

	2018 Actuals	2019 Actuals	2020 Actuals	2021 Budget	2021 Actuals	2022 Budget	2022 Actuals	2023 Budget	2023 Actuals	2024 Budget	2024 Projections as of 10/21	2025 Budget	% Revenue Growth/Decline	Notes
Income														
4200 - Membership	446,972	448,719	427,235	415,000	445,924	415,000	448,859	450,000	494,782	502,145	542,000	575,000	6.1%	
4400 - Convention	1,532,732	1,609,812		1,295,000	1,539,960	1,605,000	1,774,003	2,055,000	2,047,050	2,025,000	1,913,555	1,960,000	2.4%	
4450 - AOC Europe				150,000	263,549	175,000	309,334	325,000	487,143	475,000	729,306	1,662,124		
4500 - Conferences	994,456	1,202,382	165,501	392,000	233,990	295,000	303,685	747,500	841,258	680,750	697,585	943,950	35.3%	
4600 - Education	252,965	390,339	907,580	625,000	626,715	644,000	293,655	265,000	356,395	362,500	263,000	263,000	0.0%	
4650 - Advocacy	25,375	36,950	-	-	168,500	222,000	70,000	65,000	61,500	65,000	123,500	195,000	57.9%	
4750 - Royalties	170,846	202,639	171,957	158,000	174,157	158,000	166,089	156,750	123,875	208,600	188,000	288,190	42.7%	
4760 - JED Subscriptions	46,344	31,574	21,137	30,000	18,264	25,000	12,574	18,000	11,468	12,000	8,500	5,000	-41.2%	
4850 - Store Sales	8,596	10,759	5,615	3,500	12,160	4,000	10,626	10,500	12,695	11,000	12,250	13,500	10.2%	
Total Income	\$3,478,285	\$3,933,174	\$1,699,025	\$3,068,500	\$3,483,219	\$3,543,000	\$3,388,825	\$4,092,750	\$4,436,167	\$4,341,995	\$4,477,696	\$5,885,764	31.4%	
Expense														5 year strategic goals
5000 - Convention	749,902	708,295	7,061	647,000	694,379	914,200	795,112	920,200	833,396	821,400	840,237	942,970	12.2%	Membership Growth
xxx - AOC Europe												750,520		International Presence
5100 - Conferences	431,852	497,897	111,126	229,750	58,721	238,000	153,275	573,000	548,496	471,500	466,000	593,418	27.3%	Membership Growth
5200 - Membership services	163,485	184,607	146,947	169,600	141,370	212,700	169,562	201,800	179,603	225,600	212,600	269,500	26.8%	Membership Growth
6100 - Fringe Benefits	236,134	214,670	312,454	316,350	271,498	357,498	245,922	324,988	348,466	391,100	394,500	452,695	14.8%	International
6190 - Personnel	983,137	1,146,270	1,029,580	1,163,400	1,099,119	1,500,853	1,265,349	1,660,411	1,564,921	1,949,000	1,949,000	1,979,975	1.6%	Membership, Comms/Outreach, and Education
6200 - Facilities	184,753	152,725	268,838	148,900	126,944	139,744	133,941	139,636	150,648	164,120	150,945	152,560	1.1%	
6300 - Education and Training	64,058	139,297	229,903	165,000	126,729	115,500	52,696	46,000	84,167	96,000	61,000	72,500	18.9%	
6500 - Board Operations	150,631	161,661	7,984	5,000	40,330	108,700	85,768	127,000	96,071	97,000	88,000	97,000	10.2%	
6695 - Advocacy and Outreach	40,094	45,152	8,360	25,000	100,557	110,500	76,367	130,000	74,682	152,000	131,000	181,250	38.4%	Membership, international, and Diversity
6700 - Administration	437,237	368,579	342,904	366,500	381,368	410,215	407,487	475,260	536,897	529,435	513,300	509,593	-0.7%	
Total Expense	3,441,283	3,619,153	2,464,347	3,236,500	3,041,015	4,107,910	3,385,479	4,598,295	4,417,347	4,897,155	4,806,582	6,001,981	24.9%	
Profit/Loss	\$37,001	\$314,021	-\$765,322	-\$168,000	\$442,204	-\$564,910	\$3,346	-\$505,545	\$18,820	-\$555,160	-\$328,886	-\$116,217		
					363%		101%		104%		41%			

	2022 Final	2023 Final	2024 budget	2024 Projections as of 10/21	2025 Budget	Notes
Income						
4200 - Membership						
4211 - Individual Member New & Renew	\$ 243,954	\$ 254,596	290,045	\$ 250,000	\$ 295,000	Combine - can get the breakout from IMPX
4212 - Individual Member Renew						
4213 - Industry Partner New & Renew	\$ 201,970	\$ 240,186	187,100	\$ 277,000	\$ 255,000	
4214 - Industry Partner Renew						
4216 - Group Member New & Renew			25,000	\$ 15,000	25,000	
4217 - Group Member Renew						
Total 4200 - Membership	\$ 445,924	\$ 494,782	502,145	\$ 542,000	575,000	
4400 - Convention						
4411 - Convention Registration	\$ 210,340	\$ 318,428	250,000	\$ 250,000	260,000	guesstimate - pending 2024 #s (slightly behind 2023)
4412 - Convention Sponsorship	\$ 342,000	\$ 256,015	285,000	\$ 228,560	260,000	realistic goal based on 2024 to date (slightly behind 2023)
4414 - Convention Exhibits	\$ 948,620	\$ 1,416,107	1,450,000	\$ 1,389,995	1,400,000	realistic goal based on 2024 to date (slightly behind 2023)
4416 - Exhibitor Hospitality Rooms	\$ 39,000	\$ 56,500	40,000	\$ 45,000	40,000	
Total 4400 - Convention Income	\$ 1,539,960	\$ 2,047,050	2,025,000	\$ 1,913,555	1,960,000	
4450 - AOC Europe						
4425 - AOC Europe Registration					226,720	est based on 2024 (€208,000)
4426 - AOC Europe Sponsorship					152,055	est existing + €20k (€139,500)
4427 - AOC Europe Exhibits					1,269,349	sell 97 total booths (€1,164,540)
4428 - AOC Europe Hospitality Rooms					14,000	est sell 4 meeting rooms at €3000 each (€12,000)
Total 4400 - AOC Europe Income	\$ -	\$ -	-	\$ -	1,662,124	
4500 - Conferences						
4511 - Conferences Registration	\$ 75,715	\$ 505,108	380,750	\$ 372,335	554,950	6 face-to-face conferences (Mugu, Crane, CEMA, Charleston, SAMS, Augusta*2)
4512 - Conference Sponsorship	\$ 158,275	\$ 336,150	300,000	\$ 325,250	379,000	6 face-to-face conferences (Mugu, Crane, CEMA, Charleston, SAMS, Augusta*2)
4711C - International Conferences	\$ 263,549	\$ 487,143	475,000	\$ 729,306	10,000	TL EW Live (\$10K); AOC Asia? \$0
Total 4500 - Conferences	\$ 497,539	\$ 1,328,401	1,155,750	\$ 1,426,891	943,950	
4600 - Education & Training						
4611 - PDC Registration	\$ 355,540	\$ 207,395	202,500	\$ 130,000	133,000	on-demand course (75) ; 4 live courses (average 24 attendees; \$900)
4612 - Webinar Sponsorship	\$ 271,175	\$ 149,000	160,000	\$ 133,000	130,000	
Total 4600 - Education	\$ 626,715	\$ 356,395	362,500	\$ 263,000	263,000	
4650 - Advocacy						
4651 - Advocacy - Industry Product Showcase	\$ 168,500	\$ 61,500	65,000	\$ 63,500	60,000	industry product showcase
4652 - Advocacy Sponsorship				\$ 60,000	135,000	2 CTO podcasts
Total 4650 - Advocacy	\$ 168,500	\$ 61,500	65,000	\$ 123,500	195,000	
4750 - Royalties						
4204 - AOC Spectrum Watch Newsletter					23,750	AI Newsletter
4205 - Career Center Royalties (YM)	\$ 25,406	\$ 8,552	11,000	\$ 9,000	8,000	
4218 - e-Crow Royalty	\$ 15,967	\$ 17,909	18,000	\$ 15,000	25,000	eCrow
4219 - Industry Resources Eblast					40,000	industry resource eblasts
4220 - podcast Royalty	\$ -	\$ 12,585	39,600	\$ 37,000	61,200	Podcast
4222 - Retargeting					7,900	retargeting
4225 - Show Daily Royalties (Naylor)	\$ -	\$ -	5,000	\$ 5,000	12,000	
7312 - JED Royalties (Naylor)	\$ 108,957	\$ 55,719	85,000	\$ 85,000	79,140	Magazine only
7345 - JED Web Ads/Buyers Guide	\$ 23,827	\$ 29,110	50,000	\$ 37,000	11,200	\$3,700 JED Online + \$7,500 Defense Electronics Resource Guide
Total 4750 - JED Royalties	\$ 174,157	\$ 123,875	\$ 208,600	\$ 188,000	\$ 268,190	
4760 - JED Subscriptions						
7311 - JED Subscriptions	\$ 18,115	\$ 11,468	12,000	\$ 8,500	5,000	
7313 - Royalties - Misc.	\$ 149	\$ -	-	\$ -	-	
Total 4760 - JED Subscription	\$ 18,264	\$ 11,468	12,000	\$ 8,500	5,000	
4850 - Sales						
7320 - Jewelry & Mementos	\$ 7,729	\$ 11,059	8,500	\$ 11,000	11,000	
7325 - History Books	\$ 1,915	\$ 1,159	1,500	\$ 1,000	1,500	
7330 - Misc. Pubs	\$ 2,516	\$ 477	1,000	\$ 250	1,000	
Total 4850 - Sales	\$ 12,160	\$ 12,695	11,000	\$ 12,250	13,500	
7600 - Other						
xxx - Investment Income			-			
7600 - Other revenue			-			
Total 7600 - Other	\$ -	\$ -	-	\$ -	-	
Total Income	\$ 3,483,219	\$ 4,436,167	\$ 4,341,995	\$ 4,477,696	\$ 5,885,764	

2022 Final 2023 Final 2024 budget 2024 Projections as of 10/21 2025 Budget Notes

Expenses

5000 - Convention						
5011 - Temps & Volunteers	\$ 7,182	\$ 6,873	5,000	2,500	\$ 3,000	fewer temps, more private security
5015 - Food & Beverage	\$ 267,244	\$ 441,126	365,000	410,000	\$ 460,000	costs continuing to rise each year - \$50k extra for BOD mandated coffee
5020 - Speaker Fees	\$ -	\$ 4,000	15,000	4,000	\$ 10,000	
5025 - AV Rentals	\$ 122,816	\$ 154,866	150,000	155,000	\$ 155,000	
5030 - Facility Rent	\$ 20,800	\$ -	-	-	\$ -	
5035 - Opening Event	\$ 41,738	\$ 2,872	20,000	-	\$ 5,000	
5040 - Rigging	\$ 21,971	\$ 25,906	30,000	37,000	\$ 35,000	using hanging signs again
5041 - Electrical		\$ 2,453	10,000	2,500	\$ 5,000	
5044 - Gratuities/Licenses	\$ 2,207	\$ 1,031	3,000	1,500	\$ 2,500	
5045 - Convention Supplies	\$ 1,685	\$ 1,552	3,000	1,000	\$ 2,500	
5050 - Convention Travel	\$ 16,125	\$ 18,392	28,000	28,000	\$ 30,000	more virtual/travelling staff
5051 - Sponsor Branded Items	\$ 60,814	\$ 8,495	25,000	8,337	\$ 20,000	
5052 - Photography	\$ 6,245	\$ 6,410	7,500	6,405	\$ 7,000	
5053 - Video Production	\$ 4,025	\$ 2,500	5,000	3,000	\$ 3,000	
5054 - Entertainment/Décor	\$ 8,204	\$ 25,317	31,500	55,646	\$ 40,000	incr in all costs (rentals, labor) when reviewing 2024 projections
5059 - Freight Shipping Courier	\$ -	\$ -	1,000	-	\$ 1,000	
5062 - Design and printing - Onsite Program	\$ 5,616	\$ 6,142	6,000	6,500	\$ 6,500	
5063 - Convention Marketing	\$ 3,398	\$ 9,343	15,000	10,000	\$ 10,000	
5064 - Registration Service	\$ 19,350	\$ 28,175	30,000	30,000	\$ 35,000	buffer for new reg company
5065 - General Contractor	\$ 31,059	\$ 27,337	10,000	10,000	\$ 27,500	
5068 - Crow's Nest	\$ 17,779	\$ 20,000	20,000	22,688	\$ 20,000	
5069 - Cleaning Services		\$ 2,060	-	-	\$ 3,000	Gaylord cleaning
5071 - PMBS program or speaker lounge		\$ 14,910	18,000	14,429	\$ 15,000	smaller lounge
5074 - Speaker Expenses/Gifts	\$ 1,500	\$ -			\$ 1,500	
5076 - Security Guards	\$ 14,751	\$ 17,845	15,000	12,252	\$ 18,000	using private security where I can (cheaper than Gaylord)
5078 - Convention Software	\$ 99	\$ 5,764	4,900	10,980	\$ 18,470	MYS software and app
5080 - Onsite Internet	\$ 13,568	\$ -	2,500	2,500	\$ 2,500	need add'l drop for GS
5082 - Medical Services	\$ 5,470	\$ -	-	5,000	\$ 5,500	bringing back private medical
5084 - Miscellaneous	\$ 733	\$ 28	1,000	1,000	\$ 1,000	
Total 5000 - Convention	\$ 694,379	\$ 833,396	821,400	\$ 840,237	942,970	

xxx - AOC Europe						
5011E - Temps & Volunteers					\$ 6,000	\$2K donation to chapters who volunteer * 3 possible chapters
5015E - Food & Beverage					\$ 120,000	
5025E - AV Rentals					\$ 14,000	adding 2nd room
5030E - Facility Rent					\$ 250,700	RCC contract cost (incl VAT) €230,000
5035E - Opening Event					\$ 25,000	may not have and just do hall receptions
5045E - Supplies					\$ 2,000	SWAG
5050E - Travel					\$ 57,000	10 staff air/hotel + Bob/Sophie; site visits Bob/Kathy (\$7k)
5051E - Sponsor Branded Items						n/a - sponsor provides
5052E - Photography					\$ 8,000	includes travel and lodging for photographer
5053E - Video Production					\$ -	
5054E - Entertainment/Décor					\$ 5,000	misc if needed
5059E - Freight Shipping Courier					\$ 3,000	SWAG
5062E - Design and printing - Onsite Program					\$ 5,000	
5063E - AOC Europe Marketing					\$ 5,000	
5064E - Registration Service					\$ 35,000	est - LiveBuzz?
5065E - General Contractor					\$ 135,000	stand builds (exhib) + CN + carpet
5069E - Cleaning Services					\$ 6,500	
5074E - Speaker Expenses/Gifts					\$ 5,400	Phil Sturley fee + air/hotel
5076E - Security Guards					\$ 20,000	
5078E - Software					\$ 18,470	MYS and app
5080E - Onsite Internet					\$ 6,000	SWAG if needed
5082E - Medical Services					\$ 2,500	SWAG
xxx - International Insurance					\$ 5,950	

	2022 Final	2023 Final	2024 budget	2024 Projections as of 10/21	2025 Budget	Notes
5084E - Miscellaneous					\$ 15,000	Misc + GVC (VAT) services
Total xxx - AOC Europe	\$ -	\$ -	\$ -	\$ -	\$ 750,520	
5100 - Conferences						
5105 - Conference Marketing	\$ 934	\$ 1,772	7,500	\$ 4,000	6,500	adding a video for \$3000
5115 - Conference Expenses	\$ 57,787	\$ 532,332	422,000	\$ 420,000	575,418	6 face-to-face conferences (Mugu, Crane, CEMA, Charleston, SAMs, Augusta)
5120 - International Conference Expenses	\$ -	\$ 14,392	42,000	\$ 42,000	11,500	Bob misc travel (NATO, SG2, AOC2025, and AOC Asia); AOCE under AOCE
Total 5100 - Conference	\$ 58,721	\$ 548,496	471,500	\$ 466,000	593,418	
5200 - Member services						
5205 - COGS - Jewelry & Mementos	\$ 8,322	\$ 7,633	8,000	\$ 8,000	9,500	
5211 - Membership Marketing	\$ 30,486	\$ 12,765	10,000	\$ 15,000	15,000	brochures, linkedin marketing, etc.
5212 - Tradeshows	\$ -	\$ 49,936	49,600	\$ 49,600	50,000	7 external shows with booth; 4 shows walk floor/attend (11 external shows total) - need to track the ROI
5220 - Chapter Support						
5220A - Chapter Awards	\$ 6,976	\$ 2,873	6,000	\$ 6,000	6,000	Chapter of the year awards
5220B - Chapter Startup	\$ -	\$ 1,315	17,000	\$ 13,000	5,000	
5022D - Chapter Rebates	\$ 44,184	\$ 37,256	50,000	\$ 50,000	55,000	
5022E - Regional Director Travel	\$ 2,426	\$ 1,741	10,000	\$ 5,000	10,000	includes chapter F&B @ convention
5223 - Dues Notices	\$ 19,750	\$ 19,377	25,000	\$ 20,000	20,000	
5226 - Awards Programs						
5226A - Awards Cost/Shipping	\$ 8,823	\$ 13,423	12,000	\$ 12,000	12,000	
5226B - Awards Committee		\$ 2,123	2,000	\$ 1,000	-	Awards breakfast or gathering at Symposium/travel for awards chairman
5232 - AOC Legacy Support						
5241 - Membership Travel	\$ 246	\$ 5,868	9,000	\$ 10,000	10,000	staff travel to chapters and AOC shows
5244 - Membership Postage	\$ 20,156	\$ 25,293	27,000	\$ 23,000	23,000	
xxx - International JED shipping					54,000	\$30 per year * 1800 international members w magazine
Total 5200 - Membership services	\$ 141,369	\$ 179,603	225,600	\$ 212,600	269,500	
6100 - Fringe Benefits						
6110 - Fringe Benefits-FICA/Medicare	\$ 76,773	\$ 108,950	124,000	\$ 124,000	138,850	
6115 - Fringe Benefits - FUTA	\$ 596	\$ 731	2,300	\$ 2,300	2,650	
6118 - Fringe Benefits - SUTA	\$ 356	\$ 1,643	10,600	\$ 10,600	1,940	
6120 - Fringe Benefits-Medical Insuran	\$ 132,887	\$ 109,520	139,000	\$ 139,000	181,730	
6125 - Fringe Benefits - Vision	\$ 1,166	\$ 1,136	1,800	\$ 1,800	2,000	
6130 - Fringe Benefits-Retirement Plan Contribution	\$ 28,530	\$ 39,002	48,600	\$ 48,600	54,450	
6135 - Fringe Benefits - Plan Fees	\$ 1,365	\$ -				Misc 401k fees
6145 - Fringe Benefits-Staff Welfare	\$ 770	\$ 6,397	5,000	\$ 5,000	5,000	staff lunches, happy hours, Christmas celebration
6147 - Fringe Benefits - other	\$ 9,250	\$ 75,262	36,000	\$ 36,000	36,000	
6148 - Other	\$ 16,636	\$ 2,000	19,000	\$ 17,000	15,000	
6150 - Fringe Benefits - Life/Disabili	\$ 3,168	\$ 3,826	4,800	\$ 10,200	15,075	
Total 6100 - Fringe Benefits	\$ 271,497	\$ 348,466	391,100	\$ 394,500	452,695	Includes AEF benefits minus Medical and Vision
6190 - Personnel						
6191 - Staff Labor	\$ 1,013,921	\$ 1,388,913	1,660,000	\$ 1,660,000	\$ 1,773,975	*no new hires in 2025
6194 - Contract Labor	\$ 85,198	\$ 176,008	289,000	\$ 289,000	\$ 206,000	4 consultants (global, Cong Affairs, AOC Europe, PAC (\$18K))
Total 6190 - Personnel	\$ 1,099,119	\$ 1,564,921	1,949,000	\$ 1,949,000	\$ 1,979,975	
6200 - Facilities						
6214 - Real Estate Taxes	\$ 25,189	\$ 26,533	27,000	\$ 27,000	24,000	
6215 - Personal Property Tax	\$ 2,277	\$ 7,209	7,800	\$ 9,785	9,000	
6219 - Condo Fees/Building Fees	\$ 78,347	\$ 88,553	88,500	\$ 88,500	89,140	\$7428 per month
6290 - Repairs and Maintenance						
6290 - Repairs and Maintenance - Other	\$ -	\$ -	15,000	\$ -	5,000	Capital improvement projects - repair LVF and hvac units
6290A - Heating & A/C Maintenance/Repair	\$ 3,474	\$ 5,387	4,000	\$ 4,000	4,000	\$715 per quarter + buffer for repairs
6290C - Alarm/Security Maintenance	\$ 1,338	\$ 2,248	1,320	\$ 1,360	1,320	\$110 per mo
Total 6290 - Repairs and Maintenance						
6220 - Utilities	\$ 6,925	\$ 9,565	10,000	\$ 10,000	9,600	ave \$800 per mo
6224 - Janitorial Services	\$ 9,438	\$ 11,154	10,500	\$ 10,300	10,500	3 times per week / \$875 mo

	2022 Final	2023 Final	2024 budget	2024 Projections as of 10/21	2025 Budget	Notes
6297 - Miscellaneous Facility Expenses	\$ (44)	\$ -	-	-	-	
Total 6200 - Facilities	\$ 126,944	\$ 150,648	164,120	\$ 150,945	\$ 152,560	
6300 - Professional Development - Training & Education						
6305 - Education Marketing	\$ 1,388	\$ 255	1,000	\$ 1,000	2,500	flyers, graphic design, LinkedIn, and video production
6315 - Professional Develop. Expenses	\$ 125,340	\$ 83,911	95,000	\$ 60,000	70,000	instructor fees + 30% + \$15K travel for Lauren and Sam + course expenses
Total 6300 - Professional Development - Training & Education	\$ 126,728	\$ 84,167	96,000	\$ 61,000	72,500	
6500 - BoD Operations						
6502 - Admin - Leadership Travel	\$ -	\$ 24,938	30,000	\$ 30,000	30,000	President travel
6508 - Admin - Directors	\$ 40,049	\$ 63,954	55,000	\$ 55,000	60,000	2 face to face BOD meetings at Gaylord National (no travel to AOC Europe)
6511 - Admin - Past Presidents	\$ -	\$ -	2,000	\$ 2,000	2,000	annual pp dinner
6514 - Admin - Executive Director	\$ 281	\$ 5,920	5,000	\$ 1,000	5,000	travel to BoD mtgs, chapter meetings, prof devl, misc
6532 - EW Expert Travel	\$ -	\$ 1,259	5,000	\$ -	-	misc travel to give AOC briefs at conferences
6544 - Senior Advisory Board	\$ -	\$ -	-	\$ -	-	
Total 6500 - BoD Operations	\$ 40,330	\$ 96,071	97,000	\$ 88,000	97,000	
6695 - Advocacy and Outreach						
6699D - Podcast Marketing					2,000	graphic design, buy ads, merchandise, etc.
6696 - Government Affairs	\$ 500	\$ 155	26,000	\$ 6,000	17,250	Govt/military travel and events/activities
6698 - Industry Outreach	\$ 99,986	\$ 15,295	39,000	\$ 25,000	20,000	Industry travel and events/activities
6699 - Podcast Series	\$ 71	\$ 59,232	87,000	\$ 100,000	142,000	Podcast Series and podcast events
Total 6695 - Government/Industry Affairs	\$ 100,557	\$ 74,682	152,000	\$ 131,000	\$ 181,250	
6700 - Administration						
6706 - AOC Marketing	\$ 741	\$ 3,627	4,000	\$ 5,000	12,000	business cards; branding updates; press releases; Naylor mtgs; JED binding (\$450); name tags, etc.
6707 - Miscellaneous Staff Travel	\$ -	\$ 680	12,000	\$ 12,000	1,500	misc business development travel (Sean)
6708 - Sponsor Brochures	\$ 415	\$ 3,760	5,000	\$ 5,000	5,000	graphic design & printing (will include additional pages on partner program)
6710 - Dues/ Subscriptions - Admin	\$ 1,915	\$ 1,984	4,935	\$ 5,000	4,015	ASAE for staff (\$1495); NDIA (2*40=80); AFCEA (\$400); IAEE (\$600); PCMA (\$360x4=1440)
6716 - Staff Development	\$ 3,191	\$ 12,997	27,000	\$ 15,000	20,000	(\$1.5K per staff member includes registration fees & travel)
6718 - Office Supplies	\$ 3,786	\$ 3,366	5,000	\$ 5,000	5,000	
6720 - Office Misc.	\$ 920	\$ -	1,000	\$ 1,000	1,000	misc expenses (job postings, etc)
6722 - Software	\$ 43,013	\$ 36,108	77,050	\$ 77,050	62,138	Bloomberg 1 user (\$12,000); Tsheets(\$1.6K); adobe products (\$1300); Informz (17K); Slayte (\$21,100); \$500 misc; PCI Compliance (\$1800); grammarly (\$288); GoTo (\$2400); AI platform (\$4200)
6726 - Website Support	\$ 75	\$ 386	1,700	\$ 1,700	1,700	domain fees (\$200) plus retainer with new website (\$125 per month which includes backups, updates, etc.)
6728 - Tech Support	\$ 31,364	\$ 28,564	50,700	\$ 50,700	54,000	IT support (4500 per mo) - cyber security package, backup and disaster recovery
6732 - Database (AMS/CRM)						
6732A - CRM/AMS Fees	\$ 24,229	\$ 70,208	77,250	\$ 77,250	77,240	IMPX (\$37,240) BH (\$40K)
6732B - CRM/AMS Fees Customization	\$ 22,167	\$ 37,443	9,000	\$ 9,000	-	
6732C - New AMS consulting fees	\$ 636	\$ -	-	\$ -	-	
6734 - AOC Security (clearance expenses)	\$ 223	\$ 692	500	\$ 500	500	IdenTrust token for FSO & AFSO; fingerprint fee or travel reimbursements
6735 - Professional Fees	\$ -	\$ 69,375	-	\$ -	-	This was McKinley in 2023
6736 - Admin - Legal Fees	\$ 2,274	\$ -	4,500	\$ -	4,500	
6738 - Accounting Fees	\$ 50,100	\$ 60,557	63,000	\$ 63,000	73,200	\$6100 per mo
6738A - Accounting Technology Fees	\$ 2,820	\$ 2,820	3,000	\$ 3,000	3,300	QBO, bill.com (\$275 per mo)
6738B - Audit and Filing Fees	\$ 23,307	\$ 22,795	23,000	\$ 19,300	20,000	Audit and 990 filings
6740 - Telephone	\$ 5,949	\$ 5,880	6,500	\$ 6,500	6,300	VoIP (\$462 per mo); Mifi (\$56 per mo)
6742 - Software/Hardware/Email	\$ 782	\$ 4,116	6,600	\$ 6,600	6,900	replace 3 laptops (\$6K); WAP's (\$600); Clover (\$300)
6744 - Internet	\$ 3,093	\$ 3,654	3,780	\$ 3,780	4,400	\$365 per mo
6746 - Bank Fees	\$ 63,010	\$ 96,641	75,000	\$ 75,000	75,000	credit card, wire transfer, and bank fees
6748 - Taxes and Licenses	\$ 212	\$ 1,103	1,000	\$ 1,000	1,000	\$1K State taxes for AOC merchandise; DC and Registered Agent fees
6750 - Brokerage Fees (Schwab)	\$ 22,867	\$ 28,710	15,000	\$ 18,000	15,000	
6752 - Payroll and HR Fees	\$ 11,999	\$ 21,096	22,500	\$ 22,500	28,000	\$2333 per mo (includes HR services)
6756 - Copier Rent/Maint	\$ 5,210	\$ 4,099	3,120	\$ 3,120	3,200	\$263 per mo
6758 - Postage Machine - Lease	\$ 3,417	\$ 2,709	1,800	\$ 1,800	1,700	\$365 per quarter + buffer for toner and service
6760 - Commercial Insurance	\$ 15,879	\$ 15,840	19,000	\$ 19,000	16,500	
6762 - Workers Compensation	\$ 1,718	\$ 1,923	3,000	\$ 3,000	3,000	
6764 - AOC HQ Elections	\$ 2,923	\$ 3,353	3,500	\$ 3,500	3,500	

	2022 Final	2023 Final	2024 budget	2024 Projections as of 10/21	2025 Budget	Notes
7700 - Federal and VA UBIT Taxes	\$ 33,054	\$ (7,390)			-	UBIT taxes from podcast sales
6766 - Other - Admin	\$ 79	\$ -			-	
Total 6700 - Administration	\$ 381,368	\$ 536,898	529,435	\$ 513,300	509,593	
Total Expenses	\$ 3,041,012	\$ 4,417,348	\$ 4,897,155	\$ 4,806,582	\$ 6,001,981	
Profit/Loss	\$ 442,207	\$ 18,819	\$ (555,160)	\$ (328,886)	\$ (116,217)	