

July 31, 2026 Actual vs. 2026 Budget

Budget vs. Actuals: Budget_FY26_P&L - FY26 P&L

January - December 2026

	TOTAL	
	ACTUAL	BUDGET
Revenue		
Central Jersey Optometric Symposium		
3146 Registrations Fees (OD)	11,991.25	15,000.00
3147 Exhibitor / Sponsor Fees	6,351.68	9,500.00
314701 Paid Partners	14,300.00	
3148 Staff / Other Reg Fees		300.00
Total Central Jersey Optometric Symposium	32,642.93	24,800.00
Dues & Non-Seminar		
Dues & Assessment		
3010 Current Year Dues Received	304,217.69	433,000.00
3011 AOA Current Dues Received	269,016.24	414,000.00
3020 Back Dues Received	756.32	
3021 AOA Back Dues Received	138.00	
Total Dues & Assessment	574,128.25	847,000.00
Total Dues & Non-Seminar	574,128.25	847,000.00
I R C		
3031 Partnership Program	71,500.00	150,000.00
Total I R C	71,500.00	150,000.00
ONLINE CE Education Portal		
3040 OD Registration	300.00	7,000.00
Total ONLINE CE Education Portal	300.00	7,000.00
Other Income		
3205 Legal Services Plan	125.00	100.00
3206 3% Dues Discounts	-1,990.17	-1,050.00
3210 Miscellaneous Income	1,253.83	2,000.00
3280 OPAC Management Fee Income	19,080.00	18,000.00
3300 Newsletter Advertising	3,500.00	6,000.00
6000 Credit Card Rewards		70.00
Royalties		
3131 First Fin. Merchant Royalties	2,271.70	7,250.00
3145 AOA Programs	3,747.42	6,500.00
Total Royalties	6,019.12	13,750.00
Total Other Income	27,987.78	38,870.00
Spring CE Seminar Income		
3030 OD Registration Fees	11,125.00	23,500.00
303401 Paid Partners	4,000.00	
Total Spring CE Seminar Income	15,125.00	23,500.00
Summer CE Income		
3067 OD Registration Fees	34,893.75	18,000.00
306701 Paid Partners	5,800.00	
3068 Exhibitor / Sponsor Fees	13,600.00	13,000.00
Total Summer CE Income	54,293.75	31,000.00

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TBTS Income		
3090 Registration Fees (OD)	36,263.75	43,000.00
3092 Student / Guest Income		300.00
3096 Sponsor Income	5,500.00	9,000.00
3099 Para Reg Income		1,500.00
309901 Paid Partners	44,100.00	
3100 Exhibitor Registration Fees	17,775.00	40,000.00
3110 Misc Income / Donations	275.00	
Total TBTS Income	103,913.75	93,800.00
TPC Seminar Income		
Managed Care Seminar		
3085 OD Registration Fees		10,500.00
308501 Paid Partners	8,300.00	
3086 Exhibitor / Sponsor Fees		4,000.00
Total Managed Care Seminar	8,300.00	14,500.00
Total TPC Seminar Income	8,300.00	14,500.00
Total Revenue	\$888,191.46	\$1,230,470.00
GROSS PROFIT	\$888,191.46	\$1,230,470.00
Expenditures		
4014 AOA Dues Paid	269,016.24	414,000.00
AOA / Misc Meeting Expenses		
4015 AOA Mid-Year Mtg Capitol Hill	1,128.71	3,000.00
4016 AOA Optometry Mtg (June)	2,674.81	4,500.00
4018 Prez Council Meeting	3,285.04	3,700.00
4023 Opto Execs Assn Mtg (ASAE/IAOE)		1,600.00
4024 Other AOA Meeting Expenses	149.00	2,750.00
Total AOA / Misc Meeting Expenses	7,237.56	15,550.00
Board Meetings Expense		
4002 Meeting (Food/Room/AV)	16.17	850.00
4006 Misc / Other Board Expenses	144.86	450.00
4007 Finance Committee Expense	16.17	300.00
4008 Nominating Committee Expense	-950.03	1,075.00
Total Board Meetings Expense	-772.83	2,675.00
Central Jersey Optometric Symposium Expenses		
4420 Speaker Fees	2,100.00	5,000.00
4421 Facility Rental Expenses		12,000.00
4423 Breaks / Food Functions	12,510.42	
4424 Staffing Exp	72.06	150.00
4425 Speakers Travel	2,024.31	700.00
Total Central Jersey Optometric Symposium Expenses	16,706.79	17,850.00
Legal & Legislative Program Exp		
Legislative Program Expenses		

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Consultant / Lobbyist		
4300 Legislative Consultants	42,000.00	72,000.00
4200 Legal Counsel	550.00	2,500.00
Total 4300 Legislative Consultants	42,550.00	74,500.00
Total Consultant / Lobbyist	42,550.00	74,500.00
Legislative Expenses		
4355 Legislative Tracking Svces		1,500.00
Total Legislative Expenses		1,500.00
Total Legislative Program Expenses	42,550.00	76,000.00
Total Legal & Legislative Program Exp	42,550.00	76,000.00
Managed Care Seminar Expenses		
On-Site Expenses		
Managed Care Seminar		
4285 Speakers Fees		2,000.00
4290 Breaks / Food Functions	500.00	11,000.00
4291 Staffing Exp		100.00
4292 Miscellaneous	-28.86	80.00
4293 Speakers Travel	0.00	900.00
Total Managed Care Seminar	471.14	14,080.00
Total On-Site Expenses	471.14	14,080.00
Total Managed Care Seminar Expenses	471.14	14,080.00
Member Recruitment and Benefits		
MRBC Committee Expenses		
4101 Meeting Exp	0.00	3,800.00
Total MRBC Committee Expenses	0.00	3,800.00
MRBC Program Expenses		
4019 Gen Membership Mtg - Postage	30.20	
4105 Internet Exp	779.70	10,000.00
4106 Newsletter Exp	5,000.00	15,000.00
4107 Membership Recruit / Retain	3,304.97	200.00
4110 Social Events	-2,000.00	1,250.00
4113 Legal Service Plan	8,625.00	8,850.00
Total MRBC Program Expenses	15,739.87	35,300.00
Public Relations		
4511 Internal Communications	3,000.00	15,000.00
Total Public Relations	3,000.00	15,000.00
Total Member Recruitment and Benefits	18,739.87	54,100.00
ONLINE C.E. Education Portal		
5393 Online CE Stripe Fees	10.96	500.00
5394 Production SS fees/recording	2,650.00	2,000.00
5396 Speakers Post Course Tests	1,050.00	

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Total ONLINE C.E. Education Portal	3,710.96	2,500.00
Operating Expenses		
4501 Pension Administration Fees	1,428.75	1,800.00
4510 Staff Salary Expense	173,364.16	324,785.82
4540 Executive Director Expenses		1,000.00
4580 Postage / Shipping	69.55	125.00
4590 Office Supplies	1,484.45	1,750.00
4595 Printing & Production	0.00	150.00
4600 Telecomm./Internet/phone	2,077.21	4,700.00
4610 Equipt Rental / Lease	863.99	6,000.00
4620 Equip Maintenance/new equipment	533.14	6,000.00
4630 Dues & Subscriptions	6,818.17	6,500.00
4680 Accounting Services	8,540.00	5,500.00
4681 Payroll Service Fees	409.45	700.00
4682 Audit Fees	11,100.00	11,000.00
4690 Insurance Exp	11,722.12	7,750.00
4691 E & O - Board	1,512.81	1,250.00
Total 4690 Insurance Exp	13,234.93	9,000.00
4700 Bank Charges	20,796.33	38,000.00
Occupancy Expenses		
4533 Water & Sewer	371.88	500.00
4534 Real Estate Taxes	7,197.71	10,000.00
4535 Condo Fees	10,529.20	13,250.00
4537 Repairs & Maintenance	959.63	5,000.00
Total Occupancy Expenses	19,058.42	28,750.00
Staff Benefits & Taxes		
4520 Health	25,469.46	32,000.00
4521 Dental	1,375.52	3,400.00
4522 Vision	158.50	700.00
4523 Fed Tax Expense	13,262.31	26,000.00
4524 FUTA Tax Expense	-4.78	200.00
4525 NJ SUI/SDI Expense	602.22	2,000.00
4526 401K - SLK	3,928.62	8,000.00
4529 401K - ESM	2,007.03	4,500.00
4530 Other Taxes	33.21	450.00
4531 401K - KBS	6,180.95	13,000.00
Total Staff Benefits & Taxes	53,013.04	90,250.00
Total Operating Expenses	312,791.59	536,010.82
Spring CE Seminar Expenses		
On-Site Expenses		
4271 Speakers Fees	1,400.00	1,500.00
4273 Facility Rental	137.55	90.00

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Total On-Site Expenses	1,537.55	1,590.00
Total Spring CE Seminar Expenses	1,537.55	1,590.00
Summer CE Expenses		
On-Site Expenses		
4072 Supplies / Handouts	124.39	125.00
4073 Facility Rental	2,100.00	2,500.00
4074 Audio Visual	3,446.65	3,300.00
4079 Breaks / Food Functions	10,359.70	6,000.00
4080 Speakers Fees	3,500.00	3,500.00
4088 Speakers Travel	1,886.36	1,250.00
4100 Staff Travel	1,441.96	995.00
Total On-Site Expenses	22,859.06	17,670.00
Total Summer CE Expenses	22,859.06	17,670.00
TBTS Expense		
On-Site Expenses		
4086 Speakers / COPE		8,500.00
4089 CE Audio-Visual Exp		8,500.00
4090 CE Materials / Handouts	698.60	50.00
4092 Exhibit Hall Security Exp		475.00
4093 Exposition / Drayage / Booth		5,500.00
4094 Food / Recept in Exhibit Hall	5,000.00	50,250.00
4096 Prz / Board Recpt / Suite	761.56	300.00
4097 Staffing Exp		2,200.00
4098 Misc / Other Congress Exp	980.00	300.00
4112 Travel		2,500.00
Total On-Site Expenses	7,440.16	78,575.00
PARA		
4041 Speakers (PARA)	75.00	
Total PARA	75.00	
Total TBTS Expense	7,515.16	78,575.00
Total Expenditures	\$702,363.09	\$1,230,600.82
NET OPERATING REVENUE	\$185,828.37	\$ -130.82
Other Revenue		
3160 Investment Income	-56.84	
Dividend & Interest	10,089.13	27,000.00
Investment Fees	-5,103.32	-10,000.00
Unrealized Gain (Loss)	66,135.08	90,000.00
Total Other Revenue	\$71,064.05	\$107,000.00
Other Expenditures		
8700 Federal Income Tax - 990T	3,840.00	3,660.00
PR Campaign Expenses		

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4650 Commonwealth PR Firm/PR Website	4,933.41	45,000.00
Total PR Campaign Expenses	4,933.41	45,000.00
Total Other Expenditures	\$8,773.41	\$48,660.00
NET OTHER REVENUE	\$62,290.64	\$58,340.00
NET REVENUE	\$248,119.01	\$58,209.18