

ASCLS 2019-2021 Proposed Budget
2014, 2015, 2016, 2017 Actual with 2018 Budget, YTD, and Projection

	FY2015 Actual	FY2016 Actual	FY2017 Actual	FY2018 Budget	FY2018 Aug-Jan	FY2018 Projection	FY2019 Budget	FY2020 Budget	FY2021 Budget	Comments
Admin										
Revenue										
Royalties	35,013	45,624	46,218	44,500	15,878.47	43,000	43,000	43,000	43,000	Multiview, EBSCO, GEICO, InFocus
Management Fees	4,500	4,500	4,500	4,500	0.00	4,500	4,500	4,500	4,500	E&R
Mailing List Sales	1,186	3,910	0	5,000	0.00	0	0	0	0	Direct Sales of Lists
Miscellaneous			5		236.48					
Publications Sales										
Total Revenue	40,699	54,034	50,723	54,000	16,114.95	47,500	47,500	47,500	47,500	
Expenses										
Salaries	275,286	298,414	257,119.39	270,000	130,000.03	295,000	325,000	335,000	340,000	3% annual pool increase
PTO Accrual			7,103.93		5,173.78					
Payroll Taxes	20,180	24,364	19,922.27	20,250	10,755.16	22,125	24,375	25,125	25,500	
Employee Benefits	10,500	16,985	23,634.64	28,000	16,545.35	41,000	44,000	47,000	50,000	7% annual growth in HC insurance
Corporate Insurance	6,250	7,300	7,505.12	7,000	6,254.28	7,000	7,000	7,000	7,000	
Office Supplies	1,933	2,718	3,499.69	2,500	4,265.35	5,500	2,500	2,500	2,500	
Storage	2,810	2,605	3,047.43	3,000	1,428.50	3,000	3,000	3,000	3,000	
Equipment Rental	4,057	4,481	3,495.20	5,000	2,623.36	5,000	5,000	5,000	5,000	
Depreciation	9,989	9,028	19,726.85	20,000	10,681.81	22,000	22,000	22,000	22,000	Schedule
Postage and Freight	2,511	2,860	2,587.63	2,500	734.95	2,500	2,500	2,500	2,500	
Telephone/Fax	6,210	4,581	5,278.95	6,250	2,509.75	6,250	6,250	6,250	6,250	
Internet Connections	3,564	297	989.83	0	52.09	0	0	0	0	
Bank Charges	24,047	25,084	37,987.03	28,000	16,320.37	32,000	32,000	32,000	32,000	
Dues and Sponsorships	47,835	49,382	48,513.48	51,000	25,866.33	51,000	51,000	51,000	51,000	BOC (20k), NACCLS (13k), HPN (\$300) IFBLS (6K)
Accounting Fees	82,607	72,375	67,434.23	97,000	35,177.37	80,000	100,783	100,783	100,783	By contract: actual charge time and materials
Registration Charges	439	25	1,889.00	500	261.95	500	500	500	500	
Audit Charges	16,750	16,850	12,895.00	17,000	5,000.00	17,000	17,000	17,000	17,000	
Legal Fees	0	0	0.00	1,000	0.00	1,000	1,000	1,000	1,000	
Outside Services	14,213	17,444	16,503.94	15,000	13,209.57	26,000	26,000	26,000	26,000	\$2,400/yr HL Volunteer, Investment Fees/401K
Recruiting Fees		70,355		0	0.00	0	0	0	0	
Subscriptions	679	2,667	2,549.90	1,500	1,907.89	2,000	2,000	2,000	2,000	ASAE and CLSI
Travel: Staff	7,459	15,562	16,043.05	14,000	9,111.26	14,000	14,000	14,000	14,000	
Travel: Committee		1,055	488.34	500	0.00	500	500	500	500	
Printing and Production	424	959	2,648.94	2,000	434.00	3,000	2,000	2,000	2,000	New Logo rollout
Design Charges		445	0.00	500	0.00	500	500	500	500	
Web Hosting		60	69.97	0		0	0	0	0	
Miscellaneous					164.94					
Total Expenses	537,741	645,894	560,934	592,500	298,478.09	636,875	688,908	702,658	711,033	
Net (loss) Income	-497,042	-591,860	-510,211	-538,500	-282,363	-589,375	-641,408	-655,158	-663,533	(79,164)

	FY2015 Actual	FY2016 Actual	FY2017 Actual	FY2018 Budget	FY2018 Aug-Jan	FY2018 Projection	FY2019 Budget	FY2020 Budget	FY2021 Budget	Comments
Membership										
Revenue										
Dues - PF1	245,287	233,106	237,441	232,000	101,706.19	230,400				17- 3,252 @\$73, 18-3,200@\$72
Dues - PF2	116,166	102,917	91,134	89,000	36,538.17	79,200				17-1,233@\$74, 18-1,100@\$72
Professional Subtotal/All P's	361,452	336,023	328,575	321,000	138,244.36	309,600	323,400	333,000	340,000	19-4,200@\$77 ,20-4,325@\$77 (+3%)
Dues - FYP	13,168	15,055	19,130	18,000	6,167.97	14,400	21,600	23,700	25,800	17-995@\$19, 18-411@\$35 ea, 19-600@\$36ea
Dues - Student	36,929	28,155	29,211	21,000	7,267.28	23,000	23,000	23,000	23,000	
Dues - Collaborative	11,070	9,995	10,530	10,000	3,848.94	10,500	12,000	12,000	12,000	17-312@\$34, 18-320@33ea, 19-300@\$40ea
Dues - Emeritus	2,750	2,675	2,774	2,750	1,544.83	2,750	2,750	2,750	2,750	
Dues - Group - Education	15,034	27,106	39,066	35,000	16,684.15	40,000	40,000	40,000	40,000	
Dues - Group - Lab	750	6,926	6,240	6,500	3,091.98	6,300	6,500	6,500	6,500	
Dues - Sustaining							10,000	15,000	20,000	
Total Revenue	441,153	425,935	435,526	414,250	176,850	406,550	439,250	455,950	470,050	
Expenses										
Office Supplies	271	31	0	50	0.00	50	50	50	50	
Postage and Freight	7,407	7,138	5,065	7,500	3,899.80	7,500	7,500	7,500	7,500	
Telephone/Fax	563	646	791	750	222.43	750	750	750	750	
Internet Connections	210	89	0	200	0.00	200	200	200	200	
Outside Services		16,251	30,840	30,500	15,120.00	31,500	31,500	31,500	31,500	TL + HL (\$2,520/month + Neo \$500) 16-DB Restore
Membership Services	46,000	48,840	48,840	48,840	24,350.00	48,840	52,000	52,000	52,000	Neosystems
Subscriptions		1,025	0	0	0.00	0.00	0	0	0	
Printing and Production	10,637	12,417		12,000	8,159.40	1,000	10,000	10,000	10,000	
Design Charges		488	8,600	1,000	0.00	2,300	1,000	1,000	1,000	
Total Expenses	65,088	86,924	94,136	100,840	51,751.63	92,140	103,000	103,000	103,000	
Net (loss) Income	376,065	339,011	341,390	313,410	125,098	314,410	336,250	352,950	367,050	(26,980)

	FY2015 Actual	FY2016 Actual	FY2017 Actual	FY2018 Budget	FY2018 Aug-Jan	FY2018 Projection	FY2019 Budget	FY2020 Budget	FY2021 Budget	Comments
Annual Meeting										
Revenue										
Registrations	124,347	140,683	158,298	190,400	0	184,000	250,000	250,000	250,000	16-543/\$257, 17-493/\$321, 18-525/\$350, 19-650/\$385
Exhibits	85,000	85,000	85,000	85,000	0	20,000	40,000	50,000	60,000	AAAC in 18, new modes 19-21
Sponsors	60,250	47,520	32,500	60,000	0	50,000	60,000	60,000	60,000	Sponsorship and Educational Grants
Commissions	9,417	7,853	16,307	6,000	0	6,000	6,000	6,000	6,000	
Sales						500	1,000	1,000	1,000	Post meeting sales of virtual programming
Total Revenue	279,014	281,056	292,105	341,400	0	260,500	357,000	367,000	377,000	
Expenses										
Corporate Insurance	1,060	1,254	1,266	1,400		1,400	1,400	1,400	1,400	
Office Supplies	0	719	61	250		250	250	250	250	
Postage and Freight	12,836	19,848	9,623	15,000	185.96	10,000	12,000	12,000	12,000	
Telephone/Fax	32	201	59	100	0.00	100	100	100	100	
Meetings Management	60,000	60,000	60,000	60,000	30,000.00	60,000	70,000	70,000	70,000	Assume additional expenses for VJ Meetings
Registration Charges	6,740	7,812	1,233	10,000		5,000	5,000	5,000	5,000	
Honoraria	4,019	10,150	7,750	15,000	0.00	15,000	20,000	22,500	25,000	Increasing programming requires more honoraria
Outside Services	17,457	4,269	20,015	6,000	895.00	6,000	6,000	6,000	6,000	Old Meeting App contract in 2017 inflated total
Travel: Staff	7,080	12,383	8,012	12,000	1,237.32	7,000	12,000	12,000	12,000	
Travel: Committee	7,311	9,053	9,151	11,000	4,732.80	10,000	13,000	13,000	13,000	Assume additional committee members SAFMLS
Travel: Board	16,452	20,005	18,793	20,000	2,054.64	15,000	16,000	16,000	16,000	Lower room night costs
Travel: Speakers	6,437	2,820	3,609	2,500		2,500	2,500	2,500	2,500	
Printing and Production	10,528	9,170	12,079	13,000	375.00	13,000	13,000	13,000	13,000	
Design Charges			1,800							
Food and Beverage	63,407	85,702	103,889	110,000	4,213.16	110,000	110,000	110,000	110,000	
Meeting Room Rental		0		1,000		1,000	1,000	1,000	1,000	
Drayage	12,533	14,490	15,050	15,000		5,000	5,000	5,000	5,000	
Photography	1,662	1,526	2,384	2,500		2,500	2,500	2,500	2,500	
Audio Visual Charges	31,468	39,173	53,976	43,000	644.31	30,000	35,000	35,000	35,000	Single site for 18+, new contract, assume some increased costs
Awards, Ribbons and Badges	2,968	3,665	3,638	3,000		3,500	3,000	3,000	3,000	
Total Expenses	261,991	302,242	332,388	340,750	44,338.19	297,250	327,750	330,250	332,750	
Net (loss) Income	17,023	-21,186	-40,284	650	-44,338	-36,750	29,250	36,750	44,250	3,534

	FY2015 Actual	FY2016 Actual	FY2017 Actual	FY2018 Budget	FY2018 Aug-Jan	FY2018 Projection	FY2019 Budget	FY2020 Budget	FY2021 Budget	Comments
CLEC										
Revenue										
Registrations	145,134	175,183	192,806	189,600	0	206,000	206,000	206,000	206,000	14-450/\$354, 15-443-\$330, 16-489/\$365, 17-482/397, 18-524/393
Workshop	0	0	0	0	0	0	0	0	0	
Exhibits	17,560	25,165	22,250	20,000	0	22,000	22,000	22,000	22,000	
Sponsors	10,550	15,615	12,850	10,000	0	4,000	10,000	10,000	10,000	
Commissions	6,520	4,810	3,554	4,000	0	8,000	4,000	4,000	4,000	
Sales						500	1,000	1,000	1,000	Post meeting sales of virtual programming
Total Revenue	179,764	220,773	231,460	223,600	0	240,500	243,000	243,000	243,000	
Expenses										
Corporate Insurance	349	619	800	800		800	800	800	800	
Office Supplies	687	794	0	100		100	100	100	100	
Equipment Rental	0	0	0	500		500	500	500	500	
Postage and Freight	1,039	715	2,903	1,500		1,500	1,500	1,500	1,500	
Telephone/Fax	8	0	0	20		20	20	20	20	
Meetings Management	14,300	14,300	14,300	14,300		14,300	14,300	14,300	14,300	
Registration Charges	2,250	1,228	1,215	2,000		2,000	2,000	2,000	2,000	
Honoraria	4,380	3,249	5,965	7,000		7,000	7,000	7,000	7,000	
Royalties - ESA	10,927	10,209	16,398	10,884		11,549	17,904	17,904	17,904	30% for ESA
Royalties - Host	3,642	3,403	5,466	3,628		3,850	5,968	5,968	5,968	10% for Host Committee
Outside Services	1,500	425	0	3,500		3,500	3,500	3,500	3,500	
Travel: Staff	4,407	3,457	1,945	1,500		1,500	1,500	1,500	1,500	
Travel: Committee	0	0	0	2,000		2,000	2,000	2,000	2,000	
Travel: Board	539	508	605	600		600	600	600	600	
Travel: Speaker	111	1,893	1,069	0		0	0	0	0	
Printing and Production	4,546	3,392	4,214	6,000		6,000	6,000	6,000	6,000	
Design Charges					748.00					
Food and Beverage	91,051	131,478	120,717	125,000		120,000	120,000	120,000	120,000	
Drayage	329	0	0	500		500	500	500	500	
Audio Visual Charges	16,141	22,739	23,068	22,000		21,000	22,000	22,000	22,000	
Awards, Ribbons & Badges	1,706	1,946								
Total Expenses	157,911	200,355	198,665	201,832	748.00	196,718	206,192	206,192	206,192	
Net (loss) Income	21,853	20,418	32,796	21,768	-748	43,782	36,808	36,808	36,808	10,986

	FY2015 Actual	FY2016 Actual	FY2017 Actual	FY2018 Budget	FY2018 Aug-Jan	FY2018 Projection	FY2019 Budget	FY2020 Budget	FY2021 Budget	Comments
Legislative Day										
Revenue										
Registrations	24,918	24,130	26,010	36,000	0	25,000	30,000	33,000	36,000	Increase registration fee to \$295 base.
Sponsors	4,655	5,000	7,000	7,000	0	5,000	7,000	7,000	7,000	
Commissions	0	0	0	3,500	0	0	0	0	0	
Total Revenue	29,573	29,130	33,010	46,500	0	30,000	37,000	40,000	43,000	
Expenses										
Office Supplies	981	1,200		500	0	100	500	500	500	
Travel: Staff	649	3,390	3,803	2,500	0	2,500	2,500	2,500	2,500	
Printing	0	601	529	700	0	700	700	700	700	
Food and Beverage	26,959	34,435	27,823	33,000	0	29,000	30,000	32,000	33,000	
Audio Visual Charges	0		1,618	1,500	0	1,500	1,500	1,500	1,500	
Total Expenses	28,589	39,626	33,773	38,200	0	33,800	35,200	37,200	38,200	
Net (loss) Income	984	-10,496	-763	8,300	0	-3,800	1,800	2,800	4,800	(3,037)

	FY2015 Actual	FY2016 Actual	FY2017 Actual	FY2018 Budget	FY2018 Aug-Jan	FY2018 Projection	FY2019 Budget	FY2020 Budget	FY2021 Budget	Comments
CLS										
Revenue										
Subscriptions	16,574	10,156	8,535.27	11,000	6,642.75	11,000	12,000	13,000	14,000	
Advertising	8,011	0	3,200.00	0	0.00	1,000	3,000	6,000	10,000	
Sales						100	500	1,000	1,500	
Total Revenue	24,585	10,156	11,735	11,000	6,643	12,100	15,500	20,000	25,500	
Expenses										
Office Supplies	0		28			13,000	25833	25833		
Depreciation			21,900							
Postage and Freight	2,526									
Publisher Fee	36,500	29,200		29,200	7,300.00	14,600	0	0	0	
Travel: Staff	0	0	10,500							
Outside Services	10,500	14,000		14,000	4,969.26	22,000	37,000	37,000	37,000	
Subscriptions					173.94					
Printing and Production	6,314						6000	6000	6000	APEX for compositing to issue
Total Expenses	55,840	43,200	32,428	43,200	12,443.20	49,600	68,833	68,833	43,000	
Net (loss) Income	-31,256	-33,044	-20,693	-32,200	-5,800	-37,500	-53,333	-48,833	-17,500	(16,807)

	FY2015 Actual	FY2016 Actual	FY2017 Actual	FY2018 Budget	FY2018 Aug-Jan	FY2018 Projection	FY2019 Budget	FY2020 Budget	FY2021 Budget	Comments
ASCLS Today										
Revenue										
Advertising	1,300	0	0	1,000	0	500	1,000	1,500	2,000	
Total Revenue	1,300	0	0	1,000	0	500	1,000	1,500	2,000	
Expenses										
Postage and Freight	26,918	18,383	9,018	30,000	0	30,000	30,000	30,000	30,000	
Printing and Production	46,230	34,131	12,481	45,000	0	45,000	45,000	45,000	45,000	
Design Charges										
Total Expenses	73,147	52,514	21,499	75,000	0	75,000	75,000	75,000	75,000	
Net (loss) Income	-71,847	-52,514	-21,499	-74,000	0	-74,500	-74,000	-73,500	-73,000	(53,001)

	FY2015 Actual	FY2016 Actual	FY2017 Actual	FY2018 Budget	FY2018 Aug-Jan	FY2018 Projection	FY2019 Budget	FY2020 Budget	FY2021 Budget	Comments
Focus										
Revenue										
Focus Quizes	1,228	212	144	0	0	0	0	0	0	Integrate under CE Online or Publications Webinars
Total Revenue	1,228	212	144	0	0	0	0	0	0	
Total Expenses	0	0	0	0	0	0	0	0	0	
Net (loss) Income	1,228	212	144	0	0	0	0	0	0	(144)

	FY2015 Actual	FY2016 Actual	FY2017 Actual	FY2018 Budget	FY2018 Aug-Jan	FY2018 Projection	FY2019 Budget	FY2020 Budget	FY2021 Budget	Comments
P.A.C.E.										
Revenue										
P.A.C.E. Providerships	243,801	263,263	262,154	286,000	140,007	275,000	285,000	290,000	295,000	
Total Revenue	243,801	263,263	262,154	286,000	140,007	275,000	285,000	290,000	295,000	
Expenses										
Office Supplies	153	77		150		150	150	150	150	
Copying	0	0		0		0	0	0	0	
Postage and Freight	54	0	121	150	163.67	150	150	150	150	
Telephone/Fax	269	82	208	300	0.00	300	300	300	300	
Internet Connections	134	357	604	600	323.36	600	600	600	600	
Dues and Sponsorships	0	500	250	500	250.00	500	500	250	500	California and Florida (even years) accrediting
Outside Services	430	359	429	750	464.70	750	750	750	750	
Travel: Staff	0	0		0	0.00	0	0	0	0	
Printing and Production	396	374		400	0.00	400	400	400	400	
Design Charges			100							
Total Expenses	1,436	1,751	1,712	2,850	1,201.73	2,850	2,850	2,600	2,850	
Net (loss) Income	242,365	261,513	260,442	283,150	138,805	272,150	282,150	287,400	292,150	11,708

	FY2015 Actual	FY2016 Actual	FY2017 Actual	FY2018 Budget	FY2018 Aug-Jan	FY2018 Projection	FY2019 Budget	FY2020 Budget	FY2021 Budget	Comments
NMLW										
Revenue										
Royalties	1,860	922		1,000	0	0	0	0	0	
Sales			362		0	4,500	4,500	4,500	4,500	
Shpping Income			44		0	50	100	100	100	
Total Revenue	1,860	922	406	1,000	0	4,550	4,600	4,600	4,600	
Expenses										
Office Supplies	99	0	0	100	0	100	100	100	100	
Outside Services		0			87	450				
Cost of Publications					3645.22	3,700	3,800	3,800	3,800	
Total Expenses	99	0	0	100	3,732	4,250	3,900	3,900	3,900	
Net (loss) Income	1,761	922	406	900	-3,732	300	700	700	700	(106)

	FY2015 Actual	FY2016 Actual	FY2017 Actual	FY2018 Budget	FY2018 Aug-Jan	FY2018 Projection	FY2019 Budget	FY2020 Budget	FY2021 Budget	Comments
Board of Directors										
Revenue										
Sponsors	8,000	8,000	8,000	8,000	0	8,000	8,000	8,000	8,000	Regional Assessments
Total Revenue	8,000	8,000	8,000	8,000	0	8,000	8,000	8,000	8,000	
Expenses										
Telephone/Fax	199	54	29	150		150	150	150	150	
Registration Charges	795	1,950	1,990	800		800	800	800	800	
Outside Services										
Travel: Staff	1,983	562	1,343	2,000	557.29	2,000	2,000	2,000	2,000	
Travel: Committee					587.04					
Travel: Board	17,342	20,330	12,821	18,000	2,423.94	18,000	18,000	18,000	18,000	
Food and Beverage	10,333	0	9,261	11,000	1,465.32	11,000	11,000	11,000	11,000	
Audio Visual Charges	0	0	1,053	4,000	575.00	4,000	4,000	4,000	4,000	
Total Expenses	30,652	22,897	26,496	35,950	5,608.59	35,950	35,950	35,950	35,950	
Net (loss) Income	-22,652	-14,897	-18,496	-27,950	-5,609	-27,950	-27,950	-27,950	-27,950	(9,454)

	FY2015 Actual	FY2016 Actual	FY2017 Actual	FY2018 Budget	FY2018 Aug-Jan	FY2018 Projection	FY2019 Budget	FY2020 Budget	FY2021 Budget	Comments
Government Affairs										
Revenue										
Total Revenue	0	0	0	0	0	0	0	0	0	
Expenses										
Telephone/Fax	310	276	250	300	136.69	300	300	300	300	
Registration Charges	1,830	895	995	2,000	0.00	2,000	2,000	2,000	2,000	
Outside Services	63,500	67,500	83,500	61,500		61,500	72,000	72,000	72,000	FY2017 EP Consulting \$2k/mo through 5/17. For 2019, increase Fed Group from \$5,125 per month to \$6,000 per month. No increase since 2010. Annualized 2.4% increase
Travel: Staff			199	500	0.00	500	500	500	500	
Travel: Committee	0	1,001	2,035	500	0.00	2,035	500	500	500	
Advertising					250.40	600				
Total Expenses	65,640	69,672	86,980	64,800	31,137.09	66,935	75,300	75,300	75,300	
Net (loss) Income	-65,640	-69,672	-86,980	-64,800	-31,137	-66,935	-75,300	-75,300	-75,300	20,044

	FY2015 Actual	FY2016 Actual	FY2017 Actual	FY2018 Budget	FY2018 Aug-Jan	FY2018 Projection	FY2019 Budget	FY2020 Budget	FY2021 Budget
ESA									
Revenue									
Royalties	10,927	10,209	16,398	10,884	0	11,549	17,904	17,904	17,904
Exhibits		942			0				
Donations	120	0			0				
Total Revenue	11,047	11,151	16,398	10,884	0	11,549	17,904	17,904	17,904

Comments

Expenses									
Telephone/Fax	94	119		100		100	100	100	100
Insurance	0	79							
Travel: Staff	1,207	0		500		500	500	500	500
Travel: Committee	0	1,593	1,408	500		500	500	500	500
Food and Beverage			1,258						
Outside Services		600							
Design Charges					500				
Audio Visual		300							
Drayage	750	1,159							
Awards, Ribbons and Badges	500	500	1,013	500		500	500	500	500
Total Expenses	2,551	4,351	3,679	1,600	500	1,600	1,600	1,600	1,600
Net (loss) Income	8,496	6,801	12,718	9,284	-500	9,949	16,304	16,304	16,304

(2,770)

	FY2015 Actual	FY2016 Actual	FY2017 Actual	FY2018 Budget	FY2018 Aug-Jan	FY2018 Projection	FY2019 Budget	FY2020 Budget	FY2021 Budget
Leadership Academy									
Revenue									
Total Revenue	0	0	0	0	0	0	0	0	0
Expenses									
Office Supplies		0	0	100	0	100	100	100	100
Telephone/Fax		17	33	20		20	20	20	20
Postage and Freight									
Travel: Committee	0	0	0	200		200	200	200	200
Printing and Production	301	0	231	350		350	350	350	350
Food and Beverage	1,220	0	3,896	1,300		4,000	4,000	4,000	4,000
Total Expenses	1,521	17	4,160	1,970	0	4,670	4,670	4,670	4,670
Net (loss) Income	-1,521	-17	-4,160	-1,970	0	-4,670	-4,670	-4,670	-4,670

Comments

(510)

	FY2015 Actual	FY2016 Actual	FY2017 Actual	FY2018 Budget	FY2018 Aug-Jan	FY2018 Projection	FY2019 Budget	FY2020 Budget	FY2021 Budget	Comments
Web Page										
Revenue										
Advertising	53,159	75,344	55,450	60,000	23,869	55,000	65,000	70,000	75,000	Job Target online job board/moving to Boxwood Integration
Total Revenue	53,159	75,344	55,450	60,000	23,869	55,000	65,000	70,000	75,000	
Expenses										
Outside Services	1,729	2,830	0	1,750		1,750	1,750	1,750	1,750	
Honoraria										
Travel: Committee										
Web hosting and fees	1,020	1,020	115	1,100		1,100	1,100	1,100	1,100	
Total Expenses	2,749	3,850	115	2,850	0.00	2,850	2,850	2,850	2,850	
Net (loss) Income	50,410	71,494	55,336	57,150	23,869	52,150	62,150	67,150	72,150	(3,186)

	FY2015 Actual	FY2016 Actual	FY2017 Actual	FY2018 Budget	FY2018 Aug-Jan	FY2018 Projection	FY2019 Budget	FY2020 Budget	FY2021 Budget	Comments
CE Online										
Revenue										
Royalties	15,442	17,345	30,100	16,000	9,475	16,000	16,000	16,000	16,000	Revenue from CM Packages and ASCLS CE
Sponsorship				1,000	0	5,000	1,000	1,000	1,000	
Sales			3,676	30,000	1,411	15,000	30,000	30,000	30,000	Sales of Self Studies through LMS
Total Revenue	15,442	17,345	33,776	47,000	10,886	36,000	47,000	47,000	47,000	
Expenses										
Postage and Freight										
Telephone/Fax										
Printing and Production	0			2,000			2,000	2,000	2,000	
Publication Royalties	10,129	7,190	9,540	13,125	5,990	13,125	13,125	13,125	13,125	Medialab CMM Packages
Outside Services			6,645	13,500	3,675	13,500	13,500	13,500	13,500	Path LMS \$1,095/month
Honoraria			600	1,000		500	1,000	1,000	1,000	
Subscriptions			15	250		100	250	250	250	
Total Expenses	10,129	7,190	16,800	29,875	9,665	27,225	29,875	29,875	29,875	
Net (loss) Income	5,313	10,155	16,976	17,125	1,221	8,775	17,125	17,125	17,125	(8,201)

	FY2015 Actual	FY2016 Actual	FY2017 Actual	FY2018 Budget	FY2018 Aug-Jan	FY2018 Projection	FY2019 Budget	FY2020 Budget	FY2021 Budget	Comments
Special Projects										
Revenue										
Special Projects	4,041	3,126	4,941	5,000	2,415	5,000	5,000	5,000	5,000	
Total Revenue	4,041	3,126	4,941	5,000	2,414.77	5,000	5,000	5,000	5,000	
Expenses										
Dues and Sponsorships	0	0	1,000	1,500		1,500	1,500	1,500	1,500	
Registration Charges	0	0	0	500		500	500	500	500	
Drayage	750									
Travel: Committee	3,291	3,126	3,941	3,000	2,415	3,000	3,000	3,000	3,000	
Total Expenses	4,041	3,126	4,941	5,000	2,415	5,000	5,000	5,000	5,000	
Net (loss) Income	0	0	0	0	0	0	0	0	0	0

	FY2015 Actual	FY2016 Actual	FY2017 Actual	FY2018 Budget	FY2018 Aug-Jan	FY2018 Projection	FY2019 Budget	FY2020 Budget	FY2021 Budget	Comments
Advanced Management Institute										Discontinued in FY2017
Revenue										
Registrations	10,505	2,300	0	0	0	0	0	0	0	
Sponsorship	3,000	0	0	0	0	0	0	0	0	
Total Revenue	13,505	2,300	0	0	0	0	0	0	0	
Expenses										
Honoraria		0			0					
Outside Services		0			0					
Telephone/Fax	19	0			0					
Travel: Speakers	1,056		0	0	0	0	0	0	0	
Printing and Production		0			0					
Food and Beverage	8,597	3,662	0	0	0	0	0	0	0	
Total Expenses	9,671	3,662	0	0	0	0	0	0	0	
Net (loss) Income	3,834	-1,362	0	0	0	0	0	0	0	0

	FY2015 Actual	FY2016 Actual	FY2017 Actual	FY2018 Budget	FY2018 Aug-Jan	FY2018 Projection	FY2019 Budget	FY2020 Budget	FY2021 Budget	Comments
Total										
Total Revenue	1,391,313	1,453,208	1,502,839	1,656,734	407,426	1,510,849	1,722,354	1,767,054	1,810,154	
Total Expenses	1,321,876	1,514,552	1,453,734	1,598,467	480,277	1,571,833	1,716,328	1,734,328	1,720,620	
Net (loss) Income	69,437	-61,344	49,105	58,267	-72,852	-60,985	6,026	32,726	89,534	(110,090)
Investment (loss) Income	(\$1,361)	\$23,053	68,074.18		\$56,120					
Operating Income Net of Invest (loss) Income	\$68,076	(\$38,291)	117,179.50		(\$16,732)					