

FOCIS July 2023 - Board Summary

KEY: No data/ too early to make judgment
 On track/unknowns could alter financial trajectory
 Fell short/likely to fall short of budget expectations

CATEGORY	COST CENTER	YTD INCOME	YTD EXPENSE	BUDGET INCOME	BUDGET EXPENSE	Expense YTD % to Budget	MONTHLY COMMENTS
Operations	Interest	8,932.15		6,600.00			Monthly interest averaging \$1,488.69 in 2023. 2022 income totaled \$7,096.09
	General/Miscellaneous	75.00		2,500.00			2022 income totaled \$1,275
	E-Pub/Website/Advertising	-	-	5,000.00	-		Most advertising is purchased as part of Annual Meeting sponsorship packages. 2022 income totaled \$4,800
	Personnel & Facilities		148,002.84		244,850.73		
	Strategic Planning		62,106.02		67,515.58		Expenses for 2023 Strategic Planning initiative (facilitation consultant fees, in-person meeting, March 2023)
	Infrastructure		11,655.00		19,980.00		Includes monthly web hosting & spam/virus protection, phone charges and technology fee
	Office Expenses		18,076.32		24,630.97		Insurance, database prepaid for year, and productivity applications
	Bank Charges/CC Fees		15,222.74		22,510.00		Linked to registration income
	Governance		14,070.98		45,266.00		Expenses incurred for Board travel, F&B, and meeting at Annual Meeting, as well as departing Board member recognition awards
	WCI		348.78		645.00		Expenses for committee meeting at Annual Meeting
		SUB-TOTAL	9,007.15	269,422.68	14,100.00	425,398.28	63.3%
Membership	Individual Membership	80,714.98	196.00	83,900.00	2,500.00		Membership dues collected YTD; expense for promotional materials at Annual Meeting
	Membership & Scientific Outreach Committee		248.61		240.00		Expenses for committee meeting at Annual Meeting
	Member Society Meeting Support		3,000.00		19,020.00		FOCIS sponsorship of 2023 ITS meeting
	SUB-TOTAL	80,714.98	3,444.61	83,900.00	21,760.00	15.8%	
FCE	FCE Committee		-		-		In-person committee meeting not held at FOCIS 2023
	Director's Forum		24,678.73		28,500.00		Expenses paid YTD for 2023 FCE Directors Meeting and related activities; clearer picture of Annual Meeting financial outcomes in August financials
	FCE Fusion		6,126.28		8,175.00		Expenses paid YTD for 2023 FCE Fusion event; clearer picture of Annual Meeting financial outcomes in August financials
	FCE Travel Awards		10,228.06		12,700.00		Expenses paid YTD; clearer picture of Annual Meeting financial outcomes in August financials
	FCE Year-round Grant		-	-	-	3,000.00	
	SUB-TOTAL	-	41,033.07	-	52,375.00	78.3%	
Education	Advanced Course - Spring	168,878.00	236,648.79	337,589.00	317,963.00		Course offered as a hybrid in 2023. Recordings were available for 60 days post-event. Sponsorship income significantly lower than budgeted. Registration income lower than budgeted due primarily to reduced in-person attendance.
	Advanced Course - Singapore	15,000.00	-	57,750.00	57,750.00		Program likely to be held in 2025
	Advanced Course - France	-	-	10,000.00	3,000.00		Program taking place in Rouen, August 27-31, 2023
	Basic Immunology Update	17,893.00	17,018.80	39,906.40	22,770.00		Registration collected and YTD expenses; expenses continue to be paid; clearer picture of Annual Meeting financial outcomes in August
	Basic Immunology To Go	-	-	25,000.00	7,750.00		
	Systems Immunology	15,460.50	14,316.11	29,700.00	19,525.00		Registration collected and YTD expenses; expenses continue to be paid; clearer picture of Annual Meeting financial outcomes in August
	Cancer Immunity and Immunotherapy	17,286.50	26,438.82	50,166.25	37,505.00		Registration collected and YTD expenses; expenses continue to be paid; clearer picture of Annual Meeting financial outcomes in August
	ImmPort - Big Data	5,180.00	3,213.88	4,000.00	3,350.00		Registration collected and YTD expenses; expenses continue to be paid; clearer picture of Annual Meeting financial outcomes in August
	Education - Miscellaneous	225.00	0.00	40,650.00	14,650.00		Income from online course registrations and educational hubs revenue (e.g. Lupus Hub)
	Education Committee		394.35		485.00		Expenses for committee meeting at Annual Meeting
	SUB-TOTAL	239,923.00	297,039.75	594,761.65	484,738.00	61.3%	
Annual Meeting	Sponsorships and Exhibits	506,500.00		760,000.00			Sponsorship revenue is 66.6% of goal
	Registration	310,920.50		352,080.00			Registration collected for FOCIS 2023; at 88.3 % of budget
	Abstract Income	6,120.00		5,300.00			Represents income through published (January 18), extended (January 25), and late-breaking abstract deadlines (April 5)
	Promotions/Marketing/PR		5,544.39		15,765.00		Expenses continue to be paid; clearer picture of Annual Meeting financial outcomes in August
	Printing/Copying		31,881.71		33,145.00		Expenses continue to be paid; clearer picture of Annual Meeting financial outcomes in August
	Operations Expenses		213,963.82		360,675.27		Expenses continue to be paid; clearer picture of Annual Meeting financial outcomes in August
	AV		103,717.86		130,000.00		Expenses continue to be paid; clearer picture of Annual Meeting financial outcomes in August
	Speaker Reimbursement		16,797.27		39,750.00		Expenses continue to be paid; clearer picture of Annual Meeting financial outcomes in August
	Travel Grants		20,896.71		38,100.00		Expenses continue to be paid; clearer picture of Annual Meeting financial outcomes in August
	MS Symposium		9,760.15		16,250.00		Expenses continue to be paid; clearer picture of Annual Meeting financial outcomes in August
	Sponsor Events	24,117.30	24,117.30	20,000.00	20,000.00		Sponsor F&B billback for F&B for industry tutorial and partner programs. Income and expenses net to zero
	Lunch Programs		11,644.99		12,500.00		Expenses continue to be paid; clearer picture of Annual Meeting financial outcomes in August
	Food & Beverage		89,116.80		105,995.00		Expenses continue to be paid; clearer picture of Annual Meeting financial outcomes in August
	Scientific Networks/Social		82,976.75		95,995.00		Expenses continue to be paid; clearer picture of Annual Meeting financial outcomes in August
		SUB-TOTAL	847,657.80	610,417.75	1,137,380.00	868,175.27	70.3%
	TOTALS =	1,177,382.93	1,221,348.86	1,830,141.65	1,852,446.55	65.8%	
Dividends		13,759.76		16,930.00			Monthly dividends averaging -€2,293.29 in 2023. 2022 income totaled \$30,370.19
Investment Fees			5,785.87		12,000.00		Investment management fees assessed quarterly per contract
Realized Gain/(Loss)		265.94		-	-		2022 realized loss was (\$30,645.23)
Unrealized Gain (Loss)		138,708.19		-	-		
	TOTALS After Unrealized Gain (Loss) & Designated Donations =	1,330,036.82	1,227,134.73	1,847,071.65	1,864,446.55	65.8%	

EXPENSES	% of TOTAL	YTD TOTAL EXPENSES
Operations	22%	\$ 269,423
Membership	0%	\$ 3,445
FCE	3%	\$ 41,033
Education	24%	\$ 297,031
Annual Meeting	50%	\$ 610,418

TOTAL EXPENSES YTD =

