainment			55,000				
Merchant Fees			2,000				
Signage			500				
Shipping and Delivery			0				
Speakers (travel, fees, gifts)			5,000				
Mary Olivieri Interactive Workshop			2,850				
Hermance Speaker			2,000				
Staff Expenses			1,500				
2022 Site Visit			1,000				
Supplies, Conf			500				
TOTAL Conference Expenses			\$ 118,050	\$ 2,166.66		\$ 2,166.66	
TOTAL Expenses			\$ 193,391	\$ 7,425.99		\$ 7,425.99	
NET REVENUE			\$ 2,529	\$ (6,705.99)		\$ (6,705.99)	