

Association of Old Crows

Budget vs. Actuals: FY_2025 - FY25 P&L

January - December 2025

	TOTAL	
	ACTUAL	BUDGET
Income		
4200 Membership		
4211 Individual Member	121,277.22	295,000.00
4213 Industry Member	146,901.14	305,000.00
4216 Group Member	16,345.00	25,000.00
Total 4200 Membership	284,523.36	625,000.00
4300 STEM & Foundation Contributions(will be transferred to the Foundation account)	1,636.00	
4400 Convention Income		
4411 Convention Registration		300,000.00
4412 Convention Sponsorship	124,642.00	260,000.00
4414 Convention Exhibits	1,181,966.53	1,421,302.00
4416 Hospitality Room Rental		45,000.00
Total 4400 Convention Income	1,306,608.53	2,026,302.00
4450 AOC Europe		
4425 AOC Europe Registration	456,014.86	226,720.00
4426 AOC Europe Sponsorship	160,151.69	152,055.00
4427 AOC Europe Exhibits	1,342,032.41	1,289,349.00
4428 AOC Europe Hospitality Rooms	1,304.00	14,000.00
4429 Upgrade Package	20,012.00	
Total 4450 AOC Europe	1,979,514.96	1,682,124.00
4500 Conference Income		
4511 Conference Registration	199,235.75	554,950.00
4511A Conference Meals	4,345.00	
Total 4511 Conference Registration	203,580.75	554,950.00
4512 Conference Sponsorship	354,081.75	379,000.00
4711C International Conferences		10,000.00
Total 4500 Conference Income	557,662.50	943,950.00
4600 Professional Development Income		
4611 PDC Registration	53,995.00	133,000.00
4612 PDC Sponsorships	50,000.00	130,000.00
Total 4600 Professional Development Income	103,995.00	263,000.00
4650 Advocacy		
4651 Advocacy Industry Partnership Projects	10,000.00	60,000.00
4652 Advocacy Sponsorship		135,000.00
Total 4650 Advocacy	10,000.00	195,000.00
4750 Royalties		
4204 AOC Spectrum Watch Newsletter		23,750.00
4205 Career Center Royalty	1,343.00	8,000.00
4218 e-Crow Royalty	6,656.02	25,000.00
4219 Industry Resources Eblast	8,893.20	40,000.00
4220 Podcast Royalty	14,535.00	61,200.00
4222 Retargeting	3,881.75	7,900.00

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4225 Show Daily Royalties (Naylor)		12,000.00
7312 JED Royalties (Naylor)	46,401.86	79,140.00
7345 JED Web Ads/Buyers Guide	3,628.10	11,200.00
Total 4750 Royalties	85,338.93	268,190.00
4760 JED Subscription		
7311 JED Subscriptions	2,475.00	5,000.00
Total 4760 JED Subscription	2,475.00	5,000.00
4850 Sales	0.00	
7320 Jewelry & Mementos	4,232.03	11,000.00
7325 History Books	580.00	1,500.00
7330 Misc Pubs		1,000.00
Total 4850 Sales	4,812.03	13,500.00
Total Income	\$4,336,566.31	\$6,022,066.00
GROSS PROFIT	\$4,336,566.31	\$6,022,066.00
Expenses		
5000 Convention		
5011 Temps & Volunteers		3,000.00
5015 Food & Beverage		460,000.00
5020 Speaker Fees		10,000.00
5025 AV Rentals		155,000.00
5035 Opening Event		5,000.00
5040 Rigging		35,000.00
5041 Electrical		5,000.00
5044 Gratuities/Licenses	574.00	2,500.00
5045 Convention Supplies		2,500.00
5050 Convention Travel		30,000.00
5051 Sponsor Branded Items		20,000.00
5052 Photography		7,000.00
5053 Video Production		3,000.00
5054 Entertainment/Decor		40,000.00
5059 Freight Shipping Courier		1,000.00
5062 Print/ Design - Onsite Program		6,500.00
5063 Convention Marketing		10,000.00
5064 Registration Service		35,000.00
5065 General Contractor		27,500.00
5066 Conv Show Daily		20,000.00
5067 Learning Center		3,000.00
5069 Cleaning Services		15,000.00
5074 Symp Speaker Expenses		1,500.00
5076 Security Guards		18,000.00
5078 Convention Software	13,840.00	18,470.00
5080 OnSite Phone / Internet		2,500.00

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5082 Medical Services		5,500.00
5084 Miscellaneous	122.94	1,000.00
Total 5000 Convention	14,536.94	942,970.00
5099 AOC Europe Expenses		
5011E Temps & Volunteers	5,758.50	6,000.00
5015E Food & Beverage	212,140.80	120,000.00
5025E AV Rentals	62,875.94	14,000.00
5030E Facility Rent	291,067.65	250,700.00
5035E Opening Event		25,000.00
5041E Electrical	21,040.00	
5045E Supplies AOC Europe	113.50	2,000.00
5050E Travel AOC Europe	42,776.27	57,000.00
5052E Photography		8,000.00
5054E Entertainment/Decor		5,000.00
5059E Freight Shipping Courier		3,000.00
5062E Print/Design - Onsite Program	5,143.80	5,000.00
5063E Marketing	721.00	5,000.00
5064E Registration Service	33,658.71	35,000.00
5065E General Contractor	119,902.22	135,000.00
5069E Cleaning Services	8,632.00	6,500.00
5074E Symp Speaker Expenses	674.50	5,400.00
5076E Security Guards	5,342.40	20,000.00
5078E Software AOC Europe	5,896.05	18,470.00
5080E OnSite Phone / Internet	3,632.00	6,000.00
5082E Medical Services	5,905.60	2,500.00
5083E International Insurance	5,950.00	5,950.00
5084E Miscellaneous	16,062.01	15,000.00
Total 5099 AOC Europe Expenses	847,292.95	750,520.00
5100 Conference		
5105 Conference Marketing	1,202.25	6,500.00
5115 Conference Expenses		575,418.00
5115A Meeting Expenses (Facility/AV/Rentals/Buses)	117,747.76	
5115B Food & Beverage/Reception Costs	133,213.24	
5115C Travel	16,092.25	
5115D Supplies/Agendas/Signs	11,718.19	
5115E Shipping	1,888.73	
5115F Miscellaneous	4,672.84	
Total 5115 Conference Expenses	285,333.01	575,418.00
5120 International Conference Expenses	15.00	11,500.00
Total 5100 Conference	286,550.26	593,418.00
5200 Membership services		
5205 COGS - Jewelry & Mementos	146.75	9,500.00
5211 Membership Marketing	3,009.27	15,000.00

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5212 Membership Tradeshows	26,278.45	50,000.00
5220 Chapter Support		
5220A Chapter Awards		6,000.00
5220B Chapter Startup	1,327.58	5,000.00
5220D Chapter Rebates		55,000.00
5220E Region Director Travel	1,484.01	10,000.00
Total 5220 Chapter Support	2,811.59	76,000.00
5223 Dues Notices	6,753.23	20,000.00
5226 Awards Programs		
5226A Awards Cost/Shipping		12,000.00
Total 5226 Awards Programs		12,000.00
5241 Membership Travel	7,962.00	10,000.00
5244 Postage	9,293.18	23,000.00
5245 International JED Shipping	5,772.00	54,000.00
Total 5200 Membership services	62,026.47	269,500.00
5500 STEM & Foundation Expenses	0.00	
5505 Educational Foundation	2,569.43	
Total 5500 STEM & Foundation Expenses (will be transferred from the Foundation Account)	2,569.43	
6100 Fringe Benefits		
6110 Fringe Benefits-FICA/Medicare	49,666.58	146,550.00
6115 Fringe Benefits - FUTA	248.75	2,800.00
6118 Fringe Benefits - SUTA	2,282.27	2,000.00
6120 Fringe Benefits-Medical Insuran	77,084.20	197,060.00
6125 Fringe Benefits - Vision	693.07	2,000.00
6130 Fringe Benefits-Retirement Plan	0.00	57,486.00
6145 Fringe Benefits-Staff Welfare	760.50	5,000.00
6147 Fringe Benefits - Staff Bonuses	0.00	36,000.00
6148 Fringe Benefits - Commissions	19,284.00	15,000.00
6150 Fringe Benefits - Life/Disabili	6,457.88	15,934.00
Total 6100 Fringe Benefits	156,477.25	479,830.00
6190 Labor		
6191 COGS - Direct Labor	358,617.83	1,883,142.00
6192 COGS Direct Labor - Foundation/STEM	0.00	
6193 Admin - Labor	238,658.54	
6194 Contract Labor	56,865.00	206,000.00
Total 6190 Labor	654,141.37	2,089,142.00
6200 Facilities		
6214 Real Estate Taxes	11,555.37	24,000.00
6215 Personal Property Tax		9,000.00
6219 Condo Fees/Building Fees	28,402.00	89,140.00
6220 Utilities	3,236.41	9,600.00
6224 Janitorial	3,432.00	10,500.00

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6290 Repairs and Maintenance		5,000.00
6290A Heating & A/C Maintanace/Repair	1,425.00	4,000.00
6290C Fire Alarm/Security Maintanece	641.96	1,320.00
Total 6290 Repairs and Maintenance	2,066.96	10,320.00
Total 6200 Facilities	48,692.74	152,560.00
6300 Professional development		
6305 Education Marketing	159.67	2,500.00
6315 Professional Develop. Expenses		70,000.00
6315A Meeting Expenses	4,648.25	
6315C Travel	557.61	
6315D Supplies	3,114.79	
6315E Shipping	362.63	
Total 6315 Professional Develop. Expenses	8,683.28	70,000.00
Total 6300 Professional development	8,842.95	72,500.00
6500 BoD Operations		
6502 Leadership Travel	2,164.50	30,000.00
6508 Directors	4,617.19	60,000.00
6511 Past President Comm		2,000.00
6514 Executive Director	3,027.37	5,000.00
Total 6500 BoD Operations	9,809.06	97,000.00
6695 Advocacy & Outreach		
6696 Government Affairs		
6696A Travel	1,349.00	17,250.00
6696C Misc	24.15	
Total 6696 Government Affairs	1,373.15	17,250.00
6698 Industry Outreach		
6698A Travel	9,121.57	20,000.00
6698B Expenses	210.35	
Total 6698 Industry Outreach	9,331.92	20,000.00
6699 Podcast Series		
6699A Travel	500.88	
6699B Services	122,820.00	142,000.00
6699D Podcast Marketing	182.12	2,000.00
6699E Podcast Publicity	181.00	
Total 6699 Podcast Series	123,684.00	144,000.00
Total 6695 Advocacy & Outreach	134,389.07	181,250.00
6700 Administration		
6706 AOC Marketing	2,798.15	12,000.00
6707 Miscellaneous Travel	399.98	1,500.00
6708 Sponsor Brochures	255.38	5,000.00
6710 Dues/ Subscriptions		4,015.00
6716 Staff Development	3,731.28	20,000.00

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6718 Supplies	3,271.84	5,000.00
6720 Office Misc	553.93	1,000.00
6722 Software	51,197.44	62,138.00
6726 Website Support	1,449.88	1,700.00
6728 Tech Support	18,738.92	54,000.00
6732 AMS	12,413.36	
6732A CRM/AMS Fees	23,103.73	77,240.00
Total 6732 AMS	35,517.09	77,240.00
6734 AOC Security	297.00	500.00
6736 Legal Fees		4,500.00
6738 Accounting Fees	47,851.40	73,200.00
6738A Technology Fees	495.00	3,300.00
6738B Audit & Filing Fees	15,000.00	20,000.00
Total 6738 Accounting Fees	63,346.40	96,500.00
6740 Telephone	1,174.75	6,300.00
6742 Software/Hardware/Email	458.79	6,900.00
6744 Internet	3,994.33	4,400.00
6746 Bank Fees	41,990.27	75,000.00
6748 Taxes and Licenses	211.35	1,000.00
6750 Brokerage Fees	8,779.33	15,000.00
6752 Payroll Fees	11,813.55	28,000.00
6756 Copier Rent/Maint	1,129.18	3,200.00
6758 Postage - Lease	751.80	1,700.00
6760 Commercial Insurance	5,408.36	16,500.00
6762 Workers Compensation	799.61	3,000.00
6764 AOC National Elections		3,500.00
Total 6700 Administration	258,068.61	509,593.00
6850 Depreciation/Amortization		
6857 Depreciation-Equip	4,287.21	
6859 Depreciation-F & F	4,768.56	
6860 Depreciation-Condo	21,600.68	
6861 Depreciation-Software	15,076.68	
Total 6850 Depreciation/Amortization	45,733.13	
Total Expenses	\$2,529,130.23	\$6,138,283.00
NET OPERATING INCOME	\$1,807,436.08	\$ -116,217.00
Other Income		
7000 Other Income	500.08	
7201 Gain (Loss) on Foreign Exchanges	-2,653.27	
Investment Income		
7305 Interest/Investment Income	35,430.89	
7310 Gain (Loss) on Investments	-94,292.01	
7314 Realized gain/loss	92,375.32	

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	TOTAL	
	ACTUAL	BUDGET
Total Investment Income	33,514.20	
Total 7000 Other Income	31,361.01	
Total Other Income	\$31,361.01	\$0.00
Other Expenses		
Ask My Accountant	159.12	
Total Other Expenses	\$159.12	\$0.00
NET OTHER INCOME	\$31,201.89	\$0.00
NET INCOME	\$1,838,637.97	\$ -116,217.00