



ACTEM

BUDGET VS. ACTUALS: FY2019-20

July 2019 - June 2020

	TOTAL	
	ACTUAL	BUDGET
Revenue		
A - Membership Dues	19,424.98	19,000.00
B - Conference Income		
2019 Fall Conference Attendees	65,768.38	60,000.00
2019 Fall Conference Exhibitors	67,975.74	60,000.00
2020 Fall Conference Exhibitors	0.00	
2020 Spr Leadership Conf Attendees	760.00	4,000.00
2020 Spr Leadership Conf Exhibitors	4,000.00	20,000.00
Total B - Conference Income	138,504.12	144,000.00
C - Gross Sales of Inventory	611,517.28	570,000.00
D - Software Commissions	24,951.19	25,000.00
E - Interest & Dividends	1,050.16	1,000.00
F - Other Income	2,620.45	2,600.00
Total Revenue	\$798,068.18	\$761,600.00
Cost of Goods Sold	\$559,962.51	\$503,300.00
GROSS PROFIT	\$238,105.67	\$258,300.00
Expenditures		
A- Awards & Sponsorships	4,792.81	3,900.00
B - Prof. Development Expenses	12,557.69	23,395.00
C - Conference Expenses		
2019 Fall Conference Expenses	103,610.80	100,000.00
2020 Fall Conference Expenses	611.32	
2020 Spring Leadership Conf Expenses		15,000.00
2021 Spring Leadership Conf Expenses	1,548.71	
Total C - Conference Expenses	105,770.83	115,000.00
E - Office Expenses		
Gorham Office Rent & Utilities	9,068.13	9,900.00
NEISTE Reimbursement	-250.00	
Office Supplies	2,755.05	3,000.00
Postage and Delivery	281.85	400.00
Telephone	600.00	720.00
Total E - Office Expenses	12,455.03	14,020.00
F - Newsletter Expense	6,111.58	6,900.00
G - Meeting/Travel Expense	4,179.10	4,000.00
H - Bank Service Charges	6,500.00	6,600.00
I - Contracted Services	1,499.00	1,500.00
J - Dues and Subscriptions	411.14	1,000.00
K - Insurance	1,858.00	1,600.00
L - Professional Fees	1,783.92	1,700.00
M - Payroll Master Account	66,024.88	71,150.00
N - Taxes	962.67	650.00
O - Web Services Expense	6,891.95	6,600.00



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July 2019 - June 2020

	TOTAL	
	ACTUAL	BUDGET
Total Expenditures	\$231,798.60	\$258,015.00
NET OPERATING REVENUE	\$6,307.07	\$285.00
Other Revenue		
Realized gains (losses)	889.53	5,000.00
Unrealized gains (losses)	-17,623.76	5,000.00
Total Other Revenue	\$ -16,734.23	\$10,000.00
NET OTHER REVENUE	\$ -16,734.23	\$10,000.00
NET REVENUE	\$ -10,427.16	\$10,285.00