

**Government for Impact
Statement of Activities
Budget vs. Actual**

	Jan-Dec 19	Dec 19	2019 Budget	2019 \$ Over Budget	2019 % of Budget	Jan- Dec 18	2019 vs 2018	2019 % of 2018
Ordinary Income/Expense								
Income								
400000 · Affiliate Dues								
400100 · New Members								
400102 · New Individual Members	0.00	0.00	0.00	0.00	0.0%	2,020.84	-2,020.84	-100.00%
400104 · New Organizational Members	0.00	0.00	0.00	0.00	0.0%	1,400.00	-1,400.00	-100.00%
400106 · Ambassador	0.00	0.00	1,690.00	-1,690.00	0.0%	0.00	0.00	N/A
400108 · Associates	6,974.56	0.00	7,585.00	-610.44	91.95%	458.34	6,516.22	1421.70%
400110 · Subscriber	0.00	0.00	1,000.00	-1,000.00	0.0%	0.00	0.00	N/A
400112 · Govern Fellow	2,292.30	37.12	0.00	2,292.30	100.0%	0.00	2,292.30	N/A
Total 400100 · New Affiliates	9,266.86	37.12	10,275.00	-1,008.14	90.19%	3,879.18	5,387.68	1.39
400200 · Affiliate Renewals								
400202 · Individual Member	0.00	0.00	0.00	0.00	0.0%	11,958.33	-11,958.33	-100.00%
400204 · Organizational Members	0.00	0.00	0.00	0.00	0.0%	8,079.17	-8,079.17	-100.00%
400206 · Ambassador	0.00	0.00	3,580.00	-3,580.00	0.0%	0.00	0.00	N/A
400208 · Associates	18,113.38	477.08	19,995.00	-1,881.62	90.59%	0.00	18,113.38	N/A
400210 · Subscriber	0.00	0.00	0.00	0.00	0.0%	0.00	0.00	N/A
400212 · Govern Fellow								
Total 400200 · Affiliate Renewals	18,113.38	477.08	23,575.00	-5,461.62	76.83%	20,037.50	-1,924.12	-9.60%
Total 400000 · Affiliate Dues	27,380.24	514.20	33,850.00	-6,469.76	80.89%	23,916.68	3,463.56	14.48%
410000 · Annual Conference Income								
411000 · Conference Registration								
411100 · Full Registrations								
411102 · Member Registration	44,899.79	0.00	62,125.00	-17,225.21	72.27%	60,740.00	-15,840.21	-26.08%
411104 · Non-Member Registration	32,905.00	0.00	30,710.00	2,195.00	107.15%	28,205.00	4,700.00	16.66%
411106 · Int'l Young Governor's Conf	1,392.45	0.00	1,725.00	-332.55	80.72%	1,545.00	-152.55	-9.87%
411108 · Speaker Registrations	0.00	0.00	0.00	0.00	0.0%	0.00	0.00	N/A
Total 411100 · Full Registrations	79,197.24	0.00	94,560.00	-15,362.76	83.75%	90,490.00	-11,292.76	-12.48%
411200 · Other Registrations								
411202 · Guest Registrations	3,350.00	0.00	1,400.00	1,950.00	239.29%	2,785.00	565.00	20.29%
411204 · One Day Registration	1,605.00	0.00	0.00	1,605.00	100.0%	0.00	1,605.00	N/A
Total 411200 · Other Registrations	4,955.00	0.00	1,400.00	3,555.00	353.93%	2,785.00	2,170.00	77.92%
411300 · Pre & Post Events								
411302 · PG Orientation	6,675.00	0.00	5,305.00	1,370.00	125.83%	5,010.00	1,665.00	33.23%
411304 · Other Pre Conf Sessions	9,570.00	0.00	7,025.00	2,545.00	136.23%	7,030.00	2,540.00	36.13%
Total 411300 · Pre & Post Events	16,245.00	0.00	12,330.00	3,915.00	131.75%	12,040.00	4,205.00	34.93%
Total 411000 · Conference Registration	100,397.24	0.00	108,290.00	-7,892.76	92.71%	105,315.00	-4,917.76	-4.67%
412000 · Conf Exhibitors & Sponsors	11,500.00	0.00	15,000.00	-3,500.00	76.67%	15,000.00	-3,500.00	-23.33%
413000 · Bookstore Sales								
413100 · Book Sales								
413102 · Consignment Books	0.00	0.00	0.00	0.00	0.0%	0.00	0.00	N/A
413104 · Govern Book Sales	0.00	0.00	0.00	0.00	0.0%	0.00	0.00	N/A
Total 413100 · Book Sales	0.00	0.00	0.00	0.00	0.0%	0.00	0.00	N/A
413200 · Merchandise Sales	0.00	0.00	0.00	0.00	0.0%	0.00	0.00	N/A
Total 413000 · Bookstore Sales	0.00	0.00	0.00	0.00	0.0%	0.00	0.00	N/A
Total 410000 · Annual Conference Income	111,897.24	0.00	123,290.00	-11,392.76	90.76%	120,315.00	-8,417.76	-7.00%
420000 · Face-to-Face Advanced Practice Forum								
420002 · F2F Registration	5,975.00	0.00	7,450.00	-1,475.00	80.2%	6,200.00	-225.00	-3.63%
420004 · F2F Sponsor	0.00	0.00	0.00	0.00	0.0%	0.00	0.00	N/A
Total 420000 · F2F Advanced Practice Forum	5,975.00	0.00	7,450.00	-1,475.00	80.2%	6,200.00	-225.00	-3.63%

**Government for Impact
Statement of Activities
Budget vs. Actual**

	Jan-Dec 19	Dec 19	2019 Budget	2019 \$ Over Budget	2019 % of Budget	Jan- Dec 18	2019 vs 2018	2019 % of 2018
430000 - Webinar Income								
430002 - Virtual Consultants Forum	1,650.00	0.00	900.00	750.00	183.33%	1,200.00	450.00	37.50%
430004 - General Webinars	2,140.00	0.00	1,800.00	340.00	118.89%	0.00	2,140.00	N/A
430006 - Webinar Sponsorships	0.00	0.00	0.00	0.00	0.0%	0.00	0.00	N/A
Total 430000 - Webinar Income	3,790.00	0.00	2,700.00	1,090.00	140.37%	1,200.00	2,590.00	215.83%
440000 - E-Commerce Store								
440002 - DVD Sales	1,089.00	0.00	1,683.00	-594.00	64.71%	3,122.46	-2,033.46	-65.12%
440004 - Consignment Sales	716.10	0.00	158.48	557.62	451.86%	392.48	323.62	82.46%
440006 - Products & Services	0.00	0.00	0.00	0.00	0.0%	0.00	0.00	N/A
440008 - Shipping and Posting	64.50	0.00	0.00	64.50	100.0%	0.00	64.50	N/A
Total 440000 - E-Commerce Store	1,869.60	0.00	1,841.48	28.12	101.53%	3,514.94	-1,645.34	-46.81%
490000 - Other Operational Income								
490004 - Field Book Royalties	0.00	0.00	0.00	0.00	0.0%	0.00	0.00	N/A
490006 - Grant Income	0.00	0.00	15,000.00	-15,000.00	0.0%	0.00	0.00	N/A
490008 - Website Advertising	0.00	0.00	0.00	0.00	0.0%	0.00	0.00	N/A
490010 - IYGP Scholarship	0.00	0.00	0.00	0.00	0.0%	300.00	-300.00	-100.00%
490012 - PGP Grandparent	0.00	0.00	0.00	0.00	0.0%	300.00	-300.00	-100.00%
490016 - PGP Program	33,925.00	0.00	33,925.00	0.00	100.0%	43,520.00	-9,595.00	-22.05%
490018 - Caroline Oliver Fund	15,914.88	3,701.52	14,911.00	1,003.88	106.73%	18,040.68	-2,125.80	-11.78%
490020 - Advertising Income	100.00	0.00	0.00	100.00	100.0%	0.00	100.00	N/A
490099 - Misc. Income	13.87	0.00	0.00	13.87	100.0%	0.00	13.87	N/A
Total 490000 - Other Operational Income	49,953.75	3,701.52	63,836.00	-13,882.25	78.25%	62,160.68	-12,206.93	-19.64%
Total Income	200,865.83	4,215.72	232,967.48	-32,101.65	86.22%	217,307.30	-16,441.47	-7.57%
Cost of Goods Sold								
500000 - Annual Conference Expenses								
500100 - Audio Visual	6,468.99	0.00	4,123.00	2,345.99	156.9%	6,895.72	-426.73	-6.19%
500200 - Bookstore Expenses								
500202 - Consignment Commissions	0.00	0.00	0.00	0.00	0.0%	0.00	0.00	N/A
500204 - Govern Books	0.00	0.00	0.00	0.00	0.0%	0.00	0.00	N/A
500206 - Merchandise	0.00	0.00	0.00	0.00	0.0%	0.00	0.00	N/A
Total 500200 - Bookstore Expenses	0.00	0.00	0.00	0.00	0.0%	0.00	0.00	N/A
500300 - Evening Events	10,762.00	0.00	18,079.85	-7,317.85	59.53%	17,079.85	-6,317.85	-36.99%
500400 - Facility Rental	8,176.08	0.00	0.00	8,176.08	100.0%	0.00	8,176.08	N/A
500500 - Food & Beverage	11,114.80	0.00	23,718.75	-12,603.95	46.86%	32,658.65	-21,543.85	-65.97%
500600 - General Conference Supplies	387.67	0.00	564.34	-176.67	68.69%	564.34	-176.67	-31.31%
500700 - Graphic Design	1,162.38	0.00	1,580.00	-417.62	73.57%	987.50	174.88	17.71%
500800 - Conf. Postage & Shipping	486.86	0.00	500.00	-13.14	97.37%	400.88	85.98	21.45%
500900 - Conf. Printing	922.76	0.00	426.06	496.70	216.58%	1,660.68	-737.92	-44.43%
501000 - Registration Supplies								
501002 - Awards	58.73	0.00	150.00	-91.27	39.15%	116.30	-57.57	-49.50%
501004 - Bags	66.16	0.00	0.00	66.16	100.0%	387.55	-321.39	-82.93%
501006 - Pins	0.00	0.00	0.00	0.00	0.0%	0.00	0.00	N/A
501008 - Name Badges/Ribbons/ Holders	261.76	0.00	200.00	61.76	130.88%	0.00	261.76	N/A
Total 501000 - Registration Supplies	386.65	0.00	350.00	36.65	110.47%	503.85	-117.20	-23.26%
501100 - Scholarships Issued	1,500.00	0.00	1,500.00	0.00	100.0%	752.98	747.02	N/A
501200 - Speaker Expenses								
501202 - Honorariums & Travel	13,293.84	0.00	11,000.00	2,293.84	120.85%	6,833.82	6,460.02	94.53%
501204 - Speaker Gifts	42.34	0.00	0.00	42.34	100.0%	0.00	42.34	N/A
501206 - Speaker Hotel Rooms	0.00	0.00	0.00	0.00	0.0%	0.00	0.00	N/A
Total 501200 - Speaker Expenses	13,336.18	0.00	11,000.00	2,336.18	121.24%	6,833.82	6,502.36	95.15%
501300 - Staff Expenses								
501302 - Staff Food & Beverage	429.20	0.00	900.00	-470.80	47.69%	200.27	228.93	114.31%
501304 - Staff Travel Expenses	1,124.45	0.00	2,400.00	-1,275.55	46.85%	2,582.53	-1,458.08	-56.46%
501306 - Staff Hotel Expenses	98.41	0.00	2,200.00	-2,101.59	4.47%	2,897.48	-2,799.07	-96.60%
Total 501300 - Staff Expenses	1,652.06	0.00	5,500.00	-3,847.94	30.04%	5,680.28	-4,028.22	-70.92%

**Government for Impact
Statement of Activities
Budget vs. Actual**

	Jan-Dec 19	Dec 19	2019 Budget	2019 \$ Over Budget	2019 % of Budget	Jan- Dec 18	2019 vs 2018	2019 % of 2018
501400 · Signage	88.33	0.00	863.73	-775.40	10.23%	863.73	-775.40	-89.77%
501500 · Staging	69.90	0.00	500.00	-430.10	13.98%	0.00	69.90	N/A
501600 · Speaker/Sponsor Activities	424.75	0.00	1,024.00	-599.25	41.48%	931.07	-506.32	-54.38%
501700 · Transportation	0.00	0.00	1,000.00	-1,000.00	0.0%	0.00	0.00	N/A
501800 · Foreign Transaction Fees	183.07	0.00	2,186.00	-2,002.93	8.38%	113.31	69.76	61.57%
501900 · Conference Web App	500.00	0.00	200.00	300.00	250.0%	0.00	500.00	N/A
501950 · Cancellation Insurance	0.00	0.00	946.00	-946.00	0.0%	0.00	0.00	N/A
Total 500000 · Annual Conference Expenses	57,622.48	0.00	74,061.73	-16,439.25	77.8%	75,926.66	-18,304.18	-24.11%
510000 · F2F Advanced Practice Forum Expenses								
510002 · F2F Audio Visual	2,912.46	0.00	639.30	2,273.16	455.67%	389.30	2,523.16	648.13%
510004 · F2F Facilities Rental	0.00	0.00	0.00	0.00	0.0%	0.00	0.00	N/A
510006 · F2F Food & Beverage	5,116.20	0.00	3,635.52	1,480.68	140.73%	3,305.02	1,811.18	54.80%
510008 · F2F Supplies	31.79	0.00	100.00	-68.21	31.79%	0.00	31.79	N/A
510010 · F2F Staff Travel	2,913.36	0.00	2,500.00	413.36	116.53%	2,616.10	297.26	11.36%
510012 · F2F Speaker Expense	1,000.00	0.00	1,000.00	0.00	100.0%	0.00	1,000.00	N/A
510099 · F2F Miscellaneous	113.40	0.00	74.75	38.65	151.71%	74.75	38.65	51.71%
Total 510000 · F2F Advanced Practice Forum Expenses	12,087.21	0.00	7,949.57	4,137.64	152.05%	6,385.17	5,702.04	89.30%
520000 · E-Commerce Expenses								
520100 · Direct Expenses								
520104 · E-Com Postage/Shipping	59.37	1.75	113.49	-54.12	52.31%	214.26	-154.89	-72.29%
520106 · DVD Royalties	550.00	400.00	700.00	-150.00	78.57%	1,600.00	-1,050.00	-65.63%
520108 · Consignment Expenses	1,150.27	0.00	34.64	1,115.63	3,320.64%	34.64	1,115.63	3220.64%
520110 · Cost of Products/Services	0.00	0.00	0.00	0.00	0.0%	0.00	0.00	N/A
Total 520100 · Direct Expenses	1,759.64	401.75	848.13	911.51	207.47%	1,848.90	-89.26	-4.83%
520200 · Indirect Expenses								
520202 · DVD Marketing	0.00	0.00	0.00	0.00	0.0%	0.00	0.00	N/A
Total 520200 · Indirect Expenses	0.00	0.00	0.00	0.00	0.0%	0.00	0.00	N/A
Total 520000 · E-Commerce Expenses	1,759.64	401.75	848.13	911.51	207.47%	1,848.90	-89.26	-4.83%
530000 · Payment Processing Fees	6,759.22	460.75	5,310.61	1,448.61	127.28%	6,365.91	393.31	6.18%
540000 · PGP Expenses	13,314.43	3,058.27	16,000.00	-2,685.57	83.22%	16,582.81	-3,268.38	-19.71%
550000 · Webinar Expenses	1,100.00	0.00	1,000.00	100.00	110.0%	0.00	1,100.00	N/A
560000 · ISO Engagement Support	0.00	0.00	2,400.00	-2,400.00	0.0%	0.00	0.00	N/A
Total COGS	91,542.98	3,920.77	107,570.04	-16,027.06	85.1%	107,109.45	-15,566.47	-14.53%
Gross Profit	109,322.85	294.95	125,397.44	-16,074.59	87.18%	110,197.85	-875.00	-0.79%

**Government for Impact
Statement of Activities
Budget vs. Actual**

	<u>Jan-Dec 19</u>	<u>Dec 19</u>	<u>2019 Budget</u>	<u>2019 \$ Over Budget</u>	<u>2019 % of Budget</u>	<u>Jan- Dec 18</u>	<u>2019 vs 2018</u>	<u>2019 % of 2018</u>
Overhead Expenses								
600000 · Administrative Expenses								
600002 · Bank Service Charges	15.00	0.00	83.02	-68.02	18.07%	75.00	-60.00	-80.00%
600004 · Dues & Subscriptions	0.00	0.00	0.00	0.00	0.0%	38.87	-38.87	-100.00%
600006 · General Postage	352.34	0.00	250.00	102.34	140.94%	122.80	229.54	186.92%
600008 · General Printing	0.00	0.00	0.00	0.00	0.0%	0.00	0.00	N/A
600010 · Membership Management Software	0.00	0.00	0.00	0.00	0.0%	0.00	0.00	N/A
600012 · Office Supplies	0.00	0.00	50.00	-50.00	0.0%	244.19	-244.19	-100.00%
600014 · Storage Rental	0.00	0.00	240.00	-240.00	0.0%	189.00	-189.00	-100.00%
600016 · Telecommunications	1,262.43	80.00	1,560.00	-297.57	80.93%	1,391.40	-128.97	-9.27%
600018 · General Travel Expenses	0.00	0.00	2,500.00	-2,500.00	0.0%	0.00	0.00	N/A
600020 · Merchant Charges	0.00	0.00	0.00	0.00	0.0%	0.00	0.00	N/A
600022 · Software Licenses	508.00	35.00	372.00	136.00	136.56%	300.47	207.53	69.07%
600024 · Transition Expenses	0.00	0.00	0.00	0.00	0.0%	8,701.36	-8,701.36	-1.00
Total 600000 · Administrative Expenses	2,137.77	115.00	5,055.02	-2,917.25	42.29%	11,063.09	-8,925.32	-80.68%
610000 · Governance Expenses								
610100 · Board Meetings								
610102 · Board Food & Beverage	0.00	0.00	750.00	-750.00	0.0%	654.94	-654.94	-100.00%
610104 · Board Travel Expenses	0.00	0.00	3,250.00	-3,250.00	0.0%	0.00	0.00	N/A
Total 610100 · Board Meetings	0.00	0.00	4,000.00	-4,000.00	0.0%	654.94	-654.94	-100.00%
610200 · D&O Insurance	905.00	0.00	1,000.00	-95.00	90.5%	894.66	10.34	1.16%
Total 610000 · Governance Expenses	905.00	0.00	5,000.00	-4,095.00	18.1%	1,549.60	-644.60	-41.60%
620000 · Marketing & Promotions								
620002 · Mailing List Management	153.00	0.00	180.00	-27.00	85.0%	438.00	-285.00	-65.07%
620004 · Promotional Collateral	0.00	0.00	2,000.00	-2,000.00	0.0%	0.00	0.00	N/A
620006 · Marketing Meals & Entertainment	0.00	0.00	500.00	-500.00	0.0%	0.00	0.00	N/A
620008 · Social Marketing	1,269.47	0.00	0.00	1,269.47	100.0%	0.00	1,269.47	N/A
Total 620000 · Marketing & Promotions	1,422.47	0.00	2,680.00	-1,257.53	53.08%	438.00	984.47	224.76%
630000 · Professional Fees								
630100 · Accounting								
630200 · Legal	290.98	0.00	1,000.00	-709.02	29.1%	7,211.03	-6,920.05	-95.96%
630300 · Management Fees								
630302 · Association Mgt Fee	44,669.89	3,828.85	44,655.00	14.89	100.03%	42,542.75	2,127.14	5.00%
630304 · Commissions	2,080.00	0.00	0.00	2,080.00	100.0%	1,788.00	292.00	16.33%
630306 · CEO Fee	21,670.00	1,500.00	19,500.00	2,170.00	111.13%	14,580.78	7,089.22	48.62%
630308 · Association Support	5,500.00	500.00	6,000.00	-500.00	91.67%	0.00	5,500.00	N/A
630310 · CEO Operating Fund	58.33	0.00	1,000.00	-941.67	5.83%	0.00	58.33	N/A
630312 · CEO Admin Support	7,054.26	412.10	6,000.00	1,054.26	117.57%	1,689.05	5,365.21	317.65%
Total 630300 · Management Fees	81,032.48	6,240.95	77,155.00	3,877.48	105.03%	60,600.58	20,431.90	33.72%
630400 · Graphic Design	0.00	0.00	2,000.00	-2,000.00	0.0%	0.00	0.00	N/A
630500 · Business Development	11,723.75	4,523.75	7,450.00	4,273.75	157.37%	4,000.00	7,723.75	193.09%
Total 630000 · Professional Fees	94,430.56	10,764.70	88,958.00	5,472.56	106.15%	73,051.61	21,378.95	29.27%

**Government for Impact
Statement of Activities
Budget vs. Actual**

	<u>Jan-Dec 19</u>	<u>Dec 19</u>	<u>2019 Budget</u>	<u>2019 \$ Over Budget</u>	<u>2019 % of Budget</u>	<u>Jan- Dec 18</u>	<u>2019 vs 2018</u>	<u>2019 % of 2018</u>
640000 - Website								
640002 - Development/Reconstruction	0.00	0.00	11,000.00	-11,000.00	0.0%	725.00	-725.00	-100.00%
640004 - Domain Registration & Hosting	423.63	0.00	702.98	-279.35	60.26%	722.95	-299.32	-41.40%
640006 - Maintenance/Updates	3,267.33	1,294.50	2,331.50	935.83	140.14%	2,486.40	780.93	31.41%
Total 640000 - Website	3,690.96	1,294.50	14,034.48	-10,343.52	26.3%	3,934.35	-243.39	-6.19%
650000 - Grant Implementation	0.00	0.00	7,500.00					
690000 - Prior Year Expenses	0.00	0.00	0.00	0.00	0.0%	0.00	0.00	N/A
900008 - Miscellaneous Expense	0.00	0.00	0.00	0.00	0.0%	372.25	-372.25	-100.00%
Total Overhead Expense	103,686.76	12,174.20	125,227.50	-21,540.74	82.8%	90,408.90	13,277.86	14.69%
Net Ordinary Income	5,636.09	-11,879.25	169.94	5,466.15	3,316.52%	19,788.95	-14,152.86	-71.52%
Other Income/Expense								
Other Income								
800000 - Other Income								
800002 - Investment Income	258.99	22.18	0.00	258.99	100.0%	95.70	163.29	170.63%
Total 800000 - Other Income	258.99	22.18	0.00	258.99	100.0%	95.70	163.29	170.63%
Total Other Income	258.99	22.18	0.00	258.99	100.0%	95.70	163.29	170.63%
Other Expense								
900000 - Other Expenses								
900002 - Investment Expenses	0.00	0.00	0.00	0.00	0.0%	0.00	0.00	N/A
900004 - Exchange Rate Gain/Loss	0.00	0.00	0.00	0.00	0.0%	0.00	0.00	N/A
Total 900000 - Other Expenses	0.00	0.00	0.00	0.00	0.0%	0.00	0.00	N/A
Total Other Expense	0.00	0.00	0.00	0.00	0.0%	0.00	0.00	N/A
Net Other Income	258.99	22.18	0.00	258.99	100.0%	95.70	163.29	170.63%
Net Income	5,895.08	-11,857.07	169.94	5,725.14	3,468.92%	19,884.65	-13,989.57	-70.35%