

Chart of Accounts	2023 Actuals	2024 Forecast	2024 Budget	2025 Budget	Budget v. Budget
<b>Income</b>					
Total 4000 Dues	\$1,326,460	\$1,315,766	\$1,400,380	\$1,128,880	(\$271,500)
4030 Commissions	\$167,361	\$153,750	\$150,000	\$153,750	\$3,750
4040 Exhibit Booth	\$1,007,640	\$530,000	\$520,000	\$583,000	\$63,000
4050 Registration	\$1,514,724	\$876,000	\$890,000	\$942,000	\$52,000
4060 Advertising	\$191,143	\$200,000	\$200,000	\$200,000	\$0
4070 Sponsorships	\$604,472	\$359,300	\$324,300	\$364,300	\$40,000
4090 Grants	\$61,000	\$88,000	\$88,000	\$88,000	\$0
4200/4210 Reserve Fund Interest & Dividend Returns	\$83,854	\$50,000	\$45,000	\$45,000	\$0
4300/4310 Operating Fund Interest & Dividend Returns	(\$29,948)	\$25,000	\$20,000	\$20,000	\$0
4330 Dividend from Subsidiary	\$235,000	\$150,000	\$150,000	\$400,000	\$250,000
4501 Other Interest & Dividends	\$6	\$0	\$0	\$0	\$0
4540 Rebates	\$24,330	\$407,086	\$330,000	\$477,237	\$147,237
4530 Management Fee	\$15,000	\$0	\$0	\$0	\$0
<b>Total Income</b>	<b>\$5,201,042</b>	<b>\$4,154,901</b>	<b>\$4,117,680</b>	<b>\$4,402,167</b>	<b>\$284,487</b>
<b>Expenses</b>					
Total 5000 Salaries, Taxes, Benefits	\$1,080,799	\$1,289,458	\$1,306,801	\$1,358,627	\$51,826
Total 6000 Rents & Leases	\$188,178	\$108,084	\$190,440	\$138,309	(\$52,131)
Total 6100 Office Expenses	\$484,181	\$284,675	\$307,150	\$286,601	(\$20,549)
Total 6200 Professional fees & services	\$1,982,009	\$1,521,217	\$1,182,145	\$1,521,894	\$339,749
Total 7000 Credit card fees	\$127,940	\$127,250	\$128,447	\$128,447	\$0
Total 8000 Travel & Events	\$1,082,682	\$607,535	\$644,967	\$661,232	\$16,265
Total 8170 Advertising & Sponsorship	\$73,998	\$66,500	\$36,750	\$68,500	\$31,750
Total 8750 Printing & Mailing	\$167,628	\$84,493	\$112,200	\$85,753	(\$26,447)
Total 9150 Other Expenses	\$72,661	\$54,738	\$127,630	\$131,858	\$15,042
<b>Total Operating Expenses</b>	<b>\$5,260,076</b>	<b>\$4,143,950</b>	<b>\$4,036,530</b>	<b>\$4,381,221</b>	<b>\$355,505</b>
<b>EBITDA</b>	<b>(\$59,034)</b>	<b>\$10,952</b>	<b>\$81,150</b>	<b>\$20,946</b>	<b>(\$71,018)</b>
Total Non-Operating Expenses	\$61,577	\$100,980	\$49,500	\$64,500	\$15,000
Total Other Income	\$305,285	\$371,908	\$0	\$0	\$0
<b>Net Income</b>	<b>\$184,674</b>	<b>\$281,880</b>	<b>\$31,650</b>	<b>(\$43,554)</b>	<b>(\$86,018)</b>