

Chart of Accounts	2024 Actuals	2025 Forecast	2025 Budget	2026 Budget	Budget to Budget
Income					
Total 4000 Membership	\$1,291,478	\$1,148,263	\$1,128,880	\$776,100	(\$352,780)
4030 Commissions	\$173,187	\$140,000	\$153,750	\$140,000	(\$13,750)
4040 Exhibit Booth	\$518,917	\$598,523	\$570,809	\$606,500	\$35,691
4050 Registration	\$865,610	\$933,461	\$942,000	\$1,000,000	\$58,000
4060 Advertising	\$135,574	\$200,000	\$200,000	\$210,000	\$10,000
4070 Sponsorships	\$337,983	\$363,990	\$364,300	\$325,000	(\$39,300)
4075 Retro Rebate	\$386,618	\$440,237	\$440,237	\$1,060,000	\$619,763
4090 Grants	\$83,500	\$88,000	\$88,000	\$88,000	\$0
4200/4210 Reserve Fund Interest & Dividend Returns	\$38,981	\$77,491	\$45,000	\$45,000	\$0
4300/4310 Operating Fund Interest & Dividend Returns	\$27,050	\$20,000	\$20,000	\$20,000	\$0
4330 Dividend from Subsidiary	\$275,000	\$400,000	\$400,000	\$400,000	\$0
4540 Rebates	\$14,458	\$42,968	\$37,000	\$354,000	\$317,000
Total Income	\$4,148,357	\$4,452,933	\$4,389,976	\$5,024,600	\$634,624
Expenses					
Total 5000 Salaries, Taxes, Benefits	\$1,312,642	\$1,418,627	\$1,358,627	\$1,576,425	\$217,798
Total 6000 Rents & Leases	\$99,613	\$139,637	\$138,309	\$155,339	\$17,030
Total 6100 Office Expenses	\$335,325	\$291,881	\$286,601	\$332,450	\$45,849
Total 6200 Professional fees & services	\$1,662,501	\$1,600,751	\$1,521,894	\$1,658,384	\$136,490
Total 7000 Credit card fees	\$131,513	\$128,447	\$128,447	\$130,000	\$1,553
Total 8000 Travel & Events	\$682,995	\$628,584	\$663,550	\$764,350	\$100,800
Total 8170 Advertising & Sponsorship	\$78,408	\$71,734	\$68,500	\$90,500	\$22,000
Total 8750 Printing & Mailing	\$87,649	\$87,273	\$85,753	\$87,800	\$2,047
Total 9150 Other Expenses	\$39,576	\$67,198	\$131,858	\$154,419	\$22,561
Total Operating Expenses	\$4,430,221	\$4,434,131	\$4,383,539	\$4,949,667	\$566,128
EBITDA	(\$281,865)	\$18,802	\$6,437	\$74,933	\$68,496
Total Non-Operating Expenses	\$150,241	\$146,500	\$124,500	\$138,000	\$13,500
Total Other Income	\$672,283	\$0	\$0	\$0	\$0
Net Income	\$240,177	(\$127,698)	(\$118,063)	(\$63,067)	\$54,996