

AMERICAN PODIATRIC MEDICAL ASSOCIATION, INC.
INCOME AND EXPENSES
BUDGET FY 19-20

| | ACTUAL RESULTS FY 17-18 | BUDGET FY 18-19 | BUDGET FY 19-20 | VARIANCE | % |
|--|--|----------------------------|----------------------------|------------------|--------------|
| INCOME | | | | | |
| ANNUAL SCIENTIFIC MEETING - THE NATIONAL | \$ 1,915,597 | \$ 1,905,000 | \$ 1,720,000 | \$ (185,000) | -9.71% |
| COUNCIL ON PODIATRIC MEDICAL EDUCATION | 1,090,081 | 1,193,600 | 1,198,400 | 4,800 | 0.40% |
| DEVELOPMENT | 717,318 | 705,800 | 678,400 | (27,400) | -3.88% |
| FINANCE | 1,141,389 | 1,118,000 | 1,416,500 | 298,500 | 26.70% |
| HEALTH POLICY & PRACTICE | 370,639 | 495,000 | 425,000 | (70,000) | -14.14% |
| LEGISLATIVE ADVOCACY | 26,505 | 35,000 | 35,000 | - | 0.00% |
| MEMBERSHIP | 7,318,357 | 7,550,600 | 7,350,600 | (200,000) | -2.65% |
| YOUNG PHYSICIANS PROGRAM | - | - | 375,500 | 375,500 | |
| CONTINUING EDUCATION AND PROGRAMS | 203,290 | 250,000 | 250,000 | - | 0.00% |
| CLINICAL AFFAIRS | 499 | 50,000 | 10,000 | (40,000) | -80.00% |
| COMMUNICATIONS | 344,535 | 379,500 | 291,500 | (88,000) | -23.19% |
| TOTAL INCOME | \$ 13,128,210 | \$ 13,682,500 | \$ 13,750,900 | \$ 68,400 | 0.50% |
| EXPENSES | | | | | |
| HOUSE OF DELEGATES | \$ 221,798 | \$ 334,400 | \$ 288,400 | \$ (46,000) | -13.76% |
| ANNUAL SCIENTIFIC MEETING - THE NATIONAL | 1,188,560 | 1,310,800 | 1,176,100 | (134,700) | -10.28% |
| BOARD OF TRUSTEES | 514,926 | 535,300 | 479,200 | (56,100) | -10.48% |
| EXECUTIVE OFFICE | 1,475,990 | 1,300,900 | 1,342,900 | 42,000 | 3.23% |
| COUNCIL ON PODIATRIC MEDICAL EDUCATION | 1,005,030 | 1,171,800 | 1,163,300 | (8,500) | -0.73% |
| DEVELOPMENT | 616,730 | 612,000 | 576,000 | (36,000) | -5.88% |
| FINANCE | 2,604,140 | 2,600,700 | 2,548,400 | (52,300) | -2.01% |
| HEALTH POLICY AND PRACTICE | 1,136,417 | 1,076,500 | 1,143,600 | 67,100 | 6.23% |
| LEGISLATIVE ADVOCACY | 579,400 | 680,200 | 673,000 | (7,200) | -1.06% |
| MEMBERSHIP | 924,089 | 929,100 | 869,800 | (59,300) | -6.38% |
| YOUNG PHYSICIANS PROGRAM | 82,538 | 126,400 | 658,500 | 532,100 | 420.97% |
| CONTINUING EDUCATION AND PROGRAMS | 440,762 | 441,200 | 464,500 | 23,300 | 5.28% |
| CLINICAL AFFAIRS | 793,322 | 765,200 | 977,600 | 212,400 | 27.76% |
| COMMUNICATIONS | 1,750,126 | 1,798,000 | 1,389,600 | (408,400) | -22.71% |
| TOTAL EXPENSES | \$ 13,333,828 | \$ 13,682,500 | \$ 13,750,900 | \$ 68,400 | 0.50% |
| NET OPERATING BUDGET | \$ (205,618) | \$ - | \$ - | \$ - | |

**HOUSE OF DELEGATES
INCOME AND EXPENSES
BUDGET FY 19-20**

| | ACTUAL RESULTS FY 17-18 | BUDGET FY 18-19 | BUDGET FY 19-20 | VARIANCE | % |
|------------------------------|--|----------------------------|----------------------------|--------------------|----------------|
| EXPENSES | | | | | |
| 1. HOUSE OF DELEGATES | | | | | |
| A. Operations | \$ 17,946 | \$ 21,000 | \$ 21,000 | \$ - | |
| B. Meeting Expense - Direct | 116,639 | 124,000 | 124,000 | - | |
| C. Inaugural Reception | 27,496 | 30,000 | 30,000 | - | |
| D. Past Presidents Reception | 1,320 | 1,500 | 1,500 | - | |
| E. Staff expenses | 27,423 | 34,600 | 34,600 | - | |
| F. Awards & Recognition | 5,091 | 4,000 | 4,000 | - | |
| G. Committees | 18,785 | 14,100 | 14,100 | - | |
| H. Board of Inquiry | - | - | - | - | |
| I. House Speaker expenses | 5,770 | 6,700 | 6,700 | - | |
| J. Dignitaries | 1,328 | 2,500 | 2,500 | - | |
| K. Directives | - | 96,000 | 50,000 | (46,000) | (1) |
| TOTAL EXPENSES | \$ 221,798 | \$ 334,400 | \$ 288,400 | \$ (46,000) | -13.76% |

(1) The FY 18-19 HOD resolutions costs exceeded the usual \$50,000 budget.

**ANNUAL SCIENTIFIC MEETING - THE NATIONAL
INCOME AND EXPENSES
BUDGET FY 19-20**

| | ACTUAL RESULTS FY 17-18 | BUDGET FY 18-19 | BUDGET FY 19-20 | VARIANCE | % |
|-------------------------------|--|----------------------------|----------------------------|---------------------|-------------------|
| INCOME | | | | | |
| 1. EDUCATIONAL PROGRAM | | | | | |
| A. Registration fees | \$ 366,796 | \$ 355,000 | \$ 260,000 | \$ (95,000) | |
| B. Advertising | 17,741 | 10,000 | 10,000 | - | |
| C. Exhibitors | 651,235 | 660,000 | 600,000 | (60,000) | |
| D. Corporate Sponsorship | 879,825 | 880,000 | 850,000 | (30,000) | |
| TOTAL INCOME | \$ 1,915,597 | \$ 1,905,000 | \$ 1,720,000 | \$ (185,000) | -9.71% (1) |
| EXPENSES | | | | | |
| 1. EDUCATIONAL PROGRAM | | | | | |
| A. Annual Meeting Committee | \$ 926 | \$ 2,200 | \$ 2,200 | \$ - | |
| B. Operations | 216,293 | 240,000 | 164,800 | (75,200) | (2) |
| C. Meeting Expense - Direct | 417,882 | 443,900 | 448,200 | 4,300 | |
| D. Speakers | 152,358 | 162,300 | 177,000 | 14,700 | (3) |
| E. Staff expenses | 43,988 | 38,800 | 52,000 | 13,200 | (3) |
| F. Exhibit Hall | 310,327 | 418,600 | 326,900 | (91,700) | (4) |
| G. APMA Reception | 44,485 | - | - | - | |
| H. Site Visits | 2,301 | 5,000 | 5,000 | - | |
| TOTAL EXPENSES | \$ 1,188,560 | \$ 1,310,800 | \$ 1,176,100 | \$ (134,700) | -10.28% |

- (1) Less projected activity for the Salt Lake City meeting than the DC meeting budget.
(2) No revenue share with host component, less graphic design costs, and less communications costs.
(3) Increased travel costs.
(4) Decreased food costs.

**BOARD OF TRUSTEES
INCOME AND EXPENSES
BUDGET FY 19-20**

| | ACTUAL RESULTS FY 17-18 | BUDGET FY 18-19 | BUDGET FY 19-20 | VARIANCE | % |
|--------------------------------|--|----------------------------|----------------------------|--------------------|----------------|
| EXPENSES | | | | | |
| 1. ADMINISTRATION | | | | | |
| A. President's Honorarium | \$ 166,600 | \$ 170,000 | \$ 170,000 | \$ - | |
| B. Communications allowance | 14,200 | 13,800 | 13,800 | - | |
| C. BOT Orientation Program | 3,645 | 2,800 | 1,800 | (1,000) | |
| D. Professional Development | 5,000 | - | - | - | |
| E. Gifts | 550 | 1,400 | 1,400 | - | |
| | \$ 189,995 | \$ 188,000 | \$ 187,000 | \$ (1,000) | -0.53% |
| 2. PRESIDENT'S TRAVEL | | | | | |
| A. International Meetings | - | - | - | - | |
| B. Regional Meetings | 20,687 | 19,000 | 19,000 | - | |
| C. Medical Liaison | 8,690 | 17,900 | 17,900 | - | |
| D. Miscellaneous Travel | 4,172 | 5,700 | 5,700 | - | |
| | 33,549 | 42,600 | 42,600 | - | 0.00% |
| 3. MEMBERS' TRAVEL | | | | | |
| A. Regional/State Meetings | 21,631 | 17,000 | 17,000 | - | |
| B. Liaisons | 5,539 | 10,000 | 10,000 | - | |
| C. Miscellaneous | 2,110 | 2,500 | 2,500 | - | |
| | 29,280 | 29,500 | 29,500 | - | 0.00% |
| 4. HOUSE OF DELEGATES | | | | | |
| A. President's Dinner | 33,224 | 30,000 | 30,000 | - | |
| B. President's spouse luncheon | 1,000 | 1,000 | - | (1,000) | |
| C. Allocated costs | 112,073 | 131,900 | 109,400 | (22,500) | (1) |
| | 146,297 | 162,900 | 139,400 | (23,500) | -14.43% |
| 5. EDUCATIONAL PROGRAM | | | | | |
| A. Allocated costs | 57,010 | 58,200 | 53,000 | (5,200) | |
| | 57,010 | 58,200 | 53,000 | (5,200) | -8.93% |
| 6. COMMITTEES | | | | | |
| A. Executive Committee | 278 | 200 | 200 | - | |
| B. Task Forces | 1,268 | 100 | 100 | - | |
| | 1,546 | 300 | 300 | - | 0.00% |
| 7. MEETINGS | | | | | |
| A. Fall | 31,971 | 27,200 | 500 | (26,700) | (2) |
| B. Winter | 25,278 | 26,600 | 26,900 | 300 | |
| | 57,249 | 53,800 | 27,400 | (26,400) | -49.07% |
| TOTAL EXPENSES | \$ 514,926 | \$ 535,300 | \$ 479,200 | \$ (56,100) | -10.48% |

(1) Less cost due to the cancellation of the Legislative Conference.

(2) Virtual meeting planned.

**EXECUTIVE OFFICE
INCOME AND EXPENSES
BUDGET FY 19-20**

| | ACTUAL RESULTS FY 17-18 | BUDGET FY 18-19 | BUDGET FY 19-20 | VARIANCE | % |
|---------------------------------------|--|----------------------------|----------------------------|------------------|----------------|
| EXPENSES | | | | | |
| 1. ADMINISTRATION | | | | | |
| A. Staff expenses | \$ 1,403,229 | \$ 1,238,500 | \$ 1,296,000 | \$ 57,500 | |
| B. Departmental Operations | 12,882 | 12,500 | 12,500 | - | |
| | \$ 1,416,111 | \$ 1,251,000 | \$ 1,308,500 | \$ 57,500 | 4.60% |
| 2. EXECUTIVE DIRECTOR'S TRAVEL | | | | | |
| A. International Travel | - | - | - | - | |
| B. Regional Meetings | 14,636 | 12,900 | 12,900 | - | |
| C. Medical Liaison | 12,837 | 10,000 | 10,000 | - | |
| D. State Leaders Update Functions | 14,180 | 10,000 | 10,000 | - | |
| E. Miscellaneous | 2,392 | 1,500 | 1,500 | - | |
| | 44,045 | 34,400 | 34,400 | - | 0.00% |
| 3. INTERNATIONAL RELATIONS | | | | | |
| A. FIP organizational membership | 15,834 | 15,500 | - | (15,500) | (1) |
| | 15,834 | 15,500 | - | (15,500) | 100.00% |
| TOTAL EXPENSES | \$ 1,475,990 | \$ 1,300,900 | \$ 1,342,900 | \$ 42,000 | 3.23% |

(1) No dues outlay required for current fiscal year.

**COUNCIL ON PODIATRIC MEDICAL EDUCATION
INCOME AND EXPENSES
BUDGET FY 19-20**

| | ACTUAL RESULTS FY 17-18 | BUDGET FY 18-19 | BUDGET FY 19-20 | VARIANCE | % |
|-------------------------------------|--|----------------------------|----------------------------|-------------------|---------------|
| INCOME | | | | | |
| 1. RESIDENCY VERIFICATION | \$ 10,200 | \$ 8,000 | \$ 8,000 | \$ - | 0.00% |
| 2. COLLEGE ACCREDITATION | 47,041 | 60,000 | 60,000 | - | 0.00% |
| 3. RESIDENCY APPROVAL | 789,595 | 903,200 | 900,700 | (2,500) | -0.28% |
| 4. CONTINUING EDUCATION APPROVAL | 127,000 | 130,000 | 131,000 | 1,000 | 0.77% |
| 5. CERTIFYING BOARD RECOGNITION | 31,908 | 30,000 | 31,900 | 1,900 | 6.33% |
| 6. APPEALS | - | 2,400 | 6,800 | 4,400 | 183.33% |
| 7. JRRC ADMIN. COST REIMB. | 84,337 | 60,000 | 60,000 | - | 0.00% |
| TOTAL INCOME | <u>\$ 1,090,081</u> | <u>\$ 1,193,600</u> | <u>\$ 1,198,400</u> | \$ 4,800 | 0.40% |
| EXPENSES | | | | | |
| 1. ADMINISTRATION | \$ 770,114 | \$ 780,500 | \$ 768,500 | \$ (12,000) | -1.54% |
| 2. COMMITTEES | 50,810 | 108,300 | 130,000 | 21,700 | 20.04% (1) |
| 3. MEETINGS | 47,885 | 70,000 | 75,800 | 5,800 | 8.29% |
| 4. COLLEGE EVALUATIONS | - | 15,000 | 15,000 | - | |
| 5. RESIDENCY EVALUATIONS | 120,036 | 170,000 | 137,000 | (33,000) | -19.41% (2) |
| 6. CONTINUING EDUCATION EVALUATIONS | - | 3,000 | 3,000 | - | |
| 7. TRAINING & ORIENTATION WORKSHOPS | 16,185 | 25,000 | 34,000 | 9,000 | 36.00% |
| TOTAL EXPENSES | <u>\$ 1,005,030</u> | <u>\$ 1,171,800</u> | <u>\$ 1,163,300</u> | \$ (8,500) | -0.73% |

(1) Increase in projected activity.

(2) Decrease in scheduled activity per onsite visit rotation.

**DEVELOPMENT
INCOME AND EXPENSES
BUDGET FY 19-20**

| | ACTUAL RESULTS FY 17-18 | BUDGET FY 18-19 | BUDGET FY 19-20 | VARIANCE | % |
|--|--|----------------------------|----------------------------|--------------------|---------------|
| INCOME | | | | | |
| 1. CORPORATE MEMBERS - UNRESTRICTED | \$ 28,958 | \$ 25,000 | \$ 37,500 | \$ 12,500 | (1) |
| 2. TRANSFER FROM EDUCATION FOUNDATION | 3,770 | 5,800 | 5,900 | 100 | |
| 3. CORPORATE SPONSORSHIPS | 684,590 | 675,000 | 635,000 | (40,000) | (2) |
| TOTAL INCOME | \$ 717,318 | \$ 705,800 | \$ 678,400 | \$ (27,400) | -3.88% |
| EXPENSES | | | | | |
| 1. ADMINISTRATION | | | | | |
| A. Staff expenses | \$ 512,364 | \$ 520,000 | \$ 494,000 | \$ (26,000) | |
| B. Departmental operations | 11,954 | 13,000 | 3,000 | (10,000) | (3) |
| | \$ 524,318 | \$ 533,000 | \$ 497,000 | \$ (36,000) | -6.75% |
| 2. CORPORATE CULTIVATION | | | | | |
| A. Regional and Medical Liaison meetings | 14,521 | 18,000 | 18,000 | - | |
| B. Corporate meetings | 17,115 | 7,000 | 7,000 | - | |
| | 31,636 | 25,000 | 25,000 | - | 0.00% |
| 3. MARKETING | | | | | |
| A. Corporate Members | 21,197 | 23,000 | 23,000 | - | |
| B. Brochures and distribution | 201 | 1,000 | 1,000 | - | |
| | 21,398 | 24,000 | 24,000 | - | 0.00% |
| 4. CORPORATE RECOGNITION PROGRAMS | | | | | |
| A. Educational Program event | 36,554 | 25,000 | 25,000 | - | |
| B. Awards | 2,824 | 5,000 | 5,000 | - | |
| | 39,378 | 30,000 | 30,000 | - | 0.00% |
| TOTAL EXPENSES | \$ 616,730 | \$ 612,000 | \$ 576,000 | \$ (36,000) | -5.88% |

- (1) Increased program activity projected.
(2) Decreased projection for special projects.
(3) Reduced travel activity.

**FINANCE
INCOME AND EXPENSES
BUDGET FY 19-20**

| | ACTUAL RESULTS FY 17-18 | BUDGET FY 18-19 | BUDGET FY 19-20 | VARIANCE | % |
|--|--|----------------------------|----------------------------|--------------------|---------------|
| INCOME | | | | | |
| 1. ADMINISTRATIVE OPERATIONS | | | | | |
| A. Operating account | \$ 1,335 | \$ 1,500 | \$ 1,500 | \$ - | |
| B. Miscellaneous Income | 50,000 | - | - | - | |
| C. Management Fees (ASPS/PAC/Foundation) | 184,672 | 185,000 | 170,000 | (15,000) | (1) |
| D. Allocation of Program Reserves | - | - | - | - | |
| E. Allocation of Strategic Reserves | 544,767 | 586,500 | 1,050,000 | 463,500 | (2) |
| F. Allocation of Capital Improvement Reserve | - | - | - | - | |
| G. Allocation of Research Endowment | 307,691 | 290,000 | 140,000 | (150,000) | (3) |
| H. Allocation of Legal & Legislative Reserve | 8,000 | 10,000 | 10,000 | - | |
| | \$ 1,096,465 | \$ 1,073,000 | \$ 1,371,500 | \$ 298,500 | 27.82% |
| 2. COMPUTER OPERATIONS | | | | | |
| A. Data files and label sales | 44,924 | 45,000 | 45,000 | - | |
| | 44,924 | 45,000 | 45,000 | - | 0.00% |
| TOTAL INCOME | \$ 1,141,389 | \$ 1,118,000 | \$ 1,416,500 | \$ 298,500 | 26.70% |
| EXPENSES | | | | | |
| ADMINISTRATIVE OPERATIONS | | | | | |
| 1. ADMINISTRATION | | | | | |
| A. Staff expense | \$ 1,221,911 | \$ 1,188,100 | \$ 1,142,900 | \$ (45,200) | |
| B. Departmental operations | 10,195 | 8,000 | 9,000 | 1,000 | |
| | \$ 1,232,106 | \$ 1,196,100 | \$ 1,151,900 | \$ (44,200) | -3.70% |
| 2. FINANCE COMMITTEE | 95 | 200 | 200 | - | 0.00% |
| | 95 | 200 | 200 | - | 0.00% |
| 3. GENERAL OPERATIONS | | | | | |
| A. Supplies | 18,360 | 20,000 | 20,000 | - | |
| B. Telephone | 64,144 | 62,000 | 60,000 | (2,000) | |
| C. Equipment purchases | 2,835 | 4,000 | 4,000 | - | |
| D. Printing | 3,486 | 5,000 | 5,000 | - | |
| E. Professional Fees/Consultants | 231,277 | 232,300 | 231,000 | (1,300) | |
| F. Insurance | 67,694 | 75,000 | 70,000 | (5,000) | |
| G. Taxes | 71,347 | 76,400 | 73,000 | (3,400) | |
| H. Internal Management Activities | 22,684 | 14,000 | 12,000 | (2,000) | |
| I. Employment searches | 3,358 | 4,000 | 4,000 | - | |
| J. Service fees | 200,921 | 200,000 | 200,000 | - | |
| K. Grants | 88,770 | 31,800 | 31,900 | 100 | |
| | 774,876 | 724,500 | 710,900 | (13,600) | -1.88% |
| 4. PHYSICAL PLANT | | | | | |
| A. Maintenance services | 45,425 | 49,000 | 49,000 | - | |
| B. Utilities | 60,239 | 64,000 | 64,000 | - | |
| C. Building services | 71,218 | 69,000 | 69,000 | - | |
| | 176,882 | 182,000 | 182,000 | - | 0.00% |

**FINANCE
INCOME AND EXPENSES
BUDGET FY 19-20**

| | ACTUAL RESULTS FY 17-18 | BUDGET FY 18-19 | BUDGET FY 19-20 | VARIANCE | % |
|---|--|----------------------------|----------------------------|--------------------|------------------------------|
| 5. MAIL & PRODUCTION | | | | | |
| A. Paper/Supplies | 6,620 | 8,500 | 7,500 | (1,000) | |
| B. Photocopying | 22,695 | 22,000 | 22,000 | - | |
| C. Postage/Courier | 41,124 | 45,000 | 45,000 | - | |
| D. Equipment purchase, lease, and maintenance | 22,357 | 22,000 | 22,000 | - | |
| E. In-House printing (billings) | (5,420) | (7,500) | (7,500) | - | |
| | 87,376 | | 90,000 | 89,000 | (1,000) -1.11% |
| COMPUTER OPERATIONS | | | | | |
| 6. SYSTEMS OPERATIONS | | | | | |
| A. Hardware purchases/upgrades | 8,546 | 5,600 | 11,400 | 5,800 | |
| B. Software purchases/upgrades | 9,458 | 44,700 | 52,400 | 7,700 | |
| C. Maintenance agreements | 55,119 | 59,700 | 59,700 | - | |
| D. Support/Consultants | 70,491 | 73,500 | 73,500 | - | |
| E. Cloud Hosting | 114,064 | 111,600 | 111,600 | - | |
| F. Supplies | 8,802 | 20,000 | 13,000 | (7,000) | |
| G. Training programs | - | 2,000 | 2,000 | - | |
| | 266,480 | | 317,100 | 323,600 | 6,500 2.05% |
| INTERNET PRESENCE | | | | | |
| 7. INTERNET HOSTING | | | | | |
| A. Website hosting (Results Direct) | 24,000 | 24,000 | 24,000 | - | |
| B. Web video hosting | 360 | 400 | 400 | - | |
| C. Fees (domain internet address) | 175 | 200 | 200 | - | |
| D. Listserve hosting | 1,125 | 1,200 | 1,200 | - | |
| E. Consultants | 40,645 | 65,000 | 65,000 | - | |
| F. Hardware/Software upgrades/maintenance | 20 | - | - | - | |
| | 66,325 | | 90,800 | 90,800 | - 0.00% |
| TOTAL EXPENSES | <u>\$ 2,604,140</u> | <u>\$ 2,600,700</u> | <u>\$ 2,548,400</u> | \$ (52,300) | -2.01% |

(1) Changes in fees for management services.

(2) Data Registry \$250k, APMA App \$250k, Operations \$300k, Retirement Plan Termination Loan \$250k.

(3) TDI Fellow \$115k, Research grant \$25k.

**HEALTH POLICY AND PRACTICE
INCOME AND EXPENSES
BUDGET FY 19-20**

| | ACTUAL RESULTS FY 17-18 | BUDGET FY 18-19 | BUDGET FY 19-20 | VARIANCE | % |
|---|--|----------------------------|----------------------------|--------------------|----------------|
| INCOME | | | | | |
| 1. CODING RESOURCE CENTER | \$ 362,775 | \$ 450,000 | \$ 400,000 | \$ (50,000) | (1) |
| 2. CODING SEMINARS/WORKSHOPS | 7,864 | 45,000 | 25,000 | (20,000) | (1) |
| TOTAL INCOME | \$ 370,639 | \$ 495,000 | \$ 425,000 | \$ (70,000) | -14.14% |
| EXPENSES | | | | | |
| 1. ADMINISTRATION | | | | | |
| A. Staff expenses | \$ 563,852 | \$ 551,400 | \$ 586,000 | \$ 34,600 | |
| B. Departmental operations | 5,061 | 6,000 | 6,000 | - | |
| | \$ 568,913 | \$ 557,400 | \$ 592,000 | \$ 34,600 | 6.21% |
| 2. HEALTH POLICY | | | | | |
| A. Health Policy & Practice Committee | 25,230 | 28,000 | 28,000 | - | |
| B. RUC representation | 21,724 | 30,000 | 32,500 | 2,500 | |
| C. DME representation | - | 2,300 | 2,300 | - | |
| D. MGMA Update Survey | - | 800 | 800 | - | |
| E. Medicare Advisory Body | 61 | 400 | 400 | - | |
| F. Consultants | 110,100 | 120,000 | 120,000 | - | |
| G. CMS Initiatives | 9,173 | 7,200 | 7,200 | - | |
| H. MACRA | 1,422 | 4,000 | 2,000 | (2,000) | |
| I. BMAD Data | 6,500 | 6,500 | - | (6,500) | |
| | 174,210 | 199,200 | 193,200 | (6,000) | -3.01% |
| 3. CAC | | | | | |
| A. National CAC/PIAC meeting | 57,579 | 25,000 | 25,000 | - | |
| B. Communications | 1,000 | - | - | - | |
| | 58,579 | 25,000 | 25,000 | - | 0.00% |
| 4. CODING | | | | | |
| A. Coding Committee | 19,897 | 18,000 | 18,000 | - | |
| B. CPT representation | 21,106 | 15,500 | 15,500 | - | |
| C. Coding Resource Center | 166,433 | 108,200 | 108,200 | - | |
| D. Coding education | 26,128 | 45,000 | 39,700 | (5,300) | |
| | 233,564 | 186,700 | 181,400 | (5,300) | -2.84% |
| 5. PRIVATE HEALTHCARE INSURANCE INITIATIVES | | | | | |
| A. Consultants | 67,200 | 67,200 | 67,200 | - | |
| B. Representation | 5,630 | 5,000 | 5,000 | - | |
| C. Private Insurance education | 2,367 | 5,700 | 4,200 | (1,500) | |
| | 75,197 | 77,900 | 76,400 | (1,500) | -1.93% |
| 6. CENTER FOR PROFESSIONAL ADVOCACY (CPA) | | | | | |

**HEALTH POLICY AND PRACTICE
INCOME AND EXPENSES
BUDGET FY 19-20**

| | ACTUAL RESULTS FY 17-18 | BUDGET FY 18-19 | BUDGET FY 19-20 | VARIANCE | % |
|------------------------------------|--|----------------------------|----------------------------|------------------|----------------|
| A. CPA Advisory Group | 526 | 1,000 | 1,000 | - | |
| B. Legal & Legislative Initiatives | 12,601 | 12,300 | 12,300 | - | |
| C. State Advocacy meeting | - | - | 44,300 | 44,300 | (2) |
| D. Representation | 4,546 | - | 6,000 | 6,000 | |
| E. Data tracking | 6,900 | 7,000 | 7,000 | - | |
| F. Advocacy Resources | 1,381 | 10,000 | 5,000 | (5,000) | |
| | 25,954 | 30,300 | 75,600 | 45,300 | 149.50% |
| TOTAL EXPENSES | \$ 1,136,417 | \$ 1,076,500 | \$ 1,143,600 | \$ 67,100 | 6.23% |

(1) Reduced to be in line with current activity.

(2) Meeting occurs biennially.

**LEGISLATIVE ADVOCACY
INCOME AND EXPENSES
BUDGET FY 19-20**

| | ACTUAL RESULTS FY 17-18 | BUDGET FY 18-19 | BUDGET FY 19-20 | VARIANCE | % |
|--|--|----------------------------|----------------------------|--------------------|----------------|
| INCOME | | | | | |
| 1. REIMB. FROM APMAPAC/GEF - LEGISLATIVE CONF. | \$ 26,505 | \$ 35,000 | \$ 35,000 | \$ - | |
| TOTAL INCOME | \$ 26,505 | \$ 35,000 | \$ 35,000 | \$ - | 0.00% |
| EXPENSES | | | | | |
| 1. ADMINISTRATION | | | | | |
| A. Staff expenses | \$ 259,932 | \$ 317,500 | \$ 303,000 | \$ (14,500) | |
| B. Departmental operations | 31,003 | 35,000 | 37,500 | 2,500 | |
| C. APMAPAC/GEF activities | 25,981 | 26,500 | 26,500 | - | |
| | \$ 316,916 | \$ 379,000 | \$ 367,000 | \$ (12,000) | -3.17% |
| 2. LEGISLATIVE ACTIVITIES | | | | | |
| A. Legislative Committee | 10,818 | 5,200 | 200 | (5,000) | |
| B. Consultant | 132,818 | 150,000 | 171,300 | 21,300 | (1) |
| C. Coalition efforts | 2,300 | 5,000 | 2,500 | (2,500) | |
| D. On-line services | 51,360 | 61,000 | 62,000 | 1,000 | |
| | 197,296 | 221,200 | 236,000 | 14,800 | 6.69% |
| 3. LEGISLATIVE CONFERENCE | | | | | |
| A. Meeting | 65,188 | 80,000 | 70,000 | (10,000) | (2) |
| | 65,188 | 80,000 | 70,000 | (10,000) | -12.50% |
| TOTAL EXPENSES | \$ 579,400 | \$ 680,200 | \$ 673,000 | \$ (7,200) | -1.06% |

(1) Contracted services.

(2) Meeting is being restructured.

**MEMBERSHIP
INCOME AND EXPENSES
BUDGET FY 19-20**

| | ACTUAL RESULTS FY 17-18 | BUDGET FY 18-19 | BUDGET FY 19-20 | VARIANCE | % |
|--|--|----------------------------|----------------------------|---------------------|---------------|
| INCOME | | | | | |
| 1. MEMBERSHIP SERVICES | | | | | |
| A. Dues | \$ 7,192,327 | \$ 7,400,000 | \$ 7,200,000 | \$ (200,000) | (1) |
| B. Verification Services | 255 | 400 | 400 | - | |
| C. Member Directory/Certificates | 55 | 200 | 200 | - | |
| D. Affinity Programs | 25,720 | 50,000 | 50,000 | - | |
| E. Royalties | 100,000 | 100,000 | 100,000 | - | |
| TOTAL INCOME | \$ 7,318,357 | \$ 7,550,600 | \$ 7,350,600 | \$ (200,000) | -2.65% |
| EXPENSES | | | | | |
| 1. ADMINISTRATION | | | | | |
| A. Staff expenses | \$ 880,490 | \$ 875,000 | \$ 788,000 | \$ (87,000) | |
| B. Departmental operations | 1,371 | 2,000 | 2,000 | - | |
| | \$ 881,861 | \$ 877,000 | \$ 790,000 | \$ (87,000) | -9.92% |
| 2. COMMITTEES | | | | | |
| A. Membership Committee | 52 | 500 | 500 | - | |
| | 52 | 500 | 500 | - | 0.00% |
| 3. MEMBERSHIP SERVICES | | | | | |
| A. Recognition/awards/certificates | 1,462 | 3,900 | 3,900 | - | |
| B. Member mailings | 6,108 | 6,600 | 11,600 | 5,000 | |
| C. State Licensure Data Collection | 266 | 1,000 | 1,000 | - | |
| | 7,836 | 11,500 | 16,500 | 5,000 | 43.48% |
| 4. MEMBER RECRUITMENT & RETENTION | | | | | |
| A. Marketing | 6,230 | 8,000 | 26,600 | 18,600 | (2) |
| B. Database Upgrade for State Online Donations | - | 3,500 | - | (3,500) | |
| C. Podiatric College Visitations - Spring | 26,576 | 24,000 | 29,500 | 5,500 | |
| D. Podiatric College Visitations - Fall | 1,534 | 4,600 | 6,700 | 2,100 | |
| | 34,340 | 40,100 | 62,800 | 22,700 | 56.61% |
| TOTAL EXPENSES | \$ 924,089 | \$ 929,100 | \$ 869,800 | \$ (59,300) | -6.38% |

(1) Reduced to be in line with current results.

(2) Increased recruitment and retention activities.

**YOUNG PHYSICIANS PROGRAM
INCOME AND EXPENSES
BUDGET FY 19-20**

| | ACTUAL RESULTS FY 17-18 | BUDGET FY 18-19 | BUDGET FY 19-20 | VARIANCE | % |
|--|--|----------------------------|----------------------------|-------------------|-------------------|
| INCOME | | | | | |
| 1. PROGRAM FEES | | | | | |
| A. Student Recruitment Contributions | \$ - | \$ - | \$ 375,500 | \$ 375,500 | (1) |
| TOTAL INCOME | <u>\$ -</u> | <u>\$ -</u> | <u>\$ 375,500</u> | <u>\$ 375,500</u> | |
| EXPENSES | | | | | |
| 1. ADMINISTRATION | | | | | |
| A. Staff expenses | \$ - | \$ - | \$ 98,000 | \$ 98,000 | (2) |
| B. Departmental operations | 884 | 2,000 | 2,000 | - | |
| | <u>\$ 884</u> | <u>\$ 2,000</u> | <u>\$ 100,000</u> | <u>\$ 98,000</u> | 4900.00% |
| 2. LEADERSHIP | | | | | |
| A. Young Physician Institute | 54,903 | 63,150 | 45,600 | (17,550) | |
| B. Young Physician Planning Group | 1,812 | 2,350 | 17,300 | 14,950 | |
| C. Events for Young Physicians | 4,447 | 5,000 | 20,600 | 15,600 | |
| D. Representation (COTH) | 4,996 | 2,900 | - | (2,900) | |
| E. Liaison Conference Calls | 33 | 300 | - | (300) | |
| | <u>66,191</u> | <u>73,700</u> | <u>83,500</u> | <u>9,800</u> | 13.30% (3) |
| 3. RESOURCES | | | | | |
| A. Residency Education Resource Center (REdRC) | 1,328 | 5,200 | 16,000 | 10,800 | |
| B. Resource development | 13,000 | 45,500 | 33,500 | (12,000) | |
| | <u>14,328</u> | <u>50,700</u> | <u>49,500</u> | <u>(1,200)</u> | -2.37% (3) |
| 4. STUDENT RECRUITMENT | | | | | |
| A. Program implementation | - | - | 425,500 | 425,500 | |
| | <u>\$ -</u> | <u>\$ -</u> | <u>\$ 425,500</u> | <u>\$ 425,500</u> | (4) |
| 5. EDUCATION | | | | | |
| A. Practice Management Seminar | 1,135 | - | - | - | |
| | <u>1,135</u> | <u>-</u> | <u>-</u> | <u>-</u> | |
| TOTAL EXPENSES | <u>\$ 82,538</u> | <u>\$ 126,400</u> | <u>\$ 658,500</u> | <u>\$ 532,100</u> | 420.97% |

- (1) Program is contingent on contributions from the various stakeholders.
(2) Staff has been specifically allocated to the program.
(3) Rollout of revised work plan for program.
(4) New program directive from the HOD.

**CONTINUING EDUCATION AND PROGRAMS
INCOME AND EXPENSES
BUDGET FY 19-20**

| | ACTUAL RESULTS FY 17-18 | BUDGET FY 18-19 | BUDGET FY 19-20 | VARIANCE | % |
|---|--|----------------------------|----------------------------|------------------|----------------|
| INCOME | | | | | |
| 1. PROGRAM FEES | | | | | |
| A. Seal of Acceptance | \$ 172,040 | \$ 195,000 | \$ 195,000 | \$ - | |
| B. Seal of Approval | 31,250 | 55,000 | 55,000 | - | |
| TOTAL INCOME | \$ 203,290 | \$ 250,000 | \$ 250,000 | \$ - | 0.00% |
| EXPENSES | | | | | |
| 1. ADMINISTRATION | | | | | |
| A. Staff expenses | \$ 216,977 | \$ 234,400 | \$ 273,400 | \$ 39,000 | |
| B. Departmental operations | 2,500 | 2,500 | 2,500 | - | |
| | \$ 219,477 | \$ 236,900 | \$ 275,900 | \$ 39,000 | 16.46% |
| 2. SEAL AND RECOGNITION PROGRAMS | | | | | |
| A. Podiatric Seals Committee | 9 | 200 | 200 | - | |
| B. Representation | 876 | 1,800 | 1,800 | - | |
| C. Mailings | 3,014 | 3,500 | 3,500 | - | |
| D. Marketing | 306 | 5,500 | 2,500 | (3,000) | |
| | 4,205 | 11,000 | 8,000 | (3,000) | -27.27% |
| 2. OTHER PROGRAMS | | | | | |
| A. Physicians' Recovery Network | 1,482 | 2,200 | 2,900 | 700 | |
| B. Regional Lecture Series | 207,424 | 182,600 | 170,200 | (12,400) | (1) |
| C. Abstract Competition | 8,174 | 8,500 | 7,500 | (1,000) | |
| | 217,080 | 193,300 | 180,600 | (12,700) | -6.57% |
| TOTAL EXPENSES | \$ 440,762 | \$ 441,200 | \$ 464,500 | \$ 23,300 | 5.28% |

(1) Decrease in projected activity.

**CLINICAL AFFAIRS
INCOME AND EXPENSES
BUDGET FY 19-20**

| | ACTUAL RESULTS FY 17-18 | BUDGET FY 18-19 | BUDGET FY 19-20 | VARIANCE | % |
|--|--|----------------------------|----------------------------|--------------------|----------------|
| INCOME | | | | | |
| 1. PROGRAM FEES | | | | | |
| A. Registry - APMA App | 499 | 50,000 | 10,000 | (40,000) | |
| TOTAL INCOME | <u>\$ 499</u> | <u>\$ 50,000</u> | <u>\$ 10,000</u> | \$ (40,000) | -80.00% |
| EXPENSES | | | | | |
| 1. ADMINISTRATION | | | | | |
| A. Staff expenses | \$ 265,193 | \$ 286,400 | \$ 303,600 | \$ 17,200 | |
| B. Departmental operations | 5,595 | 4,700 | 4,700 | - | |
| | \$ 270,788 | \$ 291,100 | \$ 308,300 | \$ 17,200 | 5.91% |
| 2. PUBLIC HEALTH | | | | | |
| A. Committee | 94 | 3,500 | 300 | (3,200) | |
| B. Marketing | 1,885 | 3,400 | 2,700 | (700) | |
| | 1,979 | 6,900 | 3,000 | (3,900) | -56.52% |
| 3. CLINICAL PRACTICE & RESEARCH | | | | | |
| A. CPAC meetings | 26 | 600 | 300 | (300) | |
| B. Representation | 12,937 | 11,600 | 10,500 | (1,100) | |
| C. Physician Parity | 3,375 | 5,000 | 10,500 | 5,500 | |
| D. Statistics | - | 10,000 | 5,000 | (5,000) | |
| E. Data Registry | 393,051 | 300,000 | 500,000 | 200,000 | (1) |
| F. Research Grants | 111,166 | 140,000 | 140,000 | - | |
| | 520,555 | 467,200 | 666,300 | 199,100 | 42.62% |
| TOTAL EXPENSES | <u>\$ 793,322</u> | <u>\$ 765,200</u> | <u>\$ 977,600</u> | \$ 212,400 | 27.76% |

(1) APMA App development for registry data, CMS reporting, and MIPS score analysis.

**COMMUNICATIONS
INCOME AND EXPENSES
BUDGET FY 19-20**

| | ACTUAL RESULTS FY 17-18 | BUDGET FY 18-19 | BUDGET FY 19-20 | VARIANCE | % |
|--|--|----------------------------|----------------------------|---------------------|--------------------|
| INCOME | | | | | |
| 1. APMA NEWS | | | | | |
| A. Subscriptions | \$ 770 | \$ 1,000 | \$ 1,000 | \$ - | |
| B. Commercial advertisements | 158,297 | 160,000 | 160,000 | - | |
| C. Classified advertisements | 28,349 | 55,000 | 55,000 | - | |
| | \$ 187,416 | \$ 216,000 | \$ 216,000 | \$ - | 0.00% |
| 2. JAPMA | | | | | |
| A. Subscriptions | 50,576 | 60,000 | 40,000 | (20,000) | |
| B. Commercial advertisements | 100,367 | 90,000 | 27,000 | (63,000) | |
| C. Reprints | 492 | 500 | 500 | - | |
| D. Online Database Royalties | 5,654 | 8,000 | 8,000 | - | |
| | 157,089 | 158,500 | 75,500 | (83,000) | -52.37% (1) |
| 3. BROCHURES | | | | | |
| A. Sales | 30 | 5,000 | - | (5,000) | |
| | 30 | 5,000 | - | (5,000) | -100.00% |
| TOTAL INCOME | \$ 344,535 | \$ 379,500 | \$ 291,500 | \$ (88,000) | -23.19% |
| EXPENSES | | | | | |
| 1. ADMINISTRATION | | | | | |
| A. Staff expenses | \$ 952,983 | \$ 983,200 | \$ 837,000 | \$ (146,200) | |
| B. Departmental operations | 9,682 | 8,000 | 8,000 | - | |
| | \$ 962,665 | \$ 991,200 | \$ 845,000 | \$ (146,200) | -14.75% |
| 2. COMMITTEE | | | | | |
| A. Communications Committee | 21,658 | 21,500 | 21,000 | (500) | |
| | 21,658 | 21,500 | 21,000 | (500) | -2.33% |
| 3. APMA NEWS | | | | | |
| A. Printing and distribution (incl. digital) | 162,067 | 184,600 | 174,300 | (10,300) | (2) |
| B. Design services | 685 | 2,000 | 1,000 | (1,000) | |
| C. Proofreading | 3,120 | - | - | - | |
| D. Commissions | 30,435 | 27,000 | 27,000 | - | |
| | 196,307 | 213,600 | 202,300 | (11,300) | -5.29% |
| 4. JAPMA | | | | | |
| A. Printing and distribution | 165,607 | 172,000 | - | (172,000) | |
| B. Online production (includes mobile site) | 27,147 | 29,000 | 29,500 | 500 | |
| C. Redactor services | 12,258 | 30,000 | 24,000 | (6,000) | |
| D. Software | 6,525 | 4,100 | 4,100 | - | |
| E. Commissions | 20,111 | 14,400 | 8,000 | (6,400) | |
| | 231,648 | 249,500 | 65,600 | (183,900) | -73.71% (1) |
| 5. BROCHURES | | | | | |
| A. Printing/Shipping | 936 | 5,000 | - | (5,000) | |
| | 936 | 5,000 | - | (5,000) | -100.00% |
| 6. DIGITAL PUBLICATIONS | | | | | |
| A. Production | 26,875 | 25,500 | 25,200 | (300) | |
| | 26,875 | 25,500 | 25,200 | (300) | -1.18% |

**COMMUNICATIONS
INCOME AND EXPENSES
BUDGET FY 19-20**

| | ACTUAL RESULTS FY 17-18 | BUDGET FY 18-19 | BUDGET FY 19-20 | VARIANCE | % |
|---|--|----------------------------|----------------------------|---------------------|----------------|
| 7. OTHER ACTIVITIES | | | | | |
| A. Communications Survey | 39,341 | 65,000 | 20,000 | (45,000) | (3) |
| B. Mobile App Development | - | - | - | - | |
| | 39,341 | 65,000 | 20,000 | (45,000) | -69.23% |
| 8. PUBLIC RELATIONS FUNCTIONS | | | | | |
| A. Media Opportunities | 5,750 | 6,200 | 5,000 | (1,200) | |
| B. Social Media/Multimedia Applications | 54,301 | 25,000 | 10,000 | (15,000) | (4) |
| C. Graphics/Photos | 737 | 3,000 | 3,000 | - | |
| D. Video production | 4,000 | 4,000 | 4,000 | - | |
| E. Marketing for Individual DPM's | 1,500 | 2,500 | 2,500 | - | |
| F. Media clipping service | 15,037 | 15,000 | 15,000 | - | |
| | 81,325 | 55,700 | 39,500 | (16,200) | -29.08% |
| 9. FALL CAMPAIGN | | | | | |
| A. Campaign development | 48,603 | 25,000 | 25,000 | - | |
| B. Video production | 10,000 | 12,000 | 12,000 | - | |
| C. News Releases | - | 3,000 | 3,000 | - | |
| D. Material distribution | 173 | 5,000 | 5,000 | - | |
| | 58,776 | 45,000 | 45,000 | - | 0.00% |
| 10. SPRING CAMPAIGN | | | | | |
| A. Campaign development | 39,965 | 20,000 | 20,000 | - | |
| B. Video production | - | 10,000 | 10,000 | - | |
| C. News Releases | 1,725 | 3,000 | 3,000 | - | |
| D. Survey | 20,000 | 10,000 | 10,000 | - | |
| E. Material distribution | 4,825 | 5,000 | 5,000 | - | |
| | 66,515 | 48,000 | 48,000 | - | 0.00% |
| 11. CAPABILITIES CAMPAIGN | | | | | |
| A. Materials development | 14,080 | 30,000 | 30,000 | - | |
| B. Advertising | - | 28,000 | 28,000 | - | |
| C. Consultants | 50,000 | 20,000 | 20,000 | - | |
| | 64,080 | 78,000 | 78,000 | - | 0.00% |
| TOTAL EXPENSES | \$ 1,750,126 | \$ 1,798,000 | \$ 1,389,600 | \$ (408,400) | -22.71% |

- (1) Discontinuation of the hard copy version of publication.
(2) Costs updated for current level of services.
(3) Branding audit was done in previous fiscal year.
(4) Reduced contingent opportunity funding.