

2023-2024 Budget -- FACC Fall Academy

	August 2019 - July 2020 Budget	August 2019 - July 2020 Actual	August 2020 - July 2021 Budget	August 2020 - July 2021 Actual	August 2021 - July 2022 Budget	August 2021 - July 2022 Actual	August 2022 - July 2023 Budget	August 2022 - July 2023 Actual	August 2023 - July 2024 Budget	August 2023 - July 2024 Actual
REVENUE										
FACC Fall Academy Registrants	Daytona 19	Daytona 19	Lake Mary 20	VIRTUAL	Daytona 21	Daytona 21	Lake Mary 22	Lake Mary 22	Daytona 23	Daytona 23
	Shores	Shores	Mariott		Shores	Shores	Marriott	Marriott	Shores	Shores
1st Year Members @ \$400/\$450 (40)	\$15,500.00	\$18,400.00	\$15,500.00	\$15,600.00	\$15,500.00	\$9,725.00	\$16,000.00	\$21,200.00	\$16,000.00	
2nd Year Members @ \$400/\$450 (35)	\$14,000.00	\$8,875.00	\$14,000.00	\$9,950.00	\$14,000.00	\$10,150.00	\$14,000.00	\$9,375.00	\$14,000.00	
3rd Year Members @ \$400/\$450 (30)	\$12,000.00	\$8,450.00	\$12,000.00	\$8,300.00	\$12,000.00	\$9,735.00	\$12,000.00	\$9,750.00	\$12,000.00	
Associate Member @ \$425/\$475 (8)	\$3,000.00	\$7,700.00	\$3,000.00	\$6,150.00	\$3,000.00	\$5,125.00	\$3,400.00	\$4,725.00	\$3,400.00	
Advanced Members @ \$425/\$475 (42)	\$18,000.00	\$29,525.00	\$18,000.00	\$19,350.00	\$18,000.00	\$23,550.00	\$17,850.00	\$19,950.00	\$18,000.00	
Adv Assoc Member @ \$400/\$450	\$400.00	\$400.00	\$400.00	\$0.00	\$400.00	\$0.00	\$400.00	\$400.00	\$400.00	
Non-Member @ \$475/\$500	\$0.00	\$4,800.00	\$0.00	\$1,050.00	\$0.00	\$2,425.00	\$0.00	\$2,850.00	\$0.00	
Adv Non Member @ \$450/\$500	\$0.00	\$2,250.00	\$0.00	\$350.00	\$0.00	\$900.00	\$0.00	\$450.00	\$0.00	
Cancellation Fees & Misc. \$50 (4)	\$100.00	\$175.00	\$100.00	\$125.00	\$100.00	\$150.00	\$100.00	\$300.00	\$200.00	
Guest fee @ \$200	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
One Day Tickets	\$500.00	\$1,025.00	\$500.00	\$1,800.00	\$500.00	\$350.00	\$500.00	\$500.00	\$500.00	
Extra Lunch Ticket @ \$45 (2)	\$90.00	\$0.00	\$90.00	\$0.00	\$90.00	\$0.00	\$90.00	\$0.00	\$90.00	
Pre-Con Athenian @ \$100 (30)	\$0.00	\$0.00	\$0.00	\$0.00	\$3,000.00	\$2,900.00	\$3,000.00	\$2,700.00	\$3,000.00	
Clerks' Night Out @ \$15 (30)	\$0.00	\$0.00	\$0.00	\$0.00	\$450.00	\$780.00	\$450.00	\$850.00	\$0.00	
Adjustment	\$0.00	\$1,520.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
Administrative Fees	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
Total Revenue	\$63,590.00	\$83,120.00	\$63,590.00	\$62,675.00	\$67,040.00	\$65,790.00	\$67,790.00	\$73,050.00	\$67,590.00	
Hotel Commission	\$5,000.00	\$8,221.20	\$5,000.00	\$0.00	\$5,000.00	\$6,741.40	\$4,000.00	\$0.00	\$5,000.00	
Room Credits (1/40)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
Sponsorships (neck wallets)	\$1,500.00	\$1,500.00	\$1,500.00	\$0.00	\$1,500.00	\$3,000.00	\$1,500.00	\$1,750.00	\$1,750.00	
CVB Incentive Program	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
Total Misc Revenue	\$6,500.00	\$9,721.20	\$6,500.00	\$0.00	\$6,500.00	\$9,741.40	\$5,500.00	\$1,750.00	\$6,750.00	
TOTAL REVENUE	\$70,090.00	\$92,841.20	\$70,090.00	\$62,675.00	\$73,540.00	\$75,531.40	\$73,290.00	\$74,800.00	\$74,340.00	
EXPENSES										
Postage & Mailing	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
Printing	\$400.00	\$554.04	\$400.00	\$0.00	\$400.00	\$0.00	\$400.00	\$0.00	\$400.00	
Travel & Per Diem	\$4,000.00	\$1,129.09	\$4,000.00	\$0.00	\$4,000.00	\$1,797.53	\$4,000.00	\$567.58	\$2,500.00	
Speaker Expenses	\$19,500.00	\$16,247.12	\$19,500.00	\$6,500.00	\$21,000.00	\$21,826.73	\$23,000.00	\$24,267.17	\$23,000.00	
Catering: brkft, breaks, recep	\$32,000.00	\$25,164.32	\$35,000.00	\$0.00	\$35,000.00	\$17,880.05	\$40,000.00	\$22,476.98	\$27,000.00	
Hospitality Room	\$600.00	\$0.00	\$600.00	\$0.00	\$600.00	\$1,567.12	\$1,000.00	-\$100.00	\$1,000.00	
Audio Visual	\$9,000.00	\$5,868.68	\$9,000.00	\$0.00	\$9,000.00	\$7,272.90	\$12,000.00	\$7,824.10	\$10,000.00	
Internet	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$500.00	\$0.00	\$0.00	
Supplies:neck wallets,badges,ribbons	\$700.00	\$431.00	\$700.00	\$0.00	\$1,400.00	\$577.33	\$1,400.00	\$729.46	\$1,000.00	
Gifts/Awards (Welcome Bags)	\$600.00	\$568.50	\$600.00	\$0.00	\$2,200.00	\$2,366.93	\$2,200.00	\$878.70	\$2,200.00	
Credit Card Fees	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
Cancellation Insurance	\$450.00	\$0.00	\$450.00	\$702.38	\$800.00	\$164.19	\$800.00	\$702.05	\$800.00	
FLC Meeting Planning Contract	\$4,400.00	\$4,400.00	\$4,400.00	\$4,400.00	\$4,400.00	\$4,400.00	\$4,400.00	\$4,400.00	\$4,400.00	
Consultant Fees/Expenses B. Rawlins	\$250.00	\$0.00	\$250.00	\$0.00	\$250.00	\$552.76	\$250.00	\$0.00	\$250.00	
Total Expenses	\$71,900.00	\$54,362.75	\$74,900.00	\$11,602.38	\$79,050.00	\$58,405.54	\$89,950.00	\$61,746.04	\$72,550.00	
Net Income Over (Under) Expenses	-\$1,810.00	\$38,478.45	-\$4,810.00	\$51,072.62	-\$5,510.00	\$17,125.86	-\$16,660.00	\$13,053.96	\$1,790.00	