

ASBO-MD&DC

PROFIT AND LOSS COMPARISON

July 2017 - April 2018

	TOTAL		
	JUL 2017 - APR 2018	JUL 2016 - APR 2017 (PY)	CHANGE
Income			
01 DUES			
01.01 Members	37,855.00	36,710.00	1,145.00
01.02 Business Associates	11,900.00	15,060.00	-3,160.00
01.03 Corporate	22,000.00	31,600.00	-9,600.00
01.04 Other	75.00		75.00
01.05 Organizational Dues		0.00	0.00
Total 01 DUES	71,830.00	83,370.00	-11,540.00
02 INTEREST EARNED			
02.01 Certificate of Deposit		18.81	-18.81
02.03 Checking	244.67		244.67
02.04 Money Market	30.88	46.35	-15.47
	174.97	171.45	3.52
Total 02 INTEREST EARNED	450.52	236.61	213.91
03 ADVERTISEMENTS			
03.01 Electronic Newsletter		540.00	-540.00
03.02 Web Site Advertising - Multiview	885.00		885.00
03.03 ASBO Matters Journal	1,000.00		1,000.00
03.04 Fall Conference Program	1,050.00	1,350.00	-300.00
03.05 Spring Conference Program	300.00	1,375.00	-1,075.00
Total 03 ADVERTISEMENTS	3,235.00	3,265.00	-30.00
04 SPONSORSHIPS			
04.01 Fall Conference	3,000.00	1,000.00	2,000.00
04.02 Spring Conference	3,000.00	5,500.00	-2,500.00
Total 04 SPONSORSHIPS	6,000.00	6,500.00	-500.00
05 PROFESSIONAL DEVELOPMENT INCOME			
05.01 PD - Workshops/Foundation Crses/Cert/Workshops			
05.01.1 Foundations Courses	3,720.00	4,490.00	-770.00
05.01.3 Workshops	420.00	747.50	-327.50
Total 05.01 PD - Workshops/Foundation Crses/Cert/Workshops	4,140.00	5,237.50	-1,097.50
05.02 Fall Conference			
05.02.1 Exhibits	13,500.00	13,650.00	-150.00
05.02.2 Registration-Attendance	11,914.00	13,665.00	-1,751.00
Total 05.02 Fall Conference	25,414.00	27,315.00	-1,901.00
05.03 Spring Conference			
05.03.1 Exhibits	141,234.50	123,812.00	17,422.50
05.03.2 Registration-Attendance	35,818.00	47,355.80	-11,537.80
05.03.3 Golf Tournament	5,660.00	4,420.00	1,240.00
Total 05.03 Spring Conference	182,712.50	175,587.80	7,124.70
Total 05 PROFESSIONAL DEVELOPMENT INCOME	212,266.50	208,140.30	4,126.20

	TOTAL		
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06 MISCELLANEOUS			
06.01 Sponsorships - General	600.00	550.00	50.00
06.02 US Communities Rebate	31,373.28	40,586.29	-9,213.01
06.05 Wilkes University	1,058.28	846.97	211.31
06.06 Strategic Partnership	0.00		0.00
06.07 CEASOM Common Ground Rebate	1,392.20	822.20	570.00
Total 06 MISCELLANEOUS	34,423.76	42,805.46	-8,381.70
Uncategorized Income		0.00	0.00
Total Income	\$328,205.78	\$344,317.37	\$ -16,111.59
GROSS PROFIT	\$328,205.78	\$344,317.37	\$ -16,111.59
Expenses			
07 EXECUTIVE OFFICE			
07.05 Office Storage	1,086.00	862.00	224.00
07.06 Payroll Taxes	2,946.49	4,155.66	-1,209.17
07.07 Salary	36,666.70	51,750.00	-15,083.30
07.08 Travel and Meals	441.93	6,777.18	-6,335.25
07.09 Contract-Administrative Assistant	25,036.18	27,500.00	-2,463.82
07.10 Legal & Professional Fees	2,952.87		2,952.87
07.11 Mileage - Exec Dir	2,136.12		2,136.12
Total 07 EXECUTIVE OFFICE	71,266.29	91,044.84	-19,778.55
08 GENERAL ADMINISTRATION			
08.01 Audit	6,000.00	6,195.70	-195.70
08.02 Form 990 Prep & Submission	1,500.00	1,400.00	100.00
08.03 Awards & Gifts	730.50	230.00	500.50
08.04 President's Awards-Plaques		565.00	-565.00
08.06 Board Meetings	1,137.82	171.88	965.94
08.07 Conference Calls	468.00	0.00	468.00
08.08 Credit Card Trans Fees	3,254.89	8,265.06	-5,010.17
08.09 Equipment/Maintenance	185.38	1,941.23	-1,755.85
08.10 Liability Insurance	859.00	359.00	500.00
08.11 Office Supplies	796.34	3,278.86	-2,482.52
08.12 Postage	885.87	500.94	384.93
08.13 Phone	964.75	842.45	122.30
08.14 Accounting Services	4,401.83	4,039.95	361.88
08.15 Bank Charges	704.27		704.27
Total 08 GENERAL ADMINISTRATION	21,888.65	27,790.07	-5,901.42
10-17 PROFESSIONAL DEVELOPMENT EXPENSES			
10 ASBO INTERNATIONAL-EXCOM			
10.01 Excom-Past President			
10.01.1 ASBOI AM&E Conference & Dues	0.00		0.00
Total 10.01 Excom-Past President	0.00		0.00
10.02 Excom-President			
10.02.1 ASBO Affiliates	50.00		50.00
10.02.2 ASBOI AM&E Conference & Dues	2,133.46	2,235.09	-101.63
Total 10.02 Excom-President	2,183.46	2,235.09	-51.63
10.03 Excom-President Elect			
10.03.2 ASBOI AM&E Conference & Dues	3,022.70		3,022.70

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10.03.3 ASBOI Leadership Conference	1,939.40		1,939.40
Total 10.03 Excom-President Elect	4,962.10		4,962.10
10.04 Excom-Secretary			
10.04.1 ASBOI AM&E Conference & Dues	2,318.25	2,315.10	3.15
10.04.2 ASBOI Leadership Conference	1,736.35	602.96	1,133.39
Total 10.04 Excom-Secretary	4,054.60	2,918.06	1,136.54
10.05 Excom-Treasurer			
10.05.1 ASBOI AM&E Conference & Dues	2,750.73	3,135.60	-384.87
10.05.2 ASBOI Leadership Conference		0.00	0.00
Total 10.05 Excom-Treasurer	2,750.73	3,135.60	-384.87
10.06 Excom-Vice President			
10.06.1 ASBOI AM&E Conference & Dues		0.00	0.00
10.06.2 ASBOI Leadership Conference		2,141.48	-2,141.48
Total 10.06 Excom-Vice President		2,141.48	-2,141.48
10.07 Executive Director -ASBOI			
10.07.1 ASBOI AM&E Conference & Dues	3,797.60	225.00	3,572.60
10.07.2 ASBOI Leadership	1,614.23		1,614.23
10.07.3 ASBOI AEDG Summer Meeting	327.40		327.40
Total 10.07 Executive Director -ASBOI	5,739.23	225.00	5,514.23
Total 10 ASBO INTERNATIONAL-EXCOM	19,690.12	10,655.23	9,034.89
11 COMMITTEE MEETINGS			
11.01 Conference Arrangements	692.63	43.91	648.72
11.02 Exhibits	118.57	57.26	61.31
11.05 Professional Development		256.88	-256.88
11.12 BIG Forums/CFO Meetings		606.00	-606.00
Total 11 COMMITTEE MEETINGS	811.20	964.05	-152.85
13 PRESIDENT'S LEADERSHIP FUND			
13.01 Leadership Conference - Summer	2,059.20	8,233.08	-6,173.88
Total 13 PRESIDENT'S LEADERSHIP FUND	2,059.20	8,233.08	-6,173.88
15 PROFESSIONAL DEVELOPMENT AWARDS			
15.02 Faye Miller Award		4,050.00	-4,050.00
15.03 Paul B Bell Award	225.00	700.00	-475.00
Total 15 PROFESSIONAL DEVELOPMENT AWARDS	225.00	4,750.00	-4,525.00
16 SCHOLARSHIPS			
16.03 Fall Scholarships-Two for One (discont 6/2012)		2,916.00	-2,916.00
16.05 Jacobus Student Scholarships	9,000.00	6,500.00	2,500.00
Total 16 SCHOLARSHIPS	9,000.00	9,416.00	-416.00
17 WORKSHOPS & FOUNDATION COURSES			
17.02 Foundation Courses	4,578.91	3,347.22	1,231.69
Total 17 WORKSHOPS & FOUNDATION COURSES	4,578.91	3,347.22	1,231.69
Total 10-17 PROFESSIONAL DEVELOPMENT EXPENSES	36,364.43	37,365.58	-1,001.15
18-22 PUBLIC RELATIONS			
19 CEASOM			

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19.01 CEASOM Dues	300.00	300.00	0.00
19.03 CEASOM Spring Forum	1,363.37		1,363.37
19.04 Registration for Teachers of the Year at Common Ground	1,150.00		1,150.00
Total 19 CEASOM	2,813.37	300.00	2,513.37
20 ONLINE RESOURCES			
20.07 Database Enhancement-Registrar		468.00	-468.00
20.08 Web Site	1,434.35	1,259.40	174.95
Total 20 ONLINE RESOURCES	1,434.35	1,727.40	-293.05
22 TEACHER OF THE YEAR ANNUAL BANQUET	105.54	1,150.00	-1,044.46
Total 18-22 PUBLIC RELATIONS	4,353.26	3,177.40	1,175.86
23-24 CONFERENCES			
23 FALL CONFERENCE			
23.01 Name Badges/Supplies	297.14	1,481.34	-1,184.20
23.02 Printing (Program)	3,754.00	2,150.32	1,603.68
23.03 Rental of Facilities	14,643.99	21,382.00	-6,738.01
23.04 Speakers (Keynote & LEA Teacher of the Year)	5,236.00	7,500.00	-2,264.00
Total 23 FALL CONFERENCE	23,931.13	32,513.66	-8,582.53
24 SPRING CONFERENCE			
24.01 General - Facilities			
24.01.1 Attendees Gift		5,650.00	-5,650.00
24.01.2 AV Equipment	750.00		750.00
24.01.3 Awards & Gifts	25.46	-0.50	25.96
24.01.4 Decorations	111.37		111.37
24.01.5 Door Prizes	200.00		200.00
24.01.8 Scanners	2,290.00	2,885.00	-595.00
24.01.9 Mobile Conference App		5,275.00	-5,275.00
Total 24.01 General - Facilities	3,376.83	13,809.50	-10,432.67
24.02 Entertainment			
24.02.3 Phillips	350.00		350.00
Total 24.02 Entertainment	350.00		350.00
24.04 Golf Tournament	500.00	793.95	-293.95
24.05 Meals			
24.05.4 Dine Around		500.00	-500.00
Total 24.05 Meals		500.00	-500.00
24.06 Printing			
24.06.1 Misc Printing & Signage		2,204.19	-2,204.19
24.06.2 Program Printing		560.68	-560.68
Total 24.06 Printing		2,764.87	-2,764.87
24.07 Rental of Convention Center	4,136.00		4,136.00
24.08 Rental of Hotel		0.00	0.00
24.10 Speakers			
24.10.2 Keynote Speaker	1,250.00	10,235.00	-8,985.00
Total 24.10 Speakers	1,250.00	10,235.00	-8,985.00
Total 24 SPRING CONFERENCE	9,612.83	28,103.32	-18,490.49

	TOTAL		
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Total 23-24 CONFERENCES	33,543.96	60,616.98	-27,073.02
Uncategorized Expense		48.90	-48.90
Total Expenses	\$167,416.59	\$220,043.77	\$ -52,627.18
NET OPERATING INCOME	\$160,789.19	\$124,273.60	\$36,515.59
Other Expenses			
Other Miscellaneous Expense	0.00		0.00
Reconciliation Discrepancies		-0.10	0.10
Total Other Expenses	\$0.00	\$ -0.10	\$0.10
NET OTHER INCOME	\$0.00	\$0.10	\$ -0.10
NET INCOME	\$160,789.19	\$124,273.70	\$36,515.49