

Ohio Association of Broadcasters
Profit & Loss Budget Performance
 January through December 2023

	Jan - Dec 23	Forecast	Over (under) Forecast	Budget	Over (under) Budget
Ordinary Income/Expense					
Income					
4000 · Member Dues Income					
4001 · Dues January - December	167,005.00	168,515.00	-1,510.00	166,500.00	505.00
4003 · New member dues	610.00	610.00	0.00	500.00	110.00
Total 4000 · Member Dues Income	167,615.00	169,125.00	-1,510.00	167,000.00	615.00
4010 · NCSA Income	605,645.45	605,800.00	-154.55	737,800.00	-132,154.55
4020 · Other Membership programs	7,400.30	7,400.00	0.30	6,500.00	900.30
4040 · Seminar income					
4041 · Engineering Registration fees	10,015.00	10,015.00	0.00	8,600.00	1,415.00
4042 · Eng Exhibitor Fees	29,315.00	29,315.00	0.00	25,700.00	3,615.00
4043 · Engineering Sponsorship	32,950.00	32,950.00	0.00	33,000.00	-50.00
4044 · Sales Seminar Registration	4,470.00	4,470.00	0.00	7,500.00	-3,030.00
4051 · Executive Forum registrations	0.00	0.00	0.00	6,000.00	-6,000.00
4052 · Executive Forum sponsorships	0.00	0.00	0.00	15,000.00	-15,000.00
Total 4040 · Seminar income	76,750.00	76,750.00	0.00	95,800.00	-19,050.00
4090 · Miscellaneous Income	5,673.52	5,670.00	3.52		5,673.52
4112 · Alloc from investment reserves	66,600.00	66,600.00	0.00	66,600.00	0.00
Total Income	929,684.27	931,345.00	-1,660.73	1,073,700.00	-144,015.73
Expense					
5000 · Salary & Benefits					
5010 · Salaries	318,819.32	318,500.00	319.32	313,400.00	5,419.32
5020 · Payroll taxes	23,937.12	22,955.00	982.12	23,650.00	287.12
5025 · Workers' Compensation	145.00	145.00	0.00	150.00	-5.00
5030 · Health Insurance	24,946.56	25,325.00	-378.44	26,100.00	-1,153.44
5040 · 401K Plan	23,343.74	23,000.00	343.74	24,400.00	-1,056.26
5050 · Temp Labor	742.50	745.00	-2.50	1,800.00	-1,057.50
5060 · Payroll Processing	2,367.81	2,475.00	-107.19	2,300.00	67.81
Total 5000 · Salary & Benefits	394,302.05	393,145.00	1,157.05	391,800.00	2,502.05
5080 · ABIP Net of Revenue					
4030 · ABIP Inspection Fees - Income	-13,915.00	-20,500.00	6,585.00	-21,000.00	7,085.00
5210 · ABIP Inspection Fees - Expenses	12,725.00	18,000.00	-5,275.00	18,900.00	-6,175.00
5215 · ABIP Expense Reimbursement	1,474.81	2,000.00	-525.19	2,100.00	-625.19
Total 5080 · ABIP Net of Revenue	284.81	-500.00	784.81	0.00	284.81
5100 · Professional & Consulting					
5110 · Legal expenses	120,894.83	120,200.00	694.83	109,600.00	11,294.83
5120 · Accounting fees	39,052.71	40,500.00	-1,447.29	42,500.00	-3,447.29
5130 · Consulting/Strategic	1,000.00	3,000.00	-2,000.00	8,000.00	-7,000.00
5140 · Lobbying expense	55,320.00	55,300.00	20.00	55,300.00	20.00
Total 5100 · Professional & Consulting	216,267.54	219,000.00	-2,732.46	215,400.00	867.54

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5200 · NCSA / PEP Programs					
5220 · NCSA expenses	59,312.21	65,800.00	-6,487.79	58,800.00	512.21
Total 5200 · NCSA / PEP Programs	59,312.21	65,800.00	-6,487.79	58,800.00	512.21
5320 · Training & Seminars					
5310 · Executive Forum	0.00	0.00	0.00	32,000.00	-32,000.00
5321 · Engineering	79,738.14	79,200.00	538.14	75,000.00	4,738.14
5322 · Management	12,019.48	13,000.00	-980.52	8,000.00	4,019.48
5323 · Sales	50,500.19	49,000.00	1,500.19	53,400.00	-2,899.81
5327 · HR/Operations	975.00	1,000.00	-25.00	1,500.00	-525.00
5328 · News	1,734.00	2,000.00	-266.00	1,300.00	434.00
5329 · DEI Trainings & Programs	17,426.58	17,700.00	-273.42	31,500.00	-14,073.42
Total 5320 · Training & Seminars	162,393.39	161,900.00	493.39	202,700.00	-40,306.61
5330 · Meetings					
5330 · Board Meetings	33,736.99	33,160.00	576.99	29,000.00	4,736.99
5350 · Other Meetings	12,299.44	11,700.00	599.44	14,500.00	-2,200.56
5360 · Legislative Meetings	0.00	0.00	0.00	1,500.00	-1,500.00
Total 5330 · Meetings	46,036.43	44,860.00	1,176.43	45,000.00	1,036.43
5400 · Marketing & Communications					
5410 · Design	570.00	2,000.00	-1,430.00	2,500.00	-1,930.00
5420 · Printing	1,470.85	1,200.00	270.85	1,500.00	-29.15
5430 · Postage & Shipping	3,811.51	5,000.00	-1,188.49	5,000.00	-1,188.49
5450 · Member Resources	7,074.94	7,170.00	-95.06	2,800.00	4,274.94
5460 · Marketing and Promotion	757.37	500.00	257.37	1,500.00	-742.63
5480 · Localism Initiative	0.00	0.00	0.00	2,000.00	-2,000.00
Total 5400 · Marketing & Communications	13,684.67	15,870.00	-2,185.33	15,300.00	-1,615.33
6000 · Administrative					
6010 · Rent	39,887.64	40,220.00	-332.36	40,200.00	-312.36
6020 · Insurance	6,195.00	6,200.00	-5.00	5,900.00	295.00
6030 · Phone, Internet and Cable	5,356.30	5,300.00	56.30	5,220.00	136.30
6040 · Office Supplies	1,939.53	1,000.00	939.53	1,000.00	939.53
6045 · Office Equipment	3,777.66	3,400.00	377.66	3,900.00	-122.34
6050 · Repairs & Maintenance	0.00	0.00	0.00	500.00	-500.00
6060 · Auto Lease & Maintenance	7,994.82	8,000.00	-5.18	6,820.00	1,174.82
6070 · Parking	7,257.00	7,250.00	7.00	7,300.00	-43.00
6080 · Network & Website Support	25,255.89	26,100.00	-844.11	29,020.00	-3,764.11
6100 · Credit Card Processing	3,293.17	3,400.00	-106.83	3,000.00	293.17
6110 · Bank Service Charges	554.50	550.00	4.50	640.00	-85.50
6120 · Other Administrative Expenses	3,176.33	3,150.00	26.33	2,600.00	576.33
Total 6000 · Administrative	104,687.84	104,570.00	117.84	106,100.00	-1,412.16
6200 · Other Expenses					
6210 · Dues & Subscriptions	6,090.00	6,500.00	-410.00	6,100.00	-10.00
6220 · Travel & Lodging	6,805.96	6,000.00	805.96	8,900.00	-2,094.04
6230 · Meals & Entertainment	1,932.96	2,500.00	-567.04	3,000.00	-1,067.04

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6240 - Staff Training & Development	736.88	1,000.00	-263.12	2,000.00	-1,263.12
6250 - Sponsorships & Contributions	7,500.00	7,500.00	0.00	9,000.00	-1,500.00
6260 - Recognition	2,404.07	1,500.00	904.07	1,500.00	904.07
Total 6200 - Other Expenses	25,469.87	25,000.00	469.87	30,500.00	-5,030.13
6500 - Depreciation					
6520 - Computer Equipment and IT	3,866.28	3,866.00	0.28	3,900.00	-33.72
Total 6500 - Depreciation	3,866.28	3,866.00	0.28	3,900.00	-33.72
Total Expense	1,026,305.09	1,033,511.00	-7,205.91	1,069,500.00	-43,194.91
Net Ordinary Income	-96,620.82	-102,166.00	5,545.18	4,200.00	-100,820.82