

## Association for Computational Linguistics Profit & Loss Prev Year Comparison

|   | January through<br>December 2015 | December 2014       | \$ Change          | % Change       |
|---|----------------------------------|---------------------|--------------------|----------------|
| <b>Income</b>                             |                                  |                     |                    |                |
| <b>4000 · Revenue</b>                     |                                  |                     |                    |                |
| <b>4100 · Earned Revenue</b>              |                                  |                     |                    |                |
| 4110 · Registration Fees                  | 1,152,231.64                     | 813,142.05          | 339,089.59         | 41.7%          |
| 4120 · Exhibitors' Fees                   | 1,592.00                         | 6,581.05            | -4,989.05          | -75.81%        |
| 4130 · Tutorial Fees                      | 126,754.56                       | 94,706.84           | 32,047.72          | 33.84%         |
| 4140 · Workshop Fees                      | 183,386.35                       | 222,271.25          | -38,884.90         | -17.49%        |
| 4150 · Conference Meals                   | 29,799.82                        | 0.00                | 29,799.82          | 100.0%         |
| 4160 · Other Events Revenue               | 100.00                           | 2,272.00            | -2,172.00          | -95.6%         |
| 4170 · Proceedings-Conference, etc.       | 0.00                             | 120.35              | -120.35            | -100.0%        |
| 4190 · Interest/Investment Income         | 100.57                           | 92.74               | 7.83               | 8.44%          |
| 4195 · Investment Income-Europe           | 3,686.74                         | 7,801.65            | -4,114.91          | -52.74%        |
| 4200 · Membership Fees                    | 204,028.38                       | 158,384.80          | 45,643.58          | 28.82%         |
| 4210 · Royalties                          | 5,403.72                         | 1,963.06            | 3,440.66           | 175.27%        |
| 4299 · Other Earned Revenue               | 0.00                             | 7,454.48            | -7,454.48          | -100.0%        |
| 4100 · Earned Revenue - Other             | 0.00                             | -295.00             | 295.00             | 100.0%         |
| <b>Total 4100 · Earned Revenue</b>        | <b>1,707,083.78</b>              | <b>1,314,495.27</b> | <b>392,588.51</b>  | <b>29.87%</b>  |
| <b>4400 · Private Contributions</b>       |                                  |                     |                    |                |
| 4410 · Sponsorships                       | 230,050.61                       | 223,693.43          | 6,357.18           | 2.84%          |
| 4420 · Individual Donations               | 19,567.39                        | 331.10              | 19,236.29          | 5,809.81%      |
| <b>Total 4400 · Private Contributions</b> | <b>249,618.00</b>                | <b>224,024.53</b>   | <b>25,593.47</b>   | <b>11.42%</b>  |
| <b>4500 · Other Revenue</b>               |                                  |                     |                    |                |
| 4510 · Miscellaneous Revenue              | 21,183.44                        | 40,148.55           | -18,965.11         | -47.24%        |
| 4520 · Foreign Exchange Gain              | -214.96                          | -11,254.26          | 11,039.30          | 98.09%         |
| 4540 · Chapter/Sub Group Revenue          | 46,685.00                        | 0.00                | 46,685.00          | 100.0%         |
| <b>Total 4500 · Other Revenue</b>         | <b>67,653.48</b>                 | <b>28,894.29</b>    | <b>38,759.19</b>   | <b>134.14%</b> |
| <b>Total 4000 · Revenue</b>               | <b>2,024,355.26</b>              | <b>1,567,414.09</b> | <b>456,941.17</b>  | <b>29.15%</b>  |
| <b>Total Income</b>                       | <b>2,024,355.26</b>              | <b>1,567,414.09</b> | <b>456,941.17</b>  | <b>29.15%</b>  |
| <b>Expense</b>                            |                                  |                     |                    |                |
| <b>5000 · Expenses</b>                    |                                  |                     |                    |                |
| <b>5100 · Program Fees</b>                |                                  |                     |                    |                |
| 5110 · Organizer                          | 524.50                           | 55,448.32           | -54,923.82         | -99.05%        |
| 5120 · Assistant Organizer                | 8,033.13                         | 8,017.50            | 15.63              | 0.2%           |
| 5130 · Local Staff                        | 7,382.83                         | 0.00                | 7,382.83           | 100.0%         |
| 5140 · Conference Management Fees         | 28,990.18                        | 58,281.82           | -29,291.64         | -50.26%        |
| 5160 · Tutorial Instructors               | 37,780.36                        | 26,210.35           | 11,570.01          | 44.14%         |
| 5170 · Editorial Assistant                | 0.00                             | 9,409.68            | -9,409.68          | -100.0%        |
| 5180 · Publisher                          | 0.00                             | 44,079.10           | -44,079.10         | -100.0%        |
| <b>Total 5100 · Program Fees</b>          | <b>82,711.00</b>                 | <b>201,446.77</b>   | <b>-118,735.77</b> | <b>-58.94%</b> |
| <b>5200 · Program Expenses</b>            |                                  |                     |                    |                |
| 5210 · Space Rental                       | 106,170.01                       | 85,179.85           | 20,990.16          | 24.64%         |
| 5215 · Transportation                     | 2,488.32                         | 7,527.76            | -5,039.44          | -66.95%        |
| 5220 · Internet Access Fees               | 15,300.37                        | 2,231.26            | 13,069.11          | 585.73%        |
| <b>5225 · Food Expense</b>                |                                  |                     |                    |                |
| 5351 · Opening Reception                  | 70,145.58                        | 861.40              | 69,284.18          | 8,043.21%      |
| 5357 · Lunch (Students)                   | 16,645.91                        | 14,146.63           | 2,499.28           | 17.67%         |
| 5359 · Box Lunches                        | 19,413.53                        | 0.00                | 19,413.53          | 100.0%         |
| 5361 · Coffee Breaks                      | 148,185.17                       | 179,488.63          | -31,303.46         | -17.44%        |
| 5362 · Poster Lunch                       | 119,251.99                       | 0.00                | 119,251.99         | 100.0%         |
| 5363 · Others-receptions, etc.            | 49,108.89                        | 24,106.81           | 25,002.08          | 103.71%        |
| 5225 · Food Expense - Other               | 0.00                             | 3,879.78            | -3,879.78          | -100.0%        |
| <b>Total 5225 · Food Expense</b>          | <b>422,751.07</b>                | <b>222,483.25</b>   | <b>200,267.82</b>  | <b>90.02%</b>  |
| 5230 · Registrants Kits-bags, etc.        | 55,636.08                        | 35,509.47           | 20,126.61          | 56.68%         |
| 5235 · Other Printing                     | 4,770.00                         | 5,098.44            | -328.44            | -6.44%         |

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|   | January through December 2015 | Dec 14              | \$ Change          | % Change       |
|---|-------------------------------|---------------------|--------------------|----------------|
| 5240 · Travel                           | 10,868.07                     | 717.56              | 10,150.51          | 1,414.59%      |
| 5245 · Site Visit Travel                | 14,943.32                     | 4,401.99            | 10,541.33          | 239.47%        |
| 5250 · Event Entertainment              | 12,755.68                     | 0.00                | 12,755.68          | 100.0%         |
| 5260 · Invited Speakers                 |                               |                     |                    |                |
| 5262 · Invited Speaker Travel           | 14,105.13                     | 7,778.81            | 6,326.32           | 81.33%         |
| 5264 · Invited Speaker Accommodation    | 0.00                          | 2,919.33            | -2,919.33          | -100.0%        |
| <b>Total 5260 · Invited Speakers</b>    | <b>14,105.13</b>              | <b>10,698.14</b>    | <b>3,406.99</b>    | <b>31.85%</b>  |
| 5265 · Website-Conference, etc.         | 4,724.20                      | 3,214.83            | 1,509.37           | 46.95%         |
| 5270 · Reviewing Website                | 3,900.00                      | 2,600.00            | 1,300.00           | 50.0%          |
| 5275 · Credit Card Fees                 | 100,713.78                    | 72,562.73           | 28,151.05          | 38.8%          |
| 5280 · Poster Boards                    | 17,680.03                     | 3,796.39            | 13,883.64          | 365.71%        |
| 5285 · Signage                          | 7,847.82                      | 6,288.89            | 1,558.93           | 24.79%         |
| 5290 · Office Supplies/Rentals          | 11,408.81                     | 1,022.00            | 10,386.81          | 1,016.32%      |
| 5295 · Postages & Courier               | 1,574.68                      | 446.76              | 1,127.92           | 252.47%        |
| 5300 · Executive Meetings               | 1,626.80                      | 0.00                | 1,626.80           | 100.0%         |
| 5310 · Exec++ Dinner                    | 8,998.45                      | 15,984.05           | -6,985.60          | -43.7%         |
| 5315 · Banquet                          |                               |                     |                    |                |
| 5321 · Space Rental                     | 20,106.66                     | 0.00                | 20,106.66          | 100.0%         |
| 5323 · Catering                         | 43,080.96                     | 192,418.62          | -149,337.66        | -77.61%        |
| 5325 · Entertainment                    | 0.00                          | 1,800.00            | -1,800.00          | -100.0%        |
| 5327 · Transportation                   | 7,665.34                      | 0.00                | 7,665.34           | 100.0%         |
| <b>Total 5315 · Banquet</b>             | <b>70,852.96</b>              | <b>194,218.62</b>   | <b>-123,365.66</b> | <b>-63.52%</b> |
| 5370 · Prodeedings-Conference, etc.     | 10,000.00                     | 10,289.40           | -289.40            | -2.81%         |
| 5400 · Audio-Visual Services            | 95,255.14                     | 98,386.81           | -3,131.67          | -3.18%         |
| 5410 · Venue Other Services             | 182,713.08                    | 129,802.27          | 52,910.81          | 40.76%         |
| 5500 · Packages-Hotel (F, B, S, A, et)  | 0.00                          | 41,135.18           | -41,135.18         | -100.0%        |
| 5600 · Chapters                         |                               |                     |                    |                |
| 5610 · NAACL                            | -4,505.00                     | 0.00                | -4,505.00          | -100.0%        |
| <b>Total 5600 · Chapters</b>            | <b>-4,505.00</b>              | <b>0.00</b>         | <b>-4,505.00</b>   | <b>-100.0%</b> |
| 5900 · Scholarships                     | 7,376.76                      | 0.00                | 7,376.76           | 100.0%         |
| 5920 · Awards                           | 30,400.59                     | 39,915.99           | -9,515.40          | -23.84%        |
| 5930 · Sponsorships                     | 28,495.46                     | 16,752.50           | 11,742.96          | 70.1%          |
| 5940 · Plaque                           | 20.00                         | 1,991.56            | -1,971.56          | -99.0%         |
| 5950 · Recipient Travel Reimbursement   | 417.32                        | 0.00                | 417.32             | 100.0%         |
| 5999 · Program Miscellaneous Expenses   | 45,595.40                     | 53,043.44           | -7,448.04          | -14.04%        |
| 5200 · Program Expenses - Other         | 60.76                         | 0.00                | 60.76              | 100.0%         |
| <b>Total 5200 · Program Expenses</b>    | <b>1,284,945.09</b>           | <b>1,065,299.14</b> | <b>219,645.95</b>  | <b>20.62%</b>  |
| 6000 · Administration Fees              |                               |                     |                    |                |
| 6010 · Administrator                    | 72,958.50                     | 24,700.00           | 48,258.50          | 195.38%        |
| 6020 · Assistant Administrator          | 30,447.72                     | 382.50              | 30,065.22          | 7,860.19%      |
| 6030 · Legal & Accounting               | 14,032.00                     | 20,784.00           | -6,752.00          | -32.49%        |
| <b>Total 6000 · Administration Fees</b> | <b>117,438.22</b>             | <b>45,866.50</b>    | <b>71,571.72</b>   | <b>156.04%</b> |
| 6300 · Administration Expenses          |                               |                     |                    |                |
| 6310 · Rent                             | 5,973.35                      | 6,381.97            | -408.62            | -6.4%          |
| 6320 · Utilities                        | 1,274.94                      | 829.67              | 445.27             | 53.67%         |
| 6330 · Office Supplies & Copying        | 1,065.65                      | 592.64              | 473.01             | 79.81%         |
| 6340 · Postages & Courier               | 743.76                        | 1,354.31            | -610.55            | -45.08%        |
| 6350 · Bank Service Charges             | 3,026.52                      | 1,887.63            | 1,138.89           | 60.33%         |
| 6360 · Bank Service Charges-Europe      | 0.00                          | 12.34               | -12.34             | -100.0%        |
| 6365 · Foreign Exchange Loss            | 2,685.45                      | 36,159.93           | -33,474.48         | -92.57%        |
| 6370 · Credit Card Charges              | 3,487.48                      | 259.90              | 3,227.58           | 1,241.86%      |
| 6380 · Telephone & Internet             | 2,062.69                      | 2,152.37            | -89.68             | -4.17%         |
| 6385 · Main Website                     | 2,712.77                      | 905.00              | 1,807.77           | 199.75%        |
| 6390 · Insurance                        | 2,094.00                      | 2,487.00            | -393.00            | -15.8%         |

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|   | January through December 2015 | December 2014       | \$ Change         | % Change       |
|---|-------------------------------|---------------------|-------------------|----------------|
| 6590 · Depreciation                         | 789.35                        | 662.28              | 127.07            | 19.19%         |
| 6599 · Administration Misc Expenses         | 96,903.61                     | 1,493.27            | 95,410.34         | 6,389.36%      |
| <b>Total 6300 · Administration Expenses</b> | <b>122,819.57</b>             | <b>55,178.31</b>    | <b>67,641.26</b>  | <b>122.59%</b> |
| <b>Total 5000 · Expenses</b>                | <b>1,607,913.88</b>           | <b>1,367,790.72</b> | <b>240,123.16</b> | <b>17.56%</b>  |
| 5355 · Breakfasts                           | 112,721.85                    | 130,470.23          | -17,748.38        | -13.6%         |
| <b>Total Expense</b>                        | <b>1,720,635.73</b>           | <b>1,498,260.95</b> | <b>222,374.78</b> | <b>14.84%</b>  |
| <b>Net Income</b>                           | <b>303,719.53</b>             | <b>69,153.14</b>    | <b>234,566.39</b> | <b>339.2%</b>  |