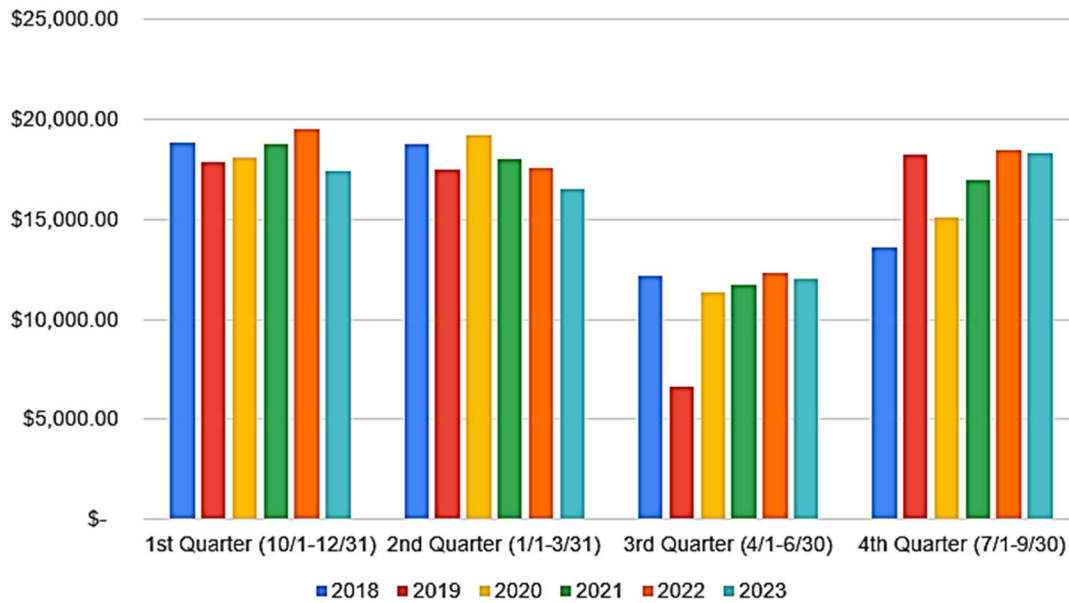




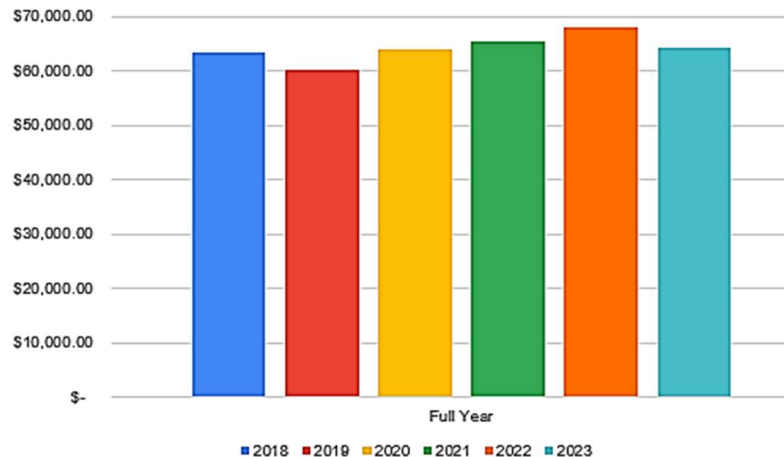
Dues Collection Summary

The figure below shows APA-IL's dues collections for each quarter from 2018-2023. APA National uses a fiscal year end of 9/30, so Quarter 1 dues are reported as of 12/31. Dues collections continue to trend downward slightly in 2023.

Dues Collection Summary

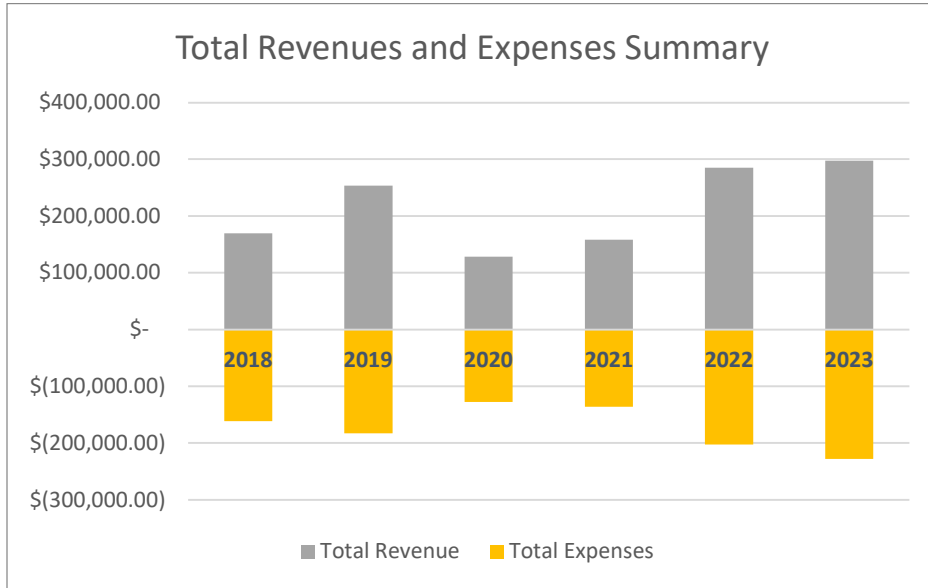


Dues Collection Summary (Full Year)

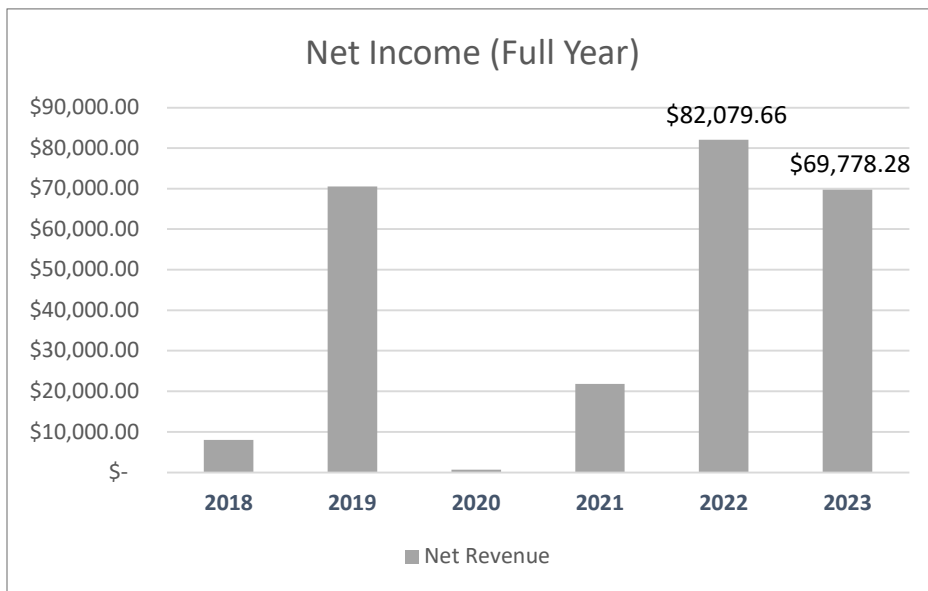


Total Revenues and Expenses

The figure below shows APA-IL's total revenues and expenses from 2018-2023. Both Revenues and Expenses increased slightly year-over-year, however expenses increased slightly faster.

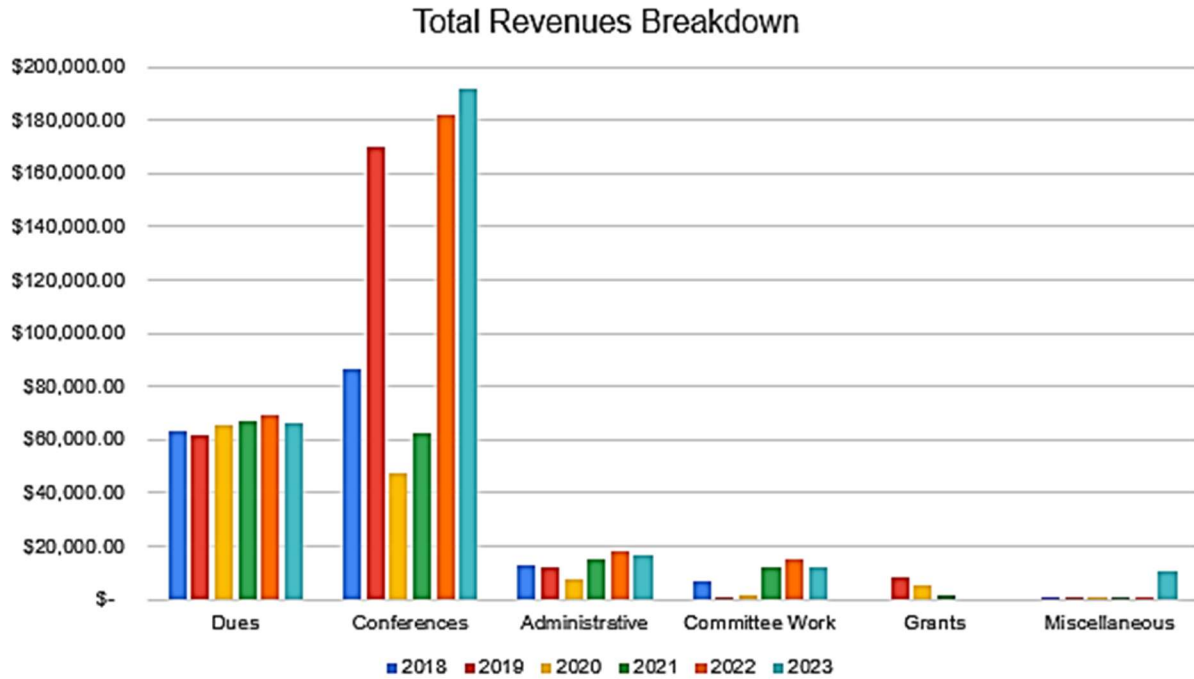


This resulted in Net Income of \$69,778.28, down 15% from \$82,079.66 in 2022.



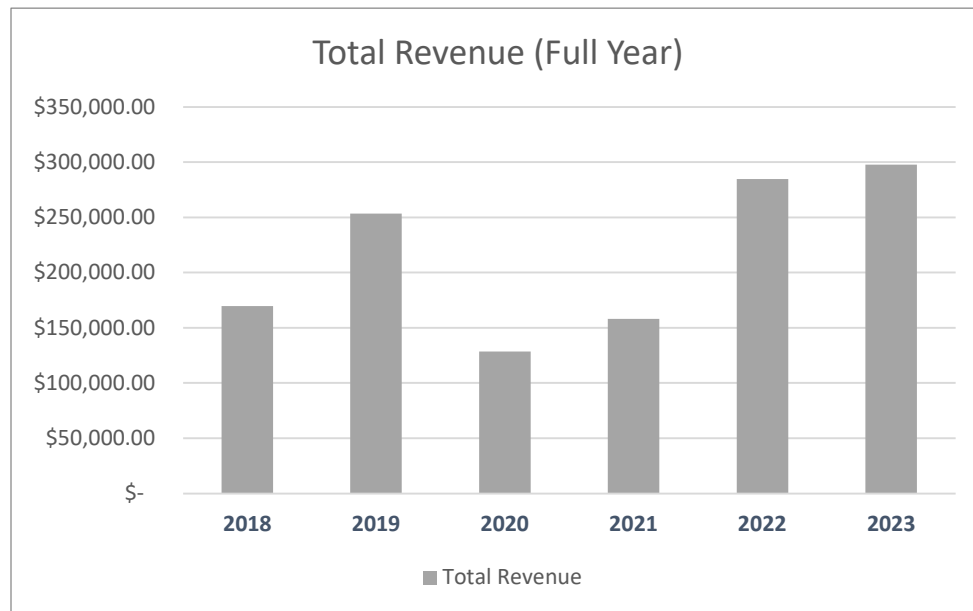
Total Revenues

The figure below shows the breakdown of APA-IL's major revenue categories in the budget from 2018-2023. It is worth noting that the 2018 State Conference was held downstate, and the 2019, 2022, and 2023 State Conferences were held upstate.



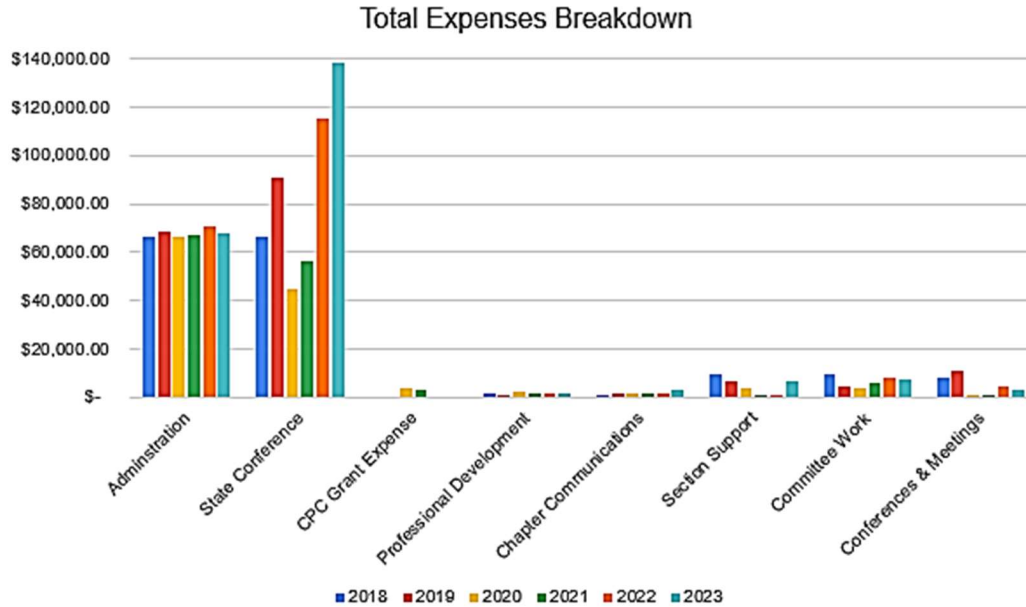
Conference income and miscellaneous income (primarily from Sections) increase from the prior year. Other revenues decreased slightly.

Downstate conferences will likely see a return to revenues closer to 2018.



Total Expenses

The figure below shows the breakdown of APA-IL's major expense categories in the budget from 2018-2023. Again, the 2018 State Conference was held downstate, and the 2019 and 2022 State Conferences were held upstate.

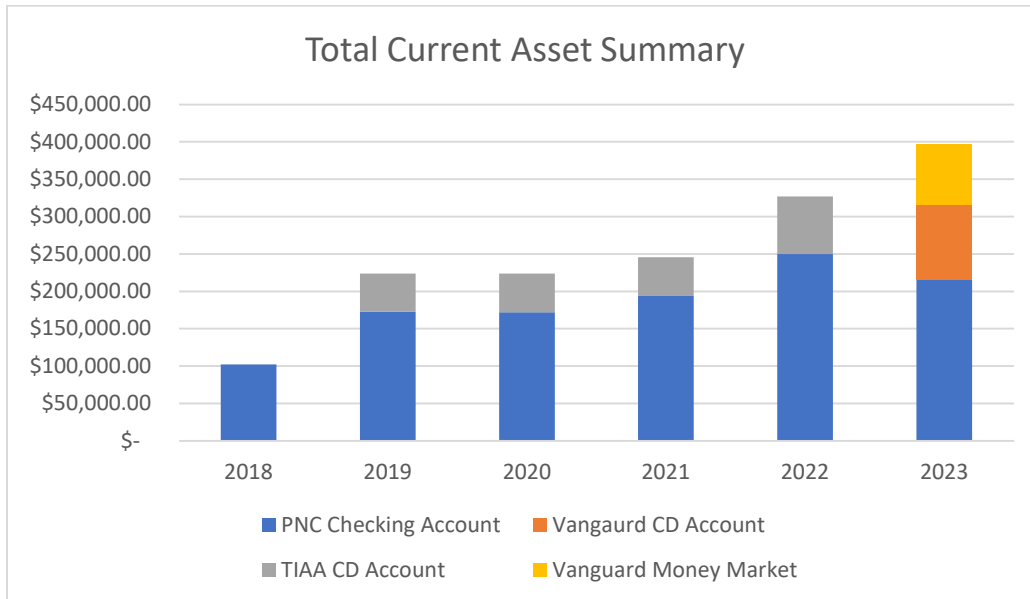


Most expense categories remained stable, with slight decreases in Administration and Committee Work offset by an increase in Section Support. State Conference expenses were the exception, and the largest category for the year. State conference expenses increased faster than related revenues. However, both 2022 and 2023 expenses were below budgeted levels. Details are provided below.

	Jan - Dec 22	Budget	Jan - Dec 23	Budget
State Conference Expenses				
10% Contingency	0.00		0.00	0.00
APA-IL Travel	0.00		874.57	1,500.00
AV Equipment	0.00	16,000.00	0.00	20,000.00
Events & Reception	3,749.63	5,000.00	440.64	7,000.00
Management Contract	26,250.00	35,000.00	45,500.00	37,450.00
Management Expenses	7,128.55	3,000.00	5,888.08	4,500.00
Miscellaneous	281.61	2,300.00	1,954.78	667.00
Mobile App	0.00		8,546.00	5,000.00
Mobile Workshops	1,324.61	3,500.00	1,950.40	4,000.00
Printing	642.91	800.00	601.10	600.00
Registration Expenses				
Credit Card Fees	5,333.01	3,000.00	5,570.93	6,000.00
Registration Expenses - Other	0.00	3,500.00	2,240.00	1,700.00
Total Registration Expenses	5,333.01	6,500.00	7,810.93	7,700.00
Speaker	0.00	3,000.00	0.00	0.00
Sponsorship Commission	13,045.50	12,250.00	15,978.00	12,000.00
Venue				
Conference Food & Beverage	31,352.60	30,000.00	25,314.11	45,000.00
Room Rental	25,971.33	5,000.00	4,660.00	10,000.00
Venue - Other	0.00		18,783.00	0.00
Total Venue	57,323.93	35,000.00	48,757.11	55,000.00
State Conference - Other	0.00		0.00	300.00
Total State Conference	115,079.75	122,350.00	138,301.61	155,717.00
Total Expense	115,079.75	122,350.00	138,301.61	155,717.00

Total Assets

The figure below shows APA-IL's total assets from 2018-2023. In September 2019, the PNC savings account was transferred into the CD.



Funds were reinvested from the TIAA CD and PNC Checking accounts to a new brokerage account with Vanguard. The Vanguard account consists of annual CDs as well as a money market account. This investment strategy is slightly more aggressive and will likely yield higher returns.

Interest Income

The figure below exhibits the interest income earned on APA-IL's investment accounts since 2019.

