

DRAFT TENTATIVE 2027 Budget

Budget vs. Actuals: Budget_FY27_P&L - FY27 P&L

January - December 2027

	TOTAL		
	ACTUAL	BUDGET	% OF BUDGET
Revenue			
Central Jersey Optometric Symposium			
3146 Registrations Fees (OD)		12,000.00	
3147 Exhibitor / Sponsor Fees		6,500.00	
Total Central Jersey Optometric Symposium		18,500.00	
Dues & Non-Seminar			
Dues & Assessment			
3010 Current Year Dues Received		434,000.00	
3011 AOA Current Dues Received		395,000.00	
Total Dues & Assessment		829,000.00	
Total Dues & Non-Seminar		829,000.00	
I R C			
3031 Partnership Program		150,000.00	
Total I R C		150,000.00	
ONLINE CE Education Portal			
3040 OD Registration		1,000.00	
Total ONLINE CE Education Portal		1,000.00	
Other Income			
3205 Legal Services Plan		125.00	
3210 Miscellaneous Income		2,000.00	
3280 OPAC Management Fee Income		20,000.00	
3300 Newsletter Advertising		6,000.00	
Royalties			
3131 First Fin. Merchant Royalties		6,000.00	
3145 AOA Programs		1,500.00	
Total Royalties		7,500.00	
Total Other Income		35,625.00	
Spring CE Seminar Income			
3030 OD Registration Fees		11,000.00	
Total Spring CE Seminar Income		11,000.00	
Summer CE Income			
3067 OD Registration Fees		25,000.00	
3068 Exhibitor / Sponsor Fees		13,600.00	
Total Summer CE Income		38,600.00	
TBTS Income			
3090 Registration Fees (OD)		45,000.00	
3092 Student / Guest Income		350.00	
3096 Sponsor Income		9,000.00	
3099 Para Reg Income		1,250.00	
3100 Exhibitor Registration Fees		42,000.00	
Total TBTS Income		97,600.00	

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TPC Seminar Income			
Managed Care Seminar			
3085 OD Registration Fees		10,000.00	
3086 Exhibitor / Sponsor Fees		3,000.00	
3087 Staff / Other Reg Fees		125.00	
Total Managed Care Seminar		13,125.00	
Total TPC Seminar Income		13,125.00	
Total Revenue	\$0.00	\$1,194,450.00	0.00%
GROSS PROFIT	\$0.00	\$1,194,450.00	0.00 %
Expenditures			
4014 AOA Dues Paid		395,000.00	
AOA / Misc Meeting Expenses			
4015 AOA Mid-Year Mtg Capitol Hill		3,500.00	
4016 AOA Optometry Mtg (June)		5,500.00	
4018 Prez Council Meeting		4,500.00	
4023 Opto Execs Assn Mtg (ASAE/IAOE)		1,550.00	
4024 Other AOA Meeting Expenses		3,000.00	
Total AOA / Misc Meeting Expenses		18,050.00	
Board Meetings Expense			
4002 Meeting (Food/Room/AV)		150.00	
4006 Misc / Other Board Expenses		350.00	
4007 Finance Committee Expense		50.00	
4008 Nominating Committee Expense		950.00	
Total Board Meetings Expense		1,500.00	
Central Jersey Optometric Symposium Expenses			
4420 Speaker Fees		2,100.00	
4423 Breaks / Food Functions		13,000.00	
4424 Staffing Exp		75.00	
4425 Speakers Travel		2,000.00	
Total Central Jersey Optometric Symposium Expenses		17,175.00	
Legal & Legislative Program Exp			
Legislative Program Expenses			
Consultant / Lobbyist			
4300 Legislative Consultants		72,000.00	
4200 Legal Counsel		3,500.00	
Total 4300 Legislative Consultants		75,500.00	
Total Consultant / Lobbyist		75,500.00	
Total Legislative Program Expenses		75,500.00	
Total Legal & Legislative Program Exp		75,500.00	
Managed Care Seminar Expenses			
On-Site Expenses			

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ACTUAL		
Managed Care Seminar		
4285 Speakers Fees	2,500.00	
4290 Breaks / Food Functions	7,000.00	
4291 Staffing Exp	150.00	
4293 Speakers Travel	350.00	
Total Managed Care Seminar	10,000.00	
Total On-Site Expenses	10,000.00	
Total Managed Care Seminar Expenses	10,000.00	
Member Recruitment and Benefits		
MRBC Committee Expenses		
4101 Meeting Exp	3,500.00	
Total MRBC Committee Expenses	3,500.00	
MRBC Program Expenses		
4105 Internet Exp	5,000.00	
4106 Newsletter Exp	10,000.00	
4107 Membership Recruit / Retain	3,000.00	
4110 Social Events	1,500.00	
4113 Legal Service Plan	8,850.00	
Total MRBC Program Expenses	28,350.00	
Public Relations		
4511 Internal Communications	24,000.00	
Total Public Relations	24,000.00	
Total Member Recruitment and Benefits	55,850.00	
ONLINE C.E. Education Portal		
5394 Production SS fees/recording	2,000.00	
5396 Speakers Post Course Tests	1,500.00	
Total ONLINE C.E. Education Portal	3,500.00	
Operating Expenses		
4501 Pension Administration Fees	1,700.00	
4510 Staff Salary Expense	329,574.74	
4540 Executive Director Expenses	1,500.00	
4580 Postage / Shipping	200.00	
4590 Office Supplies	2,000.00	
4600 Telecomm./Internet/phone	5,000.00	
4610 Equipt Rental / Lease	950.00	
4620 Equip Maintenance/new equipment	2,000.00	
4630 Dues & Subscriptions	9,750.00	
4680 Accounting Services	10,000.00	
4681 Payroll Service Fees	775.00	
4682 Audit Fees	25,000.00	
4690 Insurance Exp	11,500.00	
4691 E & O - Board	2,500.00	

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Total 4690 Insurance Exp		14,000.00	
4700 Bank Charges		20,000.00	
Occupancy Expenses			
4533 Water & Sewer		650.00	
4534 Real Estate Taxes		6,170.00	
4535 Condo Fees		16,000.00	
4537 Repairs & Maintenance		2,000.00	
Total Occupancy Expenses		24,820.00	
Staff Benefits & Taxes			
4520 Health		45,000.00	
4521 Dental		2,500.00	
4522 Vision		700.00	
4523 Fed Tax Expense		25,000.00	
4524 FUTA Tax Expense		250.00	
4525 NJ SUI/SDI Expense		725.00	
4526 401K - SLK		7,500.00	
4529 401K - ESM		4,000.00	
4530 Other Taxes		45.00	
4531 401K - KBS		12,000.00	
Total Staff Benefits & Taxes		97,720.00	
Total Operating Expenses		544,989.74	
Spring CE Seminar Expenses			
On-Site Expenses			
4271 Speakers Fees		1,500.00	
4273 Facility Rental		150.00	
Total On-Site Expenses		1,650.00	
Total Spring CE Seminar Expenses		1,650.00	
Summer CE Expenses			
On-Site Expenses			
4072 Supplies / Handouts		150.00	
4073 Facility Rental		3,000.00	
4074 Audio Visual		3,500.00	
4079 Breaks / Food Functions		6,000.00	
4080 Speakers Fees		3,500.00	
4088 Speakers Travel		1,800.00	
4100 Staff Travel		1,500.00	
Total On-Site Expenses		19,450.00	
Total Summer CE Expenses		19,450.00	
TBTS Expense			
On-Site Expenses			
4086 Speakers / COPE		10,000.00	
4089 CE Audio-Visual Exp		8,500.00	

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	ACTUAL	TOTAL	
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4090 CE Materials / Handouts		150.00	
4092 Exhibit Hall Security Exp		450.00	
4093 Exposition / Drayage / Booth		5,500.00	
4094 Food / Receipt in Exhibit Hall		60,000.00	
4096 Prz / Board Recpt / Suite		200.00	
4097 Staffing Exp		2,500.00	
4098 Misc / Other Congress Exp		1,000.00	
4112 Travel		3,500.00	
Total On-Site Expenses		91,800.00	
Total TBTS Expense		91,800.00	
Total Expenditures	\$0.00	\$1,234,464.74	0.00%
NET OPERATING REVENUE	\$0.00	\$ -40,014.74	0.00 %
Other Revenue			
Dividend & Interest		45,000.00	
Unrealized Gain (Loss)		72,000.00	
Total Other Revenue	\$0.00	\$117,000.00	0.00%
Other Expenditures			
8700 Federal Income Tax - 990T		4,000.00	
PR Campaign Expenses			
4650 Commonwealth PR Firm/PR Website		50,000.00	
Total PR Campaign Expenses		50,000.00	
Total Other Expenditures	\$0.00	\$54,000.00	0.00%
NET OTHER REVENUE	\$0.00	\$63,000.00	0.00%
NET REVENUE	\$0.00	\$22,985.26	0.00 %