

ISA
Analysis Symposia
2015 Draft Budget

	2010	2011	2012	2013	2014	2014	2014	2015	2016	2017
	<u>Actual</u>	<u>Actual</u>	<u>Actual</u>	<u>Actual</u>	<u>YTD Actual</u>	<u>Budget</u>	<u>Forecast</u>	<u>Budget</u>	<u>Projection</u>	<u>Projection</u>
<u>Operating Income</u>										
Exhibits	-	95,800	105,352	126,850	123,471	118,050	123,571	130,000	132,000	132,000
Registrations	81,947	105,778	98,793	91,040	112,366	100,275	112,216	110,000	120,000	120,000
Social Functions				11,624	-	11,150	-	9,000	12,000	12,000
Sponsorships	8,125	-	-	-	-	-	-	-	-	-
Miscellaneous	8,500	-	-	20,375	-	9,960	-	10,000	10,000	10,000
Total Operating Income	98,572	201,578	204,145	249,889	235,837	239,435	235,787	259,000	274,000	274,000
<u>Operating Expenses</u>										
External Printing, Artwork	-	-	240	2,324	720	1,600	720	4,000	4,000	4,000
Marketing	2,315	4,400	3,116	2,438	3,902	2,800	3,902	6,000	6,000	6,000
Corporate Marketing	608	533	1,443	1,348	1,085	1,056	1,047	1,101	1,125	1,226
Outside Services	57,834	80,242	84,029	132,882	117,884	142,510	117,884	145,000	150,000	150,000
Honoraria	-	7,110	5,430	6,750	6,750	-	6,750	8,000	6,000	6,000
Postage & Delivery	1,080	316	1,747	556	-	400	-	500	500	500
Volunteer & Committee Expenses	-	-	1,720	9,264	2,770	500	2,770	8,000	3,500	3,500
Awards	2,479	1,079	1,486	8,171	13,010	12,000	13,010	12,000	12,000	12,000
Travel	548	2,148	1,039	3,611	3,253	2,500	3,253	5,000	2,500	2,500
Stationery, Supplies, Minor Equipment	-	-	-	1,018	1,380	-	1,295	3,000	1,000	1,000
Bank Charges	2,200	5,035	6,014	2,200	3,050	2,500	3,050	8,000	4,000	4,000
Miscellaneous	-	344	-	751	-	-	-	2,000	-	-
Salaries	4,969	5,511	11,414	7,552	6,546	5,831	6,216	6,652	6,818	7,132
Fringe Benefits	1,203	1,623	3,623	2,362	1,718	1,950	1,618	2,262	2,386	2,496
Overhead	3,961	4,171	8,065	5,692	5,586	5,877	5,812	5,580	5,681	6,119
Total Operating Expenses	77,197	112,512	129,366	186,919	167,654	179,524	167,327	217,095	205,510	206,473
Operating Surplus(Deficit)	<u>\$ 21,375</u>	<u>\$ 89,066</u>	<u>\$ 74,779</u>	<u>\$ 62,970</u>	<u>\$ 68,183</u>	<u>\$ 59,911</u>	<u>\$ 68,460</u>	<u>\$ 41,905</u>	<u>\$ 68,490</u>	<u>\$ 67,527</u>

ISA
IIS Symposia
2015 Draft Budget

	2010 <u>Actual</u>	2011 <u>Actual</u>	2012 <u>Actual</u>	2013 <u>Actual</u>	2014 <u>YTD Actual</u>	2014 <u>Budget</u>	2014 <u>Forecast</u>	2015 <u>Budget</u>	2016 <u>Projection</u>	2017 <u>Projection</u>
<u>Operating Income</u>										
Exhibits	1,800	2,700	3,600	6,300	-	-	-	7,000	8,000	8,000
Registrations	35,250	49,250	51,265	45,800	-	2,600	2,600	61,500	74,500	74,500
Sponsorships	-	7,000	7,900	10,000	-	2,000	3,000	12,000	12,000	12,000
Miscellaneous	-	395	288	1,146	650	3,000	2,000	1,250	1,000	1,000
Total Operating Income	37,050	59,345	63,053	63,246	650	7,600	7,600	81,750	95,500	95,500
<u>Operating Expenses</u>										
External Printing, Artwork	-	178	382	595	-	-	-	750	150	150
Marketing	5,106	6,934	7,093	4,583	2,800	2,500	2,500	13,500	13,500	13,500
Corporate Marketing	961	676	1,501	846	358	523	487	713	728	794
Outside Services	16,847	22,889	48,431	23,918	-	-	-	30,000	34,000	36,000
Postage & Delivery	567	695	1,344	1,416	837	-	-	1,500	-	-
Volunteer and Committee	-	-	-	3,217	2,902	4,000	-	-	2,500	2,500
Awards	-	459	714	500	-	-	-	500	500	500
Travel	341	520	1,741	705	443	-	-	850	1,000	1,000
Stationery, Supplies, Minor Equipment	-	-	-	-	86	-	-	-	-	-
Miscellaneous	-	573	540	-	-	-	-	-	600	600
Bank Charges	1,700	1,790	1,905	1,905	-	-	-	4,200	3,700	3,700
Salaries	7,853	6,942	11,869	4,732	2,160	2,889	2,889	4,304	4,412	4,615
Fringe Benefits	1,905	2,047	3,766	1,474	568	966	2,337	1,463	1,544	1,615
Overhead	6,266	5,261	8,388	3,572	1,841	2,912	2,701	3,610	3,676	3,960
Total Operating Expenses	41,546	48,964	87,674	47,463	11,995	13,790	10,914	61,390	66,310	68,934
Operating Surplus(Deficit)	<u>\$ (4,496)</u>	<u>\$ 10,381</u>	<u>\$ (24,621)</u>	<u>\$ 15,783</u>	<u>\$ (11,345)</u>	<u>\$ (6,190)</u>	<u>\$ (3,314)</u>	<u>\$ 20,360</u>	<u>\$ 29,190</u>	<u>\$ 26,566</u>

ISA
 POWID Symposia
 2015 Draft Budget

	2010 <u>Actual</u>	2011 <u>Actual</u>	2012 <u>Actual</u>	2013 <u>Actual</u>	2014 <u>YTD Actual</u>	2014 <u>Budget</u>	2014 <u>Forecast</u>	2015 <u>Budget</u>	2016 <u>Projection</u>	2017 <u>Projection</u>
<u>Operating Income</u>										
Exhibit Rentals	18,700	17,100	16,500	7,500	11,550	16,500	11,550	15,000	20,000	20,000
Registrations	47,510	68,685	44,285	48,825	53,559	48,500	53,475	52,000	55,000	55,000
Social Functions	-	-	-	-	-	200	-	200	200	200
Sponsorships	35,600	62,000	57,000	47,500	23,000	50,000	23,000	47,000	60,000	60,000
Miscellaneous	520	928	2,734	881	-	2,500	-	3,000	3,000	3,000
Total Operating Income	102,330	148,713	120,519	104,706	88,109	117,700	88,025	117,200	138,200	138,200
<u>Operating Expenses</u>										
External Printing, Artwork	-	1,050	1,929	750	1,695	2,000	1,000	2,000	2,000	2,000
Marketing	15,462	18,053	12,787	17,011	10,571	16,000	11,000	15,000	20,000	20,000
Corporate Marketing	1,898	1,379	2,179	2,195	2,002	2,877	1,694	2,462	2,514	2,741
Outside Services	47,938	72,645	52,225	60,539	66,074	53,000	66,000	48,000	65,000	65,000
Honoraria	-	100	-	2,215	900	-	-	-	-	-
Postage & Delivery	-	892	991	1,435	1,267	1,000	1,000	1,000	1,000	1,000
Volunteer & Committee Expenses	-	-	1,867	-	793	2,000	1,500	2,000	2,000	2,000
Travel	896	2,101	529	1,721	1,494	2,000	900	2,000	2,000	2,000
Bank Charges	2,800	2,800	3,653	3,200	2,685	2,500	3,000	4,750	4,750	4,750
Miscellaneous	-	-	-	832	-	-	-	-	-	-
Salaries	15,525	14,176	17,240	12,306	12,097	15,887	10,061	14,869	15,240	15,941
Fringe Benefits	3,770	4,179	5,461	3,846	3,167	5,313	8,010	5,055	5,334	5,579
Overhead	12,375	10,731	12,152	9,263	10,306	16,013	9,407	12,472	12,698	13,677
Total Operating Expenses	100,664	128,106	111,013	115,313	113,051	118,590	113,572	109,608	132,536	134,688
Operating Surplus(Deficit)	<u>\$ 1,666</u>	<u>\$ 20,607</u>	<u>\$ 9,506</u>	<u>\$ (10,607)</u>	<u>\$ (24,942)</u>	<u>\$ (890)</u>	<u>\$ (25,547)</u>	<u>\$ 7,592</u>	<u>\$ 5,664</u>	<u>\$ 3,512</u>

ISA
LDAR
2015 Draft Budget

	2010 <u>Actual</u>	2011 <u>Actual</u>	2012 <u>Actual</u>	2013 <u>Actual</u>	2014 <u>YTD Actual</u>	2014 <u>Budget</u>	2014 <u>Forecast</u>	2015 <u>Budget</u>	2016 <u>Projection</u>	2017 <u>Projection</u>
<u>Operating Income</u>										
Exhibit Sales	26,800	31,200	33,100	36,100	28,000	37,000	28,000	38,000	40,000	40,000
Registrations	90,675	100,000	97,895	81,754	68,497	86,000	68,497	80,000	100,000	100,000
Sponsorships	6,000	11,200	8,000	13,500	15,500	13,500	15,500	16,000	17,000	17,000
Total Operating Income	123,475	142,400	138,995	131,354	111,997	136,500	111,997	134,000	157,000	157,000
<u>Operating Expenses</u>										
External Printing, Artwork	1,033	-	1,212	2,421	1,750	-	1,750	-	-	-
Marketing	12,758	13,359	12,300	12,724	13,406	19,000	13,014	13,000	22,000	22,000
Corporate Marketing	862	722	1,290	1,738	1,616	2,008	1,626	2,073	2,117	2,308
Outside Services	22,207	32,452	31,738	38,546	33,886	39,000	35,000	35,000	48,000	48,000
Honorarium	-	100	-	-	-	-	-	-	-	-
Postage	476	416	237	1,587	774	500	774	500	500	500
Committee	-	-	-	-	388	-	-	-	-	-
Travel	1,092	714	1,031	2,550	2,861	1,200	2,019	2,500	1,200	1,200
Bank Charges	3,025	3,500	4,192	3,963	3,100	3,600	3,100	4,500	5,000	5,000
Salaries	7,038	7,427	10,205	9,743	9,770	11,091	9,658	12,521	12,834	13,424
Fringe Benefits	1,703	2,185	3,237	3,041	2,561	3,709	2,512	4,257	4,492	4,698
Overhead	5,616	5,617	7,208	7,334	8,325	11,179	9,030	10,503	10,694	11,517
Total Operating Expenses	55,810	66,492	72,650	83,647	78,437	91,287	78,483	84,854	106,837	108,647
Operating Surplus(Deficit)	<u>67,665</u>	<u>75,908</u>	<u>66,345</u>	<u>47,707</u>	<u>33,560</u>	<u>45,213</u>	<u>33,514</u>	<u>49,146</u>	<u>50,163</u>	<u>48,353</u>

ISA
FPID Division Symposium
2015 Draft Budget

	2013 <u>Actual</u>	2014 <u>YTD Actual</u>	2014 <u>Budget</u>	2014 <u>Forecast</u>	2015 <u>Budget</u>	2016 <u>Projection</u>	2017 <u>Projection</u>
<u>Operating Income</u>							
Exhibit Sales			4,500	8,950	7,500	5,000	5,000
Registrations			12,000	6,440	15,000	16,000	16,000
Sponsorships			2,000	-	5,000	2,500	2,500
Misc. Revenue	-	-	1,500	-	1,500	1,500	1,500
Total Operating Income	-	-	20,000	15,390	29,000	25,000	25,000
<u>Operating Expenses</u>							
External Printing, Artwork			500	-	500	500	500
Marketing			3,800	2,212	5,000	6,000	6,000
Corporate Marketing			716	853	713	728	794
Outside Services			4,300	4,010	5,000	6,000	6,000
Committee			1,600	405	1,000	1,000	1,000
Bank Charges			500	462	400	400	400
Salaries			3,952	5,065	4,304	4,412	4,615
Fringe Benefits			1,322	1,319	1,463	1,544	1,615
Overhead	-	-	3,983	4,736	3,610	3,676	3,960
Total Operating Expenses	-	-	20,673	19,062	21,990	24,260	24,884
Operating Surplus(Deficit)	-	-	(673)	(3,672)	7,010	740	116

ISA
WWAC Symposium
2015 Draft Budget

	2010 <u>Actual</u>	2011 <u>Actual</u>	2012 <u>Actual</u>	2013 <u>Actual</u>	2014 <u>YTD Actual</u>	2014 <u>Budget</u>	2014 <u>Forecast</u>	2015 <u>Budget</u>	2016 <u>Projection</u>	2017 <u>Projection</u>
<u>Operating Income</u>										
Exhibit Sales	7,120	890	7,175	12,875	15,125	14,000	13,950	13,950	15,435	15,435
Registrations	7,080	5,951	26,925	40,000	24,350	33,000	40,625	40,625	42,000	43,000
Sponsorships	900	-	8,000	18,200	10,500	15,000	16,500	16,500	16,538	16,538
Miscellaneous	-	369	2,727	5,756	-	1,950	1,950	1,950	2,150	2,150
Total Operating Income	15,100	7,210	44,827	76,831	49,975	63,950	73,025	73,025	76,123	77,123
<u>Operating Expenses</u>										
External Printing, Artwork	-	-	2,971	7,352	-	-	7,225	7,225	-	-
Marketing	5,129	5,943	2,069	6,214	4,812	6,425	7,380	7,360	7,084	7,084
Corporate Marketing	620	372	650	670	673	841	1,053	842	860	938
Outside Services	8,437	3,237	15,753	36,137	19,503	23,165	23,250	23,250	25,539	25,539
Honoraria	-	-	-	-	-	250	250	250	250	250
Postage	-	-	462	1,889	800	-	750	750	-	-
Committee	1,278	-	3,676	7,753	9,219	7,250	7,250	7,250	7,993	7,993
Travel	738	-	1,209	1,732	1,123	830	872	870	915	915
Bank Charges	700	365	1,200	2,274	1,499	1,200	1,365	1,365	1,433	1,433
Salaries	5,073	3,824	5,152	3,756	4,069	4,647	6,253	5,087	5,214	5,454
Fringe Benefits	1,227	1,124	1,630	1,171	1,068	1,554	3,371	1,729	1,825	1,909
Overhead	4,039	2,893	3,631	2,827	3,462	4,684	5,847	4,267	4,344	4,679
Total Operating Expenses	27,241	17,758	38,403	71,775	46,228	50,846	64,866	60,245	55,457	56,194
Operating Surplus(Deficit)	<u>(12,141)</u>	<u>(10,548)</u>	<u>6,424</u>	<u>5,056</u>	<u>3,747</u>	<u>13,104</u>	<u>8,159</u>	<u>12,780</u>	<u>20,666</u>	<u>20,929</u>

ISA
PMCD Symposium
2015 Draft Budget

	2013 <u>Actual</u>	2014 <u>YTD Actual</u>	2014 <u>Budget</u>	2014 <u>Forecast</u>	2015 <u>Budget</u>	2016 <u>Projection</u>	2017 <u>Projection</u>
<u>Operating Income</u>							
Exhibit Sales			14,000	19,500	15,000	22,000	22,000
Registrations			33,000	51,825	55,000	62,000	62,000
Social Functions			-	-	-	200	200
Sponsorships			15,000	15,000	16,000	17,000	17,000
Misc. Revenue			<u>2,000</u>	<u>2,000</u>	<u>2,000</u>	<u>4,000</u>	<u>4,000</u>
Total Operating Income	-	-	64,000	88,325	88,000	105,200	105,200
<u>Operating Expenses</u>							
Marketing			6,425	8,000	10,000	15,500	15,500
Corporate Marketing			1,550	3,281	1,620	1,654	1,803
Outside Services			23,165	32,165	40,500	41,000	41,000
Honorarium			250	250	250	250	250
Postage			-	900	-	-	-
Volunteer & Committee Expenses			7,250	2,000	2,250	7,250	7,250
Travel			830	1,330	830	1,330	1,330
Bank Charges			1,200	3,500	1,200	2,000	2,000
Salaries			8,562	19,486	9,782	10,027	10,488
Fringe Benefits			2,864	9,910	3,326	3,509	3,671
Overhead			<u>8,630</u>	<u>18,220</u>	<u>8,206</u>	<u>8,355</u>	<u>8,998</u>
Total Operating Expense	-	-	60,726	99,042	77,964	90,875	92,290
Operating Surplus(Deficit)	<u>-</u>	<u>-</u>	<u>3,274</u>	<u>(10,717)</u>	<u>10,036</u>	<u>14,325</u>	<u>12,910</u>