

	2020-21	2019-20	2018-19	
	YTD	Actual	Actual	Total
3001-Annual Fees	\$278,040.00	\$271,140.00	\$269,940.00	\$819,120.00
3002-Affiliate Fees	<u>2,200.00</u>	<u>2,120.00</u>	<u>1,520.00</u>	<u>5,840.00</u>
Total Fee Revenue	280,240.00	273,260.00	271,460.00	824,960.00
3301-Registration-Live	27,280.00	20,703.50	142,330.85	190,314.35
3321-Registration-Webcast			3,649.80	3,649.80
3331-Registration-Ticket	<u>69,183.00</u>	<u>17,820.02</u>	<u>12,676.69</u>	<u>99,679.71</u>
Total Registration Revenue	96,463.00	38,523.52	158,657.34	293,643.86
3351-Sponsorships	3,000.00	131,000.00	183,500.00	317,500.00
3391 Section Profit Split	118,312.22	103,124.19	94,706.06	316,142.47
3392-Section Differential	<u>3,265.00</u>	<u>16,630.00</u>	<u>10,200.00</u>	<u>30,095.00</u>
Other Event Revenue	124,577.22	250,754.19	288,406.06	663,737.47
3401-Sales-CD/DVD	<u>850.00</u>	<u>1,600.00</u>	<u>3,220.00</u>	<u>5,670.00</u>
Sales, Rents & Royalties Revenue	850.00	1,600.00	3,220.00	5,670.00
3699-Other Operating Revenue			405.00	405.00
Other Revenue Sources			405.00	405.00
3899-Investment Allocation	<u>115,840.97</u>	<u>(31,741.60)</u>	<u>21,449.39</u>	<u>105,548.76</u>
Non-Operating Income	115,840.97	(31,741.60)	21,449.39	105,548.76
Total Revenue	<u>617,971.19</u>	<u>532,396.11</u>	<u>743,597.79</u>	<u>1,893,965.09</u>
4131-Telephone Expense		53.53	240.81	294.34
4133-Internet Service	455.00			455.00
4134-Web Services	21,281.93	19,382.05	19,461.48	60,125.46
4135-Social Media	5,000.00	3,500.00	4,587.50	13,087.50
4301-Photocopying			460.10	460.10
4311-Office Supplies	96.07	90.28	610.28	796.63
4999-Other Office Expense	<u>239.00</u>	<u>15.17</u>		<u>254.17</u>
Total Staff & Office Expense	27,072.00	23,041.03	25,360.17	75,473.20
5031-A/V Services			9,455.67	9,455.67
5051-Credit Card Fees	6,225.06	898.31	4,841.70	11,965.07
5101-Consultants	<u>94,932.92</u>	<u>76,000.00</u>	<u>48,000.00</u>	<u>218,932.92</u>
Total Contract Services	101,157.98	76,898.31	62,297.37	240,353.66
5501-Employee Travel	7,545.10	4,673.42	3,148.51	15,367.03
5561-Judges Travel	18,219.63	11,052.97	35,212.79	64,485.39
5571-Speaker Travel		451.60	2,543.06	2,994.66
5599-Other Travel	<u>6,438.19</u>	<u>7,685.56</u>	<u>6,750.07</u>	<u>20,873.82</u>
Total Travel	32,202.92	23,863.55	47,654.43	103,720.90
6001-Post 1st Class/Bulk	114.43	472.05	7.05	593.53
6021-Post Express Mail		5.41	3.07	8.48
6231-Promotion Item/Giveaway		445.42		445.42
6301-Mtgs TFB Annual Meeting	1,184.18		(1,012.35)	171.83
6311-Mtgs General Meeting	9,807.17	52,634.44	10,875.20	73,316.81
6319-Mtgs Other Functions	62,179.43	20,082.78	20,277.55	102,539.76
6321-Mtgs Meals	5,415.78	4,773.49	193,898.75	204,088.02
6325-Mtgs Hospitality	9,636.56	30,986.33	53,029.25	93,652.14
6341-Mtgs Equip Rental	5,891.69	8,617.30	23,172.64	37,681.63
6361-Mtgs Entertainment		(602.80)	7,240.80	6,638.00
6399-Mtgs Other	18.99	520.00	473.57	1,012.56
6401-Speaker Expense		6,220.21	811.10	7,031.31
6451-Committee Expense	324.55	5,141.60	4,231.25	9,697.40
6531-Brd/Off Special Project	1,984.02			1,984.02
7001-Grant/Award/Donation	3,880.37	7,777.61	3,766.95	15,424.93
7011-Scholarship/Fellowship	10,995.00	5,705.04	9,157.43	25,857.47
7999-Other Operating Exp	<u>15,571.98</u>	<u>472.70</u>	<u>3,142.64</u>	<u>19,187.32</u>
Total Other Expense	127,004.15	143,251.58	329,074.90	599,330.63
8011-Administration CLE			17,600.00	17,600.00
8021-Section Admin Fee	97,649.50	95,343.00	87,847.50	280,840.00
8101-Printing In-House	39.11	4,868.19	490.97	5,398.27
8121-Graphics & Arts		25.00		25.00
8131-A/V Services			6,171.00	6,171.00
8141-Journal/News Service	425.12	2,125.60	850.24	3,400.96
8171-Course Approval Fee	<u>195.00</u>	<u>495.00</u>	<u>450.00</u>	<u>1,140.00</u>
Total Admin & Internal Expense	98,308.73	102,856.79	113,409.71	314,575.23
9692-Transfer Out-Council of Sections	<u>500.00</u>	<u>300.00</u>	<u>300.00</u>	<u>1,100.00</u>
Total InterFund Transfers Out	500.00	300.00	300.00	1,100.00
Total Expense	<u>386,245.78</u>	<u>370,211.26</u>	<u>578,096.58</u>	<u>1,334,553.62</u>
Net Income	<u>231,725.41</u>	<u>162,184.85</u>	<u>165,501.21</u>	<u>559,411.47</u>
2001-Fund Balance, Beginning	442,292.31	382,591.29	409,101.69	1,233,985.29
Fund Balance, Ending	<u>674,017.72</u>	<u>544,776.14</u>	<u>574,602.90</u>	<u>1,793,396.76</u>