



## Profit & Loss Prev Year Comparison PreAudit

January 1 - December 31, 2020

	<u>Jan - Dec 20</u>	<u>Jan -Dec 19</u>
<b>Income</b>		
Contributions	8,038	33,555
Other Program Revenue	271,300	124,114
Fundraisers	-	129,385
Legacy - Endowment	9,000	-
ELI Tuition	166,000	156,313
Mentor Revenue	3,455	21,475
Grants	10,500	-
FORUM	1,065,765	916,784
2 · Student Scholarship	76,000	54,000
Local Chapter Support	32,500	-
Chapter Affiliation Dues	9,850	11,138
Membership Dues	304,706	365,545
Hotel Commission	-	14,540
Advertisement	65,980	59,093
Interest Income	7,725	8,335
Realized/Un() G/(Loss) General	49,613	-
Investm. Unrealized Gain (Loss)	(12,229)	42,270
Donation	-	650
Miscellaneous Income	200	3,029
event Income	-	9,935
In Kind Contributions	1,000	-
<b>Total Income</b>	<u>2,069,403</u>	<u>1,950,161</u>
<b>Gross Profit</b>	<u>2,069,403</u>	<u>1,950,161</u>
<b>Expense</b>		
Bank Fees	2,789	4,284
Investment Fees	6,693	5,412
Auditor	36,420	-
Professionals Fees & Charges	529,725	364,536
Consultants	114,184	197,718
Depreciation	1,816	4,727
Dues	325	449
Licenses & Permits	1,125	701
Promotional Items	-	7,479
Equipment Lease & Maintenance	14,510	13,100
Insurance	15,647	7,490
Credit Cards Processing Fees	24,495	30,718
Event Management Fees	9,383	4,916
Meals/Lodging	3,284	243,846
Hotel Attritions	-	3,278
Meetings Expense	3,770	-
Office Supplies	3,464	6,047



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Mailing & Delivery	6,851	15,569
Printing	8,330	20,624
Program Expenses	72,687	62,354
Rent	86,727	101,007
Salaries	315,896	266,140
Payroll Taxes	18,939	19,647
Fringe Benefits	40,904	48,331
Parking	1,800	2,441
Storage	1,546	180
Telephone	8,368	12,495
Travel & Transportation	2,478	27,321
· Awards	7,418	6,631
Decorations	-	511
Speakers	43,850	41,451
Audio Visual Services	16,344	53,218
Entertainment	-	3,400
Exhibit Space	-	36,229
Marketing	10,854	11,061
Staff Training & Development	780	2,943
Miscellaneous Expenses	9,280	3,011
Interest Expense	-	717
Office Improvement	-	389
In Kind Expense	1,000	-
Reconciliation Discrepancies	1,215	120
Scholarship	5,000	38,985
Prior Year Expenses	20,755	-
<b>Total Expense</b>	<b>1,448,652</b>	<b>1,669,476</b>
<b>Net Income</b>	<b>620,751</b>	<b>280,685</b>