

REPORT OF THE TREASURER

Benjamin Hernandez

Welcome to the Annual Meeting!

On behalf of the Finance & Audit Committee, it is my honor to present the Treasurer's Report to the Executive Board and the Governing Council. I would like to thank the members of our Finance Committee: Kay Bender, Aaron Guest, José Ramón Fernández-Peña, Heather Walter-McCabe and Amy Lee as well as Georges Benjamin and the Finance Staff at APHA for their work throughout the past year.

There are three takeaways from this report:

- The association continues to feel the financial impact of the COVID-19 pandemic.
- We are still in a good financial place to absorb the impacts.
- Like the previous year, we made the deliberate decision to access our reserves to keep our vital functions operating.

The rest of this report provides:

- Overview of Finance Committee Roles and Responsibilities
- Fiscal Year 2022 Audit Report (draft)
- Fiscal Year 2023 Budget
- Fiscal Year 2023 Year to Date Report
- Closing Summary

Overview of Finance Committee Roles and Responsibilities:

The Finance Committee, with the support of staff, works to accomplish the financial goals set forth in the strategic plan. This work includes, but is not limited to, the following:

Oversight of budget process including:

- Adopting budget guidelines
- Reviewing proposed budget for recommendation to Executive Board for approval

Regularly monitoring budgetary activities.

Oversight of auditing process including:

- Selection of the auditor
- Determining timeline for annual audit and making recommendations to Executive Board

Overall oversight of financial policies including:

- Reserve Fund and Investment policies and practices

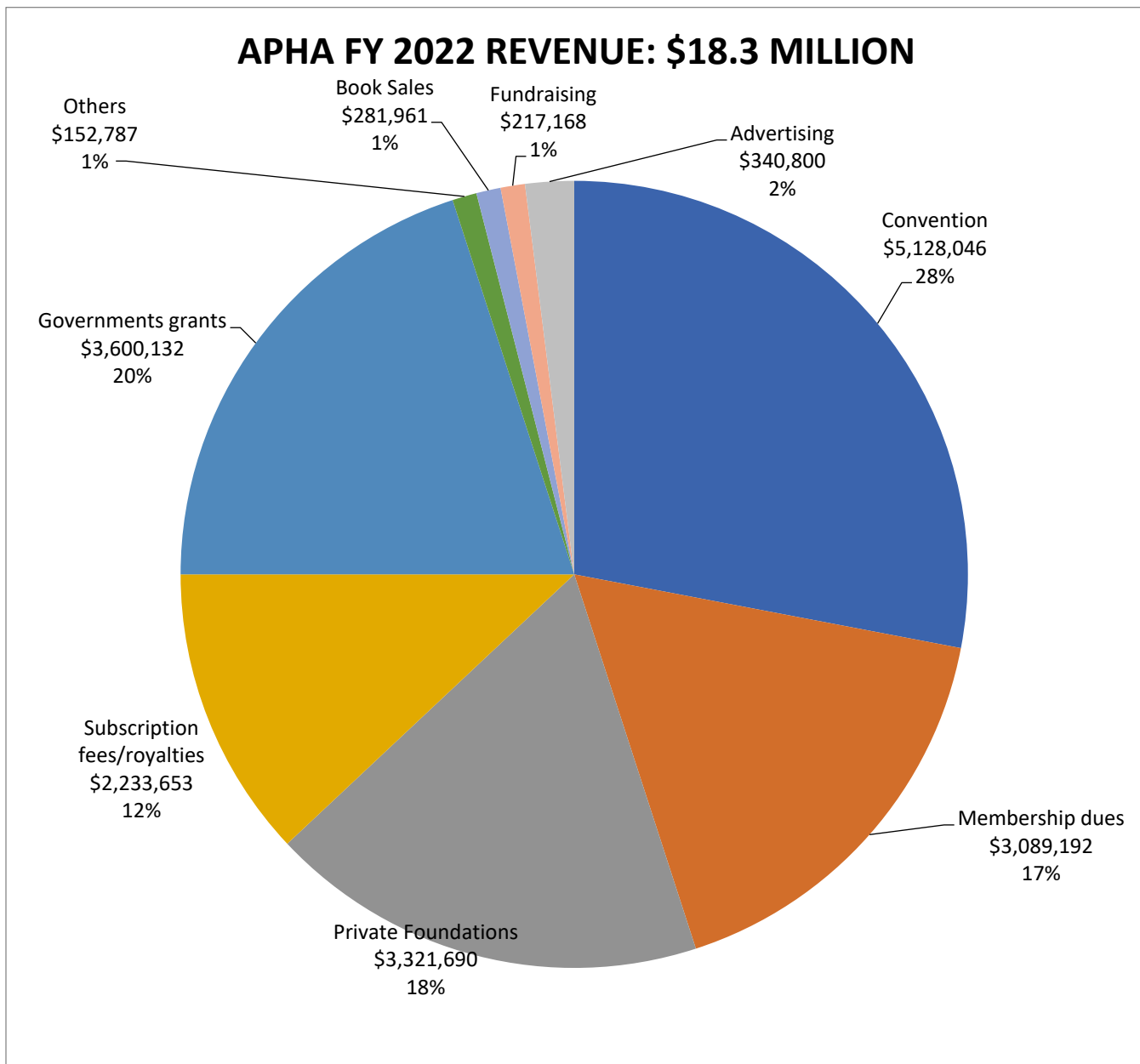
Fiscal Year 2022 (July 2021 – June 2022) Financial Report audit financial statements

APHA closed the fiscal year ending June 30, 2022, as follows:

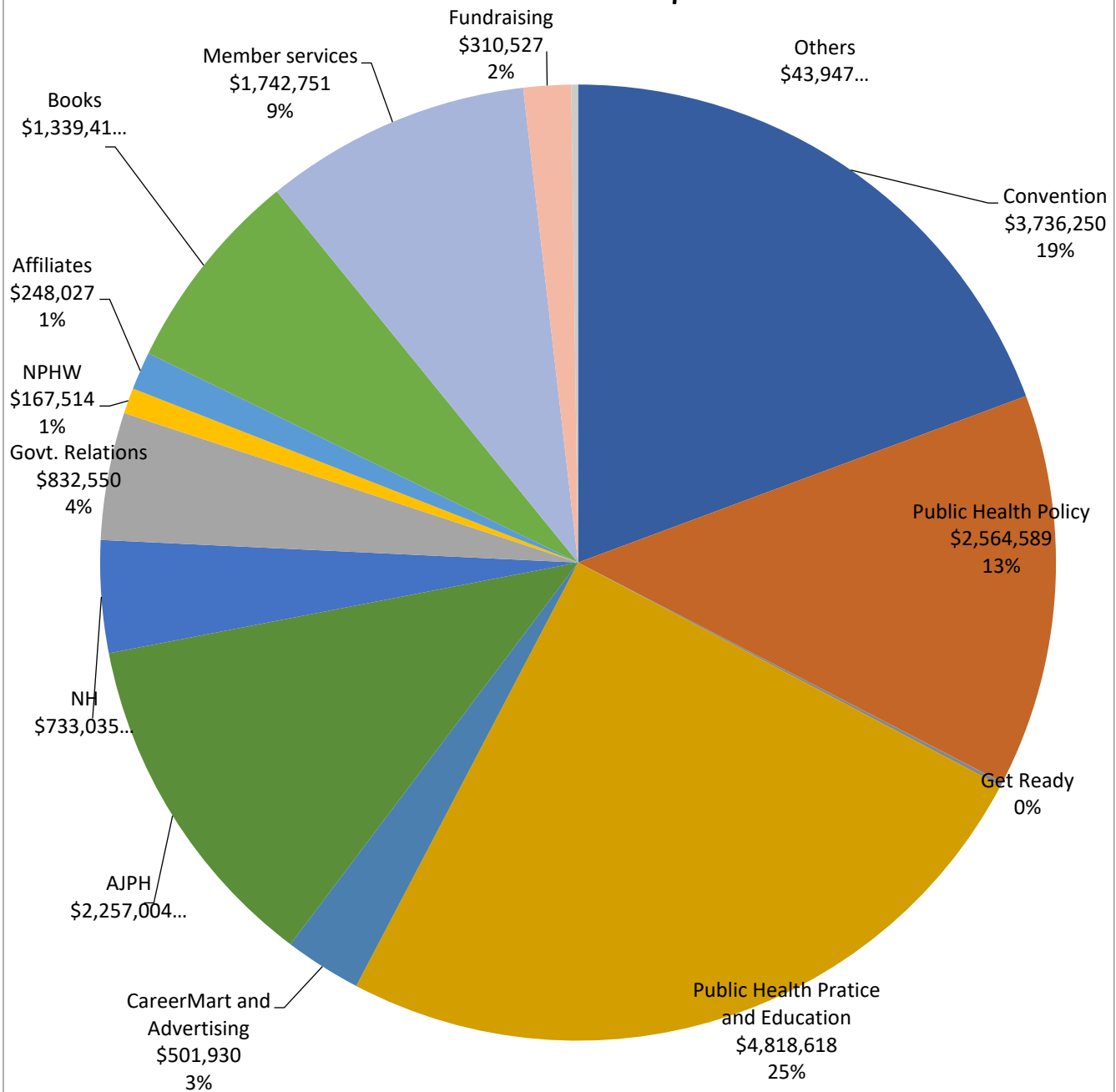
- Loss in Net Assets Operations (\$958,496)
- Loss in Net Assets Operations with investments (\$750,942)
- Gain in Net Assets with Donor Activity \$1,947,847
- Overall Gain (Profit) \$1,196,905

In Fiscal Year 2022, membership dues, convention revenue, interest income, rent and book sales, were all below budget, while other revenue items such as subscriptions, advertising, miscellaneous revenue and contracts and grants were higher than anticipated.

For FY 2022, our revenue and expense stream are illustrative with the pie charts below.



APHA FY 2022 EXPENSES \$19.3 MILLION



Fiscal Year 2022 - Financial Audit

The Association received an unmodified opinion (clean audit) from its auditors RSM US for FY 2022. Copy of the Association's audited financial statements resides on the Association's website.

FY 2023 (July 2022 – June 2023) Budget

In June, the Executive Board approved a budget of \$22,266,293 with revenue of \$19,350,612 resulting in \$2,915,681 use of reserve for FY 2023. In other words, the board approved a budget with a deficit of \$2,915,681 due to the impacts of the pandemic on the Association's main source of revenue (the Annual Meeting) as well as other ancillary revenue generation functions.

(See attached approved detailed approved budget)

FY 2023 (July 2022 – June 2023) Year to Date Financial Report

As of the end of September 30, 2022 (25% of fiscal year), APHA reported revenues of \$8,848,995 (46% of budget). This is over projections by \$637,959 and over prior year by \$1,712,412. Total expenses are \$5,848,397 (26% of budget), which is over budget by \$218,462 and over prior year by \$870,268.

In other words, compared to budget, revenue and expenses are over projection by \$637,959 and \$218,462 respectively. The difference between income and expenses is \$3,000,597 and when we include investments it's \$2,549,339.

(See attached September financials)

Closing Summary

The effect of the pandemic continued to affect the Association's finances. However, the Association was well prepared to absorb this impact for now as we have accumulated reserve balance over the years that allowed us to weather the financial impacts of the COVID-19 pandemic on our business model.

Last year (Fiscal Year 2022 that ended in June 2022), ended with a positive balance even though we approved a deficit budget of over \$2 million. This was achieved by the successful conversion of the federal PPP loan to a grant, increased indirect from successful grant fundraising and controls on expenses. The overall year end loss is due to unrealized investment portfolio. This is consistent with the overall investment environment.

This year (Fiscal Year 2023 that started in July 2022), we again approved a deficit budget of almost \$2.8 million. It is our expectation that the Association and its revenue streams will continue to face challenges over the coming years that are difficult to plan for. As a result, we expect we will have to continue to make tough financial choices over the coming years. However, remember that years of successful budgeting and positive year end balances have prepared us to weather this challenging financial environment with a relatively mild impact compared to other organizations.



FISCAL YEAR 2023
APPROVED BUDGET

PRESENTED TO THE EXECUTIVE BOARD
June 21, 2022

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June 21, 2022

To: APHA Executive Board

From: Benjamin H. Hernandez, MBA, Treasurer
Georges C. Benjamin, MD, Executive Director

Subject: Fiscal Year (FY) 2023 Proposed Budget

The ongoing adverse financial effects of the pandemic have been factored into the Fiscal Year 2023 proposed budget. The FY 2023 Proposed Budget assumes that the Association, like other businesses and organizations across the United States, will operate in a hybrid posture throughout much of the fiscal year (July 2022 – June 2023).

Overview

The Finance and Audit Committee recommends the Executive Board approve a budget that goes into reserves with a deficit of \$2,768,961 (with investments) for the upcoming fiscal year. We anticipated the negative financial effects of the pandemic would be felt for several years and that is true of the current fiscal year (FY 2022). However, we can now forecast with more certainty that the current fiscal year that ends on June 30th (FY 2022) will beat our projections and we will end in a better position than projected. Additionally, as of the date on this memo, we continue to wait for the approval of the PPP loan forgiveness and when approved, it will improve our financial position by \$1.2 million in either FY 2022 or FY 2023. Finally, the revenue forecast for FY 2023 continues to reflect the pandemic's impact on our finances and the Proposed FY 2023 Budget was crafted based on our best judgment and very conservative revenue and expense projections. It will require enormous efforts from the staff to attain.

Budget Formulation Timeline

This year's budget process was again different from prior years. It began in January 2022 with APHA Unit Directors and budget managers presenting detailed work plans and budgets to senior management for thorough evaluation and approval. Due to the pandemic several significant adjustments changed revenue and expense forecasts throughout the year. Because of the complexities of creating the FY 23 budget and the uncertainties surrounding the FY 22 budget it was decided that the Executive Board wouldn't approve the FY 2023 budget during their May meeting. After further consideration by the senior management team, the proposed budget was planned and presented to the Finance and Audit Committee in early June 2022 for their consideration and approval before being presented to the Executive Board during a special meeting planned for late June 2022.

Proposed Revenues

After working with the appropriate staff, we are proposing a budget consisting of \$19,350,612 in *Revenues* for FY 2023. This is an increase of \$3,616,263 or 23% compared to the FY 2022 Budget.

For FY 2023, we are planning for an in-person annual meeting with 10,118 paid registrants. Event Operation revenue represents a 34% increase in revenue compared to the current year. Advertising revenue is based on the current performance of the Association's advertising consulting partner. Membership revenue will remain the same as the current fiscal year; book sales are based on seven new books including two of the Association's bestselling books, the Standard Methods of for the Examination of Water and Wastewater and the Control of Communicable Diseases Manual. Grants are based on current awarded grants to date and may increase throughout the federal funding cycle or as private grants are identified and procured. Again, these revenue numbers are based on the best information available during the formation of the budget and anticipated efforts of the staff.

Proposed Expenses

In FY 2023, we are proposing expenses of \$22,266,793. This is an increase of \$3,956,197 or 22% compared to FY 2022.

The budget includes 75 staff positions with an anticipated 15% increase (projected) for employee health insurance for half of the fiscal year, technology costs associated with a new member online community platform, migration of Association data to the cloud, expenses related to the Association's 150th anniversary, APHA Your Way, a comprehensive salary assessment, and a \$50,000 contingency fund. There is no cost-of-living adjustment, raises, or bonuses included in the FY 2023 budget.

Outside of the annual meeting, the Association will hold most member business, board, and Governing Council meetings virtually. All unfunded items will be evaluated based on developing priorities and the availability of funds. Should additional funding become available, or the funding situation improve we may be able to address additional program or staff needs.

Other Pertinent Information

As we consider this budget, we need to highlight three things that put our thinking into context for our current situation and the future.

First, it is understandable to be concerned about approving such a significant deficit budget, but we want to assure you that despite this, the Association is in a very strong financial position. The last audited financials showed that the Association had over \$41 million dollars in assets. Of that, \$12 million is in cash, \$13 million in investments, nearly \$8 million in receivables (money coming our way), and \$8 million in the value of our property and equipment. We are not planning on accessing our investments or selling property to meet our obligations and the way to interpret that is that we have more than enough resources on hand (even with a deficit budget) to do our work.

Second, it bears repeating that as of the date on this memo, the Association is waiting to hear if our Federal Paycheck Protection Program loan has been forgiven in the amount of \$1.2 million. If the loan is forgiven in the current fiscal year, the money will be recognized as grant revenue to the Association and will improve our financial situation by that amount.

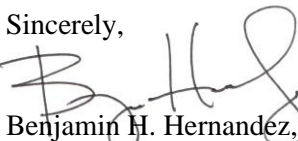
Third, it is fully the Treasurer's expectation that to get out of the cycle of deficit budgets will be a multi-year effort. The consensus and reality across organizations is that we are only now beginning to return to pre-pandemic levels of activity, production, and output in the business, government, and non-profit sectors. That return, however, may be dampened by concerns in the broader economy such as inflation, depressed stock market prices, and ultimately a recession. While we are eager and working hard to return to approving non-deficit budgets, a more realistic expectation is that we will continue to have deficits over the next few years. These should be smaller and smaller each year until we can return to approving a non-deficit budget.

Conclusion

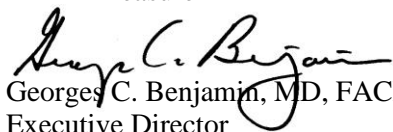
The Proposed FY 2023 Budget has a large deficit, but as detailed above the Association over many years has worked hard to build reserves for this type of situation. We are financially sound overall and, in a position, to navigate these difficult social and financial times through the fiscal year.

We thank you and we look forward to your feedback.

Sincerely,



Benjamin H. Hernandez, MBA
APHA Treasurer



Georges C. Benjamin, MD, FACP, FACEP (Emeritus)
Executive Director

APHA FY 2023 Proposed Budget
How Activities Align with the Association's Strategic Goals*

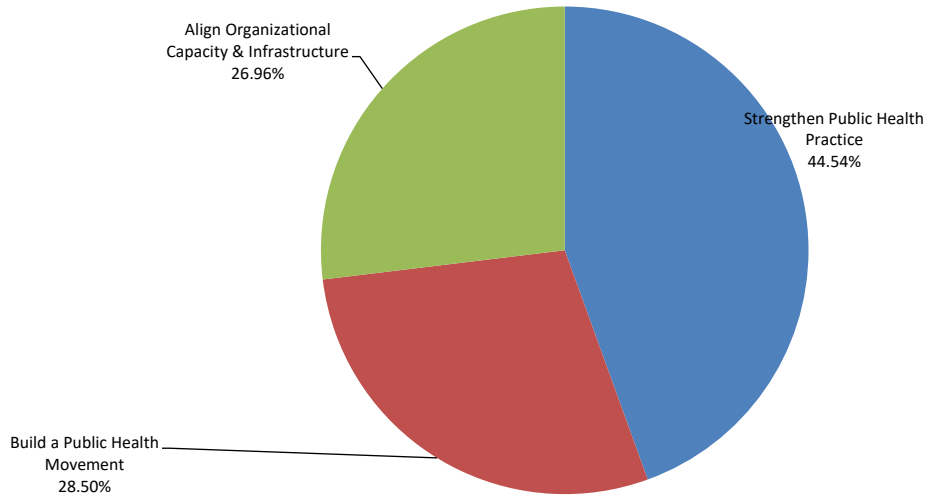
Area and Activity	Strengthen Public Health Practice	Build a Public Health Movement	Align Organizational Capacity Infrastructure
MEMBERSHIP <ul style="list-style-type: none"> Membership engagement Multiple section units 	X X	X X	X X
CONVENTIONS <ul style="list-style-type: none"> 10,118 paid Registrants (with digital 12,000) and 476 Exhibits Governing Council and Executive Board Meetings Sections and Committee Meetings CareerMart 475 Registrants at Policy Institute 	X X X X X	 X X	 X X X
PUBLICATIONS <ul style="list-style-type: none"> AJPH (8 supplements) Advertising The Nation's Health Books (6 new books); CCDM and SMWW (new edition) 	X X X	X X	X X X X
PROGRAMS <ul style="list-style-type: none"> National Public Health Week Get Ready CDC CSTLTS Partnership School Based Health Initiative Environmental Health Policy and Advocacy activities Continuing Education Global Health Public Health Practice Professional Development 	X X X X X X X X X X	X X X X X X X X X	X X X X X X X X
INFRASTRUCTURE <ul style="list-style-type: none"> Development activities APHA Website upgrades and maintenance Maintenance iMIS; iMIS cloud transition Higher Logic Informz CRM 	X X X X	X X X	X X X X

* The information contained in the above is based on the allocation of all cost centers across APHA's strategic goals.

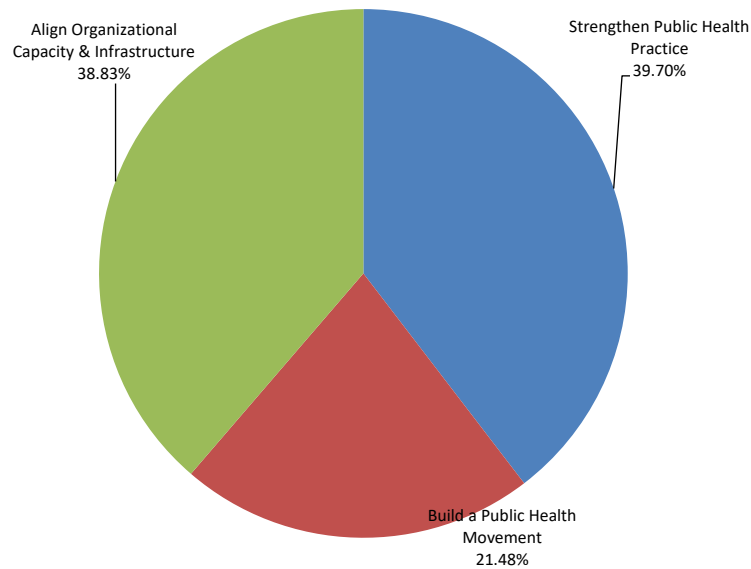
APHA FY 2023 Proposed Budget
***Budget Allocation By Strategic Goals**

	Strengthen Public Health Practice	Build a Public Health Movement	Align Organizational Capacity & Infrastructure	Total Budget
Revenue	8,605,439 44.47%	5,537,287 28.62%	5,207,887 26.91%	19,350,612 100%
Expense	8,815,889 39.59%	4,835,014 21.71%	8,615,390 38.69%	22,266,293 100%

Revenue Allocation



Expense Allocation

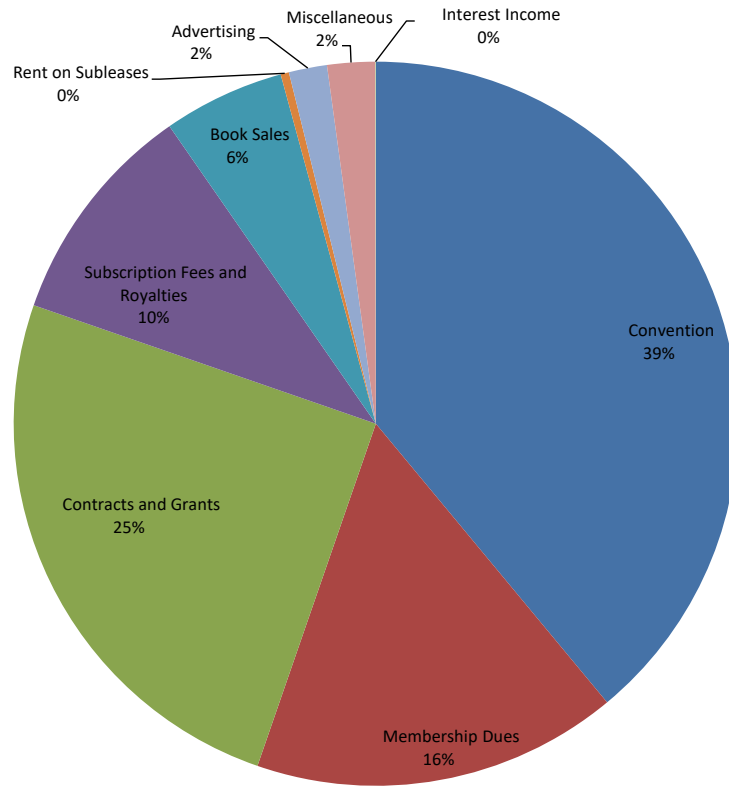


*The following information is based on the allocation of all cost centers by percentage across the APHA's strategic goals.

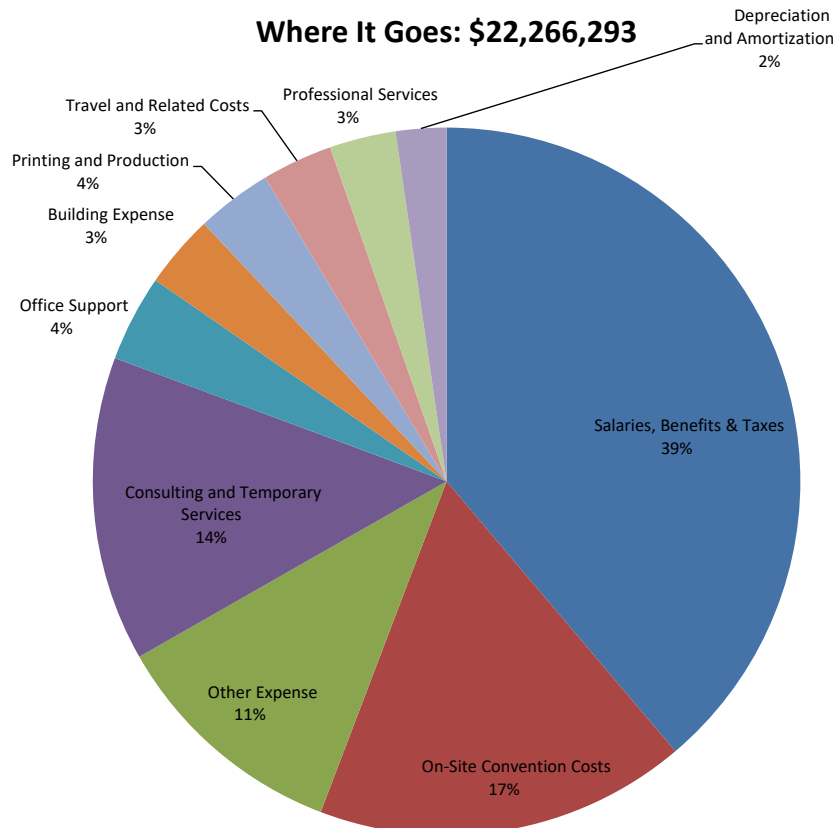
**APHA Revenue Budget to Actual/Projection
2017-2023**

	2017			2018			2019			2020			2021			2022 Projection as of 5/31/22		
	17 Budget	17 Actual	Missed/Exceeded	18 Budget	18 Actual	Missed/Exceeded	19 Budget	19 Actual	Missed/Exceeded	20 Budget	20 Actual	Missed/Exceeded	21 Budget	21 Actual	Missed/Exceeded	22 Budget	22 Projection	Missed/Exceeded
Membership Dues	3,192,850	2,888,680	✗ (304,170)	3,266,330	2,962,252	✗ (304,078)	3,266,330	3,121,660	✗ (144,670)	3,456,000	3,123,668	✗ (332,332)	3,160,370	3,020,493	✗ (139,877)	3,159,680	3,013,801	✗ (145,879)
Subscription Fees and Royalties	1,814,890	1,877,476	✔	1,874,570	1,905,601	✔	1,874,575	1,890,482	✔	1,812,180	1,743,987	✗ (68,193)	1,876,980	1,741,345	✗ (135,635)	1,836,920	2,021,797	✔
Advertising	263,400	258,410	✗ (4,990)	270,000	257,540	✗ (12,460)	270,000	175,928	✗ (94,072)	270,000	113,896	✗ (156,104)	280,000	205,327	✗ (74,673)	262,140	334,187	✔
Book Sales	933,000	752,425	✗ (180,575)	755,300	567,106	✗ (188,194)	755,300	595,298	✗ (160,002)	800,000	443,251	✗ (356,749)	875,770	423,671	✗ (452,099)	1,063,700	281,045	✗ (782,655)
Convention	6,739,220	6,071,654	✗ (667,566)	6,130,550	6,447,423	✔	6,685,930	7,262,221	✔	7,487,930	7,138,277	✗ (349,653)	5,526,600	4,951,670	✗ (574,930)	5,635,450	5,133,700	✗ (501,750)
Contracts and Grants	3,456,130	4,152,221	✔	3,120,665	5,149,238	✔	2,243,633	4,515,024	✔	2,527,270	3,124,834	✔	2,482,092	3,161,760	✔	3,509,579	6,019,352	✔
YE Operating Income	293,616			1,142,753			1,000,027			340,962			(559,675)			(1,948,556)		
YE Change in Net Assets	577,377			1,567,724			1,693,948			764,735			983,796			(2,855,149)		
Summary:	In 2017, 2 of the 6 major revenue missed their revenue goals			In 2018, 3 of the 6 major revenue missed their revenue goals			In 2019, 3 of the 6 major revenue missed their revenue goals			In 2020, 1 of the 6 major revenue missed their revenue goals			In 2021, 1 of the 6 major revenue missed their revenue goals			In 2022, it is projected that 3 of the 6 major revenue areas will miss their goal		

Where It Comes From: \$19,350,612



Where It Goes: \$22,266,293



APHA FY 2023 PROPOSED BUDGET

	FY 2022 YTD May 31, 2022	FY 2022 Year- end Projection* As of 05/31/2022	FY 2022 Approved Budget	2023 Proposed Budget	2023 Budget vs 2022 Budget	% Change 2023 Budget vs 2022
Revenues from Operations:						
Convention	\$ 5,095,945	\$ 5,133,700	\$ 5,635,450	\$ 7,541,714	\$ 1,906,264	33.83%
Contracts and Grants	5,546,340	6,019,352	3,509,579	4,838,688	1,329,109	37.87%
Membership Dues	2,828,969	3,083,980	3,159,680	3,159,680	0	0.00%
Subscription Fees and Royalties	1,729,807	2,021,797	1,836,920	1,942,380	105,460	5.74%
Book Sales	240,134	281,045	1,063,700	1,048,700	(15,000)	(1.41%)
Miscellaneous	260,435	265,335	171,300	411,950	240,650	140.48%
Advertising	312,687	334,187	262,140	330,000	67,860	25.89%
Rent on Subleases	0	0	69,580	72,000	2,420	3.48%
Interest Income	(15,267)	(9,267)	26,000	5,500	(20,500)	(78.85%)
Total Revenues from Operations	15,999,052	17,130,130	15,734,349	19,350,612	3,616,263	22.98%
Expenses from Operations:						
Salaries, Benefits & Taxes	6,864,744	7,540,459	8,353,987	8,640,969	286,983	3.44%
On-Site Convention Costs	1,371,721	1,456,558	1,665,070	3,781,005	2,115,935	127.08%
Consulting and Temporary Services	3,175,785	3,375,628	1,850,220	3,098,904	1,248,684	67.49%
Other Costs	1,082,820	1,485,476	1,952,100	2,011,450	59,350	3.04%
Printing and Production	594,511	743,100	782,510	770,260	(12,250)	(1.57%)
Travel and Related Costs	432,050	509,869	568,080	717,735	149,655	26.34%
Professional Services	504,497	572,397	437,320	674,830	237,510	54.31%
Depreciation and Amortization	457,945	502,025	528,060	513,870	(14,190)	(2.69%)
Taxes Non-Payroll	397,450	399,100	406,450	378,530	(27,920)	(6.87%)
Postage, Shipping and Mailing	212,098	256,228	312,860	312,430	(430)	(0.14%)
Property Mgt. Rent and Utilities	178,034	204,511	251,030	252,550	1,520	0.61%
Equip Rental and Maintenance	90,692	105,392	171,000	167,600	(3,400)	(1.99%)
Insurance	115,913	124,291	106,810	158,750	51,940	48.63%
Supplies and Equipment	82,841	99,576	111,750	151,110	39,360	35.22%
Subcontract Costs	809,461	934,461	250,000	150,000	(100,000)	(40.00%)
Cost of Goods Sold	101,031	121,461	169,730	148,840	(20,890)	(12.31%)
Contributions to Other Orgs	118,760	129,440	121,320	129,840	8,520	7.02%
Building & Interest Finance Costs	97,330	120,712	115,900	115,900	0	0.00%
Telephone	79,094	108,624	155,900	91,720	(64,180)	(41.17%)
Total Expenses from Operations	16,766,778	18,789,309	18,310,097	22,266,293	3,956,197	21.61%
Change in Net Assets from Operations	(767,726)	(1,659,179)	(2,575,747)	(2,915,681)	(339,934)	0
Non-Operational Activity:						
Investment Income	402,068	393,237	135,000	116,720	(18,280)	(13.54%)
Net Investment Apprec/(Deprec)	(1,050,780)	(1,299,830)	30,000	30,000	0	0.00%
Change in Net Assets	\$ (1,416,438)	\$ (2,565,772)	\$ (2,410,747)	\$ (2,768,961)	\$ (358,213)	14.86%

** The projection is based on known information as of the May (11th month of FY 2022) financial presentation. This is not definite. This does not include PPP loan forgiveness of \$1.2Million.*

APHA FY 2023 PROPOSED BUDGET

DETAIL BY LINE ITEMS

The FY 2023 budget increase/decrease comparisons are in relation to the FY 2022 budget.

REVENUE

Conventions (Now Known as Event Operations)

- **Proposed Budget:** \$7,541,714
- **Proposed Budget Change:** *Increase of \$1,906,264 or 34 %*
- **Justification:** The FY 2023 budget is based on an in-person Annual Meeting and digital meeting. The location of the Annual Meeting is Boston, Massachusetts. The budget is based on attendance of 10,118 paid registrants and 476 exhibit booths. The APHA Annual Meeting registration fee increased by 7%. This is first increase in registration fees since FY 2020. The Policy Action Institute revenue is based on 475 registrants.
- **Composition:** The conventions budget includes all activities related to the planning and execution of the Annual Meeting, continuing education activities that occur at the Annual Meeting and APHA Policy Action Institute.
- **Current Year Projection:** Event Operations will not meet its anticipated revenue for FY 2022 by \$501,750 or (9%).

Contracts and Grants

- **Proposed Budget:** \$4,838,688
- **Proposed Budget Change:** *Increase of \$1,329,109 or 38 %*
- **Justification:** The FY 2023 budget is based on the five-year cooperative agreement between APHA and the U.S. Centers for Disease Control and Prevention (approved in July 2018) and private foundation contracts with no anticipated carryover from FY 2022.
- **Composition:** The following provides a detailed breakdown of grant and contract related revenues: Federal grants \$1,646,030 (38%); AJPH Supplements \$412,000 (9%); Aetna Foundation \$214,232 (4%); Skoll Foundation \$133,474 (3%); Kresge Foundation \$136,610 (3%); the de Beaumont Foundation \$135,651 (3%) and Development (major gifts and grant) and others \$47,465 (1%).
- **Current Year Projection:** Contracts and grants will exceed its anticipated FY 2022 budget by \$2,509,772 or (83%). APHA received additional grants from the Aetna Foundation, the U.S. Centers for Disease Control and Prevention, East Bay Community Foundation and private foundations that were not included in the approved FY 2022 budget.

Membership Dues

- **Proposed Budget:** \$3,159,680
- **Proposed Budget Change:** *No change*
- **Justification:** The Membership Dues budget was created using paid member averages from August and March 2020 for all traditional membership categories. This is use as the base budget for FY 2021, FY 2022 and FY 2023. The budget assume APHA will maintain the anticipated performance of FY 2022.
- **Composition:** The breakdown of membership dues by member type follows: Regular Members 8,892; Student Members 3,940; Retired Members 1,021 Special Health Workers 810; Early Career Professional 1,554; Student Bulk 3,354; Agency individual 1,410 and Multiple Section 670.
- **Current Year Projection:** Membership will not meet its anticipated revenue for FY 2022 by \$75,700 or 2%. The shortfall can be attributed to the performance of the regular dues category.

Subscription Fees and Royalties

- **Proposed Budget:** \$1,942,380
- **Proposed Budget Change:** *Increase of \$105,460 or 6%*
- **Justification:** Subscription fees for the AJPH is based on 650 subscribers as budgeted for FY 2022, subscription fees for NH as budgeted for FY 2023, and subscriptions fees for 3 books, CCDM, the Food Compendium and Standard Methods of Examination of Water (SMWW). The royalties' budget is based on partnerships, membership affinity programs, the APHA, AJPH and NH websites, and APHA Buyers Guide (product and services site for public health professionals).
- **Composition:** The following provides a breakdown of subscription fees and royalties: subscriptions fees to AJPH, NH, SMWW, CCDM, Food Compendium and royalties from membership affinity programs, the AJPH, NH, SMWW and CCDM.
- **Current Year Projection:** Subscriptions fees and royalties will meet its anticipated revenue for FY 2022 by \$184,877 or 5%.

Book Sales

- **Proposed Budget:** \$1,048,700
- **Proposed Budget Change:** *Decrease of \$15,000 or 1%*
- **Justification:** This budget includes seven new books which includes, Chronic Disease Epidemiology, Prevention, The picture of Health, Systems and Strategic Thinking, Policy Engagement and Race and Research.
- **Composition:** The budget was crafted based on the release of seven new books and the sales of existing titles. This includes the latest edition of the CCDM (recognizing 6-months of revenue), Standard Method of Examination of Water and Wastewater will be in its first year.
- **Current Year Projection:** Book sales will not meet its anticipated revenue for FY 2022 by \$782,655 or 74%. This is due in large part to the shift in production dates for new books (CCDM) anticipated in FY 2022 and an adjustment of Amazon revenue and receivables that were overstated.

Miscellaneous Revenue

- **Proposed Budget:** \$411,950
- **Proposed Budget Change:** *Increase of \$240,650 or 140 %*
- **Justification:** Miscellaneous Revenue is budgeted based on several factors including, parking fees, membership sponsorships, historical data related to unrestricted contributions from other organizations and members, historical data related to donations for the help-us-help-them campaign, current year label sales from the Annual Meeting and membership.
- **Composition:** Miscellaneous revenue consists of parking fees from APHA staff and the 6th floor tenant, membership sponsorships, unrestricted contributions from other organizations and members, donations for the help-us-help-them campaign, and label sales from the Annual Meeting.
- **Current Year Projection:** Miscellaneous revenue will exceed its projected FY 2022 revenue by \$94,035 or 152%.

Advertising

- **Proposed Budget:** \$330,000
- **Proposed Budget Change:** *Increase of \$67,860 or 26%*
- **Justification:** Advertising revenue is based on APHA's contracting with an established advertising firm to assist with selling ads for all APHA products in FY 2023.

- **Composition:** Revenue is based on advertising sales related to AJPH, TNH, Public Health Newswire, the Get Ready calendar, and the APHA website.
- **Current Year Projection:** Advertising will meet its projected FY 2022 budget by \$72,047 or 30%.

Rent on Sublease

- **Proposed Budget:** \$72,000
- **Proposed Budget Change:** *Increase of \$2,420 or 3 %*
- **Justification:** The Rent on Sublease budget is based on the 6th floor being rented out the last three months of the fiscal year. The Association continues to engage CRESA to secure a tenant.
- **Composition:** Revenue is based on leasing of the 6th floor of the APHA headquarter building for three months.
- **Current Year Projection:** Rent on sublease will not meet its anticipated revenue for FY 2022 by \$69,580 or 100%.

Interest Income

- **Proposed Budget:** \$5,500
- **Proposed Budget Change:** *Decrease of \$20,500 or 79%*
- **Justification:** Interest Income is based on \$1,000,000 in certificate of deposit that are going to be renewed at a lower interest rate.
- **Composition:** Operating funds invested in certificate of deposit interest.
- **Current Year Projection:** Interest income will not meet its projected FY 2022 revenue by \$35,267 or 270%.

EXPENSES*

Salaries, Benefits and Taxes

- **Proposed Budget:** \$8,640,969
- **Proposed Budget Change:** *Increase of \$286,983 or 3%*
- **Justification:** This is based on 74 staff, which includes, four grants funded positions; one AJPH supplement staff; 0% cost of living adjustment; 15% increase in health insurance cost for six months (January 2023 to June 2023).
- **Composition:** 74 staff members; 0% cost of living adjustment; and 15% increase in health insurance cost for six months (January 2023 to June 2023).
- **Current Year Projection:** Salaries, benefits and taxes are under budget by \$813,528 or 10%. This is because of unfilled positions and the cost of temporary staffing is higher for the same reason.

On-site Convention Costs

- **Proposed Budget:** \$3,781,005
- **Proposed Budget Change:** *Increase of \$2,115,935 or 127%*
- **Justification:** On-site Convention Costs are based on projected costs associated with serving registrants at the Annual Meeting in Boston; and the attendees of the fifth annual Policy Action Institute meeting in Washington DC.
- **Composition:** This line item includes convention and continuing education costs associated with the FY 2023 Annual Meeting. This line item also includes the fifth annual Policy Action Institute meeting in Washington, DC.
- **Current Year Projection:** On-site convention costs will be under budget by \$208,512 or 18%.

Consulting and Temporary Services

- **Proposed Budget:** \$3,098,904
- **Proposed Budget Change:** *Increase of \$1,248,684 or 67 %*
- **Justification:** Consulting and Temporary Services is budgeted based on existing consulting and temporary services contracts for the Association, including grants activities. This line item includes 27 AJPH Editors at \$385,630. The increase also includes grant related activities, funds for ongoing activities related to the APHA Your Way project and 150th anniversary communication costs.
- **Composition:** AJPH editors, temporary staff, book editors, and grants activities.
- **Current Year Projection:** Consulting and temporary services will be over budget by \$1,525,408 or 88%. This is partly due to non-budgeted grant activities and the usage of temporary staff in the membership, strategic communications, and finance departments.

Other Costs

- **Proposed Budget:** \$2,011,450
- **Proposed Budget Change:** *Increase of \$59,350 or 3%*
- **Justification:** Other Costs are based on historical numbers and an assessment of year-to-date costs for this area. It also includes a \$50,000 contingency fund.
- **Composition:** Other costs include stipends & honoraria, awards/plaques, publicity and promotion, subscriptions and publications, mailing lists, dues to other organizations, bank fees, Section/Affiliate projects, Student Assembly projects, computer access fees, and bad debt expenses.
- **Current Year Projection:** Other costs will be under budget by \$466,624 or 10%. This is due to some expenses budgeted under this line being incurred in other line items. For example, 150th anniversary actual expenses.

Printing and Production

- **Proposed Budget:** \$770,260
- **Proposed Budget Change:** *Decrease of \$12,250 or 2 %*
- **Justification:** The Printing and Production budget is based on the production of twelve issues of AJPH, ten issues of NH; eight AJPH supplements, and in-house printing costs.
- **Composition:** This category includes printing, duplication, and graphic design costs associated with APHA printed materials, not limited to AJPH and NH. It also includes vendor and publisher storage fees.
- **Current Year Projection:** Printing and production costs are projected to be under budget by \$39,410 or 9%. This is due in part to printing fewer pages in the AJPH and printing fewer supplements than anticipated.

Travel and Related Costs

- **Proposed Budget:** \$717,735
- **Proposed Budget Change:** *Increase of \$149,655 or 26 %*
- **Justification:** Travel and Related Costs are budgeted based on planned activities for FY 2023 including travel to the 2022 Annual Meeting in Boston.
- **Composition:** Limited member travel (including Executive Board, travel, etc.), staff travel, and meeting registrations, training, consultant travel, audio visual costs, and other related travel expenses. There are no funds for Association wide in-person meetings from January 2023 to June 2023

- **Current Year Projection:** Travel and Related Costs are projected to be under budget by \$58,211 or 13%.

Professional Services

- **Proposed Budget:** \$674,830
- **Proposed Budget Change:** *Increase of \$237,510 or 54 %*
- **Justification:** Professional Services is based on historical data and the current year's usage of services, including existing contracts. This includes AJPH subscription, advertising, and CareerMart services.
- **Composition:** Professional services include personnel recruitment, outside payroll services, financial advisory services, legal services, audit & tax services, and other services.
- **Current Year Projection:** Professional services are projected to be over budget by \$135,077 or 37%.

Depreciation and Amortization

- **Proposed Budget:** \$513,870
- **Proposed Budget Change:** *Decrease of \$14,190 or 3 %*
- **Justification:** Depreciation and Amortization is based on estimated depreciation on the building, elevators, fire pump controller, new member online community (higher logic), and furniture.
- **Composition:** Items under depreciation and amortization include building-related expenditures, website development, iMIS, Great Plains upgrade and development, conference room A/B renovation/furniture, and no IT contingency fund.
- **Current Year Projection:** Depreciation and amortization is projected to be under budget by \$26,035 or 5%.

Taxes Non-payroll

- **Proposed Budget:** \$378,530
- **Proposed Budget Change:** *Decrease of \$27,920 or 7%*
- **Justification:** Taxes Non-payroll is based on estimated building property tax and business district tax.
- **Composition:** Property tax
- **Current Year Projection:** Taxes non-payroll will be under by \$7,350 or 2%.

Postage, Shipping, and Mailing

- **Proposed Budget:** \$312,430
- **Proposed Budget Change:** *No change*
- **Justification:** The Postage, Shipping, and Mailing budget is based on mailing twelve issues of the AJPH, ten issues of NH; eight AJPH supplements, book sales, and in-house mailing costs.
- **Composition:** AJPH, NH, Book sales and other Association mailings.
- **Current Year Projection:** Postage, shipping and mailing will be under budget by \$56,632 or 21%.

Property Management, Rent and Utilities

- **Proposed Budget:** \$252,550
- **Proposed Budget Change:** *Increase of \$1,520 or 1 %*
- **Justification:** Property Management, Rent and Utilities are based on the costs associated with building operations.
- **Composition:** Property management, rent and utilities include utilities, cleaning services, window cleaning, security, pest control, snow removal, water treatment, trash/recycle service, water and oil.

- **Current Year Projection:** Property management, rent and utilities will be under budget by \$46,519 or 21%.

Equipment Rental and Maintenance

- **Proposed Budget:** \$167,600
- **Proposed Budget Change:** *Decrease of \$3,400 or 9%*
- **Justification:** Equipment Rental and Maintenance is based on the current contracts of leased equipment, building equipment, and technology system maintenance agreements.
- **Composition:** Equipment rental and maintenance includes information technology support, building equipment, and Office Services equipment.
- **Current Year Projection:** Equipment rental and maintenance is projected to be under budget by \$65,608 or 42%.

Insurance

- **Proposed Budget:** \$158,750
- **Proposed Budget Change:** *Increase of \$51,940 or 49%*
- **Justification:** Insurance is budgeted at the current rate with an expected net increase of 15%.
- **Composition:** Insurance includes general liability, workman's compensation, travel accident insurance, professional liability insurance (Directors and Officers), publishing insurance for AJPH, TNH, Standard Methods for the Examination of Water and Wastewater (SMWW), crime insurance, auto insurance, and Annual Meeting cancellation insurance.
- **Current Year Projection:** Insurance costs are projected to be over budget by \$17,481 or 16%.

Supplies and Equipment

- **Proposed Budget:** \$151,110
- **Proposed Budget Change:** *Increase of \$39,360 or 35%*
- **Justification:** Supplies and equipment is based on historical data and current year trends.
- **Composition:** Supplies and equipment for the entire Association and grant related activities.
- **Current Year Projection:** Supplies and equipment are projected to be under the FY 2022 budget by \$12,174 or 13%.

Subcontract Costs

- **Proposed Budget:** \$150,000
- **Proposed Budget Change:** *Decrease of \$100,000 or 40%*
- **Justification:** Subcontract Costs are based on CDC subcontracts included in the fourth year of the five-year cooperative agreement with APHA outlined in the proposed budget.
- **Composition:** CDC grants and contracts.
- **Current Year Projection:** Subcontractor costs will be over budget by \$684,461 or 548%.

Cost of Goods Sold

- **Proposed Budget:** \$148,840
- **Proposed Budget Change:** *Decrease of \$20,890 or 12%*
- **Justification:** The Cost of Goods Sold is based on the historical performance of current available books, expected seven new books, and paraphernalia sales.
- **Composition:** Cost of goods sold includes books, amortization of print on demand books, and APHA paraphernalia.

- **Current Year Projection:** Cost of goods sold will be under budget by \$48,269 or 32%.

Contributions to Other Organizations

- **Proposed Budget:** \$129,840
- **Proposed Budget Change:** *Increase of \$8,520 or 7%*
- **Justification:** Contributions to Other Organizations include APHA's contribution to the Council on Education for Public Health (CEPH) and the Help Us Help Them recipient paid out from contributions received from the membership.
- **Composition:** Contributions to other organizations include CEPH and the Help Us Help Them organization.
- **Current Year Projection:** Contributions to other organizations will be over budget by \$8,120 or 7% as a result of inflationary adjustment contribution to CEPH that was not included in the approved budget.

Building and Interest Finance Costs

- **Proposed Budget:** \$115,900
- **Proposed Budget Change:** *No change*
- **Justification:** Building and Interest Finance Costs are based on the actual cost of interest on the bond, bank monitoring fees, and cost of arbitrage fees.
- **Composition:** The costs associated with financing the APHA building.
- **Current Year Projection:** Building and financing costs are projected to be over budget by \$4,812 or 4%.

Telephone

- **Proposed Budget:** \$91,720
- **Proposed Budget Change:** *Decrease of \$64,180 or 41%*
- **Justification:** Telephone Costs are based on historical data of telephone usage and planned webinar costs for Association activities. The increase is partly a result of the cost associated with Association-wide Zoom accounts (for both staff and member units).
- **Composition:** Association wide telephone and webinar costs.
- **Current Year Projection:** Telephone costs are projected to be under the FY 2022 budget by \$47,276 or 37%.

**Some expenses include grants expenditures.*

AMERICAN PUBLIC HEALTH ASSOCIATION
FY 2023 PROPOSED BUDGET BY FUNCTION
UNRESTRICTED FUND ONLY

	Gen and Admin & Gov	Membership Services	Public Health Practice	GRAA	Periodicals	Books	Conventions	Resource Development	Total
Revenues from Operations:									
Membership Dues	0	\$ 3,159,680.00	0	0	0	0	0	0	\$ 3,159,680.00
Subscription Fees and Royalties	0	8,000	0	0	1,590,500	343,880	0	0	1,942,380
Advertising	0	0	10,000	0	320,000	0	0	0	330,000
Book Sales	0	0	0	0	500	1,048,200	0	0	1,048,700
Convention	0	0	0	0	600	0	7,541,114	0	7,541,714
Interest Income	5,500	0	0	0	0	0	0	0	5,500
Rent on Subleases	72,000	0	0	0	0	0	0	0	72,000
Miscellaneous	232,840	42,000	0	2,000	0	0	82,610	52,500	411,950
Contracts and Grants	0	0	4,181,505	197,698	412,020	0	0	47,465	4,838,688
Revenue of Related Org's	0	0	0	0	0	0	0	0	0
Total Revenues from Operations	310,340	3,209,680	4,191,505	199,698	2,323,620	1,392,080	7,623,724	99,965	19,350,612
Expenses from Operations:									
Salaries & Wages & Fringes	2,708,103	739,652	1,985,370	705,464	791,194	498,139	1,058,540	154,507	8,640,969
Consulting and Temporary Services	585,900	130,100	1,432,914	90,760	478,390	214,380	69,460	97,000	3,098,904
Professional Services	142,910	39,200	17,200	2,300	425,050	44,370	2,700	1,100	674,830
Subcontract Costs	0	0	150,000	0	0	0	0	0	150,000
On-Site Convention Costs	0	0	0	0	0	0	3,781,005	0	3,781,005
Property Mgt, Rent and Utilities	-617,520	116,900	217,250	150,410	125,390	86,220	151,010	22,890	252,550
Depreciation and Amortization	452,460	9,530	20,580	7,930	5,610	4,040	12,450	1,270	513,870
Equip Rental and Maintenance	131,030	5,620	11,130	5,490	3,880	2,800	6,770	880	167,600
Telephone / Webinar	42,460	5,390	24,350	7,190	2,690	2,010	6,890	740	91,720
Travel and Related Costs	328,550	48,650	75,410	76,780	61,620	21,090	41,650	63,985	717,735
Printing and Production	38,280	31,850	11,320	5,910	609,550	37,940	30,210	5,200	770,260
Cost of Goods Sold	9,400	0	0	0	0	139,440	0	0	148,840
Postage, Shipping and Mailing	12,910	27,740	1,120	2,830	168,790	90,990	6,300	1,750	312,430
Supplies and Equipment	61,140	5,980	3,490	3,520	3,900	4,850	65,730	2,500	151,110
Insurance	17,310	5,040	18,530	4,320	11,040	41,550	59,520	1,440	158,750
Real Estate Taxes	378,530	0	0	0	0	0	0	0	378,530
Building & Interest Finance Costs	115,900	0	0	0	0	0	0	0	115,900
Other Costs	518,610	198,710	522,870	63,370	291,820	113,060	252,840	50,170	2,011,450
Contributions to Other Orgs	114,840	0	5,000	0	0	0	10,000	0	129,840
Data Processing User Charges	0	0	0	0	0	0	0	0	0
Indirect Cost Recovery-Contracts/Grants	-599,399	0	565,175	34,224	0	0	0	0	0
Total Expenses from Operations	4,441,414	1,364,362	5,061,709	1,160,498	2,978,924	1,300,879	5,555,075	403,432	22,266,293
Change in Net Assets from Operations	(4,131,074)	1,845,318	(870,204)	(960,800)	(655,304)	91,201	2,068,649	(303,467)	(2,915,681)
Non-Operational Activity:									
Investment Income	120,000	0	0	0	0	0	0	0	120,000
Investment Service Fee	-73,280	0	0	0	0	0	0	0	-73,280
Gain/Loss on Sale of Securities	70,000	0	0	0	0	0	0	0	70,000
Net Investment Apprec/(Deprec)	30,000	0	0	0	0	0	0	0	30,000
Change in Net Assets	\$ (3,984,354)	\$ 1,845,318	\$ (870,204)	\$ (960,800)	\$ (655,304)	\$ 91,201	\$ 2,068,649	\$ (303,467)	\$ (2,768,961)

AMERICAN PUBLIC HEALTH ASSOCIATION
GENERAL AND ADMINISTRATIVE
2023 PROPOSED BUDGET

	May 31, 2022 YTD Actual	2022 Approved Budget	2023 Proposed Budget	% Change 2023 Budget vs. 2022 Budget
Revenues from Operations:				
Book Sales	\$270	\$0	\$0	0.00%
Interest Income	0	14,000	5,500	(60.71%)
Rent on Subleases	0	69,580	72,000	3.48%
Miscellaneous	74,682	14,240	232,840	1 535.11%
Total Revenues from Operations	74,952	97,820	310,340	217.26%

Expenses from Operations:

Salaries & Wages & Fringes	2,264,766	2,651,894	2,708,103	2.12%
Consulting and Temporary Services	551,742	258,520	585,900	126.64%
Professional Services	119,881	143,340	142,910	(0.30%)
On-Site Convention Costs	520	0	0	0.00%
Property Mgt, Rent and Utilities	(517,106)	(566,460)	(617,520)	9.01%
Depreciation and Amortization	389,784	427,000	452,460	5.96%
Equip Rental and Maintenance	68,541	132,840	131,030	(1.36%)
Telephone / Webinar	42,533	59,710	42,460	(28.89%)
Travel and Related Costs	93,377	285,060	328,550	15.26%
Printing and Production	11,439	28,740	38,280	33.19%
Cost of Goods Sold	1,247	0	9,400	0.00%
Postage, Shipping and Mailing	7,352	11,740	12,910	9.97%
Supplies and Equipment	39,608	52,710	61,140	15.99%
Insurance	16,540	15,330	17,310	12.92%
Real Estate Taxes	397,450	406,450	378,530	(6.87%)
Building & Interest Finance Costs	97,330	115,900	115,900	0.00%
Other Costs	363,388	983,760	518,610	(47.28%)
Contributions to Other Orgs	101,301	111,320	114,840	3.16%
Indirect Cost Recovery-Contracts/Grants	(844,233)	(573,311)	(599,399)	4.55%
Total Expenses from Operations	3,205,459	4,544,544	4,441,414	(2.27%)

Change in Net Assets from Operations	(3,130,507)	(4,446,724)	(4,131,074)	(7.10%)
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Non-Operational Activity:

Investment Income	189,552	120,000	120,000	0.00%
Investment Service Fee	(66,036)	(55,000)	(73,280)	33.24%
Gain/Loss on Sale of Securities	278,552	70,000	70,000	0.00%
Net Investment Apprec/(Deprec)	(1,050,780)	30,000	30,000	0.00%

Change in Net Assets	\$ (3,779,220)	\$ (4,281,724)	\$ (3,984,354)	(6.95%)
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GENERAL AND ADMINISTRATIVE

A. SECTION COMPOSITION

This functional area comprises the activities that provide management, direction and support of the Association. Budgets included in this functional area are the Office of the Executive Director, Chief of Staff, Association Awards, General Communications, Human Resources, Finance & Accounting, Information Technology, Web Services, Office Services, and Governance.

B. AREAS OF MAJOR RESPONSIBILITY

Activities of this area:

- Monitor and facilitate implementation of APHA's strategic plan.
- Develop a communications plan aligned with the APHA strategic plan and priorities.
- Provide opportunities for professional development and staff education on workplace issues.
- Process APHA finances and ensure financial practices are in alignment with federal, state and local governments.
- Monitor the financial activities of the Association.
- Review existing investment policy.
- Review existing accounting policies and procedures.
- Continue to implement the IT strategic plan.
- Continue to maintain APHA website.
- Continue to maintain the Association building.
- Provide support to the Executive Board and its subcommittees, Governing Council, APHA President, Nominations Committee, Committees on Bylaws and Leadership Appointment Subcommittee.
- Plan, direct and coordinate human resources management activities for the Association.
- Communicate with members, partners and the public the work of APHA and public health.
- Engage the news media in covering the policy priorities of the Association, enhancing the visibility of APHA activities, products and services, and disseminating public health science.
- Communicate with and engage and educate members and public health stakeholders through The Nation's Health, Public Health Newswire, Inside Public Health, Annual Report, social media, APHA websites and other communications channels.
- Strengthen overall communications, including brand and strategic plan alignment.
- Manage the IT infrastructure (hardware, software, and communications) and provide training and technical support to APHA staff and the Association membership.
- Maintain the Association's building infrastructure to ensure it's in compliance with District of Columbia Business Building codes.
- Enable APHA to remain competitive in its business environment by making effective use of technology to enhance member benefits and to ensure efficient operations of the Association.

C. JUSTIFICATION OF SIGNIFICANT VARIANCE

- The decrease in interest income reflects the expected reduction of interest rates from Truist and Congressional Bank. SunTrust no longer offer interest on checking accounts. We planned to seek a renewal for a Congressional Bank CD, and it will be at a lower current market rate.
- Increase in rent reflects three months of rental income with two temporary parking space rentals for staff for nine months.
- Miscellaneous income reflects a \$200,000 income placeholder for 150th anniversary revenues.

- The Consulting and temporary services increase is associated with 150th anniversary expenses, salary assessment and cloud migration preparation cost.
- The negative amount of (\$617,520) Property Management, Rent and Utilities is from the distribution of occupancy costs across other functional areas.
- Depreciation and Amortization is a result of IT cloud preparation development and replacement of elevator and fire pump controller.
- The reduction in telephone and webinar relates to webinar cost not budgeted for in FY 2023.
- The printing and production increase relates to office services absorbing all related printing costs.
- Insurance cost relates to an expected increase in FY 2023 and workman's compensation is now on salary line.
- The indirect cost recovery credit (\$599,399) is the recognition of overhead costs, which are charged for grants within other functional areas.
- A contingency of \$50,000 as part of the Association budget requirement.

D. FY 2023 GOALS

AWARDS:

- To support eleven APHA awards of recognition at the Annual Meeting in November. The awards recognize outstanding achievement by individuals in the field of public health.

COMMUNICATIONS:

- Send more than 50 news releases and schedule scores of interviews with journalists by June 2023 to strengthen communication with members, partners and the public and to raise APHA visibility in the media.
- Maintain page view on APHA's website (apha.org) by 10% or 700,000 by June 2023.
- Maintain the number of followers of APHA social media channels by 10% or 80,000 by June 2023.

HUMAN RESOURCES:

- Organize two staff training activities by June 2023. Organize two activities with APHA Staff Committees, Culture Club and/or Wellness Committee to boost employee morale by June 2023

FINANCE:

- To issue monthly financial reports by the 15th following the month end.
- To organize the annual audit to be completed by September 2022.
- To present FY 2024 budget by May 2023
- To review in April 2023 association accounting and investment policies and procedures to ensure its continuing compliance with applicable federal, state, and local government.

INFORMATION TECHNOLOGY:

- To complete the iMIS cloud project scheduled for fiscal year 2023 by the last quarter of the fiscal year June 2023.
- As we prepare APHA's to move to a ASI hosted Cloud environment. This process will take the entire FY-2023. Maintain DUO framework to enable secure 2-factor authentication for staff remote work connection.
- Maintain Google Authenticator to enable secure multifactor authentication and provide the extra level of security in the access to our Membership database.
- Upgrade APHA Technology Infrastructure to ensure smooth operations and business continuity in the event of a catastrophic disaster. Will implement a Disaster Recovery Plan by utilizing the VEEAM Cloud Connect partner by September 2022 (FY-2023).
- We will undertake an intense migration project/schedule.

WEBSITE:

- Continually improve the user guide by offering staff 3-10 individual and 2 group website training workshops throughout FY 2023.
- Continuously update the website with public health information as soon as it is available.

OFFICE SERVICES:

- Provide support for staff working in the building through training on systems and procedures.
- Identify new technologies to assist staff with ongoing functions.
- Develop and maintain standards for records keeping and maintenance to allow staff, APHA members and interested 3rd parties to access the APHA archives.
- Maintain and modernize building systems and equipment to ensure consistent, quality service for APHA staff, visitors, and tenants.
- Update and renovate spaces for staff functions to provide for current and future needs and expectations, as well as improve the building's overall appeal to potential tenants through updates and renovations to common areas and systems.
- Identify a tenant for leasable space in the building to meet revenue target.

GOVERNANCE:

- Manage two in-person (November and May) and four conference call (Jan., March, , July, and Sept.) meetings of the Executive Board.
- Manage one in-person (Nov.) and one conference call (June) meeting of the Governing Council.
- Update the governance pages on APHA's website no later than December 2023 with new leadership appointments in January.

E. STATUS OF CURRENT ACTIVITIES**AWARDS:**

- To support eleven APHA awards of recognition at the Annual Meeting in October. The awards recognize outstanding achievement by individuals in the field of public health. *Met*

COMMUNICATIONS:

- Send more than 50 news releases and schedule scores of interviews with journalists by June 2022 to strengthen communication with members, partners and the public and to raise APHA visibility in the media. *Ongoing*
- Maintain page view on APHA's website (apha.org) by 10% or 700,000 by June 2022.
- Maintain the number of followers of APHA social media channels by 10% or 80,000 by June 2022. *Ongoing*

HUMAN RESOURCES:

- Organize two staff training activities by June 2022. Organize two activities with APHA Staff Committees, Culture Club and/or Wellness Committee to boost employee morale by June 2022. *Ongoing*

FINANCE:

- To issue monthly financial by the 15th following the month end. *Ongoing*
- To organize the annual audit to be completed by September 2022. *Unmet*
- To present FY 2024 budget by May 2022 *Unmet*
- To review in April 2022 association accounting and investment policies and procedures to ensure its continuing compliance with applicable federal, state, and local government. *Met*

INFORMATION TECHNOLOGY:

- To complete the iMIS cloud project scheduled for fiscal year 2022 by the third quarter of the fiscal year March 2022. *Unmet; Ongoing*
- As we prepare APHA's to move to the ASI hosted Cloud, we will take initial steps of an intense project of migrating toward the upgrade of iMIS on the Cloud. This process will take the entire

FY-2022 and part of FY-2021. Maintain DUO framework to enable secure 2-factor authentication for staff remote work connection. **Unmet; Ongoing**

- Maintain Google Authenticator to enable secure multifactor authentication and provide the extra level of security in the access to our iMIS Membership Data Base. **Met**
- Upgrade APHA Technology Infrastructure to ensure smooth operations and business continuity in the event of a catastrophic disaster. Will implement a Disaster Recovery Plan by utilizing the VEEAM Cloud Connect partner by September 2021 (FY-2022). **Unmet; Ongoing**

WEBSITE:

- Continually improve user guide by offering staff 3-10 individual and 2 groups' website training workshops throughout FY 2022. **Ongoing**
- Continuously update the website with public health information as soon as it is available. **Ongoing**

OFFICE SERVICES:

- Prepare building and develop policies for eventual return to staff occupation, dependent upon changing guidelines. **Met; Ongoing**
- Maintain and improve building and its systems to ensure continued operation throughout fiscal year. **Ongoing**
- Identify a Tenant for leasable space in the building for occupation in last quarter of fiscal year to meet revenue target. **Unmet**

GOVERNANCE:

- Manage two in-person (October and May.) and four conference call (Jan., March, , July, and Sept.) meetings of the Executive Board. **Met and Ongoing**
- Manage one in-person (October.) and one conference call (June) meeting of the Governing Council. **Met and Ongoing**
- Update the governance pages on APHA's website no later than December 2021 with new leadership appointment. **Met**

AMERICAN PUBLIC HEALTH ASSOCIATION
MEMBERSHIP SERVICES
2023 PROPOSED BUDGET

	May 31, 2022 YTD Actual	2022 Approved Budget	2023 Proposed Budget	% Change 2023 Budget vs. 2022 Budget
Revenues from Operations:				
Membership Dues	\$2,828,969	\$3,159,680	\$3,159,680	0.00%
Subscription Fees and Royalties	0	24,300	8,000	(67.08%)
Miscellaneous	51,902	38,560	42,000	8.92%
Contracts and Grants	56,458	0	0	0.00%
Total Revenues from Operations	2,937,330	3,222,540	3,209,680	(0.40%)
Expenses from Operations:				
Salaries & Wages & Fringes	571,925	677,304	739,652	9.21%
Consulting and Temporary Services	212,728	302,300	130,100	(56.96%)
Professional Services	27,190	45,200	39,200	(13.27%)
On-Site Convention Costs	4,304	0	0	0.00%
Property Mgt, Rent and Utilities	94,575	111,200	116,900	5.13%
Depreciation and Amortization	8,322	23,380	9,530	(59.24%)
Equip Rental and Maintenance	2,899	5,030	5,620	11.73%
Telephone / Webinar	2,037	10,770	5,390	(49.95%)
Travel and Related Costs	39,355	27,010	48,650	80.12%
Printing and Production	18,686	33,340	31,850	(4.47%)
Postage, Shipping and Mailing	17,259	30,220	27,740	(8.21%)
Supplies and Equipment	5,275	6,480	5,980	(7.72%)
Insurance	5,405	4,920	5,040	2.44%
Other Costs	122,319	228,320	198,710	(12.97%)
Total Expenses from Operations	1,132,280	1,505,474	1,364,362	(9.37%)

Change in Net Assets from Operations	1,805,051	1,717,066	1,845,318	7.47%
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Non-Operational Activity:

Change in Net Assets	\$ 1,805,051	\$ 1,717,066	\$ 1,845,318	7.47%
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MEMBERSHIP AND COMPONENT AFFAIRS

A. SECTION COMPOSITION

This functional area represents membership recruitment, retention and engagement; member services, component affairs, and support to the Committee on Membership (CoM), Conference of Emeritus Members (CEM), Components, Student Assembly and ECP working group. The FY 2023 budget includes funding for new membership marketing initiatives for recruitment and retention, better utilization of APHA publications to promote membership as well as using all forms of communication to interact with members (email, phone, conventional mail).

B. AREAS OF MAJOR RESPONSIBILITY

Activities of this area:

- Identify and pursue targeted marketing plans specific to membership categories
- Aggressively pursue lapsed members – both individual and agency. We will be increasing traditional marketing avenues which include use of quarterly telemarketing outreach for lapsed members as well as the use of more contemporary marketing initiatives such as Facebook, Instagram and LinkedIn digital ads to reach a broader audience with previously uncultivated prospects (as detailed in the membership marketing plan).
- Continue to aggressively promote the School Sponsored Student Discount program (Student Bulk) initiative. We will also work to retain those brought in to include scheduling quarterly webinars to orient new students on how to best utilize their member benefits.
- Continue to expand reach with the restructured agency model to include outreach to both non and for-profit companies. Special emphasis will be made to recruit state, city, and county health departments as well as colleges and universities interested in engaging more faculty.
- Affiliate recruitment plan to include an Affiliate brochure will be created to cross promote APHA and Affiliate membership.
- Annual Meeting efforts will include extensive targeting of the Boston + four-hour radius.
- Agency membership prospecting to multiple members within the same organization through the use of data mining.
- Work to identify additional member “perks” and opportunities exclusive to members. Plans may include providing members to post internships and fellowships on Career Mart for free; better promotion of member discounts on publications, advertising and job postings for members; more members-only webinars, CE credit discounts for members, etc.
- Continue to increase the value to the ECP membership category. Activities include 8-9 webinars annually to include broad topics and a Leadership Institute. Annual Meeting activities include a ½ day workshop, complimentary resume and cover letter reviews by the ASPPH Career Services Forum, and a Joint ECP/Student mixer. Additional plans include efforts to expand Career Mart to include more internships, fellowships and entry level positions that both ECP and Student members will benefit from.

For retention, Membership plans to engage members by:

- Launching the new online member community (APHA LEAD)
- Creating new opportunities for engagement through greater outreach by Section leaders to cultivate more engagement with students, to welcome new members and to reach out to lapse members through a more actively engaged Committee on Membership.
- Greater interaction between Components and Affiliate members.
- Increased collaboration between Components to produce “Hot Topic” webinars in addition to Section specific webinars.
- Publicizing the APHA installment plan encouraging members (particularly students) to spread their member dues across the year, i.e. quarterly, semi-annual or annual payment by credit card.
- Work with IT to create automated systems in iMIS for renewals and invoicing, welcome emails, etc.

- Grow and revitalize student engagement through campus liaisons. Increased use of Component student liaisons to encourage more student activity through Section involvement.

Component Affairs goals and objectives:

- Increase APHA membership through recruitment and retention.
- Launch new online membership community (APHA LEAD).
- Provide Zoom to Sections giving them the ability to host business meetings, field specific panels and socials
- Streamline all Component mentoring programs.
- Assist ISC with improving quality and quantity of Annual Meeting program.
- Identify additional networking opportunities through State/Local Affiliates.
- Support activities of Sections, SPIGs, Forums, Student Assembly, and Caucuses.
- Increase collaboration between Sections and Affiliates, by having trainings for Section Chair-Elects and Affiliate President-Elects at the same time.
- Help Inter-Sectional Council and Caucus Collaborative in identifying gaps and improving recruitment in leadership.

C. JUSTIFICATION OF SIGNIFICANT VARIANCE

- Increase in consulting is due to APHA Your Way (MUEEP) project.
- Increase in other cost relates membership engagement system (Higher logic).
- Limited member travel included in the proposed budget as variance indicated.

D. FY 2023 GOAL

- To retain membership numbers totaling 22,073, 53 Affiliates and 344 Agency members by June 2023.
- Update membership database to the latest version and move to the cloud.
- Organize 15-18 joint component webinars by June 2023.
 - 6 Webinars
 - 6 Hot Topics (ISC Topical Groups)
 - 6 ISC Updates
- Conduct quarterly new member webinars.
- Provide bi-monthly Distinguished Leader mentoring sessions
- Launch mentoring match on new online community platform
- To sustain and grow participating schools/students with the Schools of Public Health program as detailed. Have at least fifteen Sections and the Student Assembly participating in NPHW the first week of April 2023.
- Increase student participation in Sections and SA by 5% from July 2022 to June 2023.
- Create a series of new videos highlighting the benefits of membership topics to use across APHA communication channels.
- Launch LinkedIn campaign to promote benefits of membership and member only-benefits enticing non-members to join.
- Redesign the membership brochure into a standalone piece removing need for separate brochures.
- Conduct a membership survey to active and lapsed members. First survey in approximately 4 years.
- Promote membership and the APHA brand at industry events (NACCHO, USPHS, ASSPH, etc.)
- Expand APHA School sponsored student discount membership program to include “allied” professions such as nursing, social work, engineering, transportation, education, planning, etc.

E. STATUS OF CURRENT ACTIVITIES

Generally, it is unlikely the department will achieve its membership revenue goal for FY 2022. All membership types are under budget except retired, student bulk, agency and agency individual. The School Sponsored Student Discount program (student bulk) program is not retaining all the participants, but the agency and agency individual category continue to grow more than expected. Some of the shortfall in regular membership may be as a result of shift in membership to agency individual. In addition, the average cost for student bulk is less than \$57 as planned.

- To retain membership numbers totaling 20,556 (22,073), 52 (53) Affiliates and 212 (344) Agency members by June 2022. ***Partially met***
- Organize 15-20 joint component webinars by June 2022. ***MET***
 - 6 Webinars
 - 6 Hot Topics (ISC Topical Groups)
 - 6 ISC Updates
- Provide two staff-led webinars on Affiliate collaboration for Speak for Health and NPHW opportunities by June 2022. ***MET***
- Work with the SA to have at least 50% of Sections and SPIGs participate in mentoring program at Annual Meeting. ***UNMET***
- Increase the number of APHA leaders becoming Affiliate Members by 50% by June 2022. ***UNMET***
- At least fifteen Sections and the Student Assembly participating in NPHW the first week of April 2022. ***MET***
- Increase student participation in Sections and SA by 5% from July 2021 to June 2022. ***MET***

AMERICAN PUBLIC HEALTH ASSOCIATION
PUBLIC HEALTH PRACTICE
2023 PROPOSED BUDGET

	May 31, 2022 YTD Actual	2022 Approved Budget	2023 Proposed Budget	% Change 2023 Budget vs. 2022 Budget
Revenues from Operations:				
Subscription Fees and Royalties	\$734	\$0	\$0	0.00%
Advertising	1,405	7,140	10,000	40.06%
Miscellaneous	210	0	0	0.00%
Contracts and Grants	4,812,848	3,000,011	4,181,505	39.38%
Total Revenues from Operations	4,815,197	3,007,151	4,191,505	39.38%

Expenses from Operations:

Salaries & Wages & Fringes	1,678,155	2,037,426	1,985,370	(2.55%)
Consulting and Temporary				
Services	1,610,867	499,550	1,432,914	186.84%
Professional Services	9,519	8,500	17,200	102.35%
Subcontract Costs	664,461	250,000	150,000	(40.00%)
On-Site Convention Costs	928	0	0	0.00%
Property Mgt, Rent and Utilities	171,801	201,890	217,250	7.61%
Depreciation and Amortization	26,454	34,360	20,580	(40.10%)
Equip Rental and Maintenance	9,408	16,100	11,130	(30.87%)
Telephone / Webinar	24,386	66,240	24,350	(63.24%)
Travel and Related Costs	229,299	56,060	75,410	34.52%
Printing and Production	9,520	22,390	11,320	(49.44%)
Postage, Shipping and Mailing	425	3,900	1,120	(71.28%)
Supplies and Equipment	10,858	6,180	3,490	(43.53%)
Insurance	13,726	12,600	18,530	47.06%
Other Costs	73,017	56,050	522,870	832.86%
Contributions to Other Orgs	6,100	0	5,000	0.00%
Indirect Cost Recovery-				
Contracts/Grants	789,067	553,615	565,175	2.09%
Total Expenses from Operations	5,327,990	3,824,861	5,061,709	32.34%

Change in Net Assets from Operations	(512,793)	(817,710)	(870,204)	6.42%
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Non-Operational Activity:

Change in Net Assets	\$ (512,793)	\$ (817,710)	\$ (870,204)	6.42%
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PUBLIC HEALTH POLICY AND PRACTICE

A. SECTION COMPOSITION

This functional area includes all programs associated with the translation of public health research, policy, and practice into education and advocacy materials and services for APHA's membership, policy makers and the general public. This includes the work of the Center for Public Health Policy, the Center for School, Health and Education, and the Center for Climate, Health and Equity. The vast majority of their work is funded by federal agencies and foundation grants. Funding organizations include, but aren't limited to the CDC, the Kellogg Foundation and the Kresge Foundation. The Center for Public Health Practice and Professional Development includes APHA's Global Health program work related to injury and violence prevention (funded by the CDC) and continuing education activities. This functional area also includes the budgets for the Get Ready Campaign, and the Science and Education Boards.

B. AREAS OF MAJOR RESPONSIBILITY

Center for Public Health Policy

The Center for Public Health Policy supports APHA's central challenge of creating the healthiest nation in one generation by advancing policies and practices that promote equity and support healthy communities for all. The Center's work aims to increase support for and implementation of effective policy, systems and environmental strategies that address the social determinants of health. Examples of activities include:

- CPHP develops public health policy materials (in the form of briefs, booklets, fact sheets, webinars, etc.) for public health professionals, general public and policy makers on issues germane to health equity, environmental health, health systems transformation. Examples:
 - Produce the [Advancing Racial Equity](#) webinar series and discussion guide
 - Track and analyze [declarations of racism as public health crisis](#)
 - Conduct primary research and community forums to develop report, [Protecting the Health of Children: A National Snapshot of Children's Environmental Health Services](#)
 - [Health equity factsheet series, reports and infographics](#)
 - Host webinars and annual meeting sessions on priority public health issues including healthy community design, racial equity, and environmental justice
 - Translate science and evidence-based materials for public health professionals and policymakers specifically related to environmental health issues, including, water and health equity, healthy housing and chemical exposures.
 - Build networks, through partnerships and coalitions to inform decision makers and support sound public health policy. Examples:
 - Convene and coordinate [the National Environmental Health Partnership Council](#), [Environmental Health and Equity Collaborative](#), and [Tribal Public and Environmental Health Think Tank](#)
 - Coordinate the National Environmental Health Partnership Council's Advancing Environmental Justice Through Technical Assistance Mini-Grants Program
 - Participate in external groups such as the Joint Call to Action to Promote Healthy Communities, Clean Water for All Coalition, and Lead Service Line Replacement Collaborative

- CPHP is partnering with the Bloomberg American Health Initiative at John Hopkins University to highlight evidence based policies and programs related to adolescent health, environment, food systems and obesity, addiction and overdose, and violence.
- CPHP is partnering with the National Collaborative for Health Equity and de Beaumont Foundation to highlight evidence based policies and practices to advance racial equity and justice.
- CPHP is supporting APHA-wide response to the COVID-19 pandemic with a special focus on highlighting equity issues and concerns of vulnerable populations.

Center for School, Health and Education

CSHE focuses its work on the social determinants of health and educational success, advancing “upstream” measures consistent with the vision of APHA to ensure that the United States becomes *the healthiest nation in one generation*.

Key efforts of CSHE are:

- Serving as a bridge between public health professionals and education partners to identify and address non-academic factors that influence success in schools.
- Identifying policy levers and other opportunities for addressing the social determinants of health in school settings.
- Examining key policy strategies for addressing youth 16 to 24 who are not connected to school or are unemployed (i.e. opportunity youth), in partnership with the Bloomberg American Health Initiative.

Center for Climate, Health and Equity

The Center for Climate, Health and Equity leads public health efforts to inspire action on climate and health, advance policy and galvanize the field to address climate change. The center works to:

- Raise awareness, so everyone in the U.S., beginning with the public health field, recognizes the urgency of practices, policies and individual choices that address climate change and improve public health.
- Enable an environment and culture in which "climate healthy" and equitable choices are easy choices.
- Promote policies focused on environmental justice and health equity designed to address climate change adaptation and mitigation.
- Support science that clarifies the health impacts of climate change, as well as offers solutions and policies to guide decision makers.
- Lead. APHA is recognized as the leading voice around the connection between climate change and health.
- Specific work includes:
 - Adaptation:
 - i. Climate and Health Equity Playbook
 - ii. Smart Surfaces adaptation manuscript
 - Mitigation:
 - i. Energy Justice Factsheets
 - ii. Energy Justice manuscript
 - Public Health Workforce Training:
 - i. Webinars
 - ii. Advocacy Training
 1. [Regional Factsheets](#)
 2. [Tiny Climate Chronicles](#)
 - Other:

- i. [Student Champions for Climate Justice](#)
- ii. ECO Bookworms Book Club

Center for Public Health Practice and Professional Development

The Center for Public Health Practice and Professional Development works to build capacity at the individual, community and institutional level to address public health challenges.

- Promote a skilled public health workforce through continuing education, training, professional development and curation of Annual Meeting sessions that build the knowledge base of public health professionals.
- Translate and disseminate relevant research into public health practice initiatives.
- Build partnerships supporting community-based innovative programs and health promotion and disease prevention efforts.
- Promote national accreditation efforts of public health agencies and support the Public Health Accreditation Board in strengthening and improving the quality and performance of state, local, territorial, and tribal public health departments through policy work, the convening of meetings, and dissemination of educational materials.
- Provide support for global health activities in coordination with the International Health section.
- Provide technical assistance to CDC's National Center for Injury Prevention and Control to build capacity for the injury and violence prevention workforce through trainings, prevention programs, demonstration projects, research, evaluation and other related efforts.
- Enhance public health capacity to prevent and address the burden injury and violence.
- Provide continuing education credits for partner meetings and other educational activities.
- Provide continuing education credits for APHA sponsored educational activities.
- Develop content for APHA Now, APHA's online library.
- Host convenings (e.g. think tanks, local meetings, national meetings) of on a myriad of public health topics.
- Educate the public health workforce through APHA produced materials, including in-person and virtual trainings and webinars.
- Build research capacity and increase the pipeline of minority researchers.

C. JUSTIFICATION OF SIGNIFICANT VARIANCE

- All increases/decreases in this area of the proposed budget reflect grant-supported activities.

D. FY 2023 GOAL

Center for Public Health Policy

- Increase federal and philanthropic funding by 20% (\$156,000) from current funding and over two years.

Center for School, Health and Education

- Increase federal and philanthropic funding by 20% (\$15,000) from current funding and over two years.

Center for Climate, Health and Equity

- Increase federal and philanthropic funding by 10% (\$70,000) from current funding and over two years.

Center for Public Health Practice and Professional Development

- Recruit five new organizations to submit applications for APHA's jointly provided CE program by June 2022.
- Increase federal and philanthropic funding by 10% (\$100,000) from current funding and over two years.

E. STATUS OF CURRENT YEAR ACTIVITY

Center for Public Health Policy

- Increase federal and philanthropic funding by 20% (\$156,000) from current funding and over two years. *Unmet; Ongoing*

Center for School, Health and Education

- Increase federal and philanthropic funding by 20% (\$15,000) from current funding and over two years. *Unmet; Ongoing*

Center for Climate, Health and Equity

- Increase federal and philanthropic funding by 10% (\$70,000) from current funding and over two years. *Unmet; Ongoing*

Center for Public Health Practice and Professional Development

- Recruit five new organizations to submit applications for APHA's jointly provided CE program by June 2022. *Unmet; Ongoing*
- Increase federal and philanthropic funding by 10% (\$100,000) from current funding and over two years. *Met; Ongoing*

AMERICAN PUBLIC HEALTH ASSOCIATION
GOVERNMENT RELATIONS AND AFFILIATE AFFAIRS
2023 PROPOSED BUDGET

	May 31, 2022 YTD Actual	2022 Approved Budget	2023 Proposed Budget	% Change 2023 Budget vs. 2022 Budget
Revenues from Operations:				
Book Sales	\$35	\$0	\$0	0.00%
Miscellaneous	9,647	0	2,000	0.00%
Contracts and Grants	255,726	83,539	197,698	136.66%
Total Revenues from Operations	265,408	83,539	199,698	139.05%
Expenses from Operations:				
Salaries & Wages & Fringes	489,970	579,094	705,464	21.82%
Consulting and Temporary Services	96,124	39,800	90,760	128.04%
Professional Services	1,495	0	2,300	0.00%
Subcontract Costs	49,000	0	0	0.00%
On-Site Convention Costs	376	1,000	0	(100.00%)
Property Mgt, Rent and Utilities	116,461	136,930	150,410	9.84%
Depreciation and Amortization	6,771	8,850	7,930	(10.40%)
Equip Rental and Maintenance	2,103	4,350	5,490	26.21%
Telephone / Webinar	7,777	7,410	7,190	(2.97%)
Travel and Related Costs	23,525	42,400	76,780	81.08%
Printing and Production	239	5,060	5,910	16.80%
Postage, Shipping and Mailing	973	930	2,830	204.30%
Supplies and Equipment	1,247	2,620	3,520	34.35%
Insurance	3,281	3,000	4,320	44.00%
Other Costs	53,106	61,460	63,370	3.11%
Indirect Cost Recovery-Contracts/Grants	33,888	19,696	34,224	73.77%
Total Expenses from Operations	886,338	912,599	1,160,498	27.16%
Change in Net Assets from Operations	(620,930)	(829,061)	(960,800)	15.89%
Non-Operational Activity:				
Change in Net Assets	\$ (620,930)	\$ (829,061)	\$ (960,800)	15.89%

GOVERNMENT RELATIONS AND AFFILIATE AFFAIRS

A. SECTION COMPOSITION

This section composes of Government Relations, Affiliate Affairs and National Public Health Week Government Relations oversees APHA's government relations, lobbying and grassroots advocacy activities as well as APHA's Action Board. The Affiliate Affairs department is tasked with providing support to the 53 state and regional public health associations. The team serves as the liaison between APHA and Affiliate and facilitates funding and partnership opportunities.

B. AREAS OF MAJOR RESPONSIBILITY

Government Relations

- Coordinate the activities of the CDC Coalition and Friends of HRSA and participate in other coalitions relative to APHA priority areas.
- Organize and participate in meetings with Members of Congress and their staff on APHA's annual advocacy priorities.
- Develop letters, comments, testimony and other written communications to support APHA's advocacy priorities.
- Coordinate APHA's involvement in advocacy with the federal courts through legal actions and legal briefs in support/opposition to various public health-related cases.
- Develop and maintain fact sheets and other advocacy materials to educate policymakers and APHA members and Affiliates on APHA's advocacy priorities.
- Encourage and facilitate APHA member and Affiliate participation in various advocacy activities including Hill visits, Congressional recess activities such as town hall meetings and other in-district events (Speak for Health) and response to action alerts in coordination with APHA's Action Board.

Affiliates Affairs

- Provide technical assistance and support to APHA's 53 state and regional public health associations to increase their capacity to improve health, implement policy change and advocate for a healthier nation.
- Coordinate efforts to increase communication and engagement between APHA, Affiliates and the Council of Affiliates.
- Develop strategic partnerships and communication activities to support NPHW priorities.
- Strengthen the 53 Affiliates' capacity to effectively address public health issues and advocacy at the local, state and federal levels.
- Enhance communication among all Affiliates, between APHA and Affiliates and with partner organizations through monthly messages via the Affiliate Online Community, direct emails, the Affiliate e-newsletter and the Informz platform.
- Promote APHA membership and Affiliate engagement with APHA efforts.
- Enhance CoA communication and facilitate communication between Regional Representatives and ARGCS through regular conference calls and direct messaging.

National Public Health Week

- Organize and coordinate NPHW activities and communication to engage APHA members, Affiliates and partners to create a healthier nation.
- Develop long-term plan for NPHW to seek reliable funding base.
- Continue to utilize NPHW as an opportunity to leverage partnerships and develop new relationships with government agencies, cross-sector partners and funders that are interested in NPHW themes.

C. JUSTIFICATION OF SIGNIFICANT VARIANCE

- The decrease in revenue relates to grant and contracts activities.

- The expense increase was due to increase in grant related activities.

D. FY 2023 GOAL

Government Relations

- Influence key legislation and rules/regulations to reflect APHA's advocacy priorities/positions.
- Aim for 100% of Action Board member participation in Hill meetings during the Action Board midyear meeting, NPHW or during the summer Speak for Health campaign.
- Recruit at least 20% of APHA Affiliates to engage in at least one activity during NPHW or Speak for Health summer congressional recess campaign or respond to another major advocacy request from APHA by the end of FY 2023.
- Increase open rate for APHA monthly Legislative Updates by the end of FY 2023. The monthly legislative update highlights APHA's actions on the annual advocacy priorities for members. Our goal is to keep members informed about APHA advocacy actions and to encourage member participation in activities to advance the association's advocacy priorities.

Affiliates Affairs

- Coordinate and implement the Affiliate dues assessment process by July 2022.
- Conduct an annual training for Affiliate Presidents-Elect and provide resources to support new Affiliate leadership transition in July 2022.
- Provide advocacy training for Affiliate leaders during summer 2022 to discuss APHA priority issues and expound on how to use APHA resources for state-level advocacy.
- Increase Affiliate engagement and expand APHA membership from 17 to 21% by end of June 2023.
- Increase Affiliate leaders' capacity to increase their membership by providing 3-5 educational opportunities, funding opportunities, evaluation strategies and networking events by June 2023.

National Public Health Week

- By April 2023, increase the number of NPHW traditional and cross-sector partners from 814 to 850.
- By April 2023, create communications tools and strategies that educate, engage and empower partners to participate in and implement NPHW activities. Develop one toolkit, up to seven fact sheets, an educational website and an events calendar that will be utilized by people engaging in NPHW.
- Build out fundraising program to help support NPHW events and programming, \$2,000 goal by May 2023.
- Disseminate up to 7 NPHW messages to APHA members and Affiliates by May 2023 to engage them in the campaign and further provide support, and identify partnerships to expand the campaign's ability to address the public health issue(s) and to improve the nation's health outcomes.

E. STATUS OF CURRENT YEAR ACTIVITIES

Government Relations

- Provide APHA input on proposed legislation/regulations on APHA priority issues. **Met**
- Develop Speak for Health materials in support of APHA advocacy priorities for use by APHA/Affiliate members. **Met**
- 100% participation in Hill visits by all Action Board members attending the midyear meeting. **In process.**
- Engage members and Affiliates in advocacy activities with members of Congress to support APHA's annual advocacy priorities. **In process**

Affiliates Affairs

- Coordinate and implement the Affiliate dues assessment process by July 2021 and administer annual benefits to Affiliates in good standing. **Met**
- Conduct a virtual training for Affiliate Presidents-Elect and provide resources to support new Affiliate leadership transition. **Met**

- Increase Affiliate engagement and expand membership between APHA and Affiliates by publicizing the benefits of agency membership to 53 Affiliates through the Affiliate Online Community, direct emails, and the Affiliate e-newsletter. Increase the number of Affiliate members that become APHA members. **Met**
- Increase Affiliate leaders' capacity by providing 3-5 educational opportunities, funding opportunities, evaluation strategies and networking events. **Met/surpassed**

National Public Health Week

- By April 2022, increase the number of NPHW traditional and cross-sector partners from 650 to more than 700. **Met**
- By April 2022, create communications tools and strategies that educate, engage and empower partners to participate in and implement NPHW activities. Develop one toolkit, up to nine fact sheets, an educational website and an events calendar that will be utilized by people engaging in NPHW. **Met**
- Disseminate (5-7) NPHW messages to APHA members and Affiliates to engage them in the campaign and further provide support, and identify partnerships to expand the campaign's ability to address the public health issue(s) and to improve the nation's health outcomes. **Met**

AMERICAN PUBLIC HEALTH ASSOCIATION
PERIODICALS
2023 PROPOSED BUDGET

	May 31, 2022 YTD Actual	2022 Approved Budget	2023 Proposed Budget	% Change 2023 Budget vs. 2022 Budget
Revenues from Operations:				
Subscription Fees and Royalties	\$1,419,713	\$1,475,780	\$1,590,500	7.77%
Advertising	311,282	255,000	320,000	25.49%
Book Sales	0	580	500	(13.79%)
Convention	156	100	600	500.00%
Miscellaneous	12,176	0	0	0.00%
Contracts and Grants	256,760	317,500	412,020	29.77%
Total Revenues from Operations	2,000,087	2,048,960	2,323,620	13.40%

Expenses from Operations:

Salaries & Wages & Fringes	654,733	810,182	791,194	(2.34%)
Consulting and Temporary Services	478,991	520,410	478,390	(8.07%)
Professional Services	313,210	212,090	425,050	100.41%
On-Site Convention Costs	154	0	0	0.00%
Property Mgt, Rent and Utilities	109,431	128,730	125,390	(2.59%)
Depreciation and Amortization	9,146	12,180	5,610	(53.94%)
Equip Rental and Maintenance	2,350	4,030	3,880	(3.72%)
Telephone / Webinar	868	4,010	2,690	(32.92%)
Travel and Related Costs	19,136	52,000	61,620	18.50%
Printing and Production	506,993	605,340	609,550	0.70%
Postage, Shipping and Mailing	154,253	149,030	168,790	13.26%
Supplies and Equipment	1,538	3,800	3,900	2.63%
Insurance	9,876	9,000	11,040	22.67%
Other Costs	178,639	238,080	291,820	22.57%
Indirect Cost Recovery-Contracts/Gran	6,775	0	0	0.00%
Total Expenses from Operations	2,446,092	2,748,882	2,978,924	8.37%

Change in Net Assets from Operations	(446,005)	(699,922)	(655,304)	(6.37%)
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Non-Operational Activity:

Change in Net Assets	\$ (446,005)	\$ (699,922)	\$ (655,304)	(6.37%)
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PERIODICALS

A. SECTION COMPOSITION

This functional area includes the *American Journal of Public Health (AJPH)* (including the *AJPH* Editorial Board), *The Nation's Health (NH)* newspaper, and advertising activity for both.

B. AREAS OF MAJOR RESPONSIBILITY

American Journal of Public Health

- Monthly submission, peer review, production, printing, publication, digital development of the *American Journal of Public Health*.
- Support for the Editor-in-Chief and his Associate Editors.
- Support for the *AJPH* Editorial Board and its members.
- The subscription system for *AJPH* and *NH* currently managed by Turpin Distribution. Regular activities include renewal campaigns.
- *AJPH* has partnered with Plimmer Group to conduct marketing activities, including lapsed subscriber and renewal campaigns, international marketing campaigns, and outreach to state and local health departments.
- The *AJPH* is on Facebook, Twitter, YouTube, and a blog site to further provide content to new audiences.

Nation's Health

- Educate members and readers about science-based health information, public health-related legislation, public health practice and current issues in public health so that they can play an informed role in public health work at the state, local, national and global levels
- Inform members and readers about APHA activities and encourage participation in the Association to support and promote membership.
- Foster ideas, information-sharing, advocacy and professional development and build support for APHA's goals and Generation Public Health movement.
- Advocate for APHA positions, including the Association's priorities and central focus areas spelled out in the strategic map.
- *The Nation's Health* accomplishes the above goals via its print issue, website, app, e-newsletter, social media, podcasts, quiz, translations and other formats.

C. JUSTIFICATION OF SIGNIFICANT VARIANCE

- The subscription revenue reflect subscription for *AJPH*, *NH*, royalties and electronic books including *Standard Method Waste Water*, *CCDM* trilogy and *Food Compendium*.
- Increase in contract and grants relates to 8 supplements planned for FY 2023.
- The increase in professional services reflects the commission for service provider for advertisement and CareerMart.
- The increase in printing and postage reflects the increased number of supplements the journal expects to publish in FY2023.

D. FY 2023 GOAL

American Journal of Public Health

- Evaluate all licensing contracts for *AJPH* content and renegotiate or terminate as needed based on usage.

- Discontinue majority print availability of the AJPB magazine. Implement a wider array of digital AJPB products for members—either as a member benefit or at a reduced rate—and provide integrated accessibility with the APHA web properties.
- Secure funding to support the production of 8 to 12 supplements in FY2023.
- Identify and implement a new potential revenue stream for the journal.
- Continue rebuilding the institutional subscriber base by focusing efforts on renewals; increase the number of large institutes that pay premium rates to access content; finally, increase the number of international subscriptions, especially in Asia, Europe, and South America.

The Nation's Health

- Make one issue of the paper a “pass along issue.” Features will encourage print readers to share that issue with a colleague or other person in public health. Goal is to increase awareness of APHA and in turn, promote membership by June 2023.
- Publish 10 print issues with hundreds of news articles.
- Publish monthly news articles that highlight APHA work and promote membership and advocacy. Publish content that promotes APHA publications, the Annual Meeting and other revenue streams.
- Publish monthly online-only news articles and post 10 full print issues
- Publish a weekly news quiz to educate public health professionals.
- Publish monthly Healthy You online in English, Spanish, audio and Quick Facts versions. Use social media, podcasts and e-newsletters to share information.

Advertisements

- The goal for advertising is to focus on digital sales which has been growing at 5% yearly.

Public Health Career Mart

- The online job center has seen an almost a 40% increase in the last 6-month due to the public health job surge. We don't expect this increase to continue but do expect it to hold steady.

E. STATUS OF CURRENT YEAR ACTIVITY

American Journal of Public Health

- Determine whether Turpin Distribution is a good partner for the publication subscription program and either reaffirm our contract with them or conduct an RFP process to identify potential new subscription and fulfillment partners. Secure \$135,000 in funding to support the production of 3 additional supplements in FY2022 beyond the 4 currently scheduled. ***Ongoing – We conducted the RFP as planned and only had two companies provide responses. Neither company was in a position to handle the full subscription and fulfillment business, and both were charging more than Turpin for fewer services. We have opted to stay with Turpin until the end of the fiscal year and will conduct another RFP after peak renewal season.***
- Identify and implement a new potential revenue stream for the journal. ***Met; Ongoing -- We published 2 supplement issues in July-Dec 2021 and have published 3 so far in Jan-June 2022 for a total of \$408,500 in grant revenue. We will publish 2 more issues in June which will bring in an additional \$182,500 in grant revenue (\$591,000 total for FY2022).***
- Begin rebuilding the institutional subscriber base, which dropped to 540 subscribers at the end of CY2020. We hope to reach 450 subscribers this calendar year and to build off of these numbers as the pandemic hopefully eases into CY2022. Ideally, we would like to reach 500 subscribers by years' end, but this may not be possible given the current economic climate. If we are able to reach 450 to 500 subscribers, it would mean an additional \$100,000 in subscriptions revenue for FY2021. ***Met; Ongoing – We continue our efforts to rebuild our subscriber base, and have spent the majority of our marketing efforts to preserve customers and encourage them to renew. As of the end of April 2022, we have over 500 journal subscribers and are targeting emails and outreach to public health***

departments, schools and programs of public health, and international institutions to try and bring in additional customers.

Nation's Health

- Make one issue of the paper a “passalong issue.” Features will encourage print readers to share that issue with a colleague or other person in public health. Goal is to increase awareness of APHA and in turn, promote membership by June 2022. *Met; Ongoing*
- Publish 10 print issues with hundreds of news articles. *Met; Ongoing*
- Publish monthly news articles that highlight APHA work and promote membership and advocacy. Publish content that promotes APHA publications, the Annual Meeting and other revenue streams. *Met*
- Publish monthly online-only news articles and post 10 full print issues. *Met; Ongoing*
- Publish a weekly news quiz to educate public health professionals. *Met*
- Publish monthly Healthy You online in English, Spanish, audio and Quick Facts versions. Use social media, podcasts and e-newsletters to share information. *Met*

Advertisements

Secure 4 digital advertisers per month. Increase sales by an additional \$12,000. *Met*

Public Health Career Mart

- Increase job posting rate online by 4% to meet projection by June 2022. *Met*

AMERICAN PUBLIC HEALTH ASSOCIATION
BOOK SALES
2023 PROPOSED BUDGET

	May 31, 2022 YTD Actual	2022 Approved Budget	2023 Proposed Budget	% Change 2023 Budget vs. 2022 Budget
Revenues from Operations:				
Subscription Fees and Royalties	\$309,360	\$336,840	\$343,880	2.09%
Book Sales	239,829	1,063,120	1,048,200	(1.40%)
Contracts and Grants	23,500	0	0	0.00%
Total Revenues from Operations	572,689	1,399,960	1,392,080	(0.56%)

Expenses from Operations:

Salaries & Wages & Fringes	330,463	505,716	498,139	(1.50%)
Consulting and Temporary Services	125,804	140,500	214,380	52.58%
Professional Services	24,655	16,590	44,370	167.45%
On-Site Convention Costs	1,340	0	0	0.00%
Property Mgt, Rent and Utilities	75,184	88,480	86,220	(2.55%)
Depreciation and Amortization	5,848	7,720	4,040	(47.67%)
Equip Rental and Maintenance	1,665	2,780	2,800	0.72%
Telephone / Webinar	1,226	2,090	2,010	(3.83%)
Travel and Related Costs	3,861	8,600	21,090	145.23%
Printing and Production	38,266	22,240	37,940	70.59%
Cost of Goods Sold	99,784	169,730	139,440	(17.85%)
Postage, Shipping and Mailing	30,308	76,420	90,990	19.07%
Supplies and Equipment	1,176	1,930	4,850	151.30%
Insurance	33,498	29,450	41,550	41.09%
Other Costs	73,835	98,460	113,060	14.83%
Total Expenses from Operations	846,914	1,170,706	1,300,879	11.12%

Change in Net Assets from Operations	(274,225)	229,254	91,201	(60.22%)
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Non-Operational Activity:

Change in Net Assets	\$ (274,225)	\$ 229,254	\$ 91,201	(60.22%)
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BOOKS

A. SECTION COMPOSITION

This functional area is responsible for the acquisition, development, and production of APHA publications. Budgets within this area include Publications, Sales and fulfillment, the APHA Press booth (at the Annual Meeting), APHA's partnership with AWWA and WEF for Standard Methods for the Examination of Water and Wastewater, and the Publications Board.

B. AREAS OF MAJOR RESPONSIBILITY

- The APHA Press acquisition editor actively pursues book acquisitions based on the strategic publishing plan. APHA Press maintains its efforts to build the program on these pillars – communicable disease, maternal health, advocacy, social determinants, substance use disorders, criminal justice, chronic disease, and general interest in each of the main topic areas, the Press is working toward a suite of titles, with a signature title.
- The marketing strategy for each title is based on the book's needs. Authors and editors are encouraged to assist in APHA Press marketing efforts. Third-party vendors such as distributors are a source to market to universities and other countries.
- Digital advertisements for each title are used to target by region, depending on what public health issues are happening at the time. Example: if there is a natural disaster (hurricane or flood) in the South, banner advertisements are coded and placed on APHA web properties to show up in those areas.
- The Publications Board provides support and is responsive to the needs of the book program, especially in the approval and rejection process.
- The Press titles are also marketed at the Press Booth at the Annual Meeting along with co-brand and co-published titles, and book signings.
- Each title is also created in an ebook format and placed on third party platforms for sales.
- The Press titles are also in subscription format.
- The fulfillment center is responsible for shipping the Press printed books and the upload of the Print-on-Demand (POD) titles to Sheridan for shipping.

C. JUSTIFICATION OF SIGNIFICANT VARIANCE

- Subscription: Building the trilogy subscription continues to be challenging. The core model is performing well. Clinical and Lab have not been able to build an audience. There are marketing efforts in place to assist in these efforts.
- Royalties: This line item has exceeded its projection.
- Book Sales: Although there are a few POD titles underperforming, this area is performing better than expected. CCDM: The release of CCDM 21 was delayed which is causing the significant variance for this line item. The delay is due to the WHO partnership. The WHO clearance process is taking longer than expected.

- Increase in expenses reflect cost of new editor to maintain CCDM, expected increase in insurance cost across the board and platform subscription cost.

D. FY 2023 GOALS

- **APHA Press titles scheduled for release:** The Press has 6 titles scheduled for release, The Picture of Health, Chronic Disease Epidemiology 5th, SSPHP: Systems and Strategic Thinking, SSPHP, Policy Engagement, Dairy 18th, and *Control of Communicable Diseases Manual 21st*. Revenue projection is based on these titles with 75% of the revenue projection coming from CCDM 21st edition.
- **DIGITAL:** The eBook projection is based on the release of the above titles.

E. STATUS OF CURRENT YEAR ACTIVITIES

- **Standard Method of the Examination of Water and Wastewater:** PRINT: The goal is to sell the remaining stock; 600 units was *Met*. ***The next edition is scheduled for release in early 2023, with no remaining stock to sell.*** DIGITAL: The goal is to retain the current number of subscribers. *Met*
- **Compendium of Methods for the Microbiological Examination:** PRINT: *Met*. DIGITAL: *Met*
- **Control of Communicable Diseases:** PRINT: The goal is to sell 3500 units of the core book which would deplete the inventory until the next edition next year. This goal was *Met*, but the delay of the 21st edition, has affected the remaining projection, and also 750 copies of the Lab book, and 1750 units of the Clinical book was Unmet. DIGITAL: *Met*.

AMERICAN PUBLIC HEALTH ASSOCIATION
EVENT OPERATIONS (FORMERLY CONVENTION SERVICES)
2023 PROPOSED BUDGET

	May 31, 2022 YTD Actual	2022 Approved Budget	FY 2023 Proposed Budget	% Change 2023 Budget vs. 2022 Budget
Revenues from Operations:				
Convention	\$5,095,789	\$5,635,350	\$7,541,114	33.82%
Miscellaneous	56,541	58,500	82,610	41.21%
Contracts and Grants	123,187	0	0	0.00%
Total Revenues from Operations	5,275,517	5,693,850	7,623,724	33.89%
Expenses from Operations:				
Salaries & Wages & Fringes	744,964	943,022	1,058,540	12.25%
Consulting and Temporary Services	85,347	77,140	69,460	(9.96%)
Professional Services	8,546	10,500	2,700	(74.29%)
Subcontract Costs	96,000	0	0	0.00%
On-Site Convention Costs	1,361,384	1,664,070	3,781,005	127.21%
Property Mgt, Rent and Utilities	109,657	129,010	151,010	17.05%
Depreciation and Amortization	9,620	13,340	12,450	(6.67%)
Equip Rental and Maintenance	3,371	5,270	6,770	28.46%
Telephone / Webinar	210	4,170	6,890	65.23%
Travel and Related Costs	6,573	43,340	41,650	(3.90%)
Printing and Production	9,342	60,150	30,210	(49.78%)
Postage, Shipping and Mailing	969	38,570	6,300	(83.67%)
Supplies and Equipment	22,993	35,530	65,730	85.00%
Insurance	32,591	31,550	59,520	88.65%
Other Costs	172,947	260,440	252,840	(2.92%)
Contributions to Other Orgs	11,359	10,000	10,000	0.00%
Indirect Cost Recovery-Contracts/Grants	14,503	0	0	0.00%
Total Expenses from Operations	2,690,376	3,326,102	5,555,075	67.01%
Change in Net Assets from Operations	2,585,142	2,367,748	2,068,649	(12.63%)

Non-Operational Activity:

Change in Net Assets	\$ 2,585,142	\$ 2,367,748	\$ 2,068,649	(12.63%)
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EVENT OPERATIONS

A. SECTION COMPOSITION

The primary cost centers that comprise the convention budget focus on Annual Meeting planning and logistics, expo management, program development, sponsorship, APHA Now (formally APHA Live), the Policy Action Institute, marketing, and continuing education.

B. AREAS OF MAJOR RESPONSIBILITY

The Event Operations Unit (formerly Conventions) implements and manages the logistics, revenue and expenses for the APHA Annual Meeting and Expo. The Annual Meeting typically attracts 11,000-13,000 public health professionals and is a comprehensive collection of close to 1600 sessions and events. The APHA Public Health Expo typically features over 400 exhibitors with state-of-the-art products and services geared toward the public health community. Activities of note within this area include:

- Managing all logistics for the Annual Meeting including sessions, events and offices for both in-person and virtual attendees.
- Managing the abstract submission and session development process.
- Managing a comprehensive sponsorship program to support the Annual Meeting.
- Collaborate with the APHA Center for Professional Development to facilitate Learning Institutes, session evaluations and CE accreditation and offerings for annual meeting sessions.
- Developing and managing marketing efforts for the Annual Meeting (print, digital, online, and social media).
- Developing and managing APHA Now, a web streamed package of annual meeting sessions as well as other virtual sessions and events to include CE credit opportunities and to be marketed to members and non-members.
- Managing the Policy Action Institute, a one-day, standalone event taking place in the Spring of 2023 and brings together roughly 500 public health professionals.
- Evaluating and recommending future annual meeting sites.

C. JUSTIFICATION OF SIGNIFICANT VARIANCE

In FY 2023 we are planning for the return of a full and robust in-person Annual Meeting with a smaller recorded digital meeting.

Revenue

- Annual Meeting Registration revenue was maximized with a 7% fee category increase and booth fees increase of 20%.
- Annual Meeting registration revenue based on goal of 10,118 paid in person and digital registrants (12,000 total).
- Annual Meeting booth revenue based on goal of 476 booths maximizing all available square footage in the expo hall which is on par with FY2022.
- Policy Action Institute revenue is based on an approximately 15% increase (average year over year) in attendees (475 attendees) and 8% increase in registration fee over FY2022.

Expenses

Expenses reflect the high cost of hosting a meeting in Boston. The biggest increase in Annual Meeting costs are in these areas:

- Convention Center contractual cost increased from \$20,000 in FY2022 to \$200,000 in FY2023
- AV/General Laborer fee per hour is approximately 40% increase from FY2022
- Temp staff fee per hour is approximately 40% increase from FY2022
- Convention Center mandates more labor for session rooms and security
- Increase of 25% of telecom and internet services over FY2022 and mandated electrical in session rooms
- Addition of shuttle bus service- \$0 in FY2022
- Food and Beverage is approximately 10% increase from FY2022 and have added costs for Leaders and Donors lounges

D. FY 2023 GOAL

- Annual Meeting goal of 12,000 attendees (10,118 paid registrants). We are anticipating similar past attendance (average of 12,000) this year as we return to a full and primary in-person meeting and celebrate the 150th anniversary of APHA.
- Annual Meeting goal of 476 exhibit booths that maximize all space in the expo hall. Exhibit and sponsorship interest is returning to pre-pandemic levels.

E. STATUS OF CURRENT ACTIVITY (FY 2022)

The various variants of COVID-19 influenced travel for individuals and companies/organizations. Many companies/organizations, including the CDC, were prohibited from travelling last fall which impacted the number of exhibit booths. With lower expected attendance, sponsors were less inclined to participate.

- 10,000 attendees (8517 paid registrants). The 2021 Annual Meeting was our first ever hybrid meeting. – **Partially met: 9965 attendees, 8,517 paid attendees**
- 349 exhibit booths. – **Did not meet – 247 booths sold.**
- Increase sales of APHA Now by 10% - **Did not meet. With virtual meeting, additional sales of featured sessions were nil.**
- Sponsorship of \$400,000 – **Did not meet- \$214k received.**

AMERICAN PUBLIC HEALTH ASSOCIATION
DEVELOPMENT/FUNDRAISING
2023 PROPOSED BUDGET

	May 31 YTD Actual	2022 Approved Budget	2023 Proposed Budget	% Change 2023 Budget vs. 2022 Budget
Revenues from Operations:				
Miscellaneous	\$55,278	\$60,000	\$52,500	(12.50%)
Contracts and Grants	0	86,020	47,465	(44.82%)
Total Revenues from Operations	55,278	146,020	99,965	(31.54%)

Expenses from Operations:

Salaries & Wages & Fringes	129,768	149,349	154,507	3.45%
Consulting and Temporary Services	14,182	12,000	97,000	708.33%
Professional Services	0	1,100	1,100	0.00%
On-Site Convention Costs	2,715	0	0	0.00%
Property Mgt, Rent and Utilities	18,031	21,250	22,890	7.72%
Depreciation and Amortization	2,000	1,230	1,270	3.25%
Equip Rental and Maintenance	355	600	880	46.67%
Telephone / Webinar	58	1,500	740	(50.67%)
Travel and Related Costs	4,819	25,780	63,985	148.20%
Printing and Production	22	5,200	5,200	0.00%
Postage, Shipping and Mailing	352	1,270	1,750	37.80%
Supplies and Equipment	57	2,500	2,500	0.00%
Insurance	996	960	1,440	50.00%
Other Costs	24,848	19,680	50,170	154.93%
Total Expenses from Operations	198,201	242,419	403,432	66.42%

Change in Net Assets from Operations	(142,924)	(96,399)	(303,467)	214.80%
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Non-Operational Activity:

Change in Net Assets	\$ (142,924)	\$ (96,399)	\$ (303,467)	214.80%
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RESOURCE DEVELOPMENT (FUNDRAISING)

A. SECTION COMPOSITION

This segment is composed of: Development, the Annual Meeting Student Scholarship Fund and Council of Affiliates Awards and Scholarship Fund, and APHA Endowment Award.

B. AREA OF MAJOR RESPONSIBILITY

To continue elevating the culture of philanthropy throughout the Association, increase the total number of donors and total contributions to APHA, and initiate new programs as resources permit and help support the increase in contracts and grants.

C. JUSTIFICATION OF SIGNIFICANT VARIANCE

- Revenue: Variation due to expected revenue increase for the fiscal year. As noted, the Association already met the current year goal in general contribution. The efforts of the development manager also reside in helping raise restricted funds on behalf of Sections' enrichment accounts and awards and the Student Assembly enrichment accounts and scholarship funds.
- Expenses: The significant variance relates to hosting in-person events at the Annual Meeting in Denver.

D. FY 2023 GOAL

- To raise \$15,540 for the Annual Meeting Student Scholarship Fund.
- To make \$20,295 for APHA award Endowment for proposed budget.
- To make or earn \$4,350 for Roemer award.
- To raise \$52,500 in unrestricted revenue for the Association.

E. STATUS OF CURRENT YEAR ACTIVITY FY 2022

- To raise \$11,020 for the Annual Meeting Student Scholarship Fund. *Unmet; Ongoing*
- To raise \$60,000 in unrestricted revenue for the Association. *Unmet; Ongoing*
- To raise \$75,000 in grant revenue. *Unmet; Ongoing*

FY 2023 PROPOSED BUDGET
List of Funded Items

APHA Position: Journal Admin/formerly adm fellow (PT to FT)	28,792
Information Technology- cloud migration	52,175
Strategic Plan Consultant	50,000
Salary Assessment	40,000
150th Anniversary	251,700
AJPH Your Way Project	
Various Depreciable projects (cost \$969K)	67,933
CCDM Managing Editor/Plimmer/Abstract writer/Digital	
Content Editor consultants	102,500
Contingency fund	50,000

Total

\$ 643,100

FY 2023 PROPOSED BUDGET
List of Unfunded Items

Descriptions	Amounts	Priority
Salaries and fringe	\$ 859,396	
FY 2023 3% Cost of Living Adjustment	232,667	
Various Committee Meetings	153,620	
Capitalize projects (Donor board, green roof, website optimization)	94,667	
Consulting/Travel and related costs/professional services/Telephone/Printing & Production	892,854	
	<hr/>	
	\$ 2,233,204	
	<hr/>	
Priority 1 currently recruiting.		
Office Services Department		
Office Services Asst		
Finance Department		
Grant Manager		1
Junior Staff Accountant Part Time		
Information Technology		
Network Administrator/LAN Spec-Imis/ Database Manager		
Membership Department		
Member Onboarding Specialist		
Event Operations (Formerly Convention Services)		
Manager, Event and Registration Operations		1
Publication Department		
Journal Production Coordinator		1
Journal Project Manager		1
Communications Department		
Media Relations Specialist		1
Government Relations Department		
Government Relations Coordinator		

BUDGET NOTE



SUMMARY FINANCIAL ANALYSIS

For the Three Months Ending September 30, 2022 (25% of fiscal year)

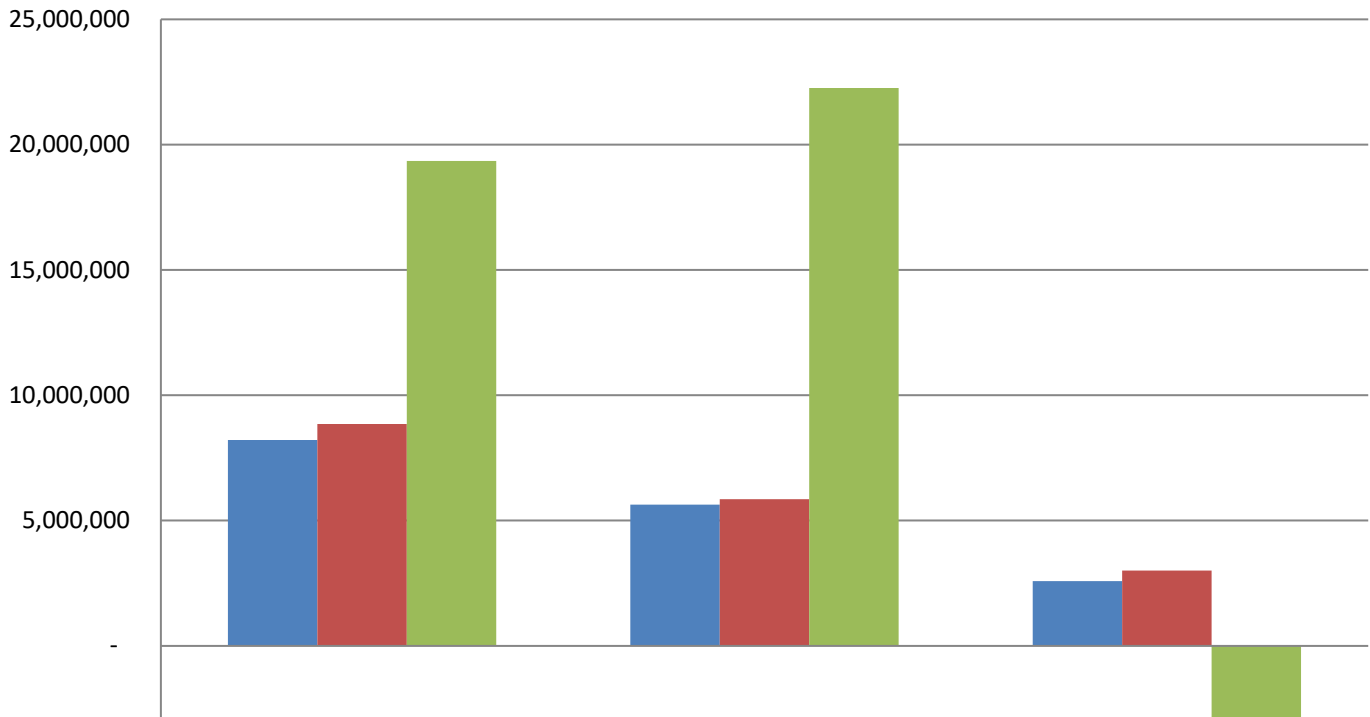
APHA All Funds – Statement of Financial Position Report

Total Net Assets as of September 30, 2022, are \$ 33,288,400. This is over prior year by \$396,573. Net Assets unrestricted and undesignated (operations) are \$24,080,576 Total unrestricted net assets (including board-designated funds) are \$24,461,626.

APHA Statement of Activity Operations (Unrestricted Funds) Only

The Change in Net Assets including Investment Appreciation/Depreciation is \$2,549,339. This is under budget by \$67,941 and over prior year by \$428,491.

Statement of Activities W/O Investment for Three Months Ending September 30, 2022



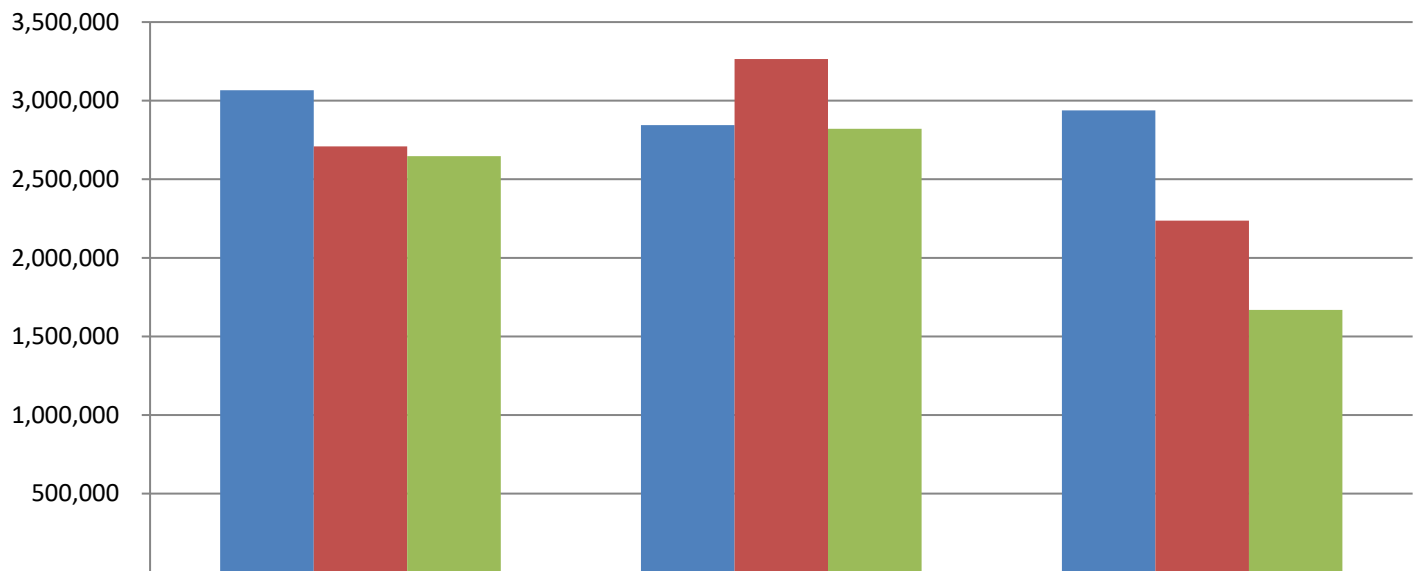
	Revenue	Expenses	Change in Net Assets
■ YTD Budget	8,211,036	5,629,935	2,581,101
■ YTD Actual	8,848,995	5,848,397	3,000,597
■ Total Budget	19,350,612	22,261,293	(2,910,681)

Statement of Activities with Investment for Three Months Ending September, 2022



	Revenue	Expenses	Change in NA
YTD Budget	8,247,216	5,629,935	2,617,281
YTD Actual	8,397,737	5,848,397	2,549,339
Total Budget	19,497,332	22,261,293	(2,763,961)

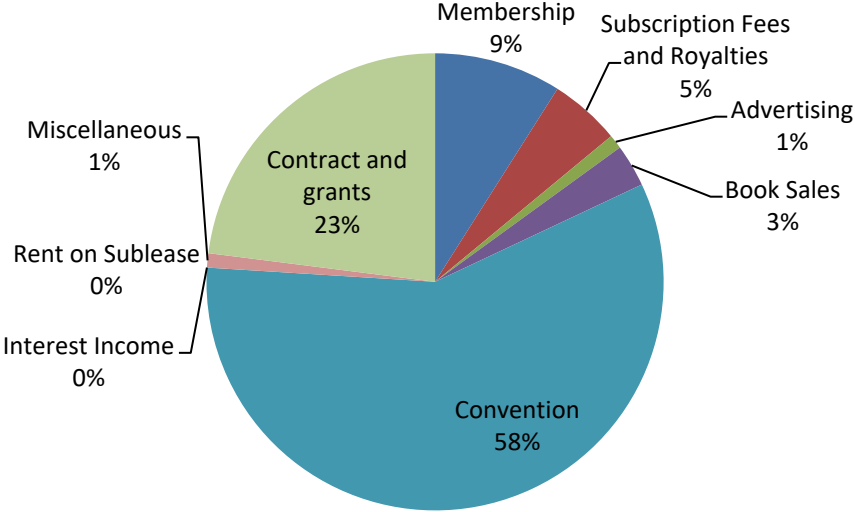
Monthly Income from Operation



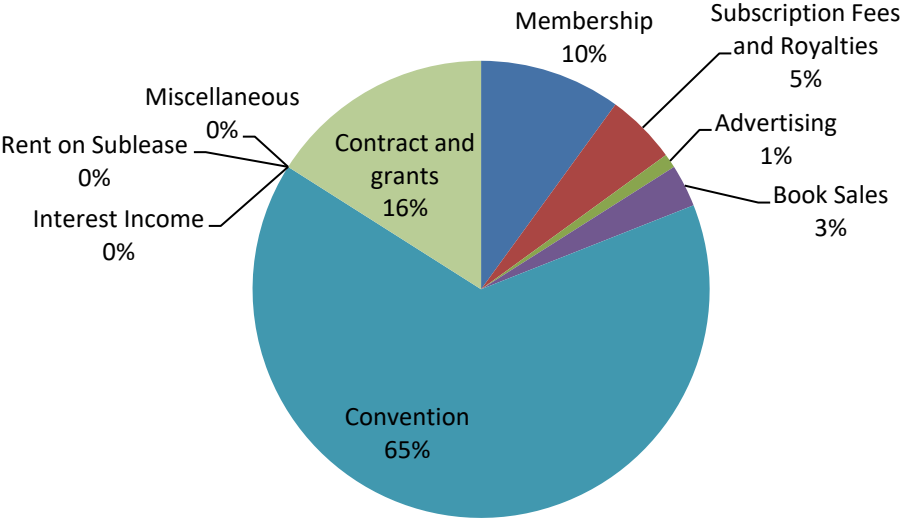
	Jly.	Aug.	Sept
Actual	3,066,483	2,844,367	2,938,146
Budget	2,709,324	3,264,637	2,237,075
Last Year	2,647,094	2,820,516	1,668,973

■ Actual ■ Budget ■ Last Year

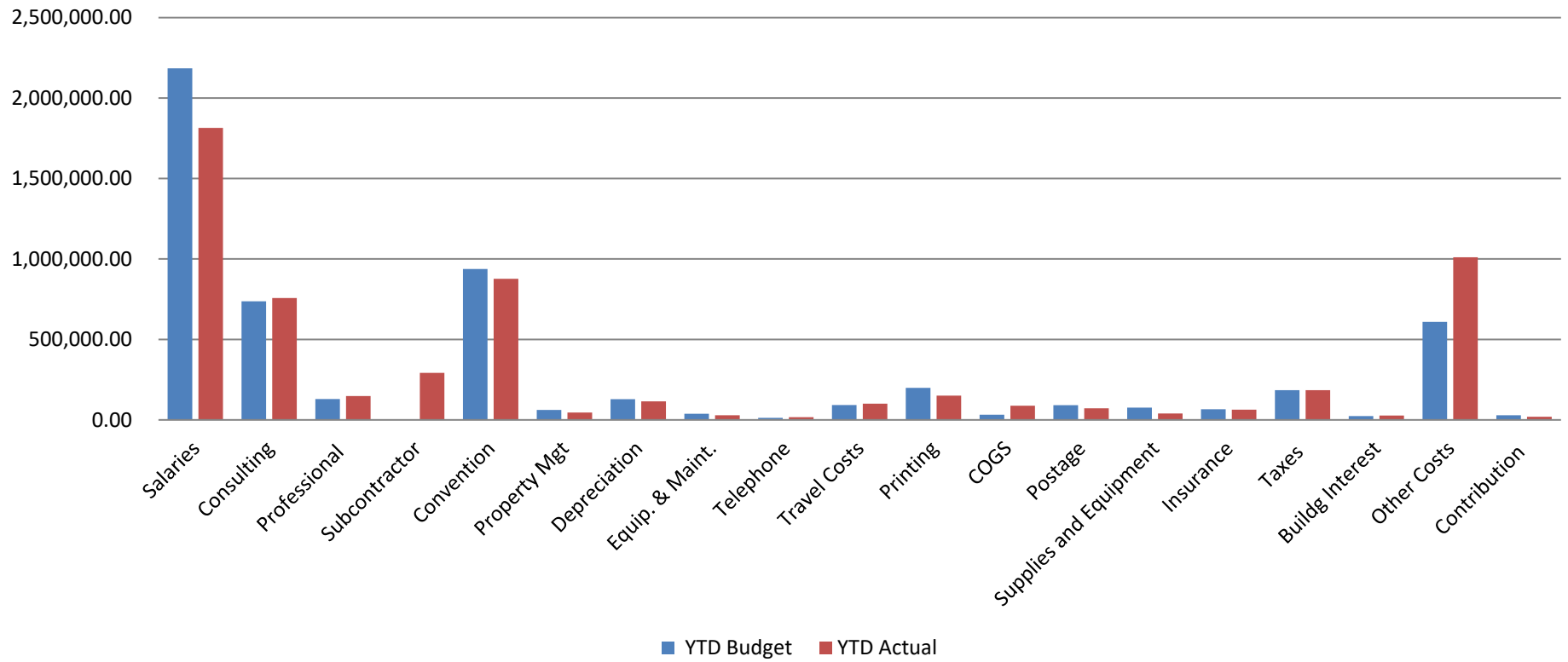
YTD Actual-Revenue



YTD Budget-Revenue



Expenses YTD Budget-to Actual



ADDITIONAL DETAILS

(Balance Sheet: Comparative Statement of Financial Position)

- **Cash** – The cash balance for ALL funds is \$16,154,524 which is Over prior year by \$729,144. The cash balance total includes operations cash of \$13,149,286 restricted funds (including Board designated) cash of \$13,141,093.
- **Accounts Receivable** – This is under prior year by \$1,149,511.
- **Inventory** – This is under prior year by \$64,010.
- **Pre-paid Expenses** – This is over prior year by \$107,592.
- **Investments** – This is under prior year by \$1,519,076. Investments include the APHA long term investment portfolio of \$4,295,558, Merrill Lynch intermediate investment \$4,961,522 Aging in Public Health Section Vanguard investment at \$319,745 and award and other funds invested in CD's and money market accounts totaling \$542,764.
- **Property & Equipment** – This includes the building as well as office furniture and equipment, and computer hardware and software.
- **Other Assets** – This is under by \$20,346. This includes long-term deposits and deferred financing cost (\$120,382).
- **Accounts Payable** – This is over prior year by \$260,614.
- **Deferred Membership Dues and Subscriptions** – Deferred dues are over prior year by \$212,040 and Deferred Subscription Fees are over year by \$59,413.
- **Deferred Other** - Under prior year by \$1,585,246. The variance is due standard change last year.
- **Current Portion Long Term Debt** – This is over by \$6,240.

ADDITIONAL DETAILS (Operations)

Total Revenue -Total revenue is \$8,848,995 (46% of budget), which is over budget by \$637,959 and over prior year by \$1,712,412.

- **Membership Dues** (over budget by \$5,522).
- **Subscriptions, Fees, and Royalties** (under budget by \$27,449).
- **Advertising** (over budget by \$20,233).
- **Book Sales** (over budget by \$68,040).
- **Convention Revenues** (under budget by \$244,661). This due to starting annual registration in late June rather than late May/early June.
- **Miscellaneous** (over budget by \$21,472) – This category includes contributions, sponsorships, label sales, admin fees for related orgs, and miscellaneous other.
- **Contracts and Grants** (over budget by \$793,545).

Total Expenses - Total expenses are \$5,848,397 (26% of budget), which are over budget by \$218,462 and over prior year by \$870,268.

- **Salaries, Taxes and Benefits** (under budget by \$370,417).
- **Consulting/Temporary** (over budget by \$20,912).
- **Professional Services** – (over budget by \$18,670).
- **Subcontract Costs**: (under budget by \$291,785). This is all grants related.
- **On-site Convention Costs** - (over budget by \$60,934).
- **Property Mgt, Rent and Utilities** – (under budget by \$16,051).

- **Depreciation and Amortization** – (under budget by \$13,327).
- **Equip Rental and Maintenance** – (under budget by \$9,965).
- **Telephone** – (over budget by \$4,401).
- **Travel and Related Costs** (over budget by \$8,752).
- **Printing** – (under budget by \$48,177).
- **Cost of Goods Sold** – (over budget by \$55,600).
- **Postage, Shipping & Mailing** – (under budget by \$19,316).
- **Supplies and Equipment** – (under budget by \$36,574).
- **Insurance** – (under projection by \$2,323).
- **Taxes Non-Payroll** – (under budget by \$307). This is due to property tax paid earlier than planned,
- **Building Interest & Finance Cost** - (over projection by \$3,459).
- **Other costs** – (over budget by \$401,752 this category includes Stipend, Honoraria, Awards, Publicity & Promotion, and Section/Affiliate projects, Subscriptions/Publications, Mailing Lists, Bank fees and Bad- debt expense.
- **Contributions to Other Orgs** – (under by 9,479).

Key Issues*

Please note these are not actual savings to date.

Membership – For the first quarter of the fiscal year, overall individual member types are on target except regular, special health workers and early career professional.

Membership	Budget	Year-to-Date
Individual members (All types)	16,315	18,313
Student Bulk	3,354	2,705
Agency Individuals	1,410	1,573
Affiliate	52	52
Agency	292	383

Convention – Convention revenue under by \$244,661 and expense are under budget by \$60,934. The revenue in the line includes registration, exhibit, sponsorship, learning institute, ticketed meal, and hotel rebates/other revenue.

	YTD Actual	YTD Budget	Variance	% Of Variance	% Of Annual Revenue Budget
Registration	\$4,136,678	\$4,213,855	(\$77,177)	(2%)	75%
Exhibit	785,768	\$950,110	(\$164,342)	(17%)	76%

<i>*Number counts does not correlate with financials reported above due to timing.</i>	Budget (Total)	YTD Actual	Total Budget-Paid	YTD Actual Paid
Registration (As of 10/19/22)	N/A	10,450	10,118	9,409
Exhibit Booths (As of 10/17/22)	N/A	n/a	476	359

Publications – This department includes subscriptions and royalties, books, and advertising. All these line items are over budget except for subscription that is under budget by \$27,449. This financial does not include Standard Method partners allocation. This would have reduced revenue or increase expense.

Grants and Contracts – The grants ended the third month of the fiscal year \$793,545 over budget.

For the third month of the fiscal year, the Association has a gain from operation in the amount of \$3,000,597 and with investment appreciation, \$2,549,339.

Investment Status - For the first quarter of the fiscal year, the portfolio value reduced by \$502,026 while earning investment income of \$50,768. The market remains volatile.

It is too early to evaluate our financial performance for third month as some revenue and expenses are not included due to timing of invoice receipts. In addition, some expenses were incurred early than planned.

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American Public Health Assoc
SOF-P-Statement of Financial Position
For the Three Months Ending Friday, September 30, 2022

	September Current Year	September Prior Year	Amount Change	% Change
Assets:				
Current Assets:				
Cash	\$16,154,524.31	\$15,425,380.49	\$729,143.82	4.73%
Accounts Receivable	6,490,773.61	7,640,284.70	(1,149,511.09)	(15.05%)
Inventory	115,721.55	179,731.60	(64,010.05)	(35.61%)
Prepaid Expenses	459,058.51	351,466.24	107,592.27	30.61%
Other Current Assets	6.05	0.00	6.05	0.00%
Total Current Assets	23,220,084.03	23,596,863.03	(376,779.00)	(1.60%)
Investments	10,119,589.13	11,638,664.89	(1,519,075.76)	(13.05%)
Property & Equipment	7,683,864.92	8,067,357.46	(383,492.54)	(4.75%)
Other Assets	118,936.50	139,282.74	(20,346.24)	(14.61%)
Total Assets	41,142,474.58	43,442,168.12	(2,299,693.54)	(5.29%)
Liabilities and Net Assets:				
Current Liabilities				
Accounts Payable	450,066.29	189,452.58	260,613.71	137.56%
Payroll Withholdings and Accruals	1,183,674.86	1,105,227.87	78,446.99	7.10%
Deferred Membership Dues	2,209,270.35	1,997,230.47	212,039.88	10.62%
Deferred Subscription Fees	437,473.42	378,060.87	59,412.55	15.72%
Deferred Other	429,514.03	2,014,759.69	(1,585,245.66)	(78.68%)
Current Portion, LT Debt	360,312.26	354,072.23	6,240.03	1.76%
Total Current Liabilities:	5,070,311.21	6,038,803.71	(968,492.50)	(16.04%)
Long Term Debt	2,783,763.04	3,260,415.49	(476,652.45)	(14.62%)
Other Long Term Liabilities	0.00	1,251,122.07	(1,251,122.07)	(100.00%)
Total Liabilities	7,854,074.25	10,550,341.27	(2,696,267.02)	(25.56%)
Net Assets:				
Donor Restricted:				
Temporarily	9,307,381.11	9,307,381.11	0.00	0.00%
Permanently	723,844.18	723,844.18	0.00	0.00%
Total Donor Restricted	10,031,225.29	10,031,225.29	0.00	0.00%
Unrestricted				
Undesignated	23,257,175.04	22,860,601.56	396,573.48	1.73%
Total Unrestricted	23,257,175.04	22,860,601.56	396,573.48	1.73%
Total Net Assets	33,288,400.33	32,891,826.85	396,573.48	1.21%
Total Liabilities and Net Assets	41,142,474.58	43,442,168.12	(2,299,693.54)	(5.29%)

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American Public Health Assoc
SOFP By Restriction
For the Three Months Ending Friday, September 30, 2022

	Unrestricted	Board Designa...	Temp Restricted	Permanently Restricted	Grand Total
Assets:					
Current Assets:					
Cash	\$13,149,286.18	(\$8,193.21)	\$2,740,087.61	\$273,343.73	\$16,154,524.31
Accounts Receivable	1,293,688.17	0.00	5,197,085.44	0.00	6,490,773.61
Inventory	115,721.55	0.00	0.00	0.00	115,721.55
Prepaid Expenses	459,058.51	0.00	0.00	0.00	459,058.51
Other Current Assets	6.05	0.00	0.00	0.00	6.05
Total current Assets	15,017,760.46	(8,193.21)	7,937,173.05	273,343.73	23,220,084.03
Investments	9,257,081.21	361,771.67	123,991.07	376,745.18	10,119,589.13
Property & Equipment	7,683,864.92	0.00	0.00	0.00	7,683,864.92
Other Assets	118,936.50	0.00	0.00	0.00	118,936.50
Total Assets	32,077,643.09	353,578.46	8,061,164.12	650,088.91	41,142,474.58
Liabilities and Net Assets:					
Current Liabilities					
Accounts Payable	450,066.29	0.00	0.00	0.00	450,066.29
Payroll Withholdings and Accruals	1,183,674.86	0.00	0.00	0.00	1,183,674.86
Deferred Membership Dues	2,209,270.35	0.00	0.00	0.00	2,209,270.35
Deferred Subscription Fees	437,473.42	0.00	0.00	0.00	437,473.42
Deferred Other	429,514.03	0.00	0.00	0.00	429,514.03
Current Portion, LT Debt	360,312.26	0.00	0.00	0.00	360,312.26
Total Current Liabilities:	5,070,311.21	0.00	0.00	0.00	5,070,311.21
Long Term Debt	2,783,763.04	0.00	0.00	0.00	2,783,763.04
Total Liabilities	7,854,074.25	0.00	0.00	0.00	7,854,074.25
Net Assets:					
Net Assets	24,080,576.44	381,049.48	8,120,143.33	706,631.08	33,288,400.33
Total Net Assets	24,080,576.44	381,049.48	8,120,143.33	706,631.08	33,288,400.33
Total Liabilities and Net Assets	31,934,650.69	381,049.48	8,120,143.33	706,631.08	41,142,474.58

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American Public Health Assoc
SOFP Detail
For the Three Months Ending Friday, September 30, 2022

	Account Number	Unrestricted	Board Designa...	Temp Restricted	Permanently Restricted	Grand Total
Assets:						
Current Assets:						
Cash - Operating Account	1100	\$657,489.87	\$0.00	\$0.00	\$0.00	\$657,489.87
Cash - AM Registration On-Site	1102	89,771.77	0.00	0.00	0.00	89,771.77
Cash - SunTrust Depository	1103	8,427,437.66	(12,062.19)	2,740,087.61	15,742.00	11,171,205.08
Cash - SunTrust Disbursement	1104	(17,004.14)	0.00	0.00	0.00	(17,004.14)
Cash - SunTrust A/M	1105	46,761.00	0.00	0.00	0.00	46,761.00
Cash - Wells Fargo (Pub Sales)	1108	2,848,084.92	3,868.98	0.00	0.00	2,851,953.90
Cash - Merrill Lynch US Treasury	1112	19.98	0.00	0.00	0.00	19.98
Cash - BOA CD	1119	1,096,389.55	0.00	0.00	0.00	1,096,389.55
Cash - BOA Awards CD - Perm Restrict	1120	0.00	0.00	0.00	257,601.73	257,601.73
Cash - Petty	1150	335.57	0.00	0.00	0.00	335.57
Total Cash		13,149,286.18	(8,193.21)	2,740,087.61	273,343.73	16,154,524.31
Trade Accounts Receivable	1200	238,545.00	0.00	0.00	0.00	238,545.00
Accounts Rec-Pub Sales Only (PBD)	1210	154,621.32	0.00	0.00	0.00	154,621.32
Allowance for Doubtful Accounts	1220	(52,641.22)	0.00	0.00	0.00	(52,641.22)
Laser Registration Receivable	1235	69,143.82	0.00	0.00	0.00	69,143.82
Due From HHS / CDC	1240	495,734.31	0.00	0.00	0.00	495,734.31
Other Funded Contracts and Grants	1243	192,703.12	0.00	5,188,948.20	0.00	5,381,651.32
Accounts Receivable - Employees	1250	544.96	0.00	0.00	0.00	544.96
Accts Rec- Major Medical Reimb.	1252	3,230.88	0.00	0.00	0.00	3,230.88
Accts Rec- Rockefeller Foundation	1256	34,690.70	0.00	0.00	0.00	34,690.70
Accts Rec- EE Add'l Life Insurance	1257	776.04	0.00	0.00	0.00	776.04
Accrued Interest Receivable	1260	1,182.38	0.00	8,137.24	0.00	9,319.62
Misc Year-End Receivables	1270	155,156.86	0.00	0.00	0.00	155,156.86
Total Accounts Receivable		1,293,688.17	0.00	5,197,085.44	0.00	6,490,773.61
Inventory-Books @ PBD or Ware Pak	1300	108,654.06	0.00	0.00	0.00	108,654.06
Inventory-Books @ APHA DC	1310	13,014.89	0.00	0.00	0.00	13,014.89
Inventory in Process-MegaCities	1320	5,160.92	0.00	0.00	0.00	5,160.92
WIP-Exam Dairy Product 18th Ed	1337	13,622.86	0.00	0.00	0.00	13,622.86
Inventory Obsolescence	1380	(54,127.44)	0.00	0.00	0.00	(54,127.44)
Amortization-Print oOn Demand	1388	251,508.73	0.00	0.00	0.00	251,508.73
Accm Amort-Print On Demand	1389	(232,308.76)	0.00	0.00	0.00	(232,308.76)
Total Inventory		105,525.26	0.00	0.00	0.00	105,525.26
Prepaid Insurance	1400	83,334.75	0.00	0.00	0.00	83,334.75
Prepaid Major Medical	1401	4,664.27	0.00	0.00	0.00	4,664.27
Prepaid EE Life & Disability	1402	6,366.74	0.00	0.00	0.00	6,366.74
Prepaid Postage	1420	11,697.16	0.00	0.00	0.00	11,697.16
Prepaid Annual Meeting	1435	55,338.22	0.00	0.00	0.00	55,338.22
Prepaid Website Development	1438	32,175.00	0.00	0.00	0.00	32,175.00

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American Public Health Assoc
SOFP Detail

For the Three Months Ending Friday, September 30, 2022

	Account Number	Unrestricted	Board Designa...	Temp Restricted	Permanently Restricted	Grand Total
Prepaid iMIS Updgrade	1439	752.50	0.00	0.00	0.00	752.50
Prepaid Other	1440	264,729.87	0.00	0.00	0.00	264,729.87
Total Prepaid Expenses		459,058.51	0.00	0.00	0.00	459,058.51
Deposits-Short Term	1510	6.05	0.00	0.00	0.00	6.05
Total Other Current Assets		6.05	0.00	0.00	0.00	6.05
Total Current Assets		15,007,564.17	(8,193.21)	7,937,173.05	273,343.73	23,209,887.74
Investments-Trustee Held Funds	1602	1.20	0.00	0.00	0.00	1.20
Investments-Prudential	1610	3,864,399.41	0.00	0.00	0.00	3,864,399.41
Investments-Vanguard	1613	0.00	0.00	0.00	383,505.00	383,505.00
Investments-Merrill Lynch	1614	5,242,404.45	0.00	0.00	0.00	5,242,404.45
Unrealized App/Dep on Invest	1615	431,158.56	0.00	0.00	0.00	431,158.56
Unrealized App/Dep on Invest-ML	1616	(280,882.41)	0.00	0.00	0.00	(280,882.41)
Unrealized App/Dep on Invest-Vanguard	1617	0.00	0.00	0.00	(63,759.82)	(63,759.82)
Invest-APHA Awds Quasi-Endowment	1620	0.00	361,771.67	0.00	0.00	361,771.67
Investments for APHA Awards	1630	0.00	0.00	123,991.07	57,000.00	180,991.07
Total Investments		9,257,081.21	361,771.67	123,991.07	376,745.18	10,119,589.13
Office Equip & Furnishings	1700	1,147,749.49	0.00	0.00	0.00	1,147,749.49
Accumulated Depr-Office Equipment	1705	(1,142,515.36)	0.00	0.00	0.00	(1,142,515.36)
Data Processing Equipment	1710	718,784.47	0.00	0.00	0.00	718,784.47
Accum Depr-DP Equipment	1715	(657,913.10)	0.00	0.00	0.00	(657,913.10)
Donated Equipment/Furniture	1716	33,232.50	0.00	0.00	0.00	33,232.50
Accum Depr- Donated Equip/Furniture	1717	(33,232.50)	0.00	0.00	0.00	(33,232.50)
Building Equipment Replacement	1718	742,426.91	0.00	0.00	0.00	742,426.91
Accum Depr- Building Equip						
Replacement	1719	(465,416.73)	0.00	0.00	0.00	(465,416.73)
Accum Amort- Building Carpet	1727	(134,198.25)	0.00	0.00	0.00	(134,198.25)
Leased Equipment	1730	152,057.40	0.00	0.00	0.00	152,057.40
Accum Depr-Leased Equip	1735	(152,057.40)	0.00	0.00	0.00	(152,057.40)
DP Software Dev. Costs	1740	1,884,803.63	0.00	0.00	0.00	1,884,803.63
Accum Amort-Software Develop Costs	1745	(1,860,772.96)	0.00	0.00	0.00	(1,860,772.96)
Software	1750	587,989.52	0.00	0.00	0.00	587,989.52
Accum Amort-Software	1755	(585,955.98)	0.00	0.00	0.00	(585,955.98)
Land	1760	3,088,200.00	0.00	0.00	0.00	3,088,200.00
Building	1770	9,623,443.82	0.00	0.00	0.00	9,623,443.82
Building Improvements	1772	449,225.36	0.00	0.00	0.00	449,225.36
Accum Depr - Building	1775	(5,589,377.85)	0.00	0.00	0.00	(5,589,377.85)
Accum Depr - Bldg Improvements	1776	(166,227.64)	0.00	0.00	0.00	(166,227.64)
Tenant Improvements	1780	131,982.20	0.00	0.00	0.00	131,982.20
Accum Amort- Tenant Improvements	1785	(131,982.20)	0.00	0.00	0.00	(131,982.20)
Website Development Costs	1790	859,831.08	0.00	0.00	0.00	859,831.08

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American Public Health Assoc						
SOFP Detail						
For the Three Months Ending Friday, September 30, 2022						
	Account Number	Unrestricted	Board Designa...	Temp Restricted	Permanently Restricted	Grand Total
Accum Depr-Website Dev Costs	1795	(816,211.49)	0.00	0.00	0.00	(816,211.49)
Total Property & Equipment		7,683,864.92	0.00	0.00	0.00	7,683,864.92
Deposit-Utilities	1902	250.00	0.00	0.00	0.00	250.00
Deferred Financing Costs	1920	118,686.50	0.00	0.00	0.00	118,686.50
Total Other Assets		118,936.50	0.00	0.00	0.00	118,936.50
Total Assets		32,067,446.80	353,578.46	8,061,164.12	650,088.91	41,132,278.29

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American Public Health Assoc
SOFP Detail
For the Three Months Ending Friday, September 30, 2022

	Account Number	Unrestricted	Board Designa...	Temp Restricted	Permanently Restricted	Grand Total
Liabilities and Net Assets:						
Current Liabilities:						
Trade Accounts Payable	2100	241,931.53	0.00	0.00	0.00	241,931.53
Accounts Payable-Other	2105	182,693.67	0.00	0.00	0.00	182,693.67
Sales Tax Payable	2106	376.09	0.00	0.00	0.00	376.09
AM Donations Payable	2110	(536.00)	0.00	0.00	0.00	(536.00)
AM Refunds Due	2113	25,601.00	0.00	0.00	0.00	25,601.00
Total Accounts Payable		450,066.29	0.00	0.00	0.00	450,066.29
Misc Employee Payable	2258	(214.50)	0.00	0.00	0.00	(214.50)
Flex Spending (Section 125)	2260	15,938.33	0.00	0.00	0.00	15,938.33
Accrued Annual Leave	2300	474,234.73	0.00	0.00	0.00	474,234.73
Accrued Severance	2301	47,085.87	0.00	0.00	0.00	47,085.87
Payroll Clearing	2303	421,976.62	0.00	0.00	0.00	421,976.62
Accrued Medical Leave Bank	2305	224,653.81	0.00	0.00	0.00	224,653.81
Total PR Withholdings / Accruals		1,183,674.86	0.00	0.00	0.00	1,183,674.86
Deferred Mbr - Regular Mbr	2500	1,296,112.53	0.00	0.00	0.00	1,296,112.53
Deferred Mbr - Student Mbr	2502	195,316.43	0.00	0.00	0.00	195,316.43
Deferred Mbr - Retired Mbr	2503	69,881.81	0.00	0.00	0.00	69,881.81
Deferred Mbr - Special Hlth Wkr Mbr	2504	34,931.58	0.00	0.00	0.00	34,931.58
Deferred Mbr - Multi Primary Sections	2507	16,999.84	0.00	0.00	0.00	16,999.84
Deferred Mbr - Early Career						
Professional	2509	122,201.29	0.00	0.00	0.00	122,201.29
Deferred Mbr - Student Bulk	2510	107,585.83	0.00	0.00	0.00	107,585.83
Deferred Mbr - Agency Member	2550	286,829.92	0.00	0.00	0.00	286,829.92
Deferred Mbr - Agency Individual	2551	79,411.12	0.00	0.00	0.00	79,411.12
Total Deferred Membership Dues		2,209,270.35	0.00	0.00	0.00	2,209,270.35
Deferred Subs- Direct - AJPH	2601	(200.00)	0.00	0.00	0.00	(200.00)
Deferred Subs - AJPH (PPF)	2603	190,300.77	0.00	0.00	0.00	190,300.77
Deferred Subs- 1 Seat Std Mth 1 yr	2610	(201.83)	0.00	0.00	0.00	(201.83)
Deferred Subs- 1 Seat Std Mth 2 yr	2611	(0.20)	0.00	0.00	0.00	(0.20)
Deferred Subs- 11-20 Seat Std Mth 1 yr	2612	0.04	0.00	0.00	0.00	0.04
Deferred Subs- 11-20 Seat Std Mth 2 yr	2613	(0.24)	0.00	0.00	0.00	(0.24)
Deferred Subs- 2-5 Seat Std Mth 1 yr	2614	(96.67)	0.00	0.00	0.00	(96.67)
Deferred Subs- 2-5 Seat Std Mth 2 yr	2615	(1.00)	0.00	0.00	0.00	(1.00)
Deferred Subs- 21-50 Seat Standard 2						
yr	2617	(0.12)	0.00	0.00	0.00	(0.12)
Deferred Subs- 6-10 Seat Std Mth 1 yr	2618	184,828.09	0.00	0.00	0.00	184,828.09
Deferred Subs- 6-10 Seat Std Mth 2 yr	2619	(0.52)	0.00	0.00	0.00	(0.52)
Deferred Subs- Enterprise Std Mth 1 yr	2620	(0.56)	0.00	0.00	0.00	(0.56)
Deferred Subs- Enterprise Std Mth 2 yr	2621	(0.12)	0.00	0.00	0.00	(0.12)

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American Public Health Assoc
SOFP Detail
For the Three Months Ending Friday, September 30, 2022

	Account Number	Unrestricted	Board Designa...	Temp Restricted	Permanently Restricted	Grand Total
Deferred Subs- TNH (PPF)	2653	991.87	0.00	0.00	0.00	991.87
Deferred Subs-Food Compendium PPF	2663	4,473.30	0.00	0.00	0.00	4,473.30
Deferred Subs- CCDM(PPF)	2664	57,380.61	0.00	0.00	0.00	57,380.61
Total Deferred Subscription Dues		437,473.42	0.00	0.00	0.00	437,473.42
Unidentified Receipts	2701	56,771.17	0.00	0.00	0.00	56,771.17
PPF Unidentified Receipts	2702	1,890.00	0.00	0.00	0.00	1,890.00
Deferred Revenue - Other	2705	115,000.00	0.00	0.00	0.00	115,000.00
Deferred Revenue - IMIS E-Orders	2714	7,161.07	0.00	0.00	0.00	7,161.07
Deferred Rev - AJPH	2718	157,600.00	0.00	0.00	0.00	157,600.00
Deferred Rev - Advertising	2719	77,960.04	0.00	0.00	0.00	77,960.04
Def Rev - Community Benefit Prog						
(Kaiser)	2722	13,421.75	0.00	0.00	0.00	13,421.75
Deferred Revenue - A/M Dues (JSA)	2727	(290.00)	0.00	0.00	0.00	(290.00)
Total Deferred Other		429,514.03	0.00	0.00	0.00	429,514.03
Total Current Liabilities:		4,219,375.63	0.00	0.00	0.00	4,219,375.63
Current Portion, Long Term Debt- Bonds	2851	360,312.26	0.00	0.00	0.00	360,312.26
Total Current Portion, LT Debt		360,312.26	0.00	0.00	0.00	360,312.26
Long Term Notes Payable	2801	2,783,763.04	0.00	0.00	0.00	2,783,763.04
Total Long Term Debt		2,783,763.04	0.00	0.00	0.00	2,783,763.04
Total Liabilities		7,363,450.93	0.00	0.00	0.00	7,363,450.93
Net Assets:						
Net Assets		24,703,995.87	353,578.46	8,061,164.12	650,088.91	33,768,827.36
Total Net Assets		24,703,995.87	353,578.46	8,061,164.12	650,088.91	33,768,827.36
Total Liabilities and Net Assets		32,067,446.80	353,578.46	8,061,164.12	650,088.91	41,132,278.29

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For the Three Months Ending Friday, September 30, 2022

Current Period		Current YTD Actual	YTD Budget	YTD Variance	Annual Budget	Prior YTD Actual	Percent of Budget
Revenues from Operations:							
\$265,902.83	Membership Dues	\$812,732.02	\$807,210.00	\$5,522.02	\$3,159,680.00	\$790,898.48	25.72%
117,059.82	Subscription Fees and Royalties	412,691.45	440,140.00	(27,448.55)	1,942,380.00	493,534.05	21.25%
29,402.79	Advertising	70,707.87	50,475.00	20,232.87	330,000.00	86,525.99	21.43%
34,191.12	Book Sales	279,550.28	211,510.00	68,040.28	1,048,700.00	139,205.87	26.66%
1,495,698.38	Convention	5,129,615.38	5,374,276.00	(244,660.62)	7,541,714.00	3,677,352.00	68.02%
1,105.56	Interest Income	1,256.30	0.00	1,256.30	5,500.00	(463.25)	22.84%
0.00	Rent on Subleases	0.00	0.00	0.00	72,000.00	0.00	0.00%
19,639.61	Miscellaneous	54,271.58	32,800.00	21,471.58	411,950.00	34,989.55	13.17%
975,145.40	Contracts and Grants	2,088,169.74	1,294,624.94	793,544.80	4,838,688.49	1,914,540.42	43.16%
0.00	Revenue of Related Org's	0.00	0.00	0.00	0.00	0.00	0.00%
2,938,145.51	Total Revenues from Operations	8,848,994.62	8,211,035.94	637,958.68	19,350,612.49	7,136,583.11	45.73%
Expenses from Operations:							
633,762.49	Salaries, Benefits & Taxes	1,814,657.96	2,185,075.22	(370,417.26)	8,640,969.48	1,954,382.99	21.00%
228,584.28	Consulting and Temporary Services	757,582.31	736,670.00	20,912.31	3,098,904.00	620,747.68	24.45%
60,073.02	Professional Services	147,865.17	129,195.00	18,670.17	674,830.00	129,068.84	21.91%
186,785.00	Subcontract Costs	291,785.00	0.00	291,785.00	150,000.00	904,311.00	194.52%
252,041.36	On-Site Convention Costs	876,336.33	937,270.00	(60,933.67)	3,781,005.00	256,244.06	23.18%
16,467.65	Property Mgt, Rent and Utilities	45,108.68	61,160.00	(16,051.32)	252,550.00	45,109.45	17.86%
38,129.19	Depreciation and Amortization	114,943.47	128,270.00	(13,326.53)	513,870.00	126,338.02	22.37%
6,919.84	Equip Rental and Maintenance	28,234.84	38,200.00	(9,965.16)	167,600.00	17,414.72	16.85%
4,972.34	Telephone / Webinar	17,031.44	12,630.00	4,401.44	91,720.00	16,556.25	18.57%
16,723.72	Travel and Related Costs	100,637.49	91,885.00	8,752.49	717,735.00	27,436.73	14.02%
58,112.17	Printing and Production	150,268.31	198,445.00	(48,176.69)	770,260.00	134,895.13	19.51%
20,173.39	Cost of Goods Sold	87,849.80	32,250.00	55,599.80	148,840.00	33,605.96	59.02%
15,496.12	Postage, Shipping and Mailing	71,643.98	90,960.00	(19,316.02)	312,430.00	45,655.74	22.93%
3,638.14	Supplies and Equipment	39,436.42	76,010.00	(36,573.58)	151,110.00	22,607.45	26.10%
9,259.41	Insurance	63,616.44	65,940.00	(2,323.56)	158,750.00	46,892.59	40.07%
0.00	Taxes Non-Payroll	184,523.24	184,830.00	(306.76)	378,530.00	213,100.92	48.75%
10,911.13	Building Interest & Finance Costs	27,179.09	23,720.00	3,459.09	115,900.00	29,578.70	23.45%
396,272.45	Other Costs	1,010,726.72	608,975.00	401,751.72	2,011,450.00	323,555.35	50.25%
9,485.44	Contributions to Other Orgs	18,970.88	28,450.00	(9,479.12)	124,840.00	30,627.60	15.20%
0.00	Data Processing User Charges	0.00	0.00	0.00	0.00	0.00	0.00%
0.00	Indirect Cost Recovery-Contracts/Grants	(0.10)	(0.02)	(0.08)	0.00	0.00	0.00%
1,967,807.14	Total Expenses from Operations	5,848,397.47	5,629,935.20	218,462.27	22,261,293.48	4,978,129.18	26.27%
970,338.37	Change in Net Assets from Operations	3,000,597.15	2,581,100.74	419,496.41	(2,910,680.99)	2,158,453.93	(103.09%)
Non-Operational Activity:							
29,465.24	Investment Income	50,768.03	28,680.00	22,088.03	116,720.00	88,549.16	43.50%
(595,383.19)	Net Investment Apprec/(Deprec)	(502,025.75)	7,500.00	(509,525.75)	30,000.00	(126,154.23)	(1673.42%)
404,420.42	Change in Net Assets	2,549,339.43	2,617,280.74	(67,941.31)	(2,763,960.99)	2,120,848.86	(92.24%)

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Current Period		Current YTD Actual	YTD Budget	YTD Variance	Annual Budget	Prior YTD Actual	Percent of Budget
Revenues from Operations:							
\$156,517.22	Dues: Regular Members	\$466,360.61	\$477,450.00	(\$11,089.39)	\$1,909,800.00	\$459,432.88	24.42%
0.00	Dues: Contributing Members	0.00	0.00	0.00	0.00	(4.00)	0.00%
22,908.48	Dues: Student Members	67,390.05	67,020.00	370.05	268,080.00	69,712.60	25.14%
9,032.26	Dues: Retired Members	27,375.86	26,590.00	785.86	106,410.00	26,926.04	25.73%
5,011.71	Dues: Special Health Worker Members	14,628.34	16,480.00	(1,851.66)	65,930.00	17,676.65	22.19%
2,208.65	Dues: Multiple Membership (primary sections)	6,554.71	3,550.00	3,004.71	14,240.00	6,594.40	46.03%
14,729.87	Dues: Early Career Professionals	43,265.46	46,840.00	(3,574.54)	187,370.00	48,344.94	23.09%
16,308.52	Dues: Student Bulk Individual	46,404.66	46,240.00	164.66	185,000.00	43,188.58	25.08%
31,242.37	Dues: Agency	92,608.39	75,300.00	17,308.39	301,130.00	73,906.25	30.75%
7,943.75	Dues: Agency Individual	24,714.84	24,680.00	34.84	98,660.00	23,828.77	25.05%
0.00	Dues: Affiliates	23,429.10	23,060.00	369.10	23,060.00	21,291.37	101.60%
265,902.83	Total Membership Dues	812,732.02	807,210.00	5,522.02	3,159,680.00	790,898.48	25.72%
0.00	Subs: Agent - AJPH (All) PPF	95,265.95	165,310.00	(70,044.05)	656,000.00	111,741.01	14.52%
0.00	Subs: Agent - TNH (All) PPF	465.24	0.00	465.24	3,000.00	769.66	15.51%
266.00	Subs: AJPH Site Pass	646.00	990.00	(344.00)	3,960.00	1,178.00	16.31%
736.00	Subs: AJPH Pay Per View	1,993.00	1,890.00	103.00	7,560.00	2,049.00	26.36%
0.00	Subs: Standard Methods- PPF	49,700.21	0.00	49,700.21	0.00	41,045.27	0.00%
1,800.00	Subs: Standard Methods	6,525.00	97,500.00	(90,975.00)	390,000.00	2,799.50	1.67%
0.00	Revenue Distribution Standard Methods Online	0.00	(55,000.00)	55,000.00	(220,000.00)	0.00	0.00%
0.00	Subs: Books	13,018.84	17,170.00	(4,151.16)	96,880.00	14,314.37	13.44%
5,000.00	Single Copy	5,000.00	10,360.00	(5,360.00)	61,510.00	29,877.15	8.13%
44,902.78	AJPH Surcharges	74,810.06	78,440.00	(3,629.94)	308,900.00	49,492.50	24.22%
480.00	AJPH Postage Recovery	2,010.00	1,590.00	420.00	3,180.00	1,890.00	63.21%
0.00	TNH Pay Per Article	0.00	10.00	(10.00)	60.00	0.00	0.00%
0.00	TNH Pay Per Issue	0.00	10.00	(10.00)	60.00	0.00	0.00%
0.00	Reprints	511.02	0.00	511.02	500.00	0.00	102.20%
5,501.44	Royalties	16,608.43	15,590.00	1,018.43	175,700.00	83,548.89	9.45%
0.00	Permissions	0.00	2,580.00	(2,580.00)	10,320.00	0.00	0.00%
58,373.60	Fees: CMART Revenue (Boxwood)	146,137.70	103,700.00	42,437.70	444,750.00	154,828.70	32.86%
117,059.82	Total Sub Fees and Royalties	412,691.45	440,140.00	(27,448.55)	1,942,380.00	493,534.05	21.25%
6,000.00	Advertising-Display-AJPH	19,000.00	7,000.00	12,000.00	45,000.00	17,900.00	42.22%
0.00	Advertising-Classified-AJPH	0.00	4,250.00	(4,250.00)	25,000.00	1,500.00	0.00%
23,133.79	Advertising - Banner	51,438.87	36,000.00	15,438.87	230,000.00	65,780.99	22.36%
0.00	Advertising-Display-TNH	0.00	1,725.00	(1,725.00)	10,000.00	0.00	0.00%
269.00	Advertising-Classified-TNH	269.00	1,500.00	(1,231.00)	10,000.00	1,345.00	2.69%
0.00	Advertising-General	0.00	0.00	0.00	10,000.00	0.00	0.00%
29,402.79	Total Advertising	70,707.87	50,475.00	20,232.87	330,000.00	86,525.99	21.43%
28,622.68	Book Sales	261,661.48	205,520.00	56,141.48	999,120.00	123,614.12	26.19%

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Current Period		Current YTD Actual	YTD Budget	YTD Variance	Annual Budget	Prior YTD Actual	Percent of Budget
2,959.64	E-Book Sales	7,777.64	1,990.00	5,787.64	25,570.00	7,994.79	30.42%
2,556.00	Paraphernalia Sales	9,812.96	4,000.00	5,812.96	23,010.00	7,405.00	42.65%
0.00	Book Sales Returns	0.00	0.00	0.00	(1,000.00)	0.00	0.00%
52.80	Book Sales Postage Recovery	298.20	0.00	298.20	2,000.00	191.96	14.91%
34,191.12	Total Book Sales	279,550.28	211,510.00	68,040.28	1,048,700.00	139,205.87	26.66%
634,608.00	Registration: Regular Members	1,987,998.00	2,270,090.00	(282,092.00)	2,741,509.00	1,349,655.00	72.51%
194,345.00	Registration: Student Members	509,240.00	472,870.00	36,370.00	652,334.00	333,315.00	78.06%
8,115.00	Registration: Retired Members	49,500.00	67,500.00	(18,000.00)	87,155.00	50,740.00	56.80%
17,150.00	Registration: Special Hlth Wkr Members	65,930.00	109,970.00	(44,040.00)	130,982.00	46,979.00	50.34%
190,200.00	Registration: Agency Members	542,910.00	327,640.00	215,270.00	507,383.00	368,730.00	107.00%
74,065.00	Registration: Transitional Members	227,345.00	245,530.00	(18,185.00)	298,140.00	168,279.00	76.25%
51,980.00	Registration: One Day - Members	122,860.00	180,330.00	(57,470.00)	310,935.00	166,930.00	39.51%
308,045.00	Registration: Non Members	603,720.00	511,060.00	92,660.00	692,611.00	449,613.00	87.17%
0.00	Registration: Student Non Members	0.00	0.00	0.00	0.00	27,602.00	0.00%
3,775.00	Registration: One Day - Non Members	3,775.00	170.00	3,605.00	26,905.00	603.00	14.03%
10,780.00	Registration: Guests	23,400.00	28,695.00	(5,295.00)	38,260.00	7,170.00	61.16%
0.00	Registration: Mid-Year Meeting	0.00	0.00	0.00	91,680.00	100.00	0.00%
103,375.38	Fees: A/M Premium Booths	770,838.38	944,050.00	(173,211.62)	1,015,800.00	63,900.00	75.88%
5,130.00	Fees: A/M Extra Exhibitor Badges	10,830.00	6,060.00	4,770.00	15,000.00	2,850.00	72.20%
0.00	Fees: A/M Virtual PH Expo	0.00	0.00	0.00	0.00	7,878.34	0.00%
0.00	Fees: A/M Exhibit Premium / Non-Profit	0.00	0.00	0.00	0.00	12,034.63	0.00%
0.00	Fees: A/M Commercial Exhibit Inline	0.00	0.00	0.00	0.00	64,374.74	0.00%
0.00	Fees: A/M Commercial Exhibit Corner	4,100.00	0.00	4,100.00	0.00	4,694.62	0.00%
0.00	Fees: A/M Nonprofit Inline	0.00	0.00	0.00	0.00	347,755.78	0.00%
0.00	Fees: A/M Nonprofit Corner	0.00	0.00	0.00	0.00	15,595.89	0.00%
0.00	Fees: Career Mart-Interview Booths (For Profit)	0.00	0.00	0.00	600.00	0.00	0.00%
10,155.00	Fees: A/M CE Enrollment	28,450.00	15,000.00	13,450.00	62,500.00	42,745.00	45.52%
0.00	Fees: Enrollment Online	80.00	200.00	(120.00)	1,000.00	130.00	8.00%
4,500.00	Fees: Applications	8,000.00	16,000.00	(8,000.00)	75,000.00	45,800.00	10.67%
6,590.00	Fees: A/M Meal Tickets	22,080.00	38,700.00	(16,620.00)	63,180.00	2,985.00	34.95%
7,825.00	Fees: A/M Cancellation Fees	11,270.00	3,020.00	8,250.00	10,000.00	8,363.00	112.70%
27,600.00	Fees: A/M Advertising	27,600.00	14,061.00	13,539.00	18,750.00	0.00	147.20%
0.00	Fees: A/M APHA Live Members	199.00	0.00	199.00	0.00	495.00	0.00%
0.00	Fees: A/M APHA Live Members	130.00	750.00	(620.00)	3,000.00	398.00	4.33%
(169,790.00)	Fees: A/M Sponsorship	79,860.00	122,580.00	(42,720.00)	450,000.00	83,861.00	17.75%
7,250.00	Fees: A/M Related Org Room Rental	29,500.00	0.00	29,500.00	0.00	3,590.00	0.00%
0.00	Fees: A/M Other Revenue	0.00	0.00	0.00	248,990.00	100.00	0.00%
0.00	Fees: A/M Essential Learning Non-Attendee	0.00	0.00	0.00	0.00	85.00	0.00%
1,495,698.38	Total Convention	5,129,615.38	5,374,276.00	(244,660.62)	7,541,714.00	3,677,352.00	68.02%
1,105.56	Interest Income	1,256.30	0.00	1,256.30	5,500.00	(463.25)	22.84%
1,105.56	Total Interest Income	1,256.30	0.00	1,256.30	5,500.00	(463.25)	22.84%

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Current Period		Current YTD Actual	YTD Budget	YTD Variance	Annual Budget	Prior YTD Actual	Percent of Budget
0.00	Rent on Subleases	0.00	0.00	0.00	72,000.00	0.00	0.00%
0.00	Total Rent on Subleases	0.00	0.00	0.00	72,000.00	0.00	0.00%
2,568.05	Miscellaneous Revenue	6,901.05	7,920.00	(1,018.95)	52,840.00	2,218.03	13.06%
0.00	Contributions to APHA	500.00	0.00	500.00	202,500.00	0.00	0.25%
0.00	General Donation (website)	0.00	0.00	0.00	0.00	29.31	0.00%
4,699.89	EMC - Online	24,846.63	6,000.00	18,846.63	64,000.00	13,467.51	38.82%
10,885.30	EMC Mail	15,845.53	3,000.00	12,845.53	24,000.00	3,186.80	66.02%
1,152.00	Help Us, Help Them Donation	5,844.00	8,580.00	(2,736.00)	10,000.00	10,300.00	58.44%
334.37	Label Sales	334.37	7,300.00	(6,965.63)	58,610.00	5,787.90	0.57%
19,639.61	Total Miscellaneous	54,271.58	32,800.00	21,471.58	411,950.00	34,989.55	13.17%
137,618.42	Contracts Revenue	496,533.73	396,351.33	100,182.40	1,646,030.27	635,653.02	30.17%
334,014.02	Grants Revenue	371,775.51	205,244.16	166,531.35	655,145.27	1,278,887.40	56.75%
503,512.96	Interfund Activity	1,219,610.50	693,029.45	526,581.05	2,537,512.95	0.00	48.06%
0.00	Fees for Service (Exchange of Transaction)	250.00	0.00	250.00	0.00	0.00	0.00%
975,145.40	Total Contracts and Grants	2,087,919.74	1,294,624.94	793,294.80	4,838,688.49	1,914,540.42	43.15%
2,938,145.51	Total Revenues from Operations	8,848,994.62	8,211,035.94	637,958.68	19,350,612.49	7,136,583.11	45.73%
Expenses from Operations:							
450,296.37	Full Time Salaries	1,279,507.24	1,573,858.00	(294,350.76)	6,223,883.00	1,345,952.50	20.56%
20,335.88	Annual Leave Taken	105,846.08	0.00	105,846.08	0.00	91,032.61	0.00%
8,273.77	Sick Leave Taken	47,274.05	0.00	47,274.05	0.00	25,420.33	0.00%
3,756.33	Other Leave Taken (P/A/C)	13,339.30	0.00	13,339.30	0.00	528.06	0.00%
482,662.35	Total Salaries & Wages	1,445,966.67	1,573,858.00	(127,891.33)	6,223,883.00	1,462,933.50	23.23%
34,520.86	FICA tax	103,012.41	0.00	103,012.41	0.00	103,836.74	0.00%
177.00	Unemployment Insurance	816.63	0.00	816.63	0.00	577.37	0.00%
0.00	Other Benefits Allocations	(63.11)	518,681.89	(518,745.00)	2,051,151.26	0.00	0.00%
3,038.66	DC Employer PFL	9,087.05	0.00	9,087.05	0.00	9,141.08	0.00%
3,599.19	Dental	7,198.38	0.00	7,198.38	0.00	11,311.74	0.00%
70,536.75	Major Medical	141,720.81	0.00	141,720.81	0.00	225,869.76	0.00%
24,688.89	Pension Costs	74,464.65	92,535.33	(18,070.68)	365,935.22	71,747.50	20.35%
2,617.81	Employee Life Insurance	26,014.35	0.00	26,014.35	0.00	25,636.11	0.00%
3,845.84	Employee Disability Insurance	11,739.99	0.00	11,739.99	0.00	11,511.40	0.00%
7,361.55	Annual Leave/Severance Pay	(7,619.75)	0.00	(7,619.75)	0.00	29,368.28	0.00%
0.00	Related Org's: Allow for ED	0.00	0.00	0.00	0.00	191.84	0.00%

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Current Period		Current YTD Actual	YTD Budget	YTD Variance	Annual Budget	Prior YTD Actual	Percent of Budget
713.59	Worker Compensation Insurance	2,319.88	0.00	2,319.88	0.00	2,257.67	0.00%
151,100.14	Total Employee Benefits / PR Taxes	368,691.29	611,217.22	(242,525.93)	2,417,086.48	491,449.49	15.25%
157,086.19	Consultants (Companies Only)	503,525.64	355,610.00	147,915.64	1,287,584.00	393,834.15	39.11%
52,328.05	Consultants (Individuals Only)	165,216.54	375,410.00	(210,193.46)	1,774,960.00	201,805.35	9.31%
19,170.04	Temporaries (Agencies)	88,840.13	5,650.00	83,190.13	36,360.00	25,108.18	244.33%
228,584.28	Total Consulting / Temporary Services	757,582.31	736,670.00	20,912.31	3,098,904.00	620,747.68	24.45%
4,140.86	Personnel Recruitment	7,614.86	3,750.00	3,864.86	15,000.00	3,651.37	50.77%
1,987.89	Fees: Outside Payroll Services	5,950.06	7,320.00	(1,369.94)	39,700.00	5,655.09	14.99%
0.00	Fees: Financial Adv Services	4,984.99	0.00	4,984.99	0.00	0.00	0.00%
477.50	Legal Services	4,847.50	2,825.00	2,022.50	27,500.00	9,869.00	17.63%
30,500.00	Audit & Tax Services	47,300.00	14,500.00	32,800.00	70,910.00	46,894.00	66.70%
18,102.13	Fees: Commissions	65,382.74	58,440.00	6,942.74	300,130.00	53,557.65	21.78%
3,341.20	Fees: PPF Commissions	5,963.16	13,570.00	(7,606.84)	56,590.00	4,171.60	10.54%
1,523.44	Fees: Other Serv (Misc Exp)	5,821.86	28,790.00	(22,968.14)	165,000.00	5,270.13	3.53%
60,073.02	Total Professional Services	147,865.17	129,195.00	18,670.17	674,830.00	129,068.84	21.91%
186,785.00	Contracts/Grants -Subcontracts	291,785.00	0.00	291,785.00	150,000.00	904,311.00	194.52%
186,785.00	Total Subcontract Costs	291,785.00	0.00	291,785.00	150,000.00	904,311.00	194.52%
0.00	A/M: Meal Functions (Ticketed)	0.00	0.00	0.00	72,900.00	0.00	0.00%
0.00	A/M: Space Rental	96,675.00	123,840.00	(27,165.00)	232,680.00	0.00	41.55%
134,040.00	A/M: Shuttle Bus & Other Trans	138,040.00	113,500.00	24,540.00	156,750.00	5,181.25	88.06%
48,587.16	A/M: Labor	64,837.16	161,340.00	(96,502.84)	1,634,980.00	13,338.42	3.97%
0.00	A/M: Audio Visual	0.00	304,620.00	(304,620.00)	331,380.00	0.00	0.00%
0.00	A/M: Decorating	0.00	0.00	0.00	279,380.00	0.00	0.00%
329.03	A/M: Signs	329.03	5,860.00	(5,530.97)	34,030.00	0.00	0.97%
0.00	A/M: Freight	0.00	0.00	0.00	37,300.00	0.00	0.00%
370.98	A/M: Badges	370.98	23,820.00	(23,449.02)	31,760.00	0.00	1.17%
0.00	A/M: Telephone	0.00	0.00	0.00	148,610.00	0.00	0.00%
0.00	A/M: Gratuities	0.00	0.00	0.00	2,000.00	0.00	0.00%
0.00	A/M: Entertainment	0.00	10,750.00	(10,750.00)	21,500.00	0.00	0.00%
0.00	A/M: ADA Services	5,000.00	0.00	5,000.00	54,320.00	0.00	9.20%
4,915.03	A/M: Convention Staff Travel	5,095.00	57,820.00	(52,725.00)	71,810.00	3,009.48	7.10%
0.00	A/M: Convention Other Travel	0.00	23,330.00	(23,330.00)	27,430.00	0.00	0.00%
0.00	A/M: Food & Bev (Non-Ticketed)	138,750.00	0.00	138,750.00	80,645.00	0.00	172.05%
0.00	A/M: Registration	1,140.00	19,990.00	(18,850.00)	72,000.00	380.00	1.58%
0.00	A/M: Abstract Management	5,050.00	40,240.00	(35,190.00)	52,250.00	100,550.00	9.67%
15,639.16	A/M: Speaker Fees	149,607.91	38,690.00	110,917.91	60,250.00	20,924.34	248.31%
48,160.00	A/M: Virtual Platform	271,441.25	11,520.00	259,921.25	348,480.00	99,255.00	77.89%
0.00	A/M: Miscellaneous Other	0.00	1,950.00	(1,950.00)	30,550.00	13,605.57	0.00%
252,041.36	Total On-Site Convention Costs	876,336.33	937,270.00	(60,933.67)	3,781,005.00	256,244.06	23.18%

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Current Period		Current YTD Actual	YTD Budget	YTD Variance	Annual Budget	Prior YTD Actual	Percent of Budget
0.00	Rent Expense - Amortized Fees	0.00	0.00	0.00	3,800.00	0.00	0.00%
5,937.59	Cleaning Services	18,204.77	20,400.00	(2,195.23)	82,000.00	19,446.84	22.20%
0.00	Window Washing	0.00	1,650.00	(1,650.00)	5,000.00	0.00	0.00%
405.48	Trash/Recycle	1,222.52	3,100.00	(1,877.48)	12,750.00	1,378.00	9.59%
205.00	Landscape Maintenance	615.00	1,170.00	(555.00)	4,700.00	615.00	13.09%
0.00	Water Treatment	0.00	0.00	0.00	500.00	0.00	0.00%
102.38	Pest Control	307.14	350.00	(42.86)	1,400.00	286.14	21.94%
0.00	Snow Removal	0.00	0.00	0.00	3,600.00	0.00	0.00%
788.00	Security	2,364.00	3,750.00	(1,386.00)	15,000.00	2,770.00	15.76%
8,634.52	Utilities	21,628.72	28,740.00	(7,111.28)	115,000.00	19,942.82	18.81%
394.68	Water	766.53	2,000.00	(1,233.47)	8,000.00	670.65	9.58%
0.00	Oil	0.00	0.00	0.00	800.00	0.00	0.00%
16,467.65	Total Prop. Mgt., Rent and Utilities	45,108.68	61,160.00	(16,051.32)	252,550.00	45,109.45	17.86%
1,120.63	Depr/Furn, Fax & Equipment	3,361.89	2,100.00	1,261.89	8,420.00	3,345.48	39.93%
3,439.38	Depr/ Data Processing Equip	10,318.14	10,190.00	128.14	41,220.00	14,026.79	25.03%
2,861.36	Depr/ Software Development	9,265.68	11,820.00	(2,554.32)	47,430.00	14,281.16	19.54%
112.10	Depr/ Software	336.30	210.00	126.30	830.00	1,005.90	40.52%
2,643.61	Depr/ Website Development	7,930.83	7,920.00	10.83	31,730.00	10,830.42	24.99%
19,966.78	Depr/ Building	59,900.34	59,910.00	(9.66)	239,600.00	59,900.34	25.00%
864.04	Depr/Building Improvements	2,592.12	23,770.00	(21,177.88)	95,180.00	3,779.91	2.72%
887.46	Depr Building Carpet	2,662.38	2,870.00	(207.62)	11,460.00	2,662.38	23.23%
6,233.83	Depr Building Equipment Replacement	18,575.79	9,480.00	9,095.79	38,000.00	16,505.64	48.88%
38,129.19	Total Depreciation / Amortization	114,943.47	128,270.00	(13,326.53)	513,870.00	126,338.02	22.37%
4,602.81	Repairs and Maintenance	14,602.30	19,950.00	(5,347.70)	94,600.00	10,553.25	15.44%
879.28	Repairs and Maintenance - Elevators	2,637.84	3,750.00	(1,112.16)	15,000.00	2,464.59	17.59%
0.00	Repairs and Maintenance - HVAC	5,233.30	5,000.00	233.30	20,000.00	290.00	26.17%
0.00	Repairs and Maintenance - Plumbing	425.00	2,000.00	(1,575.00)	8,000.00	0.00	5.31%
1,437.75	Office Equip Lease/Rental	5,336.40	7,500.00	(2,163.60)	30,000.00	4,106.88	17.79%
6,919.84	Total Equip Rental / Maintenance	28,234.84	38,200.00	(9,965.16)	167,600.00	17,414.72	16.85%
2,089.51	Telephone and Fax	6,482.95	10,510.00	(4,027.05)	54,080.00	9,086.25	11.99%
2,882.83	Webinar	10,548.49	2,120.00	8,428.49	37,640.00	7,470.00	28.02%
4,972.34	Total Telephone / Webinar	17,031.44	12,630.00	4,401.44	91,720.00	16,556.25	18.57%
3,981.41	Travel: Staff	12,806.63	12,535.00	271.63	80,950.00	2,825.84	15.82%
0.00	Travel: Consultants	222.21	9,010.00	(8,787.79)	51,140.00	67.83	0.43%
2,874.44	Travel: Member	61,996.19	35,165.00	26,831.19	255,495.00	12,684.52	24.27%
(4,290.02)	Travel: Seminar Reg Fees	2,134.98	10,690.00	(8,555.02)	44,000.00	7,156.98	4.85%
5,705.00	Travel: Audio Visual	6,018.75	2,400.00	3,618.75	93,850.00	0.00	6.41%
440.00	Training / Professional Development	2,773.00	2,510.00	263.00	44,760.00	690.00	6.20%

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Current Period		Current YTD Actual	YTD Budget	YTD Variance	Annual Budget	Prior YTD Actual	Percent of Budget
8,012.89	Food Services/Meeting Hospitality	14,685.73	19,575.00	(4,889.27)	147,540.00	4,011.56	9.95%
16,723.72	Total Travel and Related Costs	100,637.49	91,885.00	8,752.49	717,735.00	27,436.73	14.02%
39,927.74	Printing	112,440.57	153,275.00	(40,834.43)	542,030.00	97,242.21	20.74%
0.00	Printing for Reprints	0.00	300.00	(300.00)	1,200.00	0.00	0.00%
7,172.97	Graphic Arts Services	12,706.34	7,580.00	5,126.34	54,030.00	12,226.67	23.52%
0.00	Word Processing	1,624.40	0.00	1,624.40	0.00	1,027.04	0.00%
1,040.00	Binding	1,040.00	0.00	1,040.00	980.00	0.00	106.12%
7,558.00	Copy Editing	16,985.83	27,740.00	(10,754.17)	110,960.00	20,868.75	15.31%
340.00	Proof Reading	930.00	1,600.00	(670.00)	6,400.00	1,770.00	14.53%
1,961.18	Storage- Vendor/Publisher	4,167.17	3,930.00	237.17	33,080.00	1,637.20	12.60%
112.28	Duplicating-Inside<1.5K Copies	374.00	4,020.00	(3,646.00)	21,480.00	123.26	1.74%
0.00	Duplicating-Outside->1.5K	0.00	0.00	0.00	100.00	0.00	0.00%
58,112.17	Total Printing and Production	150,268.31	198,445.00	(48,176.69)	770,260.00	134,895.13	19.51%
19,194.52	Cost of Goods Sold	84,158.61	16,200.00	67,958.61	83,740.00	21,637.51	100.50%
968.81	COGS Amort-Print on Demand	3,661.89	13,050.00	(9,388.11)	52,700.00	11,968.45	6.95%
0.00	COGS- Paraphernalia	0.00	3,000.00	(3,000.00)	3,000.00	0.00	0.00%
0.00	Book for Resale	0.00	0.00	0.00	9,400.00	0.00	0.00%
10.06	Book Issues	29.30	0.00	29.30	0.00	0.00	0.00%
20,173.39	Total Cost of Goods Sold	87,849.80	32,250.00	55,599.80	148,840.00	33,605.96	59.02%
12,949.01	Postage	51,280.19	62,510.00	(11,229.81)	202,120.00	35,933.74	25.37%
1,023.68	Delivery Services (UPS/Fed Ex)	8,170.44	13,660.00	(5,489.56)	61,970.00	2,568.06	13.18%
977.60	Fees: Mail Serv - Less Postage	9,403.01	12,220.00	(2,816.99)	35,880.00	5,221.75	26.21%
545.83	Fees: Pubs Dist & Fulfillment	2,790.34	2,570.00	220.34	12,360.00	1,932.19	22.58%
0.00	Freight	0.00	0.00	0.00	100.00	0.00	0.00%
15,496.12	Total Postage / Shipping / Mailing	71,643.98	90,960.00	(19,316.02)	312,430.00	45,655.74	22.93%
3,391.01	Materials & Supplies	15,536.84	16,060.00	(523.16)	84,160.00	15,810.45	18.46%
0.00	Equipment for Projects	1,682.00	0.00	1,682.00	4,000.00	0.00	42.05%
247.13	Software- One Year Use Only	22,217.58	59,950.00	(37,732.42)	62,950.00	6,797.00	35.29%
3,638.14	Total Supplies & Equipment	39,436.42	76,010.00	(36,573.58)	151,110.00	22,607.45	26.10%
0.00	Insurance (Non-Staff)	35,838.21	65,940.00	(30,101.79)	158,750.00	20,627.00	22.58%
9,259.41	Insurance Allocation	27,778.23	0.00	27,778.23	0.00	26,265.59	0.00%
9,259.41	Total Insurance	63,616.44	65,940.00	(2,323.56)	158,750.00	46,892.59	40.07%
256,415.00	Stipends	426,660.00	250,000.00	176,660.00	516,950.00	24,423.91	82.53%
1,988.40	Honoraria	14,438.40	0.00	14,438.40	12,200.00	4,150.00	118.35%
10,462.55	Awards - Plaques, Etc	231,949.29	700.00	231,249.29	13,690.00	2,491.00	1694.30%
0.00	Operating Contingency	0.00	0.00	0.00	50,000.00	0.00	0.00%

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Current Period		Current YTD Actual	YTD Budget	YTD Variance	Annual Budget	Prior YTD Actual	Percent of Budget
5,980.44	Publicity and Promotion	16,562.42	47,750.00	(31,187.58)	168,750.00	26,424.60	9.81%
6,104.73	Subscriptions/Publications	18,727.91	24,470.00	(5,742.09)	89,810.00	29,181.14	20.85%
421.39	Mailing Lists	421.39	2,000.00	(1,578.61)	10,000.00	0.00	4.21%
4,326.74	Dues to Other Organizations	9,612.14	22,750.00	(13,137.86)	70,890.00	7,912.50	13.56%
0.00	Sect/Affil/PDB/ - Projects	0.00	0.00	0.00	106,000.00	0.00	0.00%
64,145.13	Fees: Bank	138,203.40	135,950.00	2,253.40	350,930.00	122,753.66	39.38%
46,428.07	Fees: Computer Access	154,151.77	125,355.00	28,796.77	595,820.00	102,810.62	25.87%
0.00	Filing Fees	0.00	0.00	0.00	9,910.00	0.00	0.00%
0.00	Electronic Storage/Recovery	0.00	0.00	0.00	0.00	3,407.92	0.00%
0.00	Bad Debt Expense	0.00	0.00	0.00	16,500.00	0.00	0.00%
0.00	Taxes- Non-Payroll	184,523.24	184,830.00	(306.76)	378,530.00	213,100.92	48.75%
6,115.61	Interest Expense Bondholders	18,992.53	18,620.00	372.53	81,100.00	21,792.14	23.42%
0.00	Remarketing Fees	0.00	0.00	0.00	7,200.00	0.00	0.00%
3,100.00	LOC Fees	3,100.00	0.00	3,100.00	7,200.00	2,700.00	43.06%
1,695.52	Amortized LOC Fees	5,086.56	5,100.00	(13.44)	20,400.00	5,086.56	24.93%
407,183.58	Total Other Costs	1,222,429.05	817,525.00	404,904.05	2,505,880.00	566,234.97	48.78%
9,485.44	APHA Contributions	18,970.88	28,450.00	(9,479.12)	124,840.00	30,627.60	15.20%
9,485.44	Total Contributions to Other Orgs	18,970.88	28,450.00	(9,479.12)	124,840.00	30,627.60	15.20%
75,034.31	Indirect Costs	215,118.77	152,907.53	62,211.24	599,399.35	207,041.56	35.89%
(75,034.31)	Indirect Costs (Contra)	(215,118.87)	(152,907.55)	(62,211.32)	(599,399.35)	(207,041.56)	35.89%
0.00	Total Indirect Cost Recovery-C/G	(0.10)	(0.02)	(0.08)	0.00	0.00	0.00%
1,967,807.14	Total Expenses from Operations	5,848,397.47	5,629,935.20	218,462.27	22,261,293.48	4,978,129.18	26.27%
970,338.37	Change in Net Assets fr Operations	3,000,597.15	2,581,100.74	419,496.41	(2,910,680.99)	2,158,453.93	(103.09%)
Non-Operational Activity:							
18,127.15	Investment Income (Int & Dividends)	38,621.06	30,000.00	8,621.06	120,000.00	28,254.89	32.18%
0.00	Investment Service Fee	(11,378.09)	(18,320.00)	6,941.91	(73,280.00)	(17,844.12)	15.53%
11,338.09	Gain/Loss on Sale of Securities	23,525.06	17,000.00	6,525.06	70,000.00	78,138.39	33.61%
29,465.24	Total Investment Income	50,768.03	28,680.00	22,088.03	116,720.00	88,549.16	43.50%
(595,383.19)	Unrealized Gain/Loss on Invest	(502,025.75)	7,500.00	(509,525.75)	30,000.00	(126,154.23)	(1673.42%)
(595,383.19)	Total Net Investment Apprec/(Deprec)	(502,025.75)	7,500.00	(509,525.75)	30,000.00	(126,154.23)	(1673.42%)
404,420.42	Change in Net Assets	2,549,339.43	2,617,280.74	(67,941.31)	(2,763,960.99)	2,120,848.86	(92.24%)

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For the Three Months Ending Friday, September 30, 2022						
	Unrestricted Fu...	Temp Restricted	Perm Restricted	Subtenants	Grand Total	Grand Total
	Current YTD	Current YTD	Current YTD	Current YTD	Current YTD	Prior YTD
Revenues from Operations:						
Membership Dues	\$812,732.02	\$0.00	\$0.00	\$0.00	\$812,732.02	\$790,898.48
Subscription Fees and Royalties	412,691.45	0.00	0.00	0.00	412,691.45	493,534.05
Advertising	70,707.87	0.00	0.00	0.00	70,707.87	86,525.99
Book Sales	279,550.28	0.00	0.00	0.00	279,550.28	139,205.87
Convention	5,129,615.38	0.00	0.00	0.00	5,129,615.38	3,677,352.00
Interest Income	1,256.30	(954.62)	(17,213.10)	0.00	(16,911.42)	(2,683.86)
Miscellaneous	54,271.58	33,327.44	0.00	0.00	87,599.02	61,886.42
Contracts and Grants	2,088,169.74	(1,219,610.60)	0.00	0.00	868,559.14	1,914,540.42
Total Revenues from Operations	8,848,994.62	(1,187,237.78)	(17,213.10)	0.00	7,644,543.74	7,161,259.37
Expenses from Operations:						
Salaries, Benefits & Taxes	1,814,657.96	0.00	0.00	0.00	1,814,657.96	1,954,382.99
Consulting and Temporary Services	757,582.31	0.00	0.00	0.00	757,582.31	620,747.68
Professional Services	147,865.17	0.00	0.00	0.00	147,865.17	129,068.84
Subcontract Costs	291,785.00	0.00	0.00	0.00	291,785.00	904,311.00
On-Site Convention Costs	876,336.33	0.00	0.00	0.00	876,336.33	256,244.06
Property Mgt, Rent and Utilities	45,108.68	0.00	0.00	0.00	45,108.68	45,109.45
Depreciation and Amortization	114,943.47	0.00	0.00	0.00	114,943.47	126,338.02
Equip Rental and Maintenance	28,234.84	0.00	0.00	0.00	28,234.84	17,414.72
Telephone / Webinar	17,031.44	0.00	0.00	0.00	17,031.44	16,556.25
Travel and Related Costs	100,637.49	0.00	0.00	0.00	100,637.49	27,436.73
Printing and Production	150,268.31	0.00	0.00	0.00	150,268.31	134,895.13
Cost of Goods Sold	87,849.80	0.00	0.00	0.00	87,849.80	33,605.96
Postage, Shipping and Mailing	71,643.98	0.00	0.00	0.00	71,643.98	45,655.74
Supplies and Equipment	39,436.42	0.00	0.00	0.00	39,436.42	22,607.45
Insurance	63,616.44	0.00	0.00	0.00	63,616.44	46,892.59
Taxes Non-Payroll	184,523.24	0.00	0.00	0.00	184,523.24	213,100.92
Building Interest & Finance Costs	27,179.09	0.00	0.00	0.00	27,179.09	29,578.70
Other Costs	1,010,726.72	0.00	0.00	0.00	1,010,726.72	323,860.35
Contributions to Other Orgs	18,970.88	0.00	0.00	0.00	18,970.88	30,627.60
Indirect Cost Recovery-Contracts/Grants	(0.10)	0.00	0.00	0.00	(0.10)	0.00
Total Expenses from Operations	5,848,397.47	0.00	0.00	0.00	5,848,397.47	4,978,434.18
Change in Net Assets from Operations	3,000,597.15	(1,187,237.78)	(17,213.10)	0.00	1,796,146.27	2,182,825.19
Non-Operational Activity:						
Investment Income	50,768.03	0.00	0.00	0.00	50,768.03	88,549.16
Net Investment Apprec/(Deprec)	(502,025.75)	0.00	0.00	0.00	(502,025.75)	(126,154.23)
Change in Net Assets	2,549,339.43	(1,187,237.78)	(17,213.10)	0.00	1,344,888.55	2,145,220.12

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American Public Health Assoc
SOFE-Statement of Functional Expense and Revenue
For the Three Months Ending Friday, September 30, 2022
PHPP

	General and Administrative	Membership Services	(incl WFPHA)	PAA	Periodicals	Books	Conventions	Award Funds	Fundraising	Total
Revenues from Operations:										
Membership Dues	\$0.00	\$812,732.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$812,732.02
Subscription Fees and Royalties	0.00	0.00	0.00	0.00	341,038.26	71,653.19	0.00	0.00	0.00	412,691.45
Advertising	0.00	0.00	0.00	0.00	70,707.87	0.00	0.00	0.00	0.00	70,707.87
Book Sales	260.96	0.00	0.00	0.00	0.00	279,289.32	0.00	0.00	0.00	279,550.28
Convention	0.00	0.00	0.00	0.00	0.00	0.00	5,129,615.38	0.00	0.00	5,129,615.38
Interest Income	349.10	0.00	0.00	0.00	0.00	907.20	0.00	0.00	0.00	1,256.30
Miscellaneous	4,601.55	23,571.30	0.00	0.00	2,189.50	0.00	5,844.00	0.00	18,065.23	54,271.58
Contracts and Grants	250.00	0.00	1,661,975.58	140,840.95	85,103.21	0.00	200,000.00	0.00	0.00	2,088,169.74
Total Revenues from Operations	5,461.61	836,303.32	1,661,975.58	140,840.95	499,038.84	351,849.71	5,335,459.38	0.00	18,065.23	8,848,994.62
Expenses from Operations:										
Salaries & Wages	471,192.36	125,825.46	365,580.97	111,487.54	114,426.41	79,428.97	152,242.82	0.00	25,782.14	1,445,966.67
Employee Benefits and Payroll Taxes	128,214.64	36,128.92	85,183.06	23,794.13	24,738.78	20,411.52	43,861.71	0.00	6,358.53	368,691.29
Consulting and Temporary Services	224,834.89	29,112.92	290,719.19	19,018.73	115,775.26	45,226.67	35,561.31	0.00	(2,666.66)	757,582.31
Professional Services	52,942.74	(343.33)	12,278.38	224.99	76,338.39	5,959.00	465.00	0.00	0.00	147,865.17
Subcontract Costs	0.00	0.00	165,785.00	126,000.00	0.00	0.00	0.00	0.00	0.00	291,785.00
On-Site Convention Costs	0.00	0.00	0.00	0.00	0.00	0.00	876,336.33	0.00	0.00	876,336.33
Property Mgt, Rent and Utilities	(196,798.51)	32,484.22	63,907.20	38,359.45	34,872.22	23,955.73	41,960.40	0.00	6,367.97	45,108.68
Depreciation and Amortization	100,592.34	1,930.67	4,393.01	1,544.25	2,091.96	1,038.95	2,319.12	0.00	1,033.17	114,943.47
Equip Rental and Maintenance	23,738.36	715.44	1,417.36	541.57	493.83	355.58	860.82	0.00	111.88	28,234.84
Telephone / Webinar	13,775.47	393.92	943.47	595.96	413.38	308.59	510.60	0.00	90.05	17,031.44
Travel and Related Costs	6,874.71	22,092.52	13,155.52	53,365.74	1,832.97	908.38	2,407.65	0.00	0.00	100,637.49
Printing and Production	9,226.99	6,480.58	87.35	100.03	123,057.54	8,968.71	1,746.28	0.00	600.83	150,268.31
Cost of Goods Sold	0.00	0.00	0.00	0.00	0.00	87,849.80	0.00	0.00	0.00	87,849.80
Postage, Shipping and Mailing	1,881.11	7,303.63	54.88	307.47	44,654.86	16,502.74	884.57	0.00	54.72	71,643.98
Supplies and Equipment	4,655.47	10,186.91	533.34	1,892.94	305.47	(118.48)	21,899.19	0.00	81.58	39,436.42
Insurance	4,563.45	1,491.93	3,790.38	904.38	2,724.15	10,733.40	39,134.37	0.00	274.38	63,616.44
Taxes - Non Payroll	184,523.24	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	184,523.24
Interest Expense	27,179.09	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	27,179.09
Other Costs	109,967.84	54,067.15	646,363.55	13,497.07	56,988.66	21,620.62	99,344.62	1,339.50	7,537.71	1,010,726.72
Contributions to Other Orgs	18,970.88	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	18,970.88
Indirect Cost Recovery-										
Contracts/Grants	(215,118.87)	0.00	190,557.22	22,919.87	1,641.68	0.00	0.00	0.00	0.00	(0.10)
Total Expenses from Operations	971,216.20	327,870.94	1,844,749.88	414,554.12	600,355.56	323,150.18	1,319,534.79	1,339.50	45,626.30	5,848,397.47
Change in Net Assets from Operations	(965,754.59)	508,432.38	(182,774.30)	(273,713.17)	(101,316.72)	28,699.53	4,015,924.59	(1,339.50)	(27,561.07)	3,000,597.15
Non-Operational Activity:										
Investment Income	50,768.03	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	50,768.03
Net Investment Apprec/(Deprec)	(502,025.75)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	(502,025.75)
Change in Net Assets	(1,417,012.31)	508,432.38	(182,774.30)	(273,713.17)	(101,316.72)	28,699.53	4,015,924.59	(1,339.50)	(27,561.07)	2,549,339.43