

## 2017-2018 ILTCI Conference Financials

	<b>2017-2018</b>
<b><u>Revenue</u></b>	<b><u>Actual</u></b>
Sponsors / Exhibitors / Registrations	\$ 519,731
Contributions to USO	\$ -
Interest Earnings	\$ 6,423
<b>Total Revenue</b>	<b>\$ 526,154</b>
<b><u>Expenses</u></b>	<b><u>Actual</u></b>
Speaker & Committee Costs	\$ 16,033
Administrative/Trimble Expenses	\$ 53,114
Hotel	\$ 308,323
State Sales Tax	\$ 28,211
Mobile / Reg System / Decorator / AV	\$ 48,732
Conference Material Printing/Shipping	\$ 3,597
Meeting Masters, Inc. Expense	\$ 54,135
Section Dues to LTCI Section	\$ 29,550
Keynote Speaker	\$ 17,750
Bank/Credit Card Fees	\$ 24,222
CLTC Master Class	\$ 3,000
Speaker gifts (no attendee gifts)	\$ 16,914
USO Charity	\$ 2,500
Awards / Honarariums	\$ 1,150
<b>Tuesday night entertainment event</b>	<b>\$ -</b>
<b>Research / Sponsorship Grants (NAIFA)</b>	<b>\$ 40,000</b>
<b>Marketing</b>	<b>\$ -</b>
<b>New security/conference badges</b>	<b>\$ -</b>
Miscellaneous	\$ 3,453
<b>Total Expense</b>	<b>\$ 650,683</b>
<b>Net Profit</b>	<b>\$ (124,529)</b>