

**American Optometric Association
2023 Budget by Category**

	2023 BUDGET	2022 BUDGET
Revenues		
Membership Dues	\$ 18,600,080	\$ 18,309,952
Contributions / Industry Support	3,317,000	2,635,500
Registration Income	1,892,885	1,545,600
ACOE Site Visits/Fees	805,836	792,078
Sales - Printed Materials	264,000	357,000
Exhibit Booth / Meeting	1,101,000	1,095,200
Advertising	325,000	305,000
Rental Income	9,492	78,572
Other Revenue	431,800	430,920
Total Revenues	\$ 26,747,093	\$ 25,549,822
Expenses		
Salaries & Benefits	\$ 10,370,377	\$ 10,050,020
Phone, Copy & Supplies	398,006	377,680
Software, Purchases & Printing	956,314	977,690
Rent, Utilities, Insurance & Property Taxes	676,406	697,607
Consultant, Legal & Professional Fees	5,817,989	5,844,137
Travel Expenses	3,705,831	2,067,304
Meeting	2,355,879	1,710,880
Food Functions	1,649,515	1,038,547
Stipends, Honorariums, & Payments to Affiliates	1,378,737	1,328,019
Advertising & Promotions	95,676	35,500
Awards, Grants & Contributions	573,000	404,228
Other Expenses	778,340	919,904
Total Expenses	\$ 28,756,070	\$ 25,451,516
Investment Income	960,000	900,889
Depreciation and Amortization	(635,477)	(707,226)
Interest Expense	(199,072)	(239,852)
Subtotal	\$ 125,451	\$ (46,189)
Total Earnings	\$ (1,883,526)	\$ 52,117

**American Optometric Association
2023 Budget by Group**

	<u>REVENUE</u>	<u>EXPENSE</u>	<u>NET</u>
FEDERAL GOVERNMENT RELATIONS & PAC	955,000	4,805,902	(3,850,902)
STATE GOVERNMENT RELATIONS	95,000	1,176,052	(1,081,052)
THIRD PARTY CENTER	0	353,777	(353,777)
CLINICAL CARE	0	165,989	(165,989)
ACOE	805,836	862,394	(56,558)
COMMUNICATIONS AND MARKETING	2,129,775	3,937,556	(1,807,781)
AFFILIATE RELATIONS & MEMBERSHIP	20,000	1,100,580	(1,080,580)
EDUCATION & PARAOPTOMETRIC	648,400	932,331	(283,931)
ADMINISTRATIVE	1,264,800	(338,800)	1,603,600
ED & LEGAL	170,000	1,778,579	(1,608,579)
FINANCE & DUES ACCOUNTING	16,955,005	1,755,049	15,199,956
BOARD OF TRUSTEES	0	1,184,173	(1,184,173)
ALX & STL RENT	9,492	1,368,237	(1,358,745)
MAIL & MARKETPLACE	264,000	353,163	(89,163)
HUMAN RESOURCES	0	36,462	(36,462)
IT	90,000	2,252,018	(2,162,018)
RESEARCH AND INFORMATION	0	254,553	(254,553)
INDUSTRY RELATIONS	0	446,608	(446,608)
CONFERENCES	170,000	577,263	(407,263)
OM®	<u>4,129,785</u>	<u>6,588,733</u>	<u>(2,458,948)</u>
GRAND TOTAL	<u>\$ 27,707,093</u>	<u>\$ 29,590,619</u>	<u>\$ (1,883,526)</u>