

ASSOCIATION REVENUE		#		
Membership Dues				
Professional		190	\$ 160	30,400
Expanded Prof - "industry": Institutional		10	\$ 800	8,000
Institutional		11	9 x \$800 + 2 x \$1920	11,040
International		1	\$ 160	160
Students		25	\$ 80	2,000
Life		2	300	600
Retiree Yearly			100	0
Total Membership dues				\$ 52,200
Donations (Special Projects, Workshops)				100
Webinar income				100
Bonfire Sales				\$ 250
Royalties JAC				100
C & A AWARDS REVENUE				
C&A Entry				19,000
Development Fund **				3,000
TOTAL ASSOCIATION REVENUE				\$ 74,750
CONFERENCE REVENUE				
Conference				
	In Person			
Early Bird Member	Virtual	140	\$ 425	59,500
		55	\$ 295	16,225
Early Bird Nonmember		2	\$ 625	1,250
Students & Retirees		10	\$ 225	2,250
Regular Reg Member		10	\$ 475	4,750
Regular Reg Nonmember		5	\$ 675	3,375
Late Reg Member		3	\$ 525	1,575
Late Reg Nonmember		0	\$ 750	0
One Day Reg		15	\$65/\$145	1,275
Speaker Hermance Fund **				2,000
SPONSORSHIPS				
Silent Auction Revenue - 2022				0
Association Sponsor				5,000
Conference Sponsors				7,500
Total Conf & Sponsor Revenue				\$ 104,700
TOTAL REVENUE				\$ 179,450
Association Expenses				
Marketing				0
Annual Corporate filing fee				27
Awards & Plaques				800
Bank & Merchant Credit Card fees				1,300
Board Of Directors				
Gifts				300
Reception				250
Insurance (D&O and Liab)				1,900
CRM license (Wild Apricot)				1,225
Telephone and Zoom				750
Website Maintenance & hosting fees				750
Miscellaneous/office/postage				350
Professional Fees				
Association Mgmt				42,000
Communications Mgmt				12,000
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
Judges				3,000
Certificates/Plaques				1,300
Total Association Expenses				\$ 75,468
Conference Expenses 2021				
Conference Management				26,000
Advertising				0
Program & Awards Print/Digital Booklet				800
Additional AV for Hybrid				7,500
Hotel Audio Visual				15,000
ACE Leadership Awards - plaques				500
Hotel Food, Beverage				40,000
Merchant Fees				2,500
Signage				250
Shipping and Delivery				2,000
Speaker Fees and expenses				4,000
Hermance Speaker **				2,000
Staff Expenses (travel & meals)				2,000
Site Visit				0
Supplies, Conf				100
TOTAL Conference Expenses				\$ 102,650
TOTAL Expenses				\$ 178,118
NET REVENUE				\$ 1,332

** Development Fund and Hermance Speaker Fund are restricted funds. As shown on the above budgets, we show money transferred in to pay approved expenditures related to each fund. The net effect is zero on these budgets.