

	<u>2019</u>
Ordinary Income/Expense	
Income	
410 · DUES	227,854.76
441 · EXHIBITOR FEE	
442 · REGISTRATION FEE	126,817.00
460 · SPONSORSHIP FEE	67,000.00
480 · INTEREST	25.71
5 · Earned revenues	4.00
Total Income	<u>421,701.47</u>
Gross Revenue	421,701.47
Expense	
511 · SALARY	193,911.60
513 · INSURANCE	4,392.00
517 · CONTRACT LABOR	74,780.24
521 · PAYROLL TAXES	14,834.24
522 · BENEFITS	6,619.39
550 · PARKING	1,069.00
551 · TRAVEL	7,639.13
553 · BANQUET FEES	65,125.00
554 · EXECUTIVE RETREAT	12,089.57
561 · SPACE RENTAL	1,379.40
563 · REGISTRATION COST	10,459.39
570 · STAFF DEVELOPMENT	1,225.00
571 · PRINTING	4,084.74
572 · TELEPHONE/Communications	4,105.40
573 · POSTAGE	217.56
574 · OFFICE LEASE	240.00
575 · OFFICE EQUIP	0.00
577 · OFFICE SUPP	3,022.54
578 · PROMOTION	5,931.34
581 · MEMBERSHIP/Subscriptions	3,559.88
585 · LEGAL/ACCT	6,532.80
586 · BANK CHARGE	50.00
587 · MISC	708.00
Total Expense	<u>421,976.22</u>
Net Ordinary Income	<u>-274.75</u>
Net Income	<u><u>-274.75</u></u>