

**ASCLS 2014, 2015, 2016, 2017 Comparison and Proposed 2018 Budget**

	<b>FY2014 Actual</b>	<b>FY2015 Actual</b>	<b>FY2016 Actual</b>	<b>FY2017 Budget</b>	<b>FY2017 Aug-Jan</b>	<b>FY2017 Projection</b>	<b>FY2018 Budget (P)</b>
<b>Admin</b>							
Revenue							
Royalties	37,838	35,013	45,624	44,500	17,446.76	44,500	44,500
Management Fees	4,500	4,500	4,500	4,500		4,500	4,500
Mailing List Sales	1,885	1,186	3,910	5,000	0.00	5,000	5,000
<b>Total Revenue</b>	<b>44,223</b>	<b>40,699</b>	<b>54,034</b>	<b>54,000</b>	<b>17,446.76</b>	<b>54,000</b>	<b>54,000</b>
Expenses							
Salaries	263,205	275,286	298,414	250,000	128,245.95	257,000	270,000
PTO Accrual					4,764.02		
Payroll Taxes	19,316	20,180	24,364	18,750	10,487.34	19,275	20,250
Employee Benefits	11,063	10,500	16,985	28,900	11,818.90	24,000	28,000
Corporate Insurance	6,702	6,250	7,300	7,000	7,505.12	7,000	7,000
Office Supplies	2,964	1,933	2,718	2,500	1,432.91	2,500	2,500
Storage	2,185	2,810	2,605	3,000	1,529.63	3,000	3,000
Equipment Rental	5,468	4,057	4,481	5,000	1,881.87	5,000	5,000
Depreciation	9,479	9,989	9,028	10,000	9,374.92	18,866	20,000
Postage and Freight	1,447	2,511	2,860	2,500	1,899.94	2,500	2,500
Telephone/Fax	5,659	6,210	4,581	6,250	2,792.45	6,250	6,250
Internet Connections	3,564	3,564	297	0	989.83	0	0
Bank Charges	22,361	24,047	25,084	28,000	18,882.11	28,000	28,000
Dues and Sponsorships	42,497	47,835	49,382	50,000	50,656.48	51,000	51,000
Accounting Fees	72,085	82,607	72,375	97,000	36,838.67	80,000	97,000
Registration Charges	1,117	439	25	500	1,790.00	500	500
Audit Charges	16,750	16,750	16,850	17,000	4,900.00	17,000	17,000
Legal Fees	0	0	0	1,000	0.00	1,000	1,000
Outside Services	24,445	14,213	17,444	15,000	7,259.64	15,000	15,000
Recruiting Fees			70,355	0		0	0
Subscriptions	868	679	2,667	1,500	1,087.37	1,500	1,500
Travel: Staff	7,360	7,459	15,562	8,000	8,097.78	14,000	14,000
Travel: Committee			1,055		488.34	500	500
Printing and Production	725	424	959	1,000	2,648.94	3,000	2,000
Design Charges			445	500	0.00	500	500
Web Hosting			60	0		0	0
<b>Total Expenses</b>	<b>519,261</b>	<b>537,741</b>	<b>645,894</b>	<b>553,400</b>	<b>315,372.21</b>	<b>557,391</b>	<b>592,500</b>
<b>Net (loss) Income</b>	<b>-475,038</b>	<b>-497,042</b>	<b>-591,860</b>	<b>-499,400</b>	<b>-297,925</b>	<b>-503,391</b>	<b>-538,500</b>

	FY2014 Actual	FY2015 Actual	FY2016 Actual	FY2017 Budget	FY2017 Aug-Jan	FY2017 Projection	FY2018 Budget (P)
<b>Membership</b>							
Revenue							
Dues - PF1	267,180	245,287	233,106	229,200	107,601.03	231,996	232,000
Dues - PF2	133,081	116,166	102,917	101,280	41,964.36	88,630	89,000
Dues - FYP	16,305	13,168	15,055	14,605	8,111.31	17,824	18,000
Dues - Student	39,304	36,929	28,155	24,330	8,872.10	20,831	21,000
Dues - Collaborative	12,645	11,070	9,995	9,680	4,582.80	9,855	10,000
Dues - Emeritus	2,750	2,750	2,675	2,675	1,291.14	2,624	2,750
Dues - Group - Education		15,034	27,106	26,229	13,408.88	34,791	35,000
Dues - Group - Lab		750	6,926	6,926	3,090.09	6,240	6,500
Total Revenue	471,265	441,153	425,935	414,925	188,921.71	412,790	414,250
Expenses							
Office Supplies	99	271	31	50	0.00	50	50
Postage and Freight	6,418	7,407	7,138	7,500	1,986.85	7,500	7,500
Telephone/Fax	760	563	646	750	511.37	750	750
Internet Connections	501	210	89	200		200	200
Outside Services			16,251	25,740	15,520.00	31,500	30,500
Membership Services	43,018	46,000	48,840	48,840	24,050.00	48,840	48,840
Subscriptions	250		1,025		1,512.00	1,512.00	0
Printing and Production	12,574	10,637	12,417	12,000		12,000	12,000
Design Charges			488		2,242.67	2,300	1,000
Total Expenses	63,618	65,088	86,924	95,080	45,822.89	104,652	100,840
<b>Net (loss) Income</b>	<b>407,647</b>	<b>376,065</b>	<b>339,011</b>	<b>319,845</b>	<b>143,099</b>	<b>308,138</b>	<b>313,410</b>

	FY2014 Actual	FY2015 Actual	FY2016 Actual	FY2017 Budget	FY2017 Aug-Jan	FY2017 Projection	FY2018 Budget (P)
<b>Annual Meeting</b>							
Revenue							
Registrations	151,731	124,347	140,683	165,000	0	165,000	190,400
Exhibits	85,000	85,000	85,000	85,000	0	85,000	85,000
Sponsors	56,522	60,250	47,520	65,000	0	65,000	60,000
Commissions	27,788	9,417	7,853	6,000	0	6,000	6,000
<b>Total Revenue</b>	<b>321,041</b>	<b>279,014</b>	<b>281,056</b>	<b>321,000</b>	<b>0</b>	<b>321,000</b>	<b>341,400</b>
Expenses							
Corporate Insurance	1,200	1,060	1,254	1,400		1,400	1,400
Office Supplies	240	0	719	250		250	250
Postage and Freight	12,289	12,836	19,848	15,000	-202.62	15,000	15,000
Telephone/Fax	0	32	201	100	36.83	100	100
Meetings Management	60,004	60,000	60,000	60,000	30,000.00	60,000	60,000
Registration Charges	9,265	6,740	7,812	10,000		10,000	10,000
Honoraria	14,975	4,019	10,150	15,000	-100.00	15,000	15,000
Outside Services	11,154	17,457	4,269	12,000	1,843.65	6,000	6,000
Travel: Staff	13,049	7,080	12,383	12,000	1,790.75	12,000	12,000
Travel: Committee	11,004	7,311	9,053	11,000	7,950.74	11,000	11,000
Travel: Board	17,648	16,452	20,005	20,000	270.89	20,000	20,000
Travel: Speakers	2,786	6,437	2,820	2,500		2,500	2,500
Printing and Production	12,103	10,528	9,170	13,000	1,340.08	13,000	13,000
Food and Beverage	134,342	63,407	85,702	110,000	2,371.47	110,000	110,000
Meeting Room Rental			0	1,000		1,000	1,000
Drayage	16,680	12,533	14,490	15,000		15,000	15,000
Photography	2,264	1,662	1,526	2,500		2,500	2,500
Audio Visual Charges	44,644	31,468	39,173	35,000		35,000	43,000
Awards, Ribbons and Badges	590	2,968	3,665	3,000		3,000	3,000
<b>Total Expenses</b>	<b>364,238</b>	<b>261,991</b>	<b>302,242</b>	<b>338,750</b>	<b>45,301.79</b>	<b>332,750</b>	<b>340,750</b>
<b>Net (loss) income</b>	<b>-43,197</b>	<b>17,023</b>	<b>-21,186</b>	<b>-17,750</b>	<b>-45,302</b>	<b>-11,750</b>	<b>650</b>

	FY2014 Actual	FY2015 Actual	FY2016 Actual	FY2017 Budget	FY2017 Aug-Jan	FY2017 Projection	FY2018 Budget (P)
<b>CLEC</b>							
Revenue							
Registrations	160,493	145,134	175,183	170,000	0	191,000	189,600
Workshop	440	0	0	0	0	0	0
Exhibits	15,215	17,560	25,165	15,000	0	22,965	20,000
Sponsors	7,000	10,550	15,615	7,000	0	12,850	10,000
Commissions	14,158	6,520	4,810	6,000	0	6,000	4,000
<b>Total Revenue</b>	<b>197,306</b>	<b>179,764</b>	<b>220,773</b>	<b>198,000</b>	<b>0</b>	<b>232,815</b>	<b>223,600</b>
Expenses							
Corporate Insurance	772	349	619	800		800	800
Office Supplies	0	687	794	100		100	100
Equipment Rental	450	0	0	500		500	500
Postage and Freight	864	1,039	715	1,500	1,215.35	1,500	1,500
Telephone/Fax		8	0	20		20	20
Meetings Management	14,300	14,300	14,300	14,300		14,300	14,300
Registration Charges	2,090	2,250	1,228	2,000		2,000	2,000
Honoraria	4,215	4,380	3,249	4,000		7,000	7,000
Royalties - ESA	1,764	10,927	10,209	8,004		11,549	10,884
Royalties - Host	0	3,642	3,403	2,668		3,850	3,628
Outside Services	3,500	1,500	425	3,500		3,500	3,500
Travel: Staff	1,178	4,407	3,457	1,500		1,500	1,500
Travel: Committee	1,911	0	0	2,000		2,000	2,000
Travel: Board	0	539	508	600		600	600
Travel: Speaker		111	1,893	0		0	0
Printing and Production	5,707	4,546	3,392	6,000	37.41	6,000	6,000
Food and Beverage	139,794	91,051	131,478	120,000		130,000	125,000
Drayage	349	329	0	500		500	500
Audio Visual Charges	16,297	16,141	22,739	14,000		23,000	22,000
Awards, Ribbons & Badges		1,706	1,946				
<b>Total Expenses</b>	<b>193,190</b>	<b>157,911</b>	<b>200,355</b>	<b>181,992</b>	<b>1,252.76</b>	<b>208,718</b>	<b>201,832</b>
<b>Net (loss) Income</b>	<b>4,116</b>	<b>21,853</b>	<b>20,418</b>	<b>16,008</b>	<b>-1,253</b>	<b>24,097</b>	<b>21,768</b>

	FY2014 Actual	FY2015 Actual	FY2016 Actual	FY2017 Budget	FY2017 Aug-Jan	FY2017 Projection	FY2018 Budget (P)
<b>Legislative Day</b>							
Revenue							
Registrations	24,565	24,918	24,130	25,000	0	25,000	36,000
Sponsors	10,000	4,655	5,000	10,000	0	7,000	7,000
Commissions	3,704	0	0	3,500	0	3,500	3,500
<b>Total Revenue</b>	<b>38,269</b>	<b>29,573</b>	<b>29,130</b>	<b>38,500</b>	<b>0</b>	<b>35,500</b>	<b>46,500</b>
Expenses							
Office Supplies	425	981	1,200	500	0	500	500
Travel: Staff	2,588	649	3,390	2,500	0	2,500	2,500
Printing	717	0	601	700	0	700	700
Food and Beverage	27,260	26,959	34,435	27,000	0	33,000	33,000
Audio Visual Charges	0	0			0	1,500	1,500
<b>Total Expenses</b>	<b>30,990</b>	<b>28,589</b>	<b>39,626</b>	<b>30,700</b>	<b>0</b>	<b>38,200</b>	<b>38,200</b>
<b>Net (loss) Income</b>	<b>7,278</b>	<b>984</b>	<b>-10,496</b>	<b>7,800</b>	<b>0</b>	<b>-2,700</b>	<b>8,300</b>

	FY2014 Actual	FY2015 Actual	FY2016 Actual	FY2017 Budget	FY2017 Aug-Jan	FY2017 Projection	FY2018 Budget (P)
<b>CLS</b>							
Revenue							
Subscriptions	20,336	16,574	10,156	17,000	7,817.25	11,000	11,000
Advertising	0	8,011	0	2,500	3,200.00	3,200	0
<b>Total Revenue</b>	<b>20,336</b>	<b>24,585</b>	<b>10,156</b>	<b>19,500</b>	<b>11,017</b>	<b>14,200</b>	<b>11,000</b>
Expenses							
Office Supplies	13	0					
Depreciation							
Postage and Freight	8,655	2,526					
Publisher Fee	21,900	36,500	29,200	29,200	7,300.00	29,200	29,200
Travel: Staff	1,777	0	0				
Outside Services	0	10,500	14,000	14,000	3,500.00	14,000	14,000
Printing and Production	22,910	6,314					
<b>Total Expenses</b>	<b>55,255</b>	<b>55,840</b>	<b>43,200</b>	<b>43,200</b>	<b>10,800.00</b>	<b>43,200</b>	<b>43,200</b>
<b>Net (loss) Income</b>	<b>-34,920</b>	<b>-31,256</b>	<b>-33,044</b>	<b>-23,700</b>	<b>217</b>	<b>-29,000</b>	<b>-32,200</b>

	FY2014 Actual	FY2015 Actual	FY2016 Actual	FY2017 Budget	FY2017 Aug-Jan	FY2017 Projection	FY2018 Budget (P)
<b>ASCLS Today</b>							
Revenue							
Advertising		1,300	0	1,000	0	1,000	1,000
<b>Total Revenue</b>	<b>0</b>	<b>1,300</b>	<b>0</b>	<b>1,000</b>	<b>0</b>	<b>1,000</b>	<b>1,000</b>
Expenses							
Postage and Freight	27,762	26,918	18,383	30,000	0	30,000	30,000
Printing and Production	44,948	46,230	34,131	45,000	0	45,000	45,000
<b>Total Expenses</b>	<b>72,710</b>	<b>73,147</b>	<b>52,514</b>	<b>75,000</b>	<b>0</b>	<b>75,000</b>	<b>75,000</b>
<b>Net (loss) Income</b>	<b>-72,710</b>	<b>-71,847</b>	<b>-52,514</b>	<b>-74,000</b>	<b>0</b>	<b>-74,000</b>	<b>-74,000</b>

	FY2014 Actual	FY2015 Actual	FY2016 Actual	FY2017 Budget	FY2017 Aug-Jan	FY2017 Projection	FY2018 Budget (P)
<b>Publications and Webinars</b>							
Revenue							
Sales	2,183	6,459	8,524	9,350	8,767.47	15,000	14,000
Shipping Income	97	344	114	500	69.26	300	300
Webcasts	30,663	23,208	22,783	40,000	9,877.68	60,000	90,000
Sponsors						5,000	15,000
Royalties							1,000
Management Fees		5,000	5,000			12,000	18,000
<b>Total Revenue</b>	<b>32,943</b>	<b>35,011</b>	<b>36,421</b>	<b>49,850</b>	<b>18,714.41</b>	<b>75,300</b>	<b>138,300</b>
Expenses							
Postage and Freight	0	372	668	500	2.61	150	150
Telephone/Fax	107	391	444	400	0.00	400	
Internet Connections	750	604	885	870	0.00	870	
Outside Services					3,895.00	23,400	41,700
Honoraria	189		600	200	1,550.00	4,000	6,000
Advertising	0		930		119.88	500	500
Subscriptions	940		20				0
Cost of Publications	1,134	5,656	17,824	20,000	269.41	20,000	5,000
<b>Total Expenses</b>	<b>3,120</b>	<b>7,023</b>	<b>21,370</b>	<b>21,970</b>	<b>5,836.90</b>	<b>49,320</b>	<b>53,350</b>
<b>Net (loss) Income</b>	<b>29,823</b>	<b>27,989</b>	<b>15,051</b>	<b>27,880</b>	<b>12,878</b>	<b>25,980</b>	<b>84,950</b>

	FY2014 Actual	FY2015 Actual	FY2016 Actual	FY2017 Budget	FY2017 Aug-Jan	FY2017 Projection	FY2018 Budget (P)
<b>Outside Sales</b>							
Revenue							
Publication Sales	7,710	6,238	11,745	8,000	1,079.84	8,000	8,000
Shipping Income	1,095	677	890	800	118.00	800	800
<b>Total Revenue</b>	<b>8,806</b>	<b>6,915</b>	<b>12,634</b>	<b>8,800</b>	<b>1,197.84</b>	<b>8,800</b>	<b>8,800</b>
Expenses							
Postage and Freight	436	130	41	200	0.00	200	200
Cost of Publications	8,481	5,926	5,871	7,600	1,150.62	7,600	7,600
Royalties							
<b>Total Expenses</b>	<b>8,918</b>	<b>6,056</b>	<b>5,912</b>	<b>7,800</b>	<b>1,150.62</b>	<b>7,800</b>	<b>7,800</b>
<b>Net (loss) Income</b>	<b>-112</b>	<b>860</b>	<b>6,722</b>	<b>1,000</b>	<b>47</b>	<b>1,000</b>	<b>1,000</b>

	FY2014 Actual	FY2015 Actual	FY2016 Actual	FY2017 Budget	FY2017 Aug-Jan	FY2017 Projection	FY2018 Budget (P)
<b>Learning Scope</b>							
Revenue							
Learning Scope Quizes	1,110	1,215	1,406	1,260	246	246	0
<b>Total Revenue</b>	<b>1,110</b>	<b>1,215</b>	<b>1,406</b>	<b>1,260</b>	<b>246</b>	<b>246</b>	<b>0</b>
Total Expenses							
	0	0	0	0	0	0	0
<b>Net (loss) Income</b>	<b>1,110</b>	<b>1,215</b>	<b>1,406</b>	<b>1,260</b>	<b>246</b>	<b>246</b>	<b>0</b>

	FY2014 Actual	FY2015 Actual	FY2016 Actual	FY2017 Budget	FY2017 Aug-Jan	FY2017 Projection	FY2018 Budget (P)
<b>Focus</b>							
Revenue							
Focus Quizes	1,676	1,228	212	300	90	300	0
Total Revenue	1,676	1,228	212	300	90	300	0
Total Expenses	0	0	0	0	0	0	0
<b>Net (loss) Income</b>	1,676	1,228	212	300	90	300	0

	FY2014 Actual	FY2015 Actual	FY2016 Actual	FY2017 Budget	FY2017 Aug-Jan	FY2017 Projection	FY2018 Budget (P)
<b>P.A.C.E.</b>							
Revenue							
P.A.C.E. Providerships	228,325	243,801	263,263	270,000	132,696.44	279,000	286,000
Total Revenue	228,325	243,801	263,263	270,000	132,696.44	279,000	286,000

	FY2014 Actual	FY2015 Actual	FY2016 Actual	FY2017 Budget	FY2017 Aug-Jan	FY2017 Projection	FY2018 Budget (P)
Expenses							
Office Supplies	834	153	77	150		150	150
Copying	224	0	0	0		0	0
Postage and Freight	323	54	0	120	121.13	150	150
Telephone/Fax	110	269	82	300	208.49	300	300
Internet Connections	0	134	357	150	306.11	600	600
Dues and Sponsorships	0	0	500	250	250.00	250	500
Outside Services	864	430	359	1,000	248.96	750	750
Travel: Staff	148	0	0	0		0	0
Printing and Production	189	396	374	750	100.00	400	400
Total Expenses	2,693	1,436	1,751	2,720	1,234.69	2,600	2,850
<b>Net (loss) Income</b>	225,632	242,365	261,513	267,280	131,462	276,400	283,150

	FY2014 Actual	FY2015 Actual	FY2016 Actual	FY2017 Budget	FY2017 Aug-Jan	FY2017 Projection	FY2018 Budget (P)
<b>NMLW</b>							
Revenue							
Royalties	762	1,860	922	1,000	8	1,000	1,000
Total Revenue	762	1,860	922	1,000	8	1,000	1,000
Expenses							
Office Supplies	343	99	0	100	0	100	100
Dues and Sponsorships			0		0		
Total Expenses	343	99	0	100	0	100	100
<b>Net (loss) Income</b>	419	1,761	922	900	8	900	900

	FY2014 Actual	FY2015 Actual	FY2016 Actual	FY2017 Budget	FY2017 Aug-Jan	FY2017 Projection	FY2018 Budget (P)
<b>Board of Directors</b>							
Revenue							
Sponsors	8,000	8,000	8,000	8,000	0	8,000	8,000
Total Revenue	8,000	8,000	8,000	8,000	0	8,000	8,000
Expenses							
Telephone/Fax	0	199	54	150	28.75	150	150
Registration Charges	42	795	1,950	800	1,990.00	800	800
Travel: Staff	393	1,983	562	2,000		2,000	2,000
Travel: Board	15,983	17,342	20,330	18,000	404.16	18,000	18,000
Food and Beverage	12,432	10,333	0	11,000	4,147.99	11,000	11,000
Audio Visual Charges	295	0	0		2,407.05	4,000	4,000
Total Expenses	29,144	30,652	22,897	31,950	8,977.95	35,950	35,950
<b>Net (loss) Income</b>	<b>-21,144</b>	<b>-22,652</b>	<b>-14,897</b>	<b>-23,950</b>	<b>-8,978</b>	<b>-27,950</b>	<b>-27,950</b>

	FY2014 Actual	FY2015 Actual	FY2016 Actual	FY2017 Budget	FY2017 Aug-Jan	FY2017 Projection	FY2018 Budget (P)
<b>Government Affairs</b>							
Revenue							
Total Revenue	0	0	0	0	0	0	0
Expenses							
Telephone/Fax	173	310	276	300	38.51	300	300
Registration Charges	943	1,830	895	2,000	995.00	2,000	2,000
Outside Services	61,500	63,500	67,500	61,500	44,750.00	81,500	61,500
Travel: Staff					199.35	500	500
Travel: Committee	224	0	1,001	1,000	2,035.46	2,035	500
Total Expenses	62,840	65,640	69,672	64,800	48,018.32	86,335	64,800
<b>Net (loss) Income</b>	<b>-62,840</b>	<b>-65,640</b>	<b>-69,672</b>	<b>-64,800</b>	<b>-48,018</b>	<b>-86,335</b>	<b>-64,800</b>

	FY2014 Actual	FY2015 Actual	FY2016 Actual	FY2017 Budget	FY2017 Aug-Jan	FY2017 Projection	FY2018 Budget (P)
<b>ESA</b>							
Revenue							
Royalties	1,764	10,927	10,209	8,004	0	11,549	10,884
Exhibits			942		0		
Donations		120	0		0		
Total Revenue	1,764	11,047	11,151	8,004	0	11,549	10,884
Expenses							
Telephone/Fax	46	94	119	100		100	100
Insurance		0	79				
Travel: Staff	1,731	1,207	0	500		500	500
Travel: Committee	1,249	0	1,593	500		500	500
Outside Services			600				
Audio Visual			300				
Drayage		750	1,159				
Awards, Ribbons and Badges	500	500	500	500		500	500
Total Expenses	3,525	2,551	4,351	1,600	0	1,600	1,600
<b>Net (loss) Income</b>	<b>-1,761</b>	<b>8,496</b>	<b>6,801</b>	<b>6,404</b>	<b>0</b>	<b>9,949</b>	<b>9,284</b>



	FY2014 Actual	FY2015 Actual	FY2016 Actual	FY2017 Budget	FY2017 Aug-Jan	FY2017 Projection	FY2018 Budget (P)
<b>Leadership Academy</b>							
Revenue							
Total Revenue	0	0	0	0	0	0	0
Expenses							
Office Supplies			0	100	15.23	100	100
Telephone/Fax	16		17	20		20	20
Postage and Freight							
Travel: Committee	143	0	0	200		200	200
Printing and Production	9	301	0	350		350	350
Food and Beverage	2,819	1,220	0	1,300		1,300	1,300
Total Expenses	2,987	1,521	17	1,970	15	1,970	1,970
<b>Net (loss) Income</b>	-2,987	-1,521	-17	-1,970	-15	-1,970	-1,970

	FY2014 Actual	FY2015 Actual	FY2016 Actual	FY2017 Budget	FY2017 Aug-Jan	FY2017 Projection	FY2018 Budget (P)
<b>Web Page</b>							
Revenue							
Advertising	39,873	53,159	75,344	80,000	29,611	60,000	60,000
Total Revenue	39,873	53,159	75,344	80,000	29,611	60,000	60,000
Expenses							
Outside Services	3,671	1,729	2,830	1,750		1,750	1,750
Honoraria							
Travel: Committee							
Web hosting and fees	425	1,020	1,020	1,100	114.87	1,100	1,100
Total Expenses	4,096	2,749	3,850	2,850	114.87	2,850	2,850
<b>Net (loss) Income</b>	35,777	50,410	71,494	77,150	29,496	57,150	57,150

	FY2014 Actual	FY2015 Actual	FY2016 Actual	FY2017 Budget	FY2017 Aug-Jan	FY2017 Projection	FY2018 Budget (P)
<b>CE Online</b>							
Revenue							
Sales					1,796	15,000	30,000
Sponsorship						5,000	1,000
Royalties	17,825	15,442	17,345	16,000	10,751	16,000	16,000
Total Revenue	17,825	15,442	17,345	16,000	12,547	36,000	47,000
Expenses							
Postage and Freight							
Telephone/Fax							2,000
Printing and Production	0	0					
Publication Royalties	20,088	10,129	7,190	13,125	6,395	13,125	13,125
Outside Services					3,675	10,245	13,500
Honoraria					200	500	1,000
Subscriptions					15	100	250
Total Expenses	20,088	10,129	7,190	13,125	10,285	23,970	29,875
<b>Net (loss) Income</b>	-2,263	5,313	10,155	2,875	2,262	12,030	17,125



	FY2014 Actual	FY2015 Actual	FY2016 Actual	FY2017 Budget	FY2017 Aug-Jan	FY2017 Projection	FY2018 Budget (P)
<b>Special Projects</b>							
Revenue							
Special Projects	7,629	4,041	3,126	5,000	2,000	5,000	5,000
Total Revenue	7,629	4,041	3,126	5,000	2,000	5,000	5,000
Expenses							
Dues and Sponsorships	3,978	0	0	1,500		1,500	1,500
Registration Charges	0	0	0	500		500	500
Drayage	0	750					
Travel: Committee	3,652	3,291	3,126	3,000	2,745	3,000	3,000
Total Expenses	7,629	4,041	3,126	5,000	2,745	5,000	5,000
<b>Net (loss) Income</b>	0	0	0	0	-745	0	0

	FY2014 Actual	FY2015 Actual	FY2016 Actual	FY2017 Budget	FY2017 Aug-Jan	FY2017 Projection	FY2018 Budget (P)
<b>Advanced Management Institute</b>							
Revenue							
Registrations	7,548	10,505	2,300	11,000	0	0	0
Sponsorship		3,000	0	3,000	0	0	0
Total Revenue	7,548	13,505	2,300	14,000	0	0	0
Expenses							
Honoraria	4,105		0		0		
Outside Services	749		0		0		
Telephone/Fax		19	0		0		
Travel: Speakers		1,056		1,100	0	0	0
Printing and Production	473		0		0		
Food and Beverage	9,144	8,597	3,662	10,000	0	0	0
Total Expenses	14,471	9,671	3,662	11,100	0	0	0
<b>Net (loss) Income</b>	-6,923	3,834	-1,362	2,900	0	0	0

	FY2014 Actual	FY2015 Actual	FY2016 Actual	FY2017 Budget	FY2017 Aug-Jan	FY2017 Projection	FY2018 Budget (P)
<b>Total</b>							
Total Revenue	1,448,699	1,391,313	1,453,208	1,509,139	414,496	1,556,500	1,656,734
Total Expenses	1,459,116	1,321,876	1,514,552	1,483,107	496,928	1,577,406	1,598,467
<b>Net (loss) Income</b>	-10,417	69,437	-61,344	26,032	-82,432	-20,907	58,267