



# IEEE AES Society Strategic Planning

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**AES Treasurer**

Officers Meeting, San Antonio TX  
January 23, 2016

# Financial Info

- **2013 AES financial results**
  - Surplus of **\$152.9** (without investments)
  - **60% of Societies had a loss in 2013**
    - COMSOC: \$1,400k
    - EMB: \$625k
    - MTT: \$600k
    - NPS: \$375k
    - Computer: \$350k
- **2014 AES financial results**
  - Preliminary showed Loss of **\$4.3k** (w/o investments)
  - Final showed surplus of **\$296.5** (w/o investments)
  - BUT the budget showed a loss of \$12.8k (original budget on file) OR \$37.8k (per 2014 year-end results)
  - Primary surplus generator: conferences (\$726.8k)
  - And BoG travel was way down

# Financial Info 2015

- **Budget shows surplus of \$89.6k**
- **Preliminary results will not be available until March**
  - IEEE determined that it takes tons of manpower to generate preliminary results in January, and they turn out to be fairly inaccurate
- **November data shows we are well ahead of budget, with a surplus of \$255.5k (per next chart)**
  - Conferences are running ahead of budget (so far) by **\$88.3k**
  - Transactions are running ahead of budget (so far) by **\$120.2k**
  - BoG expenses, primarily travel, are over by **(\$44.3k)**

# Current Status (Dec 2015)

	INCOME	YTD	YTD	EXPENSE	YTD	YTD	NET	YTD	YTD	YTD
	ANNUAL BUDGET	BUDGET	ACTUAL	ANNUAL BUDGET	BUDGET	ACTUAL	ANNUAL BUDGET	BUDGET	ACTUAL	VARIANC
INVESTMENT RETURNS	0	0	0	0	0	0	0	0	0	0
PERIODICALS	682.1	682.1	682.5	732.6	732.6	612.8	-50.5	-50.5	69.7	120.2
NEWSLETTERS (CTR 01500)	0	0	0	0	0	0	0	0	0	0
NON PERIODICAL SALES	0	0	0	5	5	4.8	-5	-5	-4.8	0.1
MEETINGS/CONFERENCES	2111	2111	1984.8	1385.3	1385.3	1170.8	725.7	725.7	814	88.3
GRANTS (CTR 01702)	0	0	0	0	0	0	0	0	0	0
ADMINISTRATION (CTR 01800)	0	0	0	309.4	309.4	307.7	-309.4	-309.4	-307.7	1.7
COMMITTEE/OTHER	0.4	0.4	0	271.7	271.7	315.6	-271.3	-271.3	-315.6	-44.3
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SUBTOTAL	2793.5	2793.5	2667.3	2703.9	2703.9	2411.8	89.5	89.5	255.5	166
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OU RESERVE SPENDING (44400)	0	0	0	0	0	0	0	0	0	0
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TOTAL	2793.5	2793.5	2667.3	2703.9	2703.9	2411.8	89.5	89.5	255.5	166
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# 2016

- **Surplus projection is \$56.5k** (*shown on next chart and sheet 1 of handout*)
  - Primarily due to dramatically reduced conference income (\$452.2k) but also substantially reduced conference expenses (\$379k)
  - Net reduction of conference income, from 2015 of \$56.2k
- **1900 account, “Committee & Other” is our Society discretionary spending account.**
  - Budget for 2016 is \$272.8k, but we overspent this in 2015 by about \$62k primarily in the BoG travel area (*last page of handout has details*)
- **Transactions should generate \$25.6k surplus**
  - 2015 surplus: \$81.3k (budget); 2014 surplus \$74.3k (handout page 2)
- **Magazine costs \$118.8k**
  - 2015 cost: \$207.7k (budget); 2014 cost \$145.3k (handout page 3)
- ***Recommendation: initiate ad sales***

# Budget 2016

BUS UNIT - 0100

SUMMARY BY COST CENTER

	2009	2010	2011	2012	2013	2014	2015	2016
	ACTUALS	ACTUALS	ACTUALS	ACTUALS	ACTUALS	ACTUALS	BUDGET	BUDGET
00100 INTEREST INCOME	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
00380 TRANS ON AEROSP & ELECT SYS	473.5	475.1	467.2	465.3	582.9	485.6	438.0	431.0
00381 AEROSPACE & ELECT. SYS. MAG.	290.1	286.2	257.9	272.7	178.7	144.6	163.5	161.5
00382 AEROSPACE & ELECT. FEES	0.0	0.0	0.0	0.0	81.3	82.5	80.2	82.5
01499 PERIODICAL RELATED - OTHER	1.5	0.4	0.5	0.0	1.0	0.0	0.4	0.4
01600 NON PERIODICAL	5.2	2.9	2.2	0.0	0.0	0.0	0.0	0.0
01700 MEETINGS/CONFERENCES	1,730.6	2,280.3	2,216.8	2,184.6	1,893.2	1,906.2	2,111.0	1,657.8
01701 CONFERENCE RELATED - OTHER	0.2	0.0	0.1	(0.0)	0.0	(0.0)	(0.0)	(0.0)
01702 GRANT	0.0	5.5	0.0	0.0	0.0	0.0	0.0	0.0
01800 ADMINISTRATION	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
01900 COMMITTEE & OTHER	0.3	0.5	0.2	0.4	0.0	0.0	0.4	0.4
<b>TOTAL INCOME</b>	<b>2,501.4</b>	<b>3,050.9</b>	<b>2,944.8</b>	<b>2,923.0</b>	<b>2,737.1</b>	<b>2,618.8</b>	<b>2,793.5</b>	<b>2,333.6</b>
00380 TRANS ON AEROSP & ELECT SYS	278.3	479.6	396.9	404.2	347.0	411.3	356.7	405.4
00381 AEROSPACE & ELECT. SYS. MAG.	500.9	372.0	426.4	381.1	308.7	289.9	371.2	280.3
00382 AEROSPACE & ELECT. FEES	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
01499 PERIODICAL RELATED - OTHER	4.6	(0.0)	50.0	7.7	1.5	(10.1)	4.7	4.5
01600 NON PERIODICAL	13.4	13.7	9.0	5.3	4.1	4.8	5.0	5.1
01700 MEETINGS/CONFERENCES	1,022.2	1,406.9	1,496.6	1,323.0	1,228.7	1,156.4	1,383.2	986.2
01701 CONFERENCE - RELATED	1.9	1.9	1.9	9.9	9.2	6.9	2.1	2.1
01702 GRANT	0.0	5.5	0.0	0.0	0.0	0.0	0.0	0.0
01800 ADMINISTRATION	319.0	355.3	378.2	419.2	430.2	298.7	309.4	320.9
01900 COMMITTEE & OTHER	253.4	255.6	368.5	276.0	254.8	164.4	271.6	272.8
<b>TOTAL EXPENSE/RMBSVC</b>	<b>2,393.7</b>	<b>2,890.5</b>	<b>3,127.4</b>	<b>2,826.6</b>	<b>2,584.2</b>	<b>2,322.3</b>	<b>2,703.9</b>	<b>2,272.2</b>
<b>TOTAL FROM OPERATIONS</b>	<b>107.8</b>	<b>160.4</b>	<b>(182.6)</b>	<b>96.4</b>	<b>152.9</b>	<b>296.5</b>	<b>89.6</b>	<b>56.5</b>
00100 RMBSVC-INTEREST INCOME	(756.5)	(195.0)	285.2	(224.4)	(701.2)	5.8	0.0	0.0
<b>TOTAL NET</b>	<b>864.2</b>	<b>355.4</b>	<b>(467.7)</b>	<b>320.8</b>	<b>854.1</b>	<b>290.8</b>	<b>89.6</b>	<b>56.5</b>

# Transactions Budget

BUSINESS UNIT - 0100 AEROSPACE AND ELECTRONIC SYSTEMS SOCIETY - DIVISION IX

COST CENTER - 00380 TRANS ON AEROSPACE & ELECT SYS

	ACCOUNT NUMBER	PRIOR YEAR ACTUALS						2015 BUDGET	2016 BUDGET
		2009 ACTUALS	2010 ACTUALS	2011 ACTUALS	2012 ACTUALS	2013 ACTUALS	2014 ACTUALS		
S/C Electronic	301840000	3.3	3.6	28.0	24.8	24.1	22.7	21.8	
Subscriptions - NM Elec	320220000	0.0	0.0	42.5	39.4	28.0	34.1	26.9	
Subscriptions - Single Article Sales	32030XSASX	2.0	2.3	2.2	1.5	1.7	(0.4)	1.8	
Subscriptions - APP/IEL/MDL	320500000	283.1	307.3	322.0	386.8	421.3	341.4	358.2	
Airfreight Charges Billed to Members	325100000	0.8	0.4	0.0	0.0	0.0	0.0	0.4	
Voluntary Page Charges	331000000	50.7	33.7	51.3	9.4	0.8	0.0	26.8	
Overlength Page Charges	331100000	0.0	0.9	0.0	2.1	106.9	95.8	0.0	
Open Access Charges	331200000	0.0	0.0	0.0	0.0	0.0	2.6	0.0	
Reprints S/C	33300XSOCX	8.5	2.8	17.6	1.4	0.1	0.0	3.1	
NM IP Recovery	35599XCORP	0.0	0.0	0.0	0.0	0.0	(10.6)	(8.1)	
Total Income		348.4	351.0	463.7	465.3	582.9	485.6	431.0	
Typesetting	452550000	0.0	0.0	0.0	0.0	126.4	151.6	154.7	
Total Printing Expense		0.0	0.0	0.0	0.0	126.4	151.6	154.7	
Sal-Non Regular - Pa	400400000	0.0	0.0	0.0	0.0	0.0	20.5	0.0	
Bad Debt Allowance	414600000	3.2	(3.2)	0.0	0.6	0.0	51.8	25.9	
Editor Fee	451300000	78.8	127.3	147.1	163.4	141.6	76.4	144.5	
Editorial Reimbursed Expenses	451500000	9.7	9.1	10.7	9.9	9.6	8.3	9.8	
Editor Fee	45130TECHN	0.0	0.0	0.0	0.0	0.0	60.2	0.0	
Composition	452150000	102.4	143.5	176.9	194.6	34.0	0.0	34.7	
Pursvc-Indexing	501000000	0.7	0.9	0.7	1.1	0.8	0.8	1.6	
Pursvc-Pub Admin	502400000	11.8	16.5	21.8	20.1	21.5	25.1	25.4	
Pursvc-Authoring Tools	502460000	4.4	(0.4)	4.2	4.4	5.1	5.3	2.9	
Total Creation Expenses		211.0	293.7	361.3	394.1	212.7	248.3	244.4	
Pursvc-XPLORE	50370XPLOP	7.8	7.7	8.2	8.4	7.5	5.6	6.0	
Total Electronic Expenses		7.8	7.7	8.2	8.4	7.5	5.6	6.0	
Sal-Special	40070XCOMX	0.0	0.0	0.0	0.4	0.3	0.3	0.0	
Prior Year Expense	499950000	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
Sales Commission	403400000	0.0	0.0	0.0	0.2	0.0	0.6	0.3	
Sales Commission	40340OADEP	0.0	0.0	0.0	0.0	0.0	0.4	0.0	
Commission- Shanghai	40340XSWPX	1.0	0.9	0.0	0.0	0.0	0.0	0.0	
Misc. Expense	499900000	0.0	0.2	0.0	0.0	0.0	0.0	0.0	
Total Other Expense		1.0	1.1	0.0	0.5	0.3	1.3	0.3	
Rmb Services-ASPP	60221APPIN	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
Total Reimbursed Services		0.0	0.0	0.0	0.0	0.0	0.0	0.0	
Total Expense/PurSvc/ReimbSvc		219.8	302.6	369.6	403.0	346.9	406.9	405.4	
Total Net		128.6	48.4	94.1	62.3	236.0	78.7	25.7	
Management View									
Total Income and Reimbursed Services		348.4	351.0	463.7	465.3	582.9	485.6	431.0	
Total Expenses and Purchased Services		219.8	302.6	369.6	403.0	346.9	406.9	405.4	
NET		128.6	48.4	94.1	62.3	236.0	78.7	25.7	
Incremental Printing Expenses (\$000's)		0.0	0.0	0.0	0.0	126.4	0.0	154.7	
Customer Service (Paid&Repl)		1.0	0.8	0.1	0.0	0.0	0.0	0.0	
Total Incremental Print costs (\$1000)		1.0	0.8	0.1	0.0	126.4	0.0	154.7	

# Magazine Budget

	ACCOUNT	2009	2010	2011	2012	2013	2014	2015	2016
	NUMBER	ACTUALS	ACTUALS	ACTUALS	ACTUALS	ACTUALS	ACTUALS	BUDGET	BUDGET
S/C Fees Hard Copy	3018000000	5.2	4.7	4.3	3.7	3.0	2.5	2.8	2.4
S/C Fees (Bundled)	3018700000	89.6	87.6	83.2	82.5	0.0	0.0	0.0	0.0
Advertising - External Ads	3101000000	0.0	0.0	0.0	0.0	0.0	1.8	15.5	15.5
Subscriptions - NM Print	3202000000	17.8	18.5	11.0	13.3	12.0	8.1	10.9	6.4
Subscriptions - NM Shanghai	32020XSWPX	2.4	2.2	1.5	1.6	0.0	0.6	0.0	0.5
Subscriptions - NM Elec	3202200000	0.0	0.0	0.5	1.4	3.4	3.3	3.1	2.6
Subscriptions - Corporate & Library	32030XSASX	0.8	0.7	0.6	0.6	0.7	(0.1)	0.7	0.8
Subscriptions - APP/IEL/MDL	3205000000	172.7	171.4	155.8	169.4	159.5	132.6	128.8	127.5
Subscriptions - Student Library Plan	3205100000	1.2	1.0	0.7	0.0	0.0	0.0	0.0	0.0
Airfreight Charges Billed to Members	3251000000	0.4	0.2	0.2	0.2	0.1	0.2	0.1	0.1
NM IP Recovery	35599XCORP	0.0	0.0	0.0	0.0	0.0	(4.4)	(4.2)	(2.9)
Miscellaneous Revenue-STEM	38699XSTEM	0.0	0.0	0.0	0.0	0.0	0.0	5.8	8.7
Total Income		290.1	286.2	257.9	272.7	178.7	144.6	163.5	161.5
2nd Class - Edit US	4201500000	36.0	110.9	114.1	51.2	14.6	0.0	0.0	0.0
Air Freight	4206500000	0.2	0.4	0.2	0.2	0.0	0.0	0.0	0.0
Text Paper	4553000000	0.0	0.0	0.0	8.1	20.8	22.8	31.2	23.3
Press Work-Print	4581000000	134.1	78.6	102.7	79.7	35.2	45.8	49.9	46.7
Binding- Print	4582000000	0.0	0.0	0.0	3.7	8.5	8.3	12.5	8.5
Mailing-Prt Ed	4583000000	120.2	0.0	0.0	20.5	66.8	72.9	149.8	74.3
Total Printing Expense		290.5	189.8	217.0	163.5	145.9	149.8	243.5	152.8
Copyright Filing Fees	4144000000	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Editor Fee	4513000000	0.0	0.0	22.0	37.3	51.0	33.0	24.0	24.0
Editor Fee	45130ADMIN	0.0	0.0	0.0	0.0	35.0	35.0	35.0	35.0
Editorial Reimbursed Expenses	4515000000	0.0	20.5	0.0	0.0	4.9	5.0	0.0	0.0
Composition	4521500000	188.9	142.3	169.5	162.9	50.5	56.3	51.5	51.5
Pursvc-Indexing	5010000000	1.2	2.5	1.4	1.1	1.7	1.3	0.7	0.6
Pursvc-Pub Admin	5024000000	8.0	8.5	8.1	7.6	8.3	7.7	10.1	10.2
Total Creation Expenses		198.0	173.8	201.0	209.0	151.3	138.3	121.3	121.3
Pursvc-XPLORE	50370XPLORE	7.8	7.7	8.2	8.4	7.5	5.6	6.3	6.0
Total Electronic Expenses		7.8	7.7	8.2	8.4	7.5	5.6	6.3	6.0
Sales Commissions	4034000000	0.0	0.0	0.0	0.2	0.1	0.1	0.1	0.1
Misc. Expense	4999000000	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Total Other Expense		0.0	0.0	0.0	0.2	0.1	0.1	0.1	0.1
Rmb Services-MDL	6030000000	0.0	0.0	0.0	0.0	0.0	(2.5)	0.0	0.0
Rmbsvc-Marketing	6009000000	0.0	0.0	0.0	0.0	0.0	(3.8)	0.0	0.0
Rmb Services-ASPP	60221APPIN	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Total Reimbursed Services		0.0	0.0	0.0	0.0	0.0	(6.3)	0.0	0.0
Total Expense/PurSvc/ReimbSvc		496.3	371.4	426.2	380.9	304.9	287.5	371.2	280.2
Total Net Management View		(206.2)	(85.2)	(168.3)	(108.2)	(126.1)	(142.9)	(207.7)	(118.7)
Total Income and Reimbursed Services		290.1	286.2	257.9	272.7	178.7	150.9	163.5	161.5
Total Expenses and Purchased Services		496.3	371.4	426.2	380.9	304.9	293.8	371.2	280.2
NET		(206.2)	(85.2)	(168.3)	(108.2)	(126.1)	(142.9)	(207.7)	(118.7)
Incremental Printing Expenses (\$000's)		290.5	189.8	217.0	163.5	145.9	238.7	243.5	152.8
Customer Service (Paid&Repl)		3.9	3.0	5.8	6.4	4.6	5.4	4.6	4.7
Total Incremental Print costs (\$1000)		294.3	192.9	222.9	169.9	150.5	244.1	248.1	157.5
Total Print Subs		4431	4272	4227	4005	4002	3999	3989	4106
Cost/Print Sub		\$66.4	\$45.2	\$52.7	\$42.4	\$37.6	\$61.0	\$62.2	\$38.4



# 2016: Conferences

- **Conference income for 2015 appears to be excellent despite a few issues**
  - Budgeted for \$\$727.8k surplus; running \$814k as of November, for positive variance of \$88.3k
  - 2013 actuals were \$664.4k; 2014 actuals were \$749.8k
  - This includes conference pubs income, not just surplus
    - 2016 conference pubs income: \$401.6k, which includes our technically cosponsored conferences

*See handouts page 4 & 5 for conference details*
- **Conference income is what enables the Society to operate!**
  - Conference income is largest source of revenue for IEEE
  - 60 (of 850 total) conferences generate 80% of IEEE conference income
    - AUTOTESTCON and Aerospace Conference are in the 60

# Conferences Budget

BUSINESS UNIT - 0100 AEROSPACE AND ELECTRONIC SYSTEMS SOCIETY - DIVISION IX  
 COST CENTER - 01700 MEETINGS/CONFERENCES

	ACCOUNT NUMBER	PRIOR YEAR ACTUALS							
		2009 ACTUALS	2010 ACTUALS	2011 ACTUALS	2012 ACTUALS	2013 ACTUALS	2014 ACTUALS	2015 BUDGET	2016 BUDGET
Conference Publications Distribution	3360000000	377.1	404.1	395.2	387.0	390.6	359.9	345.8	401.6
Conference Income	3610000000	1,353.5	1,876.2	1,821.6	1,797.7	1,502.6	1,546.3	1,765.2	1,256.2
Total Income		1,730.6	2,280.3	2,216.8	2,184.6	1,893.2	1,906.2	2,111.0	1,657.8
Insurance	4170000000	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Bad Debt	4146000000	0.0	0.0	0.0	3.2	(3.2)	0.0	0.0	0.0
Conference Expense	4700000000	0.0	0.0	0.0	0.0	0.0	0.0	1,383.2	986.2
Conference Expense	4999000000	1,022.2	1,406.9	1,496.6	1,318.0	1,232.0	1,156.4	0.0	0
Pursvc-Other	5019010NAE	0.0	0.0	0.0	1.8	0.0	0.0	0.0	0.0
RmbSvc - Conference Publications Dist.	6022000000	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Total Expense		1,022.2	1,406.9	1,496.6	1,323.0	1,228.7	1,156.4	1,383.2	986.2
Total Net		708.4	873.4	720.2	861.6	664.4	749.8	727.8	671.7

# Conferences Included

2016					2016 Conference Budget			Society Share of Conference Budget		
03/05/2016	35916	2016 IEEE Aerospace Conference	16AAC	100.0%	585,402	467,840	117,562.00	585,402.00	467,840.00	117,562.00
05/10/2015	20431	2016 IEEE Radar Conference (RadarConf16)	16RAD	50.0%	436,395	332,356	104,039.00	218,197.50	166,178.00	52,019.50
06/15/2015	35955	2016 National Aerospace Conference (NAECON)	16 NAE	50.0%	35,250	26,821	8,429.00	17,625.00	13,410.50	4,214.50
9/25/2016	35002	2016 Digital Avionics Systems Conference	16 DAS	50.0%	276,609	276,600	9.00	138,304.50	138,300.00	4.50
11/2/2015	34604	2106 Autotestcon	16AUT	50.0%	425,000	320,000	105,000.00	105,000.00	52,500.00	52,500.00
10/4/2016	36556	2016 International Carnahan Conference		100.0%			-	-	-	-
	35125	2016 PLANS		50.0%	383,430	295,931	87,499.00	191,715.00	147,965.50	43,749.50
		Add other here		100.0%			-	-	-	-
		Add other here		100.0%			-	-	-	-
							-	-	-	-
ICR - Financials needed in even years. Odd years it is Technical										
PLN - Financials needed in even years.										
Total 2016 Budget (enter in cost center 01700)							422538	1,256,244	986,194	270,050

# 1900 Budget 2016

	ACCOUNT NUMBER	PRIOR YEAR ACTUALS							2015 BUDGET	2016 BUDGET
		2009 ACTUALS	2010 ACTUALS	2011 ACTUALS	2012 ACTUALS	2013 ACTUALS	2014 ACTUALS			
Miscellaneous Revenue	3869900000	0.3	0.5	0.2	0.4	0.0	0.0	0.4	0.4	
Total Income		0.3	0.5	0.2	0.4	0.0	0.0	0.4	0.4	
Secretarial Services	4057000000	39.0	36.6	37.6	40.3	57.5	35.6	46.8	46.8	
Comm Travel	4071000000	0.0	0.0	0.0	9.5	0.0	14.4	0.0	0.0	
Presidents Office	4081500000	38.1	31.2	33.6	(0.0)	0.0	7.5	0.0	0.0	
Adcom Committee	4082100000	80.3	74.5	91.7	0.0	0.0	1.5	0.0	0.0	
Adcom Hq Expense	4082200000	0.0	0.0	1.7	0.0	0.1	0.1	0.0	0.0	
Chapter Committee	4083100000	15.0	29.8	78.0	13.4	10.3	9.9	27.0	15.0	
Distinguished Lecturer	4083300000	17.8	7.5	17.7	0.0	0.0	3.6	0.0	0.0	
Technical Committee	4084100000	0.0	0.0	0.1	0.0	0.0	-	0.0	5.0	
Web Site Maintenance	4084300000	0.0	0.0	0.0	0.0	0.0	-	0.0	0.0	
Membership Committee	4085100000	0.0	5.2	1.0	0.0	0.0	-	0.0	0.0	
Membership Hq Expense	4085200000	6.7	3.1	2.1	1.9	2.2	1.4	2.0	2.0	
Awards Committee Expense	4087100000	5.0	0.0	0.0	11.7	6.1	0.5	12.4	12.4	
Awards Hq Expense	4087200000	5.0	7.0	9.5	4.0	6.0	5.0	4.2	4.2	
Historical	4087700000	0.0	1.5	0.7	0.0	0.0	-	0.0	0.0	
Publicity & Public Relations	4087800000	1.2	0.0	0.0	0.0	0.0	-	0.0	0.0	
Education Committee	4089100000	15.6	1.0	0.0	2.0	0.0	-	2.1	4.1	
Intr'l Committee- Intr'l Directors	4089600000	0.0	0.0	0.0	0.0	0.0	-	10.0	5.0	
Other Committee	4089800000	7.1	35.7	0.0	0.0	0.0	2.3	10.0	0.0	
Copyright Filing Fee	4144000000	0.0	0.0	0.0	0.0	0.0	0.4	0.0	0.0	
Legal	4185000000	0.0	0.0	10.2	4.7	0.1	-	4.9	5.0	
First Class Postage	4200500000	0.0	0.0	0.4	0.3	0.5	0.3	0.5	0.5	
Express Carriers	4205000000	0.0	0.0	0.1	0.0	0.0	0.1	0.5	0.5	
Awards	4259100000	5.6	4.1	6.7	0.0	0.0	4.0	0.0	0.0	
Web	4604000000	4.8	8.4	6.0	7.2	9.0	6.6	5.1	5.6	
Unidentified & Miscellaneous	4999000000	0.6	0.8	0.0	2.0	0.0	-	0.0	0.0	
Member Services	5001500000	0.4	2.2	2.2	2.2	2.3	1.9	6.3	6.3	
Pursvc - Mailroom (NJ)	5016000000	0.0	0.0	0.1	0.2	0.2	0.2	0.2	0.2	
Pursvc - Other	5019000000	0.0	0.0	0.0	8.2	0.0	-	0.0	0.0	
Pursvc-IEEE-USA	5045000000	3.9	0.0	6.8	0.0	0.0	-	0.0	0.0	
Pursvc - Awards	5046000000	0.0	0.0	0.1	0.0	0.0	0.1	0.0	0.0	
Pursvc- Societies & Councils	5070000000	0.2	0.0	0.3	0.0	0.1	-	0.0	0.0	
Rmbsvc - Mem svcs	6002200000	0.0	0.0	(0.1)	0.0	0.0	-	0.0	0.0	
Comm Travel - AdCom	40710ADCMX	0.0	0.0	0.0	83.8	104.9	23.4	52.0	65.0	
Comm Travel - Award Comm	40710AWARD	0.0	0.0	0.0	0.0	3.2	-	3.2	3.2	
Comm Travel - Chapter	40710CHPTR	0.0	0.0	0.0	0.0	2.8	-	0.0	0.0	
Comm Travel - Student	40710STUDN	0.0	0.0	0.0	0.0	18.5	-	0.0	0.0	
Comm Travel - Treasurer	40710TREAS	0.0	0.0	0.0	8.4	8.1	-	5.0	5.0	
Comm Travel - Other	40710OTHER	0.0	0.0	0.0	2.0	0.0	8.1	0.0	0.0	
Comm Travel - Technical Comm	40710TECHN	0.0	0.0	0.0	0.9	0.0	-	0.0	0.0	
Comm Travel - President's Fund	40710XPRES	0.0	0.0	0.0	33.4	12.4	5.6	30.0	30.0	
Meeting Accomodations	40730ADCMX	0.0	0.0	0.0	17.9	0.0	8.6	10.0	7.0	
Meeting Accomodations	40730DISLR	0.0	0.0	0.0	0.0	(0.7)	-	0.0	0.0	
Meeting Accomodations	40730EDSVC	0.0	0.0	0.0	1.5	0.0	-	0.0	0.0	
Volunteer Travel - Distinguished Lecturer	40760DISLR	0.0	0.0	0.0	11.2	3.8	-	12.0	10.0	
Chapter Committee (Student Incentives)	40831STUDN	0.0	0.0	1.2	0.0	0.0	-	0.0	0.0	
Other Committee-Student	40898STUDN	0.0	0.0	47.0	2.0	2.5	21.5	15.0	25.0	
Other Advertising & Promotion	48210SRBFT	0.0	0.0	0.0	0.0	0.0	-	5.0	5.0	
Pursvc-Biometrics Council	50190XBMCX	2.0	2.0	2.0	2.0	0.0	2.0	2.1	2.0	
Pursvc - Other Systems Council	50190XSYSX	5.0	5.0	5.0	5.0	5.0	-	5.3	5.0	
<b>Total Expense</b>		<b>253.4</b>	<b>255.6</b>	<b>368.5</b>	<b>276.0</b>	<b>254.8</b>	<b>164.4</b>	<b>271.6</b>	<b>272.8</b>	
<b>Total Net</b>		<b>(253.1)</b>	<b>(255.1)</b>	<b>(368.3)</b>	<b>(275.7)</b>	<b>(254.8)</b>	<b>(164.4)</b>	<b>(271.3)</b>	<b>(272.4)</b>	

# Membership Budget

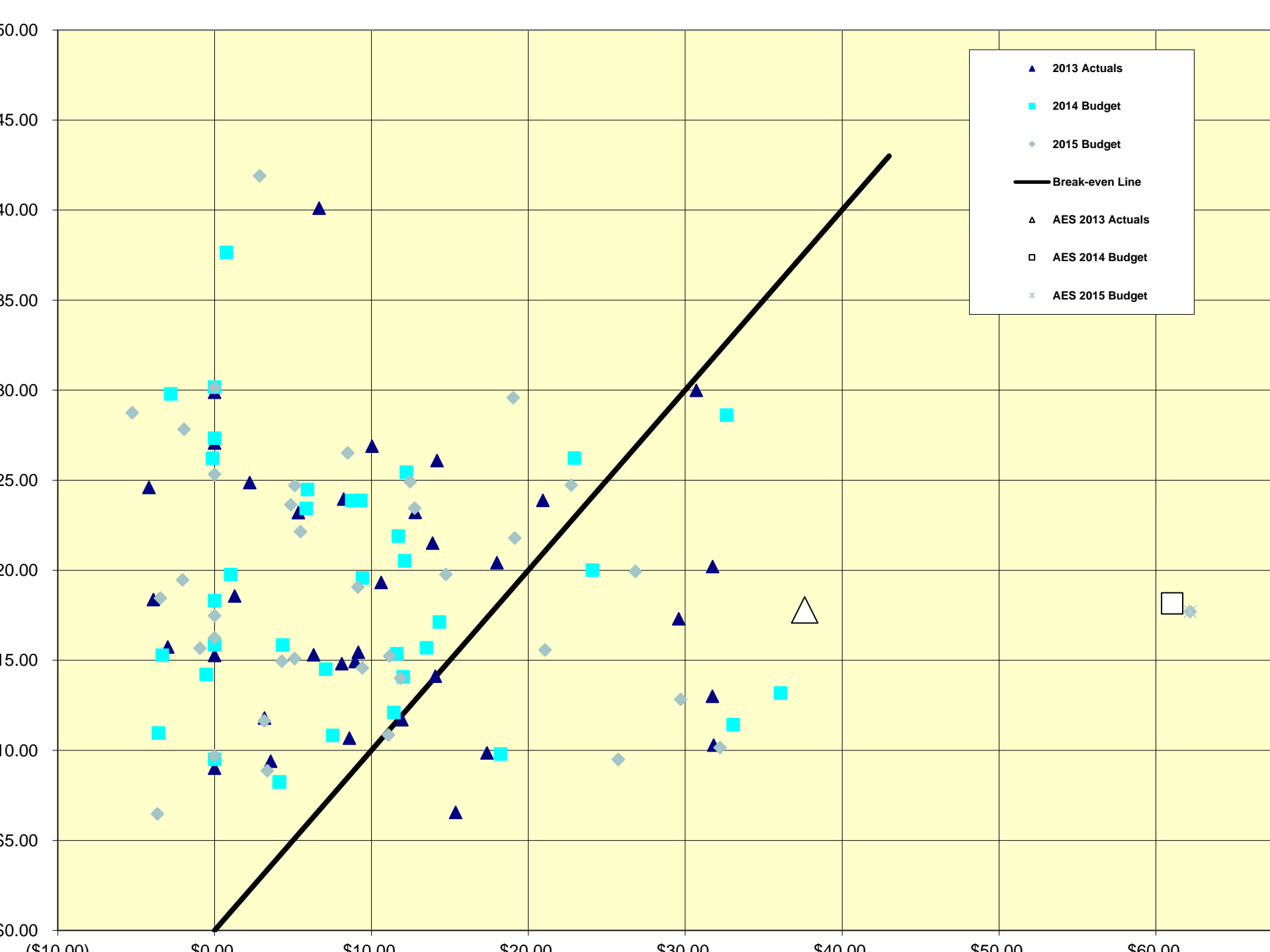
AES Society Member Stats									
		2009	2010	2011	2012	2013	2014	2015	2016
DESCRIPTION	UNITS	ACTUALS	ACTUALS	ACTUALS	ACTUALS	ACTUALS	ACTUALS	BUDGET	BUDGET
SOCIETY/MEMBER FEE	BUD \$/YR	25	25	25	25	25	25	25	25
NO.MEMBERS, REGULAR	BUD	3369	3358	3729	2815	2815	3073	3073	3057
	ACT	3531	3272	3176	3073	3016	3057	0	0
NO.STUDENT MEMBERS	BUD	301	252	442	667	667	498	498	580
	ACT	410	523	583	498	550	580	0	0
NO. LIFE MEMBERS	BUD	718	693	722	703	703	688	688	710
	ACT	722	703	698	688	706	710		
NO.AFFILIATES	BUD	15	29	37	34	34	37	37	27
	ACT	37	34	47	37	25	27	0	0
NO. RETIRED MEMBERS	BUD	322	74	75	80	80	69	69	107
	ACT	75	80	73	69	93	107		
NO. OTHER	BUD	104	105	117	144	144	167	167	202
	ACT	117	144	140	167	180	202	0	0
TOTAL MEMBERSHIP	BUD	4829	4511	5122	4443	4443	4532	4532	4683
	ACT	4892	4756	4717	4532	4570	4683	0	0

# Financial obfuscation

- **AES 1900 account is our discretionary spending**
  - BoG travel, BoG meeting expenses, executive assistant costs, DL support, student activities support, TAB meeting expense allocations, Council member dues, Awards expenses (plaques, travel), web maintenance, President's fund.
- **1900 budget for 2015 was \$271.6k**
  - Actuals as of Nov are \$315.6k
  - BoG meetings expenses were way up
- **I try to monitor expenses to make sure they are valid**

# Dues and Fees

- **It costs us more to “service” a member than our membership dues pay for**
  - Incremental cost per member is \$62.18 (2015 numbers)
  - Suggest we examine member dues
- **It costs us more to produce Transactions and Magazine than we charge for subscription fees**
  - Dale Blair working on recommendations
  - NOTE that our incremental cost per member is negative since we bundle the Magazine with membership
  - Half of Societies have unbundled, making their incremental cost per member positive
- **There is rationale for subsidizing some elements, but this should be done with careful and due consideration**





# Cost of Membership

<u>Aerospace &amp; Electronic Systems Cost of Membership</u>	2013 Actuals		2015 Budget	
	Total \$	Per Member	Budget \$	Member
Active Members		4,570		4,532
Permanent and Life Members		706		688
<u>Member Incremental Cost</u>	-	-		
Newsletter	\$0.0	\$0.00	\$0.0	\$0.00
Bundled Publication Budget (incl NM & ASPP copies)	\$150,545.6	\$37.62	\$248,053.6	\$62.18
Free Extras	\$0.0	\$0.00	\$0.0	\$0.00
Subtotal Incremental Cost	\$150,545.6	\$37.6	\$248,053.6	\$62.2
<u>Offsetting Advertising</u>				
Newsletter	\$0.0	\$0.00	\$0.0	\$0.00
Bundled Publication Budget	\$0.0	\$0.00	\$0.0	\$0.00
Subtotal Offsetting Advertising	\$0.0	\$0.0	\$0.0	\$0.0
Incremental cost with Off Advertising	\$150,545.63	\$37.6	\$248,053.6	\$62.2
<u>Member Fixed Cost</u>				
Newsletter	\$0.0	\$0.00	\$0.0	\$0.00
Bundled Publication Budget	\$155,268.3	\$38.80	\$121,480.1	\$30.45
Xplore	\$7,461.4	\$1.63	\$6,300.0	\$1.39
Direct Membership Allocation	\$130,099.8	\$28.29	\$25,872.9	\$5.66
Subtotal Member Fixed Cost	\$292,829.5	\$68.72	\$153,653.0	\$37.50
<u>Overhead Fixed Cost</u>				
Admin Net (w/o Mbr Infrastructure)	\$99,918.8	\$21.86	\$94,421.5	\$20.83
Committee/Other Net	\$84,850.3	\$18.57	\$90,329.7	\$19.93
Subtotal Overhead Fixed Cost	\$184,769.1	\$40.4	\$184,751.2	\$40.8
Total Cost of Membership (cover entire budget)	\$628,144.2	\$146.8	\$586,457.8	\$140.5
Full Paying Dues		\$25.00		\$25.00
Effective Dues with Perm/Life Mbrs		\$17.80		\$17.70

# Expense Reporting

- New expense report form for 2016; I will send out.
- IEEE rules require
  - advance booking airfares, non-refundable
  - Hotel accommodations only for duration of meeting, beginning the night prior to meeting start, and allowing for night of last day of meeting if reasonable travel back home not possible
  - No business class travel unless
    - Specifically budgeted and approved by IEEE HQ in advance
    - Specifically approved by IEEE HQ prior to initiating travel
  - Receipts for all expenses exceeding \$25.00
- IEEE also does not pay for attending a conference
  - If a member is a rep to a conference or activity, travel reimbursement can be paid for attending the conference Board meeting only; meeting rules per above apply

## Expense Report

2016

Name: **YOUR NAME**

Send check to the following address :  
**PUT YOUR FULL ADDRESS HERE**

For Period Ending: **FILL IN MONTH OF EXPENSES**

Member of: **Other**

If Other, please describe : **Fill in AES**

Member No. **YOUR MEMBER NUMBER**

Supplier No.

Site:

Purpose of Trip - Note each day's activity									
FILL IN WHAT YOU ARE DOING EACH DAY									

Provide details and full support on items (1) through (6)

Details	Date	Town	DATE	WHERE						Total Expense	Chrg. Dir. to IEEE(7)
PERSONAL AUTO USAGE MAKE ONLY ONE CHOICE, MILES OR KILOMETERS											
Personal Auto Usage : (Enter " X ")										NO	
Mileage Allowance (\$0.54/Mile,\$0.335 /Km) in US\$			0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Trans. - Tolls & Parking										0.00	
Taxi/Bus - See Itemized Expenses (1)										0.00	
Plane, Train, Auto Rental (Provide Backup)										0.00	
Lodging - Self										0.00	
Meals/Self - see Itemized Expenses (2)			0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Official Guest - see Itemized Expenses (3)			0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Miscellaneous - Tel. & Telegraph										0.00	
Tips & Gratuities (4)										0.00	
Other (5)										0.00	
Other (6)										0.00	
<b>Total Expense w/o Mileage Allowance</b>			0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>Currency Conversion Rate</b>										1.000	
Total Expenses wo/Mileage Allowance in US \$										0.00	
Mileage Allowance in US\$ w/Conversion										0.00	0.00
Less Charged Directly to IEEE in US\$										0.00	
Less Advance from IEEE in US\$										0.00	
<b>Total Balance due w/Mileage Allowance from(to) IEEEw/conversion</b>										0.00	
<b>Total Balance due w/Mileage Allowance from(to) IEEE in US\$</b>										0.00	

Provide details below and attach full support on items 5 & 6

(5)

(6)



### Itemized Expenses

Taxi/Bus (1)

Note: receipts are required for amounts over \$25.00. Enter daily totals on page 1.

Date:	Fare:	To/From:
<u>DATE</u>	<u>AMT</u>	<u>where</u>

Meals/Self (2)

Receipts are required for amounts over \$25.00. Daily amounts are automatically carried over to page 1.

Daily expenses are not to exceed \$100.00 USD without written explanation -

( see FOM.6 - BUSINESS EXPENSE REPORTING).

Date:	Breakfast	Lunch	Dinner	Social
<u>DATE</u>	<u>AMOUNTS</u>			

Meals/Official Guests (3)

Daily amounts are automatically carried over to page 1.

Date:	Amount:	Description
<u>DATE</u>		