

American Optometric Association
2022 Budget by Category
For the Calendar Years Ending December 31, 2022 and 2021

	BUDGET 2022	BUDGET 2021
OPERATING REVENUE		
MEMBERSHIP DUES	\$ 18,309,952	\$ 18,286,236
CONTRIBUTIONS/INDUSTRY SUPPORT	2,635,500	1,679,000
REGISTRATION INCOME	1,498,600	1,380,100
ACOE SITE VISITS/FEES	792,078	649,598
SALES - PRINTED MATERIALS	357,000	357,000
EXHIBIT BOOTHS/MEETING	1,095,200	1,045,200
PROGRAM REVENUE	47,000	-
ADVERTISING	305,000	200,000
RENTAL INCOME	78,572	278,803
OTHER REVENUE	430,920	449,188
TOTAL OPERATING REVENUE	25,549,822	24,325,125
OPERATING EXPENSE		
EMPLOYMENT	10,050,019	9,408,159
PHONE, COPY & SUPPLIES	377,680	414,959
SOFTWARE, PURCHASES & PRINTING	977,690	868,098
RENT, UTILITIES, INSURANCE & PROPERTY TAXES	697,607	698,707
CONSULTANT, LEGAL & PROFESSIONAL FEES	5,844,137	4,346,680
TRAVEL	2,067,304	1,644,340
MEETINGS	1,710,880	1,873,010
FOOD FUNCTIONS	1,038,547	1,021,374
STIPENDS, HONORARIUMS, & PAYMENTS TO AFFILIATES	1,328,019	1,136,593
ADVERTISING & PROMOTIONS	35,500	1,026,000
AWARDS, GRANTS & CONTRIBUTIONS	404,228	348,138
OTHER EXPENSES	919,904	913,942
TOTAL OPERATING EXPENSE	25,451,515	23,700,000
EARNINGS BEFORE INVESTMENTS, DEPRECIATION & INTEREST	\$ 98,307	\$ 625,125
INVESTMENT INCOME	900,889	721,345
DEPRECIATION EXPENSE	707,226	839,089
INTEREST EXPENSE	239,852	270,000
NET INCOME/(LOSS)	\$ 52,118	\$ 237,381

**American Optometric Association
2022 Budget By Group
For the Twelve Months Ending December 31, 2022**

	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	-	34,350	(34,350)	
45820-FGRC PUBLIC AFFAIRS	-	230,000	(230,000)	
93500-FEDERAL GOVT RELATIONS SUPPORT	-	2,488,515	(2,488,515)	
41000-CMOS	-	9,497	(9,497)	
42210-REGISTRY	-	100,000	(100,000)	
25500-AOA ON CAPITOL HILL ACTIVITIES	-	12,621	(12,621)	
25550-AOA ON CAPITOL HILL	140,000	466,759	(326,759)	
25700-AOA PAC COMMITTEE	-	18,100	(18,100)	
25760-AOA PAC FUNDRAISING	-	125,128	(125,128)	
93800-AOA PAC SUPPORT	-	278,908	(278,908)	
45780-CHILDREN'S VISION SUMMIT	50,000	25,000	25,000	
TOTAL FEDERAL GOVERNMENT RELATIONS	190,000	4,544,898	(4,354,898)	
28000-STATE GOVERNMENT RELATIONS EXEC CMTE	-	10,000	(10,000)	
48100-SGRC NCSL/ALEC CONFERENCES	-	33,516	(33,516)	
48200-FUTURE PRACTICE INITIATIVE	-	200,000	(200,000)	
95100-STATE GOVERNMENT RELATIONS SUPPORT	-	636,375	(636,375)	
TOTAL STATE GOVERNMENT RELATIONS	-	879,891	(879,891)	
24000-TPC EXECUTIVE CMTE	-	9,500	(9,500)	
44250-TPC PUBLIC AFFAIRS	-	41,925	(41,925)	
44450-PAYOR ADVOCACY/ECBC MEETING	-	50,000	(50,000)	
93000-THIRD PARTY SUPPORT	-	449,234	(449,234)	
TOTAL THIRD PARTY CENTER	-	550,659	(550,659)	
18000-SPORTS VISION SECTION	-	5,000	(5,000)	
16000-CLCS COUNCIL ACTIVITIES	215,000	149,314	65,686	
17000-VISION REHABILITATION COUNCIL ACTIVITIES	3,000	5,000	(2,000)	
TOTAL SECTIONS/COUNCILS	218,000	159,314	58,686	
94500-RENT-ALEXANDRIA	69,080	282,734	(213,654)	
TOTAL ALEXANDRIA RENT	69,080	282,734	(213,654)	
TOTAL ADVOCACY	477,080	6,417,496	(5,940,416)	24%

CLINICAL CARE				
91200-CLINICAL CARE SUPPORT	-	79,999	(79,999)	
41140-EVIDENCE BASED OPTOMETRY	-	89,506	(89,506)	
15500-COUNCIL ON RESEARCH ACTIVITY	-	70,000	(70,000)	
TOTAL CLINICAL CARE & COUNCIL ON RESEARCH	-	239,505	(239,505)	1%

ACOE				
15250-ACOE ACTIVITIES	10,000	220,649	(210,649)	
15050-ACOE VA VISITATION	149,008	14,528	134,480	
15100-ACOE OD VISITATION	268,040	76,259	191,781	
15150-ACOE OT VISITATION	3,280	-	3,280	
15200-ACOE RESIDENCY VISITATION	371,750	72,640	299,110	
90200-ACOE SUPPORT	-	565,938	(565,938)	
TOTAL ACOE	802,078	950,014	(147,936)	4%

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	REVENUE	EXPENSE	NET	
COMMUNICATIONS AND MARKETING				
22200-AWARDS	-	15,305	(15,305)	
22250-PR SUPPORT	-	483,404	(483,404)	
11970-OPTOMETRIC AWARENESS CAMPAIGN	1,599,360	2,644,330	(1,044,970)	
92300-AOA INTEGRATED CONTENT SUPPORT	310,200	1,002,663	(692,463)	
TOTAL COMMUNICATIONS AND MARKETING	1,909,560	4,145,702	(2,236,142)	16%

AFFILIATE RELATIONS & MEMBERSHIP				
19555-MEMBER SUPPORT AFFILIATE VISITS	-	14,186	(14,186)	
19600-MEMBERSHIP ACTIVITIES	10,000	350,700	(340,700)	
19650-SCHOOL VISITS	-	73,489	(73,489)	
40000-STUDENT MEMBERSHIP	-	30,688	(30,688)	
91100-MEMBERSHIP SUPPORT	-	593,197	(593,197)	
92350-OS.COM WEBSITE	-	7,396	(7,396)	
TOTAL AFFILIATE RELATIONS & MEMBERSHIP	10,000	1,069,656	(1,059,656)	4%

ADMINISTRATIVE				
20100-MARKETABLE SECURITIES	900,000	95,200	804,800	
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	-	(186,000)	186,000	
49300-ABO ADMINISTRATION	24,000	-	24,000	
21900-AOAEXCEL ADMINISTRATION	120,000	-	120,000	
TOTAL ADMINISTRATIVE	1,202,400	69,200	1,133,200	0%

ED, LEGAL, & FINANCE				
90220-EXECUTIVE DIRECTOR SUPPORT	-	925,058	(925,058)	
90250-CONTEMPORARY OPTOMETRY	-	90,000	(90,000)	
95000-OFFICE OF COUNSEL SUPPORT	-	498,225	(498,225)	
94000-FINANCE SUPPORT	-	1,312,354	(1,312,354)	
TOTAL ED, LEGAL, & FINANCE	-	2,825,637	(2,825,637)	11%

DUES ACCOUNTING				
11010-MEMBERSHIP DUES	16,690,681	392,180	16,298,501	
TOTAL DUES ACCOUNTING	16,690,681	392,180	16,298,501	1%

BOARD OF TRUSTEES				
10201-BOARD OF TRUSTEES	100,000	930,589	(830,589)	
11350-LEADERSHIP DEVELOPMENT COMMITTEE	-	85,000	(85,000)	
11150-STATE VISITATIONS	-	114,174	(114,174)	
26000-INTERNATIONAL AFFAIRS	-	39,110	(39,110)	
TOTAL BOARD OF TRUSTEES	100,000	1,168,873	(1,068,873)	4%

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	REVENUE	EXPENSE	NET	
MAIL, RENT, & PRINT				
94550-RENT-ST. LOUIS	9,492	1,179,342	(1,169,850)	
91000-MAIL DEPARTMENT SUPPORT	-	19,700	(19,700)	
94700-AOA MARKETPLACE	357,000	297,338	59,662	
94800-FULFILLMENT CENTER	-	35,373	(35,373)	
TOTAL MAIL, PRINT, & RENT	366,492	1,531,753	(1,165,261)	6%
HUMAN RESOURCES				
90700-HUMAN RESOURCES SUPPORT	-	15,808	(15,808)	
90850-EMPLOYEE ACTIVITIES COMMITTEE	-	24,344	(24,344)	
TOTAL HUMAN RESOURCES	-	40,152	(40,152)	0%
INFORMATION TECHNOLOGY				
94200-INFORMATION TECHNOLOGY SUPPORT	-	953,211	(953,211)	
49250-IT TECHNOLOGY DEVELOPMENT	91,520	939,657	(848,137)	
49270-IT OVERHEAD	-	287,440	(287,440)	
90750-RESEARCH AND INFORMATION SUPPORT	-	234,322	(234,322)	
TOTAL INFORMATION TECHNOLOGY	91,520	2,414,630	(2,323,110)	9%
INDUSTRY RELATIONS				
14500-INDUSTRY RELATIONS CMTE	-	81,883	(81,883)	
90100-INDUSTRY RELATIONS SUPPORT	-	199,463	(199,463)	
TOTAL INDUSTRY RELATIONS	-	281,346	(281,346)	1%
EDUCATION CENTER				
17500-PARA MEMBERSHIP ACTIVITIES	100,800	29,900	70,900	
17800-PARA CERTIFICATION ACTIVITIES	656,600	326,484	330,116	
47410-EDUCATION CENTER	30,000	579,371	(549,371)	
TOTAL EDUCATION CENTER	787,400	935,755	(148,355)	4%
MEETINGS				
18500-LEADERS SUMMIT	75,000	64,474	10,526	
18550-OM VOLUNTEER MEETING	60,000	260,720	(200,720)	
23000-OPTOMETRY'S MEETING	3,878,500	3,591,500	287,000	
TOTAL MEETINGS	4,013,500	3,916,694	96,806	15%
GRAND TOTAL - NET	\$ 26,450,711	\$ 26,398,593	\$ 52,118	