

International Association of Rehabilitation Professionals

03/01/18

Balance Sheet

Accrual Basis

As of June 30, 2017

	<u>Jun 30, 17</u>
ASSETS	
Current Assets	
Checking/Savings	
Wells Fargo Checking	250,208.25
Total Checking/Savings	250,208.25
Accounts Receivable	
Accounts ReceivableSub	1,430.98
Total Accounts Receivable	1,430.98
Other Current Assets	
Prepaid Conference Expenses	4,470.00
Prepaid Insurance	4,893.25
Prepaid Technology Expenses	4,550.00
Undeposited Funds	978.00
Total Other Current Assets	14,891.25
Total Current Assets	266,530.48
Fixed Assets	
Accum. Depreciation	-13,147.04
Banners	13,147.04
Total Fixed Assets	0.00
TOTAL ASSETS	<u>266,530.48</u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable	27,902.64
Total Accounts Payable	27,902.64
Other Current Liabilities	
CHAPTER REBATES PAYABLES	92.22
Def. Dues Associates	5,448.42
Def. Dues Corp Individual	6,069.58
Def. Dues Ind Prof Candidates	2,198.17
Def. Dues Individual	149,014.95
Def. Dues Retired	405.00
Def. Registration	7,395.00
Def. SSVE Donations	10,910.00
Total Other Current Liabilities	181,533.34
Total Current Liabilities	209,435.98
Total Liabilities	209,435.98
Equity	
General Fund	-54,759.97
Reserve Fund	111,854.47
Retained Earnings	-28,567.05
Net Income	28,567.05
Total Equity	57,094.50
TOTAL LIABILITIES & EQUITY	<u>266,530.48</u>

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International Association of Rehabilitation Professionals

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Profit & Loss Budget vs. Actual

Accrual Basis

July 2016 through June 2017

	Administrative			
	Jul '16 - Jun 17	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
AAA CEUs Commission	91.20	500.00	-408.80	18.2%
Affinity Program	15,720.64	17,000.00	-1,279.36	92.5%
Total Income	15,811.84	17,500.00	-1,688.16	90.4%
Expense				
Depreciation	566.63	4,385.00	-3,818.37	12.9%
Dues & Subscriptions	10.00	300.00	-290.00	3.3%
Election	4,658.20	4,000.00	658.20	116.5%
Flat Reimb. Fee	3,750.00	7,500.00	-3,750.00	50.0%
Insurance	5,149.47	3,900.00	1,249.47	132.0%
Legal Fees	4,028.90	4,500.00	-471.10	89.5%
Management Fee	129,628.16	15,000.00	114,628.16	864.2%
Postage/Freight	2,566.61	3,000.00	-433.39	85.6%
Printing/Photocopies	3,088.33	3,500.00	-411.67	88.2%
Stationery & Supplies	2,255.98	3,500.00	-1,244.02	64.5%
Storage	70.00	200.00	-130.00	35.0%
Telephone/Fax	5,686.90	2,700.00	2,986.90	210.6%
Travel	1,678.52	1,000.00	678.52	167.9%
Total Expense	163,137.70	53,485.00	109,652.70	305.0%
Net Ordinary Income	-147,325.86	-35,985.00	-111,340.86	409.4%
Net Income	-147,325.86	-35,985.00	-111,340.86	409.4%

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Profit & Loss Budget vs. Actual

Accrual Basis

July 2016 through June 2017

	AMC Transition			
	Jul '16 - Jun 17	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
Management Fee	21,827.23			
Postage/Freight	17.68			
Site Visit	3,396.46	3,750.00	-353.54	90.6%
Transition	131.19			
Travel	1,368.00			
Website Enhancements	12,808.80			
Total Expense	39,549.36	3,750.00	35,799.36	1,054.6%
Net Ordinary Income	-39,549.36	-3,750.00	-35,799.36	1,054.6%
Net Income	-39,549.36	-3,750.00	-35,799.36	1,054.6%

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Profit & Loss Budget vs. Actual

July 2016 through June 2017

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Accrual Basis

	Board			
	Jul '16 - Jun 17	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
Awards	314.65	0.00	314.65	100.0%
Board Expenses				
BOD Food & Beverages/Rooms/AV	6,108.92	20,460.00	-14,351.08	29.9%
BOD President/Exec. Travel	0.00	1,500.00	-1,500.00	0.0%
BOD Travel Expenses	11,371.93	10,890.00	481.93	104.4%
Total Board Expenses	17,480.85	32,850.00	-15,369.15	53.2%
Insurance	3,067.50	6,000.00	-2,932.50	51.1%
Management Fee	5,143.00	14,200.00	-9,057.00	36.2%
Staff Travel & Expenses	747.95	1,750.00	-1,002.05	42.7%
Telephone/Fax	459.76	650.00	-190.24	70.7%
Total Expense	27,213.71	55,450.00	-28,236.29	49.1%
Net Ordinary Income	-27,213.71	-55,450.00	28,236.29	49.1%
Net Income	-27,213.71	-55,450.00	28,236.29	49.1%

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Profit & Loss Budget vs. Actual

Accrual Basis

July 2016 through June 2017

	Chapters Support			
	Jul '16 - Jun 17	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
Conference Call Reimb.	2,571.41	2,900.00	-328.59	88.7%
Total Income	2,571.41	2,900.00	-328.59	88.7%
Expense				
Audio/Visual	0.00	500.00	-500.00	0.0%
Chapter Conf. Call/Fax	1,176.39	2,900.00	-1,723.61	40.6%
Council of Presidents	247.54	599.00	-351.46	41.3%
Food & Beverages	1,600.75	6,000.00	-4,399.25	26.7%
Legal Fees	0.00	750.00	-750.00	0.0%
Management Fee	5,186.00	12,000.00	-6,814.00	43.2%
Staff Travel & Expenses	936.00	5,500.00	-4,564.00	17.0%
Teleconferencing	211.90	0.00	211.90	100.0%
Travel	1,097.55	0.00	1,097.55	100.0%
Total Expense	10,456.13	28,249.00	-17,792.87	37.0%
Net Ordinary Income	-7,884.72	-25,349.00	17,464.28	31.1%
Net Income	-7,884.72	-25,349.00	17,464.28	31.1%

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Profit & Loss Budget vs. Actual

Accrual Basis

July 2016 through June 2017

	Committees			
	Jul '16 - Jun 17	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
Education Committee	130.00	250.00	-120.00	52.0%
Finance Comm.	51.59	225.00	-173.41	22.9%
Legal Fees	0.00	1,000.00	-1,000.00	0.0%
Legislative/Gov't Relations	141.69	500.00	-358.31	28.3%
Management Fee	1,106.00	5,000.00	-3,894.00	22.1%
NCRE Fall Meeting	0.00	2,000.00	-2,000.00	0.0%
SCRB	43.59	350.00	-306.41	12.5%
Sponsorship	0.00	2,000.00	-2,000.00	0.0%
Teleconferencing	8.00	0.00	8.00	100.0%
VRCC	2,800.90	0.00	2,800.90	100.0%
Total Expense	4,281.77	11,325.00	-7,043.23	37.8%
Net Ordinary Income	-4,281.77	-11,325.00	7,043.23	37.8%
Net Income	-4,281.77	-11,325.00	7,043.23	37.8%

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Profit & Loss Budget vs. Actual

Accrual Basis

July 2016 through June 2017

	Education/Webinars			
	Jul '16 - Jun 17	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
Advanced Training Series	33,175.00	17,325.00	15,850.00	191.5%
Core Competencies Course	0.00	11,850.00	-11,850.00	0.0%
Gale Gibson Mem. Educ. Fund	0.00	3,000.00	-3,000.00	0.0%
Webinar Replays	5,168.00	9,000.00	-3,832.00	57.4%
Webinar Series	0.00	12,000.00	-12,000.00	0.0%
Total Income	38,343.00	53,175.00	-14,832.00	72.1%
Expense				
Advanced Training Series Exp	26,710.89	10,000.00	16,710.89	267.1%
Broadcast Email	0.00	3,500.00	-3,500.00	0.0%
CEU	9,040.00	5,000.00	4,040.00	180.8%
Conference Recordings	3,500.00			
Core Competencies Courses	983.92	3,000.00	-2,016.08	32.8%
Gale Gibson Mem. Educ. Fund Exp	0.00	3,000.00	-3,000.00	0.0%
Honorarium	0.00	1,000.00	-1,000.00	0.0%
Learning Management System	4,050.00	3,000.00	1,050.00	135.0%
Management Fee	1,232.00	15,000.00	-13,768.00	8.2%
Promotion	0.00	2,000.00	-2,000.00	0.0%
Telephone/Fax	0.00	100.00	-100.00	0.0%
Webinar Series Exp	0.00	10,000.00	-10,000.00	0.0%
Total Expense	45,516.81	55,600.00	-10,083.19	81.9%
Net Ordinary Income	-7,173.81	-2,425.00	-4,748.81	295.8%
Net Income	-7,173.81	-2,425.00	-4,748.81	295.8%

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Profit & Loss Budget vs. Actual

Accrual Basis

July 2016 through June 2017

	Finance			
	Jul '16 - Jun 17	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
Interest/Dividends	109.27	200.00	-90.73	54.6%
Total Income	109.27	200.00	-90.73	54.6%
Expense				
Audit/Tax Preparation	9,215.00	9,200.00	15.00	100.2%
Bank/Credit Card Fees	22,680.85	18,000.00	4,680.85	126.0%
Management Fee	18,163.00	35,000.00	-16,837.00	51.9%
Total Expense	50,058.85	62,200.00	-12,141.15	80.5%
Net Ordinary Income	-49,949.58	-62,000.00	12,050.42	80.6%
Net Income	-49,949.58	-62,000.00	12,050.42	80.6%

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Profit & Loss Budget vs. Actual

Accrual Basis

July 2016 through June 2017

	Journals/Publications			
	Jul '16 - Jun 17	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
CEU Sales	15.00	300.00	-285.00	5.0%
Printed Journal Orders	695.00	2,000.00	-1,305.00	34.8%
Reprints Rehab Pro	0.00	75.00	-75.00	0.0%
Total Income	710.00	2,375.00	-1,665.00	29.9%
Expense				
CEU	1,374.50	1,200.00	174.50	114.5%
Coaching the Course	0.00	2,000.00	-2,000.00	0.0%
Designs/Graphics	1,408.00	7,150.00	-5,742.00	19.7%
Management Fee	2,172.00	4,200.00	-2,028.00	51.7%
Postage/Freight	824.41	3,200.00	-2,375.59	25.8%
Printing/Photocopies	3,129.98	3,450.00	-320.02	90.7%
Total Expense	8,908.89	21,200.00	-12,291.11	42.0%
Net Ordinary Income	-8,198.89	-18,825.00	10,626.11	43.6%
Net Income	-8,198.89	-18,825.00	10,626.11	43.6%

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Accrual Basis

July 2016 through June 2017

	Marketing			
	Jul '16 - Jun 17	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
Advertising Expense	400.00	500.00	-100.00	80.0%
Coordinated Marketing	1,660.00	7,500.00	-5,840.00	22.1%
Management Fee	695.00	10,000.00	-9,305.00	7.0%
Promotion	7,200.58	7,000.00	200.58	102.9%
Public Relations	0.00	2,500.00	-2,500.00	0.0%
Social Media	0.00	3,500.00	-3,500.00	0.0%
Total Expense	9,955.58	31,000.00	-21,044.42	32.1%
Net Ordinary Income	-9,955.58	-31,000.00	21,044.42	32.1%
Net Income	-9,955.58	-31,000.00	21,044.42	32.1%

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Profit & Loss Budget vs. Actual

Accrual Basis

July 2016 through June 2017

	Membership Services			
	Jul '16 - Jun 17	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
Membership Dues				
Dues Associates	12,344.58	12,550.00	-205.42	98.4%
Dues Corporate Individuals	21,421.42	18,750.00	2,671.42	114.2%
Dues Individuals	337,802.00	340,000.00	-2,198.00	99.4%
Dues IP Candidates	2,925.83	2,500.00	425.83	117.0%
Dues Retired	45.00	600.00	-555.00	7.5%
Fellows New	350.00	1,050.00	-700.00	33.3%
Fellows Renewed	0.00	1,225.00	-1,225.00	0.0%
Total Membership Dues	374,888.83	376,675.00	-1,786.17	99.5%
Total Income	374,888.83	376,675.00	-1,786.17	99.5%
Expense				
Broadcast Email	0.00	1,600.00	-1,600.00	0.0%
Fellows Awards	639.85	200.00	439.85	319.9%
Management Fee	41,653.00	85,800.00	-44,147.00	48.5%
Member Recognition Program	858.23	2,000.00	-1,141.77	42.9%
Postage/Freight	3,375.56	7,000.00	-3,624.44	48.2%
Printing/Photocopies	1,602.18	4,000.00	-2,397.82	40.1%
Promotion	0.00	3,500.00	-3,500.00	0.0%
Total Expense	48,128.82	104,100.00	-55,971.18	46.2%
Net Ordinary Income	326,760.01	272,575.00	54,185.01	119.9%
Net Income	326,760.01	272,575.00	54,185.01	119.9%

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International Association of Rehabilitation Professionals

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Profit & Loss Budget vs. Actual

Accrual Basis

July 2016 through June 2017

	Regulatory/Legislative			
	Jul '16 - Jun 17	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
Management Fee	0.00	500.00	-500.00	0.0%
Travel	890.31	6,000.00	-5,109.69	14.8%
Total Expense	890.31	6,500.00	-5,609.69	13.7%
Net Ordinary Income	-890.31	-6,500.00	5,609.69	13.7%
Net Income	-890.31	-6,500.00	5,609.69	13.7%

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Profit & Loss Budget vs. Actual

Accrual Basis

July 2016 through June 2017

	Research			
	Jul '16 - Jun 17	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
FLCPR Donation	5,000.00	5,000.00	0.00	100.0%
Management Fee	0.00	500.00	-500.00	0.0%
Research Projects	0.00	1,000.00	-1,000.00	0.0%
Total Expense	<u>5,000.00</u>	<u>6,500.00</u>	<u>-1,500.00</u>	<u>76.9%</u>
Net Ordinary Income	<u>-5,000.00</u>	<u>-6,500.00</u>	<u>1,500.00</u>	<u>76.9%</u>
Net Income	<u>-5,000.00</u>	<u>-6,500.00</u>	<u>1,500.00</u>	<u>76.9%</u>

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Profit & Loss Budget vs. Actual

Accrual Basis

July 2016 through June 2017

	Sections Support			
	Jul '16 - Jun 17	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
Standards of Practice	580.00	750.00	-170.00	77.3%
Total Income	580.00	750.00	-170.00	77.3%
Expense				
Food & Beverages	7,561.56			
Forensic				
Teleconference	368.72	400.00	-31.28	92.2%
Total Forensic	368.72	400.00	-31.28	92.2%
Life Care Planning				
Exhibits	4,543.46	5,050.00	-506.54	90.0%
Teleconference	567.49	350.00	217.49	162.1%
Travel	0.00	500.00	-500.00	0.0%
Total Life Care Planning	5,110.95	5,900.00	-789.05	86.6%
Management Fee	3,800.00	10,000.00	-6,200.00	38.0%
RDCM				
Teleconference	706.88	700.00	6.88	101.0%
Total RDCM	706.88	700.00	6.88	101.0%
SSVE				
Teleconference	296.70	1,000.00	-703.30	29.7%
Travel	0.00	2,000.00	-2,000.00	0.0%
Total SSVE	296.70	3,000.00	-2,703.30	9.9%
VRTS	1,075.40	3,000.00	-1,924.60	35.8%
Total Expense	18,920.21	23,000.00	-4,079.79	82.3%
Net Ordinary Income	-18,340.21	-22,250.00	3,909.79	82.4%
Net Income	-18,340.21	-22,250.00	3,909.79	82.4%

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International Association of Rehabilitation Professionals

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Profit & Loss Budget vs. Actual

Accrual Basis

July 2016 through June 2017

	Symposium & Annual Conf			
	Jul '16 - Jun 17	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
Conference Income				
Conf Workshop Half Day	3,946.25	11,500.00	-7,553.75	34.3%
Conference Workshop Full Day	11,450.00	15,000.00	-3,550.00	76.3%
Exhibitor Income	27,605.00	24,325.00	3,280.00	113.5%
Hotel Commission	8,418.00	12,000.00	-3,582.00	70.2%
Misc. Social Activities	110.17	0.00	110.17	100.0%
Raffle	583.00	0.00	583.00	100.0%
Registration Members	194,063.75	217,800.00	-23,736.25	89.1%
Silent Auction	2,055.00	4,000.00	-1,945.00	51.4%
Sponsorships	14,024.00	10,000.00	4,024.00	140.2%
Supporters of IARP	150.00	0.00	150.00	100.0%
Total Conference Income	<u>262,405.17</u>	<u>294,625.00</u>	<u>-32,219.83</u>	<u>89.1%</u>
Total Income	<u>262,405.17</u>	<u>294,625.00</u>	<u>-32,219.83</u>	<u>89.1%</u>
Expense				
Audio/Visual	17,477.93	22,000.00	-4,522.07	79.4%
Audiotaping of Sessions	6,684.00	6,000.00	684.00	111.4%
Awards	105.95	0.00	105.95	100.0%
Binders/Booklets	7,722.20	8,000.00	-277.80	96.5%
Broadcast Email	0.00	1,000.00	-1,000.00	0.0%
Brochures (Printing/Postage)	4,976.00	6,000.00	-1,024.00	82.9%
CEU	5,833.00	5,000.00	833.00	116.7%
Committee Dinner	0.00	1,000.00	-1,000.00	0.0%
Conference Chairs	2,091.05	1,500.00	591.05	139.4%
Donations (Raffle)	583.00	4,000.00	-3,417.00	14.6%
Entertainment	4,185.89	1,000.00	3,185.89	418.6%
Exhibitor Sales Contractor	12,732.50	9,000.00	3,732.50	141.5%
Exhibits & Prospectus	591.63	1,000.00	-408.37	59.2%
Exhibits Expense	655.13	2,000.00	-1,344.87	32.8%
Food & Beverages	70,560.54	100,000.00	-29,439.46	70.6%
Graphic & Design Expense	2,745.00	3,000.00	-255.00	91.5%
Insurance	859.83	1,500.00	-640.17	57.3%
Legal Fees	0.00	700.00	-700.00	0.0%
Management Fee	42,667.54	40,000.00	2,667.54	106.7%
Photography	1,590.00	1,500.00	90.00	106.0%
Pocket Guide	781.00	800.00	-19.00	97.6%
Postage/Freight	4,723.10	4,000.00	723.10	118.1%
Printing/Photocopies	1,800.60	3,500.00	-1,699.40	51.4%
Promotion	1,206.62	2,000.00	-793.38	60.3%
Registration Expenses	4,945.00	4,500.00	445.00	109.9%
Ribbons/Badges	5,382.15	4,500.00	882.15	119.6%
Security	520.00	500.00	20.00	104.0%
Signage	405.31	1,000.00	-594.69	40.5%
Site Visit	0.00	1,000.00	-1,000.00	0.0%
Speaker Expenses	1,552.20	4,000.00	-2,447.80	38.8%
Speaker Fees	1,500.00	3,000.00	-1,500.00	50.0%
Staff Travel & Expenses	6,461.52	5,500.00	961.52	117.5%
Telephone/Fax	0.00	1,000.00	-1,000.00	0.0%
Total Expense	<u>211,338.69</u>	<u>249,500.00</u>	<u>-38,161.31</u>	<u>84.7%</u>
Net Ordinary Income	<u>51,066.48</u>	<u>45,125.00</u>	<u>5,941.48</u>	<u>113.2%</u>
Net Income	<u>51,066.48</u>	<u>45,125.00</u>	<u>5,941.48</u>	<u>113.2%</u>

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Profit & Loss Budget vs. Actual

Accrual Basis

July 2016 through June 2017

	Technology			
	Jul '16 - Jun 17	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
Job Bank	2,200.00	2,500.00	-300.00	88.0%
Total Income	2,200.00	2,500.00	-300.00	88.0%
Expense				
Management Fee	4,980.00	9,000.00	-4,020.00	55.3%
OPENAssociations Annual Fee	20,715.64	23,000.00	-2,284.36	90.1%
Website Enhancements	0.00	5,000.00	-5,000.00	0.0%
Total Expense	25,695.64	37,000.00	-11,304.36	69.4%
Net Ordinary Income	-23,495.64	-34,500.00	11,004.36	68.1%
Net Income	<u>-23,495.64</u>	<u>-34,500.00</u>	<u>11,004.36</u>	<u>68.1%</u>

Profit & Loss Budget vs. Actual

July 2016 through June 2017

	TOTAL			
	Jul '16 - Jun 17	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
AAA CEUs Commission	91.20	500.00	-408.80	18.2%
Advanced Training Series	33,175.00	17,325.00	15,850.00	191.5%
Affinity Program	15,720.64	17,000.00	-1,279.36	92.5%
CEU Sales	15.00	300.00	-285.00	5.0%
Conference Call Reimb.	2,571.41	2,900.00	-328.59	88.7%
Conference Income	262,405.17	294,625.00	-32,219.83	89.1%
Core Competencies Course	0.00	11,850.00	-11,850.00	0.0%
Gale Gibson Mem. Educ. Fund	0.00	3,000.00	-3,000.00	0.0%
Interest/Dividends	109.27	200.00	-90.73	54.6%
Job Bank	2,200.00	2,500.00	-300.00	88.0%
Membership Dues	374,888.83	376,675.00	-1,786.17	99.5%
Printed Journal Orders	695.00	2,000.00	-1,305.00	34.8%
Reprints Rehab Pro	0.00	75.00	-75.00	0.0%
Standards of Practice	580.00	750.00	-170.00	77.3%
Webinar Replays	5,168.00	9,000.00	-3,832.00	57.4%
Webinar Series	0.00	12,000.00	-12,000.00	0.0%
Total Income	697,619.52	750,700.00	-53,080.48	92.9%
Expense				
Advanced Training Series Exp	26,710.89	10,000.00	16,710.89	267.1%
Advertising Expense	400.00	500.00	-100.00	80.0%
Audio/Visual	17,477.93	22,500.00	-5,022.07	77.7%
Audiotaping of Sessions	6,684.00	6,000.00	684.00	111.4%
Audit/Tax Preparation	9,215.00	9,200.00	15.00	100.2%
Awards	420.60	0.00	420.60	100.0%
Bank/Credit Card Fees	22,680.85	18,000.00	4,680.85	126.0%
Binders/Booklets	7,722.20	8,000.00	-277.80	96.5%
Board Expenses	17,480.85	32,850.00	-15,369.15	53.2%
Broadcast Email	0.00	6,100.00	-6,100.00	0.0%
Brochures (Printing/Postage)	4,976.00	6,000.00	-1,024.00	82.9%
CEU	16,247.50	11,200.00	5,047.50	145.1%
Chapter Conf. Call/Fax	1,176.39	2,900.00	-1,723.61	40.6%
Coaching the Course	0.00	2,000.00	-2,000.00	0.0%
Committee Dinner	0.00	1,000.00	-1,000.00	0.0%
Conference Chairs	2,091.05	1,500.00	591.05	139.4%
Conference Recordings	3,500.00	0.00	3,500.00	100.0%
Coordinated Marketing	1,660.00	7,500.00	-5,840.00	22.1%
Core Competencies Courses	983.92	3,000.00	-2,016.08	32.8%
Council of Presidents	247.54	599.00	-351.46	41.3%
Depreciation	566.63	4,385.00	-3,818.37	12.9%
Designs/Graphics	1,408.00	7,150.00	-5,742.00	19.7%
Donations (Raffle)	583.00	4,000.00	-3,417.00	14.6%
Dues & Subscriptions	10.00	300.00	-290.00	3.3%
Education Committee	130.00	250.00	-120.00	52.0%
Election	4,658.20	4,000.00	658.20	116.5%
Entertainment	4,185.89	1,000.00	3,185.89	418.6%
Exhibitor Sales Contractor	12,732.50	9,000.00	3,732.50	141.5%
Exhibits & Prospectus	591.63	1,000.00	-408.37	59.2%
Exhibits Expense	655.13	2,000.00	-1,344.87	32.8%
Fellows Awards	639.85	200.00	439.85	319.9%
Finance Comm.	51.59	225.00	-173.41	22.9%
Flat Reimb. Fee	3,750.00	7,500.00	-3,750.00	50.0%
FLCPR Donation	5,000.00	5,000.00	0.00	100.0%
Food & Beverages	79,722.85	106,000.00	-26,277.15	75.2%
Forensic	368.72	400.00	-31.28	92.2%
Gale Gibson Mem. Educ. Fund Exp	0.00	3,000.00	-3,000.00	0.0%
Graphic & Design Expense	2,745.00	3,000.00	-255.00	91.5%
Honorarium	0.00	1,000.00	-1,000.00	0.0%
Insurance	9,076.80	11,400.00	-2,323.20	79.6%
Learning Management System	4,050.00	3,000.00	1,050.00	135.0%

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International Association of Rehabilitation Professionals

03/01/18

Profit & Loss Budget vs. Actual

Accrual Basis

July 2016 through June 2017

	TOTAL			
	Jul '16 - Jun 17	Budget	\$ Over Budget	% of Budget
Legal Fees	4,028.90	6,950.00	-2,921.10	58.0%
Legislative/Gov't Relations	141.69	500.00	-358.31	28.3%
Life Care Planning	5,110.95	5,900.00	-789.05	86.6%
Management Fee	278,252.93	256,200.00	22,052.93	108.6%
Member Recognition Program	858.23	2,000.00	-1,141.77	42.9%
NCRE Fall Meeting	0.00	2,000.00	-2,000.00	0.0%
OPENAssociations Annual Fee	20,715.64	23,000.00	-2,284.36	90.1%
Photography	1,590.00	1,500.00	90.00	106.0%
Pocket Guide	781.00	800.00	-19.00	97.6%
Postage/Freight	11,507.36	17,200.00	-5,692.64	66.9%
Printing/Photocopies	9,621.09	14,450.00	-4,828.91	66.6%
Promotion	8,407.20	14,500.00	-6,092.80	58.0%
Public Relations	0.00	2,500.00	-2,500.00	0.0%
RDCM	706.88	700.00	6.88	101.0%
Registration Expenses	4,945.00	4,500.00	445.00	109.9%
Research Projects	0.00	1,000.00	-1,000.00	0.0%
Ribbons/Badges	5,382.15	4,500.00	882.15	119.6%
SCRB	43.59	350.00	-306.41	12.5%
Security	520.00	500.00	20.00	104.0%
Signage	405.31	1,000.00	-594.69	40.5%
Site Visit	3,396.46	4,750.00	-1,353.54	71.5%
Social Media	0.00	3,500.00	-3,500.00	0.0%
Speaker Expenses	1,552.20	4,000.00	-2,447.80	38.8%
Speaker Fees	1,500.00	3,000.00	-1,500.00	50.0%
Sponsorship	0.00	2,000.00	-2,000.00	0.0%
SSVE	296.70	3,000.00	-2,703.30	9.9%
Staff Travel & Expenses	8,145.47	12,750.00	-4,604.53	63.9%
Stationery & Supplies	2,255.98	3,500.00	-1,244.02	64.5%
Storage	70.00	200.00	-130.00	35.0%
Teleconferencing	219.90	0.00	219.90	100.0%
Telephone/Fax	6,146.66	4,450.00	1,696.66	138.1%
Transition	131.19	0.00	131.19	100.0%
Travel	5,034.38	7,000.00	-1,965.62	71.9%
VRCC	2,800.90	0.00	2,800.90	100.0%
VRTS	1,075.40	3,000.00	-1,924.60	35.8%
Webinar Series Exp	0.00	10,000.00	-10,000.00	0.0%
Website Enhancements	12,808.80	5,000.00	7,808.80	256.2%
Total Expense	669,052.47	748,859.00	-79,806.53	89.3%
Net Ordinary Income	28,567.05	1,841.00	26,726.05	1,551.7%
Net Income	28,567.05	1,841.00	26,726.05	1,551.7%