

American Optometric Association
2021 Budget by Category
For the Calendar Years Ending December 31, 2021 and 2020

	BUDGET 2021	BUDGET 2020
OPERATING REVENUE		
MEMBERSHIP DUES	\$ 18,286,236	\$ 18,520,257
CONTRIBUTIONS/INDUSTRY SUPPORT	1,679,000	3,187,815
REGISTRATION INCOME	1,380,100	1,604,898
ACOE SITE VISITS/FEES	649,598	715,506
SALES - PRINTED MATERIALS	357,000	479,600
EXHIBIT BOOTHS/MEETING	1,045,200	1,161,157
ADVERTISING	200,000	267,000
RENTAL INCOME	278,803	265,002
OTHER REVENUE	449,188	511,524
TOTAL OPERATING REVENUE	24,325,125	26,712,759
OPERATING EXPENSE		
EMPLOYMENT	9,408,159	10,219,955
PHONE, COPY & SUPPLIES	414,959	471,890
SOFTWARE, PURCHASES & PRINTING	868,098	964,329
RENT, UTILITIES, INSURANCE & PROPERTY TAXES	698,707	695,420
CONSULTANT, LEGAL & PROFESSIONAL FEES	4,346,680	4,976,180
TRAVEL	1,644,340	1,647,984
MEETINGS	1,873,010	2,679,413
FOOD FUNCTIONS	1,021,374	1,363,679
STIPENDS, HONORARIUMS, & PAYMENTS TO AFFILIATES	1,136,593	1,190,815
ADVERTISING & PROMOTIONS	1,026,000	1,024,500
AWARDS, GRANTS & CONTRIBUTIONS	348,138	391,031
OTHER EXPENSES	913,942	798,854
TOTAL OPERATING EXPENSE	23,700,000	26,424,050
EARNINGS BEFORE INVESTMENTS & DEPRECIATION	625,125	288,709
INVESTMENT INCOME	721,345	972,114
DEPRECIATION EXPENSE	839,089	1,275,206
INTEREST EXPENSE	270,000	264,000
NET INCOME/(LOSS)	\$ 237,381	\$ (278,383)

American Optometric Association
2021 Budget By Group
For the Twelve Months Ending December 31, 2021

	REVENUE	EXPENSE	NET	
ADVOCACY				
25100-CONSULTANTS	\$ -	\$ 660,000	\$ (660,000)	
25200-GOVERNMENT ISSUES	-	61,220	(61,220)	
45100-FGRC FEDERAL RELATION ACTIVITIES	-	32,500	(32,500)	
45400-AFOS/SECTION CHIEFS MEETING	-	2,300	(2,300)	
45450-AMA/RVS UPDATE COMMITTEE	-	34,200	(34,200)	
45820-FGRC PUBLIC AFFAIRS	-	230,000	(230,000)	
93500-FEDERAL GOVT RELATIONS SUPPORT	-	1,974,203	(1,974,203)	
41000-CMOS	-	9,497	(9,497)	
42210-REGISTRY	-	155,004	(155,004)	
25500-AOA ON CAPITOL HILL ACTIVITIES	-	12,621	(12,621)	
25550-AOA ON CAPITOL HILL	-	466,759	(466,759)	
25700-AOA PAC COMMITTEE	-	18,100	(18,100)	
25760-AOA PAC FUNDRAISING	-	125,128	(125,128)	
93800-AOA PAC SUPPORT	-	274,979	(274,979)	
TOTAL FEDERAL GOVERNMENT RELATIONS	-	4,056,511	(4,056,511)	
28000-STATE GOVERNMENT RELATIONS EXEC CMTE	-	10,000	(10,000)	
48100-SGRC NCSL/ALEC CONFERENCES	-	33,516	(33,516)	
48170-SGRC/TPC JOINT MEETING	-	196,611	(196,611)	
48200-FUTURE PRACTICE INITIATIVE	-	150,000	(150,000)	
95100-STATE GOVERNMENT RELATIONS SUPPORT	-	591,234	(591,234)	
TOTAL STATE GOVERNMENT RELATIONS	-	981,361	(981,361)	
24000-TPC EXECUTIVE CMTE	-	8,000	(8,000)	
44250-TPC PUBLIC AFFAIRS	-	40,944	(40,944)	
93000-THIRD PARTY SUPPORT	-	440,485	(440,485)	
TOTAL THIRD PARTY CENTER	-	489,429	(489,429)	
18000-SPORTS VISION SECTION	-	5,000	(5,000)	
16000-CLCS COUNCIL ACTIVITIES	25,000	129,346	(104,346)	
17000-VISION REHABILITATION COUNCIL ACTIVITIES	-	10,000	(10,000)	
TOTAL SECTIONS/COUNCILS	25,000	144,346	(119,346)	
94500-RENT-ALEXANDRIA	269,311	291,836	(22,525)	
TOTAL ALEXANDRIA RENT	269,311	291,836	(22,525)	
TOTAL ADVOCACY	294,311	5,963,483	(5,669,172)	24%
CLINICAL CARE				
91200-CLINICAL CARE SUPPORT	-	80,701	(80,701)	
41140-EVIDENCE BASED OPTOMETRY	-	102,409	(102,409)	
TOTAL CLINICAL CARE	-	183,110	(183,110)	
15500-COUNCIL ON RESEARCH ACTIVITY	-	70,000	(70,000)	
TOTAL COUNCIL ON RESEARCH	-	70,000	(70,000)	
TOTAL CLINICAL CARE & COUNCIL ON RESEARCH	-	253,110	(253,110)	1%
ACOE				
15250-ACOE ACTIVITIES	10,000	189,780	(179,780)	
15050-ACOE VA VISITATION	144,396	15,444	128,952	
15100-ACOE OD VISITATION	212,482	33,186	179,296	
15150-ACOE OT VISITATION	3,184	-	3,184	
15200-ACOE RESIDENCY VISITATION	289,536	41,184	248,352	
90200-ACOE SUPPORT	-	562,901	(562,901)	
TOTAL ACOE	659,598	842,495	(182,897)	3%

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	REVENUE	EXPENSE	NET	
COMMUNICATIONS AND MARKETING				
92000-COMMUNICATIONS SUPPORT	35,200	81,286	(46,086)	
22200-AWARDS	-	9,955	(9,955)	
22250-PR SUPPORT	-	456,342	(456,342)	
11970-OPTOMETRIC AWARENESS CAMPAIGN	1,599,108	2,134,841	(535,733)	
92300-AOA INTEGRATED CONTENT SUPPORT	180,000	817,124	(637,124)	
TOTAL COMMUNICATIONS AND MARKETING	1,814,308	3,499,548	(1,685,240)	14%
AFFILIATE RELATIONS & MEMBERSHIP				
19555-MEMBER SUPPORT AFFILIATE VISITS	-	7,000	(7,000)	
19600-MEMBERSHIP ACTIVITIES	-	228,700	(228,700)	
19650-SCHOOL VISITS	-	67,996	(67,996)	
40000-STUDENT MEMBERSHIP	-	22,666	(22,666)	
91100-MEMBERSHIP SUPPORT	-	471,922	(471,922)	
92350-OS.COM WEBSITE	-	10,000	(10,000)	
TOTAL AFFILIATE RELATIONS & MEMBERSHIP	-	808,284	(808,284)	3%
ADMINISTRATIVE				
20100-MARKETABLE SECURITIES	720,000	72,600	647,400	
42000- OC ADMINISTRATION	121,200	200,000	(78,800)	
49770-APS ADMINISTRATION	37,200	-	37,200	
52500-TRANSFERS-OTHER-ACOE INDIRECT ALLOCATION	-	(40,000)	40,000	
52680-AOA OVERHEAD	-	30,000	(30,000)	
49300-ABO ADMINISTRATION	30,000	-	30,000	
21900-AOAEXCEL ADMINISTRATION	120,000	-	120,000	
TOTAL ADMINISTRATIVE	1,028,400	262,600	765,800	1%
ED, LEGAL, & FINANCE				
90220-EXECUTIVE DIRECTOR SUPPORT	-	1,132,881	(1,132,881)	
90250-CONTEMPORARY OPTOMETRY	-	30,000	(30,000)	
95000-OFFICE OF COUNSEL SUPPORT	-	486,574	(486,574)	
94000-FINANCE SUPPORT	-	1,332,383	(1,332,383)	
TOTAL ED, LEGAL, & FINANCE	-	2,981,838	(2,981,838)	12%
DUES ACCOUNTING				
11010-MEMBERSHIP DUES	16,688,473	405,924	16,282,549	
TOTAL DUES ACCOUNTING	16,688,473	405,924	16,282,549	2%
BOARD OF TRUSTEES				
10201-BOARD OF TRUSTEES	-	890,931	(890,931)	
11350-LEADERSHIP DEVELOPMENT COMMITTEE	100,000	85,000	15,000	
11150-STATE VISITATIONS	-	114,174	(114,174)	
26000-INTERNATIONAL AFFAIRS	-	61,770	(61,770)	
TOTAL BOARD OF TRUSTEES	100,000	1,151,875	(1,051,875)	5%

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	REVENUE	EXPENSE	NET	
MAIL, RENT, & PRINT				
94550-RENT-ST. LOUIS	9,492	1,269,085	(1,259,593)	
91000-MAIL DEPARTMENT SUPPORT	-	21,620	(21,620)	
94700-AOA MARKETPLACE	357,000	276,280	80,720	
94800-FULFILLMENT CENTER	-	41,023	(41,023)	
TOTAL MAIL, PRINT, & RENT	366,492	1,608,008	(1,241,516)	6%
HUMAN RESOURCES				
90700-HUMAN RESOURCES SUPPORT	-	10,558	(10,558)	
90850-EMPLOYEE ACTIVITIES COMMITTEE	-	12,250	(12,250)	
TOTAL HUMAN RESOURCES	-	22,808	(22,808)	0%
INFORMATION TECHNOLOGY				
94200-INFORMATION TECHNOLOGY SUPPORT	-	881,189	(881,189)	
49250-IT TECHNOLOGY DEVELOPMENT	113,788	814,035	(700,247)	
49270-IT OVERHEAD	-	335,040	(335,040)	
90750-RESEARCH AND INFORMATION SUPPORT	-	233,575	(233,575)	
TOTAL INFORMATION TECHNOLOGY	113,788	2,263,839	(2,150,051)	9%
INDUSTRY RELATIONS				
14500-INDUSTRY RELATIONS CMTE	-	42,420	(42,420)	
90100-INDUSTRY RELATIONS SUPPORT	-	283,993	(283,993)	
TOTAL INDUSTRY RELATIONS	-	326,413	(326,413)	1%
EDUCATION CENTER				
17500-PARA MEMBERSHIP ACTIVITIES	145,000	68,175	76,825	
17800-PARA CERTIFICATION ACTIVITIES	635,100	278,952	356,148	
47410-EDUCATION CENTER	-	555,613	(555,613)	
TOTAL EDUCATION CENTER	780,100	902,740	(122,640)	4%
MEETINGS				
18500-LEADERS SUMMIT	25,000	75,000	(50,000)	
18550-OM VOLUNTEER MEETING	-	52,500	(52,500)	
23000-OPTOMETRY'S MEETING	3,176,000	3,388,624	(212,624)	
TOTAL MEETINGS	3,201,000	3,516,124	(315,124)	14%
GRAND TOTAL - NET	\$ 25,046,470	\$ 24,809,089	\$ 237,381	