

International Test & Evaluation Association

Profit & Loss Budget Overview

January through December 2018

	Jan - Dec 18
Income	
Certification Revenue	5,000.00
Tutorial Revenue	
18 Tutorials	
Nov, Symposium-CA	12,000.00
May, TIW-NV	12,000.00
Mar, Cyber-FL	7,000.00
Jan, SoS-DETEW-NM	7,000.00
Total 18 Tutorials	38,000.00
Total Tutorial Revenue	38,000.00
Journal Revenue	
Advertising	
2018-4 Dec Issue	2,000.00
2018-3 Sept Issue	3,200.00
2018-2 June Issue	3,200.00
2018-1 March Issue	3,200.00
2017-4 Dec Issue	1,200.00
Total Advertising	12,800.00
Subscriptions	2,000.00
Total Journal Revenue	14,800.00
Membership Revenue	
Corporate	80,000.00
Individual	60,000.00
Total Membership Revenue	140,000.00
Symposium Revenue	
2018-CA	190,000.00
Total Symposium Revenue	190,000.00
Workshop Revenue	
18 Workshops	
05-May, TIW-NV	150,000.00
03-Mar, Cyber-FL	50,000.00
01-Jan, SoS/DE-NM	40,000.00
Total 18 Workshops	240,000.00
Total Workshop Revenue	240,000.00
Total Income	627,800.00
Gross Profit	627,800.00
Expense	
Certification Expense	
Bank Processing Fee	80.00
Certification Expense - Other	220.00
Total Certification Expense	300.00
Rent	2,800.00
Tutorial Expense	
18 Tutorials	
Nov, Sym-CA	80.00
May, TIW-NV	70.00
Mar, Cyber-FL	45.00
Jan, SoS/DETEW-NM	40.00
Total 18 Tutorials	235.00
Total Tutorial Expense	235.00

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Administration	
Board of Directors	
Board Committees	
Board Comm - Awards	2,200.00
Total Board Committees	2,200.00
Board Resource Materials	400.00
Board Meetings	400.00
Total Board of Directors	3,000.00
Insurance Expense	4,000.00
Bank Charges	600.00
Professional Services	
Legal Services	80.00
Accounting Services	80.00
Total Professional Services	160.00
Telephone/Internet	4,200.00
Total Administration	11,960.00
Chapter Expense	
Bank Processing Fee	60.00
Chapter Travel	1,000.00
Total Chapter Expense	1,060.00
Corporate Member Expense	
Corporate Member Directory	4,000.00
Bank Processing Fees	1,200.00
Mailings	300.00
Total Corporate Member Expense	5,500.00
Journal Expense	
Bank Processing Fee	400.00
Press	12,000.00
Composition	30,000.00
Web Site Files	3,000.00
Mailing	6,000.00
Printing	6,000.00
Total Journal Expense	57,400.00
Membership Expense	
Membership Database AMS	4,200.00
Bank Processing Fees	1,800.00
Membership Invoices	8,000.00
Total Membership Expense	14,000.00
Payroll and Benefits	
Staff Payroll	
Taxes	
State Unemploy Ins (SUI)	600.00
Workers Comp	145.00
FICA & Medicare	10,440.00
Fed Unemploy Ins (FUTA)	42.00
Total Taxes	11,227.00
Bonuses	8,000.00
Salaries	157,368.00
Total Staff Payroll	176,595.00
Employee Benefits	
Health Insurance	15,000.00

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Life/LTD/STD Insurance	1,185.96
Retirement Plan IRA/401K	6,294.72
Total Employee Benefits	22,480.68
Payroll Administration	2,894.64
Total Payroll and Benefits	201,970.32
Scholarship Expense	
Chap Sch	48,000.00
Total Scholarship Expense	48,000.00
Symposium Expenses	
2018-CA	100,000.00
Total Symposium Expenses	100,000.00
Tax	
Property	50.00
State (State Tax)	25.00
Total Tax	75.00
Web Site	
Web site development	35,000.00
Hosting	300.00
Domain Name Registration	8.98
Technical Services	1,500.00
Total Web Site	36,808.98
Workshop Expense	
18 Workshops	
05-May, TIW-NV	60,000.00
03-Mar, Cyber-FL	25,000.00
01-Jan, SoS/DE-NM	30,000.00
Total 18 Workshops	115,000.00
Total Workshop Expense	115,000.00
Total Expense	595,109.30
Net Income	32,690.70