

**APPA**  
**2020/2021 Budget Worksheet Totals Page**

	Total				
	FYE 03/2019	Apr - Nov 2019	Projected FYE 03/2020	2019/2020 Budget	Proposed 2020/2021 Budget
<b>Ordinary Income/Expense</b>					
<b>Income</b>					
Annual Meeting	1,082,650.00	948,230.00	969,230.00	995,000.00	1,054,000.00
Membership Dues	1,814,302.16	1,892,832.25	1,892,550.00	1,848,200.00	1,896,700.00
Publication Income	718,089.47	404,206.30	607,000.00	600,000.00	642,000.00
Evaluation Fee	249,000.00	46,000.00	255,000.00	205,000.00	205,000.00
Education	2,304,520.25	1,706,679.84	2,418,765.75	2,068,870.00	2,284,850.00
Administrative Fee	42,265.20	11,361.30	42,400.00	45,000.00	42,400.00
Miscellaneous Income	35,745.88	22,852.02	27,580.00	21,500.00	28,500.00
<b>Total Income</b>	<b>6,246,572.96</b>	<b>5,032,161.71</b>	<b>6,212,525.75</b>	<b>5,783,570.00</b>	<b>6,153,450.00</b>
<b>Expense</b>					
Wages	1,443,781.62	949,657.03	1,463,890.00	1,395,280.89	1,523,155.00
Employee Benefits	507,981.63	323,299.53	509,797.94	495,767.51	537,182.47
Travel	584,330.52	381,524.44	650,869.44	584,050.00	620,750.00
Meeting Expense	1,213,508.84	737,475.56	1,188,332.77	1,312,150.00	1,250,900.00
Gifts/Awards/Scholarships	87,691.95	52,621.36	52,684.73	83,500.00	57,900.00
Editing, Design & Advertising	188,337.21	107,570.18	152,746.66	212,850.00	153,550.00
Consultants, Honoraria	856,981.86	674,011.26	1,034,519.47	771,500.00	975,700.00
Office Expenses	332,466.69	244,985.41	339,009.52	298,302.00	328,900.00
Publication Production & Multimedia	251,380.84	293,257.98	313,085.80	173,050.00	296,000.00
Office Equipment	16,452.61	13,332.87	18,500.00	19,000.00	23,500.00
Occupancy Expenses	110,718.48	109,777.85	173,295.78	108,824.00	109,144.00
Staff Development	11,175.80	4,473.00	8,000.00	8,500.00	8,000.00
Insurance/Filing Fees/Taxes	32,928.97	25,042.43	31,992.64	47,000.00	32,900.00
Bank/Credit Card/Investment Fee	174,638.05	125,846.64	167,868.14	171,300.00	167,150.00
Professional Fees	92,935.45	75,780.56	91,375.00	93,000.00	92,000.00
Depreciation & Amortization Exp	118,490.12	73,258.67	98,512.88	124,500.00	98,612.88
Miscellaneous Expense	51,858.82	40,304.05	41,197.97	-	5,200.00
<b>Total Direct Expense</b>	<b>6,075,659.46</b>	<b>4,232,218.82</b>	<b>6,335,678.74</b>	<b>5,898,574.40</b>	<b>6,280,544.35</b>
<b>Other Expense</b>					
51500 - Overhead Allocation	(0.00)	0.00	0.00	(0.00)	-
50200 - Staff Effort for Certification	(107,667.77)	(102,663.04)	(146,648.56)	(139,254.13)	(153,431.96)
<b>Total Expenses</b>	<b>5,967,991.69</b>	<b>4,129,555.78</b>	<b>6,189,030.18</b>	<b>5,759,320.27</b>	<b>6,127,112.39</b>
<b>Change in Net Assets</b>	<b>278,581.27</b>	<b>902,605.93</b>	<b>23,495.57</b>	<b>24,249.73</b>	<b>26,337.61</b>