

## Key Considerations Concerning the FY 2019-2020 Financial Projections

### Income – Significant Deviations (up or down):

- Publications – low now but holding steady with Job Express performing really well
- Education – ALL programs continue to exceed budget targets and projections could add more to the bottom line than projected...even beyond last year in this area
- Annual Meeting – shy of budget by \$25K (partially negated by less expenses in its delivery); less business partners in Hall of Resources than prior year
- Membership – on budget target and exceeding last year by \$100K
- FMEP – appears way low, yet closing the gap, but will probably not achieve the full \$138K as projected

### Expense – Significant Deviations (up & down):

- G&A – new carpet installation (\$66K will impact year-end unless we draw these funds from Capital Reserves set aside (a logical move if needed at year-end)
- Governance – approved BPR expenditures for Governance Study & Technology Strategy initiatives will impact year-end (as anticipated)
- Publications – less expenditures given digital delivery of most content
- Education – primarily F&B (food & beverage); Equipment Rentals, Labor & AV; Consultants/Contractual services; Honoraria; Textbooks/Manuals (ALL from increased # of event registrants, programming deliveries on-campus, and the purchase of higher quality textbooks/manuals for Levels 3 & 4)
- Annual Meeting – less costs primarily in F&B
- Membership – increased regional meetings costs; partial allocation of consultants/contractual services support for Sr. Leader for Learning Management
- FMEP – trial run of a “pre-evaluation program”; increased number of deliveries would increase associated costs in honoraria
- APPANet – increased technology investments (website CMS redesign; database upgrades; data analytics hub deployment and monthly servicing; migration to cloud-based delivery system vs housing and maintaining equipment hardware and backups)
- R&D – possibly estimated TLS delivery costs on high side

### How are we doing to date?

*[given new information and knowledge gleaned from QuickBooks actuals through January 22, 2020]*

### Where are the remaining revenue/income streams and the Largest Potential Income Shifts (up & down) in the 4<sup>th</sup> Quarter:

- Pubs – Job Express activity is really humming and could exceed projections by \$30K
- Education - AOC contracts should exceed the projection for another \$90K
- Education – February APPAU has exceeded budgeted registration #'s significantly with the possibility of another \$55K

- FMEP – \$100K already secured; however, not sure we can achieve the full projection by year-end, so safe to anticipate a drop of (\$60K)

**Where are the Biggest Expense Shifts Now and into the 4<sup>th</sup> Quarter”:**

- Governance – Smart Campus Strategies Summit – could be impacted by less institutional participation and, therefore, attrition (maybe \$25K)
- Education - AOC – more deliveries require an outlay for Textbook/Manuals & Consult/Honoraria (expect another \$30K)
- Education – *February APPAU* – increased # of registrants will increase F&B (expect another \$25K)
- FMEP – less deliveries would, in turn, drop honoraria (by an estimated \$30K)

**POTENTIAL “POSITIVE” IMPACT TO BOTTOM LINE IS AROUND \$100K.**