

NJ Society of Optometric Physicians

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)		15,000.00
3147 Exhibitor / Sponsor Fees		9,500.00
3148 Staff / Other Reg Fees		300.00
Total Central Jersey Optometric Symposium		24,800.00
Dues & Non-Seminar		
Dues & Assessment		
3010 Current Year Dues Received		433,000.00
3011 AOA Current Dues Received		414,000.00
Total Dues & Assessment		847,000.00
Total Dues & Non-Seminar		847,000.00
I R C		
3031 Partnership Program		150,000.00
Total I R C		150,000.00
ONLINE CE Education Portal		
3040 OD Registration		7,000.00
Total ONLINE CE Education Portal		7,000.00
Other Income		
3205 Legal Services Plan		100.00
3206 3% Dues Discounts		-1,050.00
3210 Miscellaneous Income		2,000.00
3280 OPAC Management Fee Income		18,000.00
3300 Newsletter Advertising		6,000.00
6000 Credit Card Rewards		70.00
Royalties		
3131 First Fin. Merchant Royalties		7,250.00
3145 AOA Programs		6,500.00
Total Royalties		13,750.00
Total Other Income		38,870.00
Spring CE Seminar Income		
3030 OD Registration Fees		23,500.00
Total Spring CE Seminar Income		23,500.00
Summer CE Income		
3067 OD Registration Fees		18,000.00
3068 Exhibitor / Sponsor Fees		13,000.00
Total Summer CE Income		31,000.00
TBTS Income		
3090 Registration Fees (OD)		43,000.00
3092 Student / Guest Income		300.00
3096 Sponsor Income		9,000.00
3099 Para Reg Income		1,500.00

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3100 Exhibitor Registration Fees		40,000.00
Total TBTS Income		93,800.00
TPC Seminar Income		
Managed Care Seminar		
3085 OD Registration Fees		10,500.00
3086 Exhibitor / Sponsor Fees		4,000.00
Total Managed Care Seminar		14,500.00
Total TPC Seminar Income		14,500.00
Total Revenue	\$0.00	\$1,230,470.00
GROSS PROFIT	\$0.00	\$1,230,470.00
Expenditures		
4014 AOA Dues Paid		414,000.00
AOA / Misc Meeting Expenses		
4015 AOA Mid-Year Mtg Capitol Hill		3,000.00
4016 AOA Optometry Mtg (June)		4,500.00
4018 Prez Council Meeting		3,700.00
4023 Opto Execs Assn Mtg (ASAE/IAOE)		1,600.00
4024 Other AOA Meeting Expenses		2,750.00
Total AOA / Misc Meeting Expenses		15,550.00
Board Meetings Expense		
4002 Meeting (Food/Room/AV)		850.00
4006 Misc / Other Board Expenses		450.00
4007 Finance Committee Expense		300.00
4008 Nominating Committee Expense		1,075.00
Total Board Meetings Expense		2,675.00
Central Jersey Optometric Symposium Expenses		
4420 Speaker Fees		5,000.00
4421 Facility Rental Expenses		12,000.00
4424 Staffing Exp		150.00
4425 Speakers Travel		700.00
Total Central Jersey Optometric Symposium Expenses		17,850.00
Legal & Legislative Program Exp		
Legal Expenses		
4200 Legal Counsel		2,500.00
Total Legal Expenses		2,500.00
Legislative Program Expenses		
Consultant / Lobbyist		
4300 Legislative Consultants		72,000.00
Total Consultant / Lobbyist		72,000.00
Legislative Expenses		
4355 Legislative Tracking Svces		1,500.00

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Total Legislative Expenses		1,500.00
Total Legislative Program Expenses		73,500.00
Total Legal & Legislative Program Exp		76,000.00
Managed Care Seminar Expenses		
On-Site Expenses		
Managed Care Seminar		
4285 Speakers Fees		2,000.00
4290 Breaks / Food Functions		11,000.00
4291 Staffing Exp		100.00
4292 Miscellaneous		80.00
4293 Speakers Travel		900.00
Total Managed Care Seminar		14,080.00
Total On-Site Expenses		14,080.00
Total Managed Care Seminar Expenses		14,080.00
Member Recruitment and Benefits		
MRBC Committee Expenses		
4101 Meeting Exp		3,800.00
Total MRBC Committee Expenses		3,800.00
MRBC Program Expenses		
4105 Internet Exp		10,000.00
4106 Newsletter Exp		15,000.00
4107 Membership Recruit / Retain		200.00
4110 Social Events		1,250.00
4113 Legal Service Plan		8,850.00
Total MRBC Program Expenses		35,300.00
Public Relations		
4511 Internal Communications		15,000.00
Total Public Relations		15,000.00
Total Member Recruitment and Benefits		54,100.00
ONLINE C.E. Education Portal		
5393 Online CE Stripe Fees		500.00
5394 Production SS fees/recording		2,000.00
Total ONLINE C.E. Education Portal		2,500.00
Operating Expenses		
4501 Pension Administration Fees		1,800.00
4510 Staff Salary Expense		324,785.82
4540 Executive Director Expenses		1,000.00
4580 Postage / Shipping		125.00
4590 Office Supplies		1,750.00
4595 Printing & Production		150.00
4600 Telecomm./Internet/phone		4,700.00

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4610 Equipt Rental / Lease		6,000.00
4620 Equip Maintenance/new equipment		6,000.00
4630 Dues & Subscriptions		6,500.00
4680 Accounting Services		5,500.00
4681 Payroll Service Fees		700.00
4682 Audit Fees		11,000.00
4690 Insurance Exp		7,750.00
4691 E & O - Board		1,250.00
Total 4690 Insurance Exp		9,000.00
4700 Bank Charges		38,000.00
Occupancy Expenses		
4533 Water & Sewer		500.00
4534 Real Estate Taxes		10,000.00
4535 Condo Fees		13,250.00
4537 Repairs & Maintenance		5,000.00
Total Occupancy Expenses		28,750.00
Staff Benefits & Taxes		
4520 Health		32,000.00
4521 Dental		3,400.00
4522 Vision		700.00
4523 Fed Tax Expense		26,000.00
4524 FUTA Tax Expense		200.00
4525 NJ SUI/SDI Expense		2,000.00
4526 401K - SLK		8,000.00
4529 401K - ESM		4,500.00
4530 Other Taxes		450.00
4531 401K - KBS		13,000.00
Total Staff Benefits & Taxes		90,250.00
Total Operating Expenses		536,010.82
Spring CE Seminar Expenses		
On-Site Expenses		
4271 Speakers Fees		1,500.00
4273 Facility Rental		90.00
Total On-Site Expenses		1,590.00
Total Spring CE Seminar Expenses		1,590.00
Summer CE Expenses		
On-Site Expenses		
4072 Supplies / Handouts		125.00
4073 Facility Rental		2,500.00
4074 Audio Visual		3,300.00
4079 Breaks / Food Functions		6,000.00
4080 Speakers Fees		3,500.00

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4088 Speakers Travel		1,250.00
4100 Staff Travel		995.00
Total On-Site Expenses		17,670.00
Total Summer CE Expenses		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		50.00
4092 Exhibit Hall Security Exp		475.00
4093 Exposition / Drayage / Booth		5,500.00
4094 Food / Recept in Exhibit Hall		50,250.00
4096 Prz / Board Recpt / Suite		300.00
4097 Staffing Exp		2,200.00
4098 Misc / Other Congress Exp		300.00
4112 Travel		2,500.00
Total On-Site Expenses		78,575.00
Total TBTS Expense		78,575.00
Total Expenditures	\$0.00	\$1,230,600.82
NET OPERATING REVENUE	\$0.00	\$ -130.82
Other Revenue		
Dividend & Interest		27,000.00
Investment Fees		-10,000.00
Unrealized Gain (Loss)		90,000.00
Total Other Revenue	\$0.00	\$107,000.00
Other Expenditures		
8700 Federal Income Tax - 990T		3,660.00
PR Campaign Expenses		
4650 Commonwealth PR Firm/PR Website		45,000.00
Total PR Campaign Expenses		45,000.00
Total Other Expenditures	\$0.00	\$48,660.00
NET OTHER REVENUE	\$0.00	\$58,340.00
NET REVENUE	\$0.00	\$58,209.18