

# ACTO

## PROFIT AND LOSS REPORT

January - December 2019

	TOTAL
Revenue	
2019 Conference	
2019 Conference Live Stream	249.00
2019 Sponsorships	
Celebration Package	0.00
Celebration Speaker	5,100.00
Challenge Package	7,500.00
Diversity Package	-1,000.00
Illumination	6,000.00
<b>Total 2019 Sponsorships</b>	<b>17,600.00</b>
Conference fees	
1 Day member	325.00
1 Day non-member	1,050.00
2 Day Member	650.00
2 Day non-member	700.00
Board Member Discount Fee	2,100.00
Board Member Discount Fee 725	1,450.00
Dinner/Entertainment	325.00
Holiday Sale Fee	0.00
Member Discount	7,425.00
Member Regular rate	1,850.00
Non Member Discount	7,400.00
Speaker Fee	2,175.00
Super Early Discount	
Super Early Discount Deposit	-1,500.00
Super Early Discount Remainder	4,275.00
<b>Total Super Early Discount</b>	<b>2,775.00</b>
Volunteer Rate	2,175.00
<b>Total Conference fees</b>	<b>30,400.00</b>
<b>Total 2019 Conference</b>	<b>48,249.00</b>
2020 Conference Income	
2020 Sponsorships	0.00
Exploration Package	350.00
<b>Total 2020 Sponsorships</b>	<b>350.00</b>
Member Discount	1,790.00

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Super Early Discount	
Deposit	9,000.00
Full Super Early Discount	1,590.00
Remainder	545.00
<b>Total Super Early Discount</b>	<b>11,135.00</b>
<b>Total 2020 Conference Income</b>	<b>13,275.00</b>
Administration Fee	150.00
Membership	
Membership Dues	33,900.00
<b>Total Membership</b>	<b>33,900.00</b>
Monthly Forum Income	700.00
<b>Total Revenue</b>	<b>\$96,274.00</b>
<b>GROSS PROFIT</b>	<b>\$96,274.00</b>
Expenditures	
ACTO Conference	
2019 Conference	
2019 Conference Venue	40,911.81
Conference Advertising	200.00
Conference Streaming/Recording	14,484.13
Conference Supplies (2019)	1,785.83
Entertainment	1,227.78
Interpreters	3,129.29
Keynote Speaker	7,048.15
Social Media Marketing	1,946.45
Travel Grants 2019	5,981.04
<b>Total 2019 Conference</b>	<b>76,714.48</b>
2020 Conference	
2020 Conference Venue	500.00
<b>Total 2020 Conference</b>	<b>500.00</b>
<b>Total ACTO Conference</b>	<b>77,214.48</b>
Gifts	104.44
Insurance	
Liability Insurance	1,794.00
<b>Total Insurance</b>	<b>1,794.00</b>
Miscellaneous Expense	0.00
Operations	
Bank Service Charges	182.47
PayPal/Merchant Fees	3,171.27
<b>Total Bank Service Charges</b>	<b>3,353.74</b>
CCE application fees	600.00

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	TOTAL
Internet	
Basecamp	418.00
Constant Contact	669.50
Domain Set Up & Hosting	297.46
Website Maintenance	2,204.75
Zoom	579.90
<b>Total Internet</b>	<b>4,169.61</b>
Virtual Assistant	24,724.80
<b>Total Operations</b>	<b>32,848.15</b>
Professional Fees	
Accounting	300.00
Consulting	12,100.00
<b>Total Professional Fees</b>	<b>12,400.00</b>
Scholarships	4,000.00
Translating Services	150.00
Travel Reimbursements	707.53
<b>Total Expenditures</b>	<b>\$129,218.60</b>
NET OPERATING REVENUE	<b>\$ -32,944.60</b>
Other Revenue	
Interest Income	5.42
<b>Total Other Revenue</b>	<b>\$5.42</b>
Other Expenditures	
Federal Tax Withheld	1.25
<b>Total Other Expenditures</b>	<b>\$1.25</b>
NET OTHER REVENUE	<b>\$4.17</b>
NET REVENUE	<b>\$ -32,940.43</b>