Ohio Association of Broadcasters
Profit & Loss Budget Performance
August 2023

	Jan - Aug 23	YTD Budget	Variance	Annual Budget
Ordinary Income/Expense				
Income				
4000 · Member Dues Income				
4001 · Dues January - December	161,115.00	166,500.00	-5,385.00	166,500.00
4003 · New member dues	610.00	500.00	110.00	500.00
Total 4000 · Member Dues Income	161,725.00	167,000.00	-5,275.00	167,000.00
4010 · NCSA Income	345,891.00	442,700.00	-96,809.00	737,800.00
4020 · Other Membership programs	7,208.40	6,500.00	708.40	6,500.00
4040 · Seminar income				
4041 · Engineering Registration fees	5,310.00	5,160.00	150.00	8,600.00
4042 · Eng Exhibitor Fees	28,555.00	24,000.00	4,555.00	25,700.00
4043 · Engineering Sponsorship	7,250.00	9,000.00	-1,750.00	33,000.00
4044 · Sales Seminar Registration	690.00	1,000.00	-310.00	7,500.00
4051 · Executive Forum registrations	0.00	6,000.00	-6,000.00	6,000.00
4052 · Executive Forum sponsorships	0.00	15,000.00	-15,000.00	15,000.00
Total 4040 · Seminar income	41,805.00	60,160.00	-18,355.00	95,800.00
4112 · Alloc from investment reserves	44,400.00	44,400.00	0.00	66,600.00
Total Income	601,029.40	720,760.00	-119,730.60	1,073,700.00
Expense				
5000 · Salary & Benefits				
5010 · Salaries	209,751.30	208,933.32	817.98	313,400.00
5020 · Payroll taxes	16,703.51	15,766.68	936.83	23,650.00
5025 · Workers' Compensation	145.00	150.00	-5.00	150.00
5030 · Health Insurance	16,859.90	17,400.00	-540.10	26,100.00
5040 · 401K Plan	14,420.11	16,266.68	-1,846.57	24,400.00
5050 · Temp Labor	0.00	0.00	0.00	1,800.00
5060 · Payroll Processing	1,587.06	1,533.32	53.74	2,300.00
Total 5000 · Salary & Benefits	259,466.88	260,050.00	-583.12	391,800.00
5080 · ABIP Net of Revenue				
4030 · ABIP Inspection Fees - Income	-15,070.00	-14,000.00	-1,070.00	-21,000.00
5210 · ABIP Inspection Fees - Expenses	11,775.00	12,600.00	-825.00	18,900.00
5215 · ABIP Expense Reimbursement	1,432.89	1,400.00	32.89	2,100.00
Total 5080 · ABIP Net of Revenue	-1,862.11	0.00	-1,862.11	0.00
5100 · Professional & Consulting				
5110 · Legal expenses	67,169.36	72,000.00	-4,830.64	109,600.00
5120 · Accounting fees	28,972.96	31,000.00	-2,027.04	42,500.00
5130 · Consulting/Strategic	0.00	5,333.32	-5,333.32	8,000.00
5140 · Lobbying expense	36,880.00	36,866.68	13.32	55,300.00
Total 5100 · Professional & Consulting	133,022.32	145,200.00	-12,177.68	215,400.00
5200 · NCSA / PEP Programs				
5220 · NCSA expenses	29,545.24	39,200.00	-9,654.76	58,800.00
Total 5200 · NCSA / PEP Programs	29,545.24	39,200.00	-9,654.76	58,800.00

	Jan - Aug 23	YTD Budget	Variance	Annual Budget
5320 · Training & Seminars				
5310 · Executive Forum	0.00	32,000.00	-32,000.00	32,000.00
5321 · Engineering	39,751.56	40,000.00	-248.44	75,000.00
5322 · Management	0.00	2,900.00	-2,900.00	2,900.00
5323 · Sales	34,138.40	40,000.00	-5,861.60	53,400.00
5327 · HR/Operations	0.00	500.00	-500.00	1,500.00
5328 · News	5,200.00	500.00	4,700.00	1,300.00
5329 · DEI Trainings & Programs	13,442.50	15,000.00	-1,557.50	31,500.00
Total 5320 · Training & Seminars	92,532.46	130,900.00	-38,367.54	197,600.00
5330 · Meetings				
5330 - Board Meetings	29,503.15	23,000.00	6,503.15	29,000.00
5350 · Other Meetings	15,189.49	13,000.00	2,189.49	20,500.00
5360 · Legislative Meetings	0.00	1,000.00	-1,000.00	1,500.00
Total 5330 · Meetings	44,692.64	37,000.00	7,692.64	51,000.00
5400 · Marketing & Communications				
5410 · Design	255.00	1,666.68	-1,411.68	2,500.00
5420 · Printing	1,148.02	1,000.00	148.02	1,500.00
5430 · Postage & Shipping	1,158.42	3,333.32	-2,174.90	5,000.00
5450 · Member Resources	3,190.78	1,866.68	1,324.10	2,800.00
5460 · Marketing and Promotion	0.00	1,000.00	-1,000.00	1,500.00
5480 · Localism Initiative	0.00	1,333.32	-1,333.32	2,000.00
Total 5400 · Marketing & Communications	5,752.22	10,200.00	-4,447.78	15,300.00
6000 · Administrative				
6010 · Rent	26,812.64	26,800.00	12.64	40,200.00
6020 · Insurance	6,481.00	5,900.00	581.00	5,900.00
6030 · Phone, Internet and Cable	3,629.10	3,480.00	149.10	5,220.00
6040 · Office Supplies	232.32	666.68	-434.36	1,000.00
6045 · Office Equipment	1,588.74	2,600.00	-1,011.26	3,900.00
6050 · Repairs & Maintenance	0.00	333.32	-333.32	500.00
6060 · Auto Lease & Maintenance	4,738.57	4,546.68	191.89	6,820.00
6070 · Parking	4,779.00	4,866.68	-87.68	7,300.00
6080 · Network & Website Support	16,640.25	19,346.68	-2,706.43	29,020.00
6100 · Credit Card Processing	2,443.30	2,000.00	443.30	3,000.00
6110 · Bank Service Charges	366.50	426.68	-60.18	640.00
6120 · Other Administrative Expenses	2,095.68	1,733.32	362.36	2,600.00
Total 6000 · Administrative	69,807.10	72,700.04	-2,892.94	106,100.00
6200 · Other Expenses				
6210 · Dues & Subscriptions	5,070.00	4,066.68	1,003.32	6,100.00
6220 · Travel & Lodging	4,720.44	5,933.32	-1,212.88	8,900.00
6230 · Meals & Entertainment	1,064.98	2,000.00	-935.02	3,000.00
6240 · Staff Training & Development	348.50	1,333.32	-984.82	2,000.00
6250 · Sponsorships & Contributions	2,000.00	6,000.00	-4,000.00	9,000.00
6260 · Recognition	370.85	1,000.00	-629.15	1,500.00
Total 6200 · Other Expenses	13,574.77	20,333.32	-6,758.55	30,500.00
6500 · Depreciation				
6520 · Computer Equipment and IT	2,577.52	2,600.00	-22.48	3,900.00
Total 6500 · Depreciation	2,577.52	2,600.00	-22.48	3,900.00
Total Expense	649,109.04	718,183.36	-69,074.32	1,070,400.00
Net Ordinary Income	-48,079.64	2,576.64	-50,656.28	3,300.00

	Jan - Aug 23	YTD Budget	Variance	Annual Budget
Other Income/Expense				
Other Income				
4100 · Dividends Income	18,677.82	0.00	18,677.82	0.00
4113 · Investment Reserves	-44,400.00	0.00	-44,400.00	0.00
4115 · Short Term Capital Gains	0.00	0.00	0.00	0.00
4120 · Realized gains/loss investments	-69,988.94	0.00	-69,988.94	0.00
4130 · Unrealized gain/loss investment	181,830.30	0.00	181,830.30	0.00
6270 · Investment Management Fees	-8,036.62	0.00	-8,036.62	0.00
Total Other Income	78,082.56	0.00	78,082.56	0.00
Net Other Income	78,082.56	0.00	78,082.56	0.00
Net Income	**30,002.92**	**2,576.64**	**27,426.28**	**3,300.00**