

	Fiscal 2017-2018	Fiscal 2018-2019	Budget 2019-2020	Year to date 2019-11-21	Projected 2019-2020	Projected Variance	Variance %	Notes 1
Revenues								
Member Dues	\$89,513	\$89,303	\$98,674	\$89,027	\$93,713	(\$4,961)	-5%	2
Govt. Grant	\$85,000	\$111,000	\$111,000	\$0	\$111,000	\$0	0%	
Events		\$0	\$213,650	\$212,860	\$212,610	(\$1,040)	0%	
Scholarship Grants								
Interest Earned	\$962	\$1,190	\$1,000	\$113	\$1,000		0%	
Other Income								
Total Revenues	\$175,475	\$201,303	\$424,324	\$302,000	\$418,323	(\$6,001)	-1%	
Expenditures								
Operations	\$154,350	\$151,602	\$161,000	\$95,256	\$161,000	\$0	0%	
Committee Expenditures	\$37,774	\$24,285	\$33,000	\$9,803	\$29,000	(\$4,000)	-12%	3
Events	\$5,234	\$0	\$214,261	\$215,971	\$216,472	\$2,211	1%	
Scholarship	\$3,750	\$3,750	\$3,750	\$3,750	\$3,750	\$0	0%	
Total Expenditures	\$201,108	\$179,637	\$412,011	\$324,781	\$410,222	(\$1,789)	0%	
Operating Fund Surplus (Deficit)	(\$25,633)	\$21,666	\$12,313	(\$22,780)	\$8,101	(\$4,211)	-34%	

	Fiscal 2017-2018	Fiscal 2018-2019	Budget 2019-2020	Year to date 2019-11-21	Projected 2019-2020	Projected Variance	Variance %	Notes
Operations - Office Management								
Professional Fees - Audit/Legal	\$10,016	\$10,359	\$14,000	\$8,492	\$14,000	\$0	0%	
Rent/Utilities	\$19,513	\$17,992	\$20,000	\$10,265	\$20,000	\$0	0%	
Insurance	\$4,203	\$4,133	\$4,500	\$4,326	\$4,500	\$0	0%	
Office Expense	\$0	\$0	\$0		\$0	\$0		
Stationary & Office Supplies	\$510	\$575	\$1,000	\$229	\$1,000	\$0	0%	
Printing & Mailing	\$682	\$1,358	\$1,400	\$847	\$1,400	\$0	0%	
Telephone/Internet	\$2,748	\$2,708	\$3,000	\$1,695	\$3,000	\$0	0%	
Web Site Hosting & Maintenance	\$10,979	\$8,192	\$11,000	\$4,433	\$11,000	\$0	0%	
Depreciation	\$0	\$685	\$0		\$0	\$0		
Other Misc. Operating (bank charges)	\$100	\$0	\$500	\$135	\$500	\$0	0%	
Bad Debt								
Sub-total	\$48,750	\$46,002	\$55,400	\$30,423	\$55,400	\$0	0%	
Operations - Personnel								
Salaries								
Contract Employees	\$105,600	\$105,600	\$105,600	\$64,833	\$105,600	\$0	0%	
Temporary Personnel Expenses								
Sub-total	\$105,600	\$105,600	\$105,600	\$64,833	\$105,600		0%	
Total Operations	\$154,350	\$151,602	\$161,000	\$95,256	\$161,000	\$0	0%	
Committee Expenditures								
Facilities	\$6,717	\$3,203	\$4,000	\$2,138	\$4,000	\$0	0%	
Refreshments	\$15,173	\$11,800	\$14,000	\$2,655	\$12,000	(\$2,000)	-14%	3
Telecommunications	\$9,651	\$7,453	\$8,000	\$4,344	\$8,000	\$0	0%	
Consultant	\$4,746	\$0	\$4,000		\$2,000	(\$2,000)	-50%	3
Travel	\$6,048	\$1,829	\$3,000	\$666	\$3,000	\$0	0%	
Other								
Total Committee Expenditures	\$42,335	\$24,285	\$33,000	\$9,803	\$29,000	-\$4,000	-12%	

	Fiscal 2017-2018	Fiscal 2018-2019	Budget 2019-2020	Year to date 2019-11-21	Projected 2017-2018	Projected Variance	Variance %	Notes
Events								
Revenues- CITELE 2019								
Registrations	\$0	\$0	\$0	\$0	\$0			
Sponsorships	\$0	\$0	\$206,000	\$206,139	\$206,139	\$139	0%	
Other	\$0	\$0	\$0	\$0	\$0			
Sub-Total	\$0	\$0	\$206,000	\$206,139	\$206,139	\$139	0%	
Revenues - Other Events (75th)			\$7,650	\$6,721	\$6,471	(\$1,179)	-15%	
Total Revenues - Events	\$0	\$0	\$213,650	\$212,860	\$212,610	(\$1,040)	0%	
Expenditures - CITELE 2019								
Advertising/Marketing	\$0	\$0	\$20,000	\$5,884	\$5,884	(\$14,116)	-71%	
Audio Visual Equipment Rental	\$0	\$0	\$0	\$0	\$500	\$500		
Temporary Staff	\$0	\$0	\$0	\$0	\$0			
Meals/Hospitality	\$0	\$0	\$95,000	\$122,273	\$122,273	\$27,273	29%	4
Meeting Rooms	\$0	\$0	\$53,000	\$46,690	\$46,690	(\$6,310)	-12%	
Registration kits	\$0	\$0	\$0	\$0	\$0			
Other Expenses	\$0	\$0	\$0	\$0	\$0			
Meeting planner	\$0	\$0	\$38,000	\$38,401	\$38,401	\$401	1%	
Gifts	\$0	\$0	\$0	\$0	\$0			
Sub-Total	\$0	\$0	\$206,000	\$213,248	\$213,748	\$7,748	4%	
Expenses - Other Events (75th)	\$0	\$0	\$8,261	\$2,724	\$2,724	(\$5,538)	-67%	
Total Expenses - Events	\$0	\$0	\$214,261	\$215,971	\$216,472	\$2,210	1%	

Notes

1. Fiscal 2018-2019 includes corporate and unincorporated entity. Fiscal year is April 1 to March 31.
2. APCO will not be renewing membership.
3. Projected Committee Expenditures (Consultant & Refreshments) reduced to partially offset lower Revenue projection.
4. Additional food cost for GSMA and OneWeb receptions.