

NEUAC Annual Conference Profit and Loss

- The 2026 Conference made a profit of approximately \$30k, following losses the previous two years.
- The most significant cost management in 2026 was reduction in meals provided (1 lunch vs. 2 = savings of approximately \$73k).
- 2025 revenue and expenses were lower than normal due to fewer attendees and lower A/V and F&B costs in Charlotte (2025) vs. Chicago (2024) and Seattle (2026).

By Account	2026 Conference			2025 Conference			2024 Conference			Variance	
	Total	Detail	Description	Total	Detail	Description	Total	Detail	Description	2026 vs 2025	2026 vs 2024
2026 Conference Revenue											
4001 Registrations	\$663,491.00		Includes extra paid for baseball, boat tour	\$492,180.00		Includes extra paid for baseball, NoDa Night	\$601,973.00		Includes extra paid for baseball, boat tour	\$171,311.00	\$61,518.00
4003 Exhibit Sales	\$21,000.00			\$25,000.00		Includes "advertising" add-on sales	\$21,000.00		Exhibit booth sales	(\$4,000.00)	\$0.00
4004 Advertising Sales							\$2,000.00		Exhibitor add-on sales (session, webinar)	\$0.00	(\$2,000.00)
4005 Scholarship Fund	\$10,695.00		Donor contributions; sponsorships to pay for Eighth Generation blankets	\$2,190.00		Donor contributions, NoDa Night ticket revenue in excess of transportation costs	\$1,356.00		Donor contributions	\$8,505.00	\$9,339.00
4104 Contributions	\$24,000.00		Sponsorships designated for conference	\$45,077.52		Sponsorships designated for conference	\$53,000.00		Sponsorships designated for conference	(\$21,077.52)	(\$29,000.00)
4105 Contributions - In-Kind	\$16,000.00		Donation of 800 Yeti cups							\$16,000.00	\$16,000.00
4403 Other Income	\$463.57		Payer offset of Neon CRM credit card fees	\$388.21		Payer offset of Neon CRM credit card fees				\$75.36	\$463.57
Total Revenue	\$735,649.57			\$564,835.73			\$679,329.00			\$170,813.84	\$56,320.57
2026 Conference Expenses											
Contracted Services	\$100,179.69			\$100,576.00			\$91,100.87			(\$396.31)	\$9,078.82
6101 Conference Management	\$89,000.00		MSI consulting (conference portion)	\$90,000.00		MSI consulting (conference portion)	\$83,000.00		MSI consulting (conference portion)	(\$1,000.00)	\$6,000.00
6107 Expenses - Conf. Planner	\$10,263.29		MSI travel & hotel (incl fall planning)	\$10,105.04		MSI travel & hotel (incl fall planning)	\$7,771.91		MSI travel & hotel (incl fall planning)	\$158.25	\$2,491.38
6108 Expenses - IT Systems Cons.	\$916.40		Annie Doran travel (incl fall planning)	\$270.96		Annie Doran travel (incl fall planning)	\$328.96		Annie Doran travel (incl fall planning)	\$445.44	\$587.44
Activities and Operations	\$34,244.98			\$28,262.64			\$24,021.37			\$5,982.34	\$10,223.61
6202 Insurance	\$1,084.89		Event liability insurance	\$949.15		Event liability insurance	\$935.26		Event liability insurance	\$135.74	\$149.63
6205 Bank Fees	\$23,616.75		Cvent, Stripe, Neon credit card processing fees	\$17,448.39		Cvent, Neon credit card processing fees	\$19,122.12		Cvent credit card processing fees	\$6,168.36	\$4,494.63
6207 Travel	\$9,543.34		Staff travel (incl fall planning), less hotel credit	\$9,865.10		Staff travel (incl fall planning), less hotel credit	\$3,963.99		Staff travel (incl fall planning), less hotel credit	(\$321.76)	\$5,579.35
Event Expenses	\$568,529.80			\$438,859.44			\$683,811.81			\$129,670.36	(\$115,282.01)
6311 Planning Meeting	\$14,569.79		Fall 2025 planning meeting A/V, F&B, etc.	\$10,044.21		Fall 2024 planning meeting A/V, F&B, etc.	\$17,218.24		Fall 2023 planning meeting A/V, F&B, etc.	\$4,525.58	(\$2,648.45)
6312 Hotel Expenses	\$2,000.00		Hotel tips	\$8,230.18		Attrition, hotel tips, etc., less bill adjustments	(\$1,350.00)		Rekey rooms, hotel credit	(\$6,230.18)	\$3,350.00
6314 Conference Mgmt	\$45,232.03			\$31,484.00			\$32,481.69			\$13,748.03	\$12,750.34
		\$274.47	Awards		\$1,596.81	Awards (*incl one per DEA staff)		\$373.00	Awards	(\$1,322.34)	(\$98.53)
		\$4,303.48	Baseball tickets (*offset by registration fee)		\$16,218.00	Baseball tickets (*offset by registration fee)		\$4,961.60	Baseball tickets (*offset by registration fee)	(\$11,914.52)	(\$658.12)
		\$2,241.88	Boat tour (*offset by registration fee)					\$8,804.00	Boat tour (*offset by registration fee)		(\$6,562.12)
		\$1,377.50	Byrd Barr Place donation (*offset by scholarship fund donations)		\$5,835.12	Paws for Pause - Project2Heal donation, floor covering		\$2,100.00	Hygiene kit volunteer project	(\$4,457.62)	(\$722.50)
		\$3,271.08	Eighth Generation blankets giveaways (*offset by scholarship fund donations)		\$557.00	Powerless books giveaways					
		\$16,000.00	Yeti mugs (*value of in-kind contribution)							\$16,000.00	\$16,000.00
		\$738.00	Lanyards		\$662.40	Lanyards		\$958.50	Lanyards	\$75.60	(\$220.50)
		\$1,614.61	Misc supplies (decor, registration, etc.)		\$725.29	Misc supplies (decor, registration, etc.)		\$1,985.25	Misc supplies (decor, registration, etc.)	\$889.32	(\$370.64)
		\$105.95	Gift card giveaways		\$211.95	Gift card giveaways		\$1,172.00	Balloons		
		\$3,439.48	Furniture rental (for plenary)					\$941.94	Photobooth and props		
		\$991.08	Pins		\$791.28	Pins		\$1,135.37	Pins	\$199.80	(\$144.29)
		\$6,026.13	Transportation - baseball (*offset by registration fee), Byrd Barr Place site visit		\$660.00	Transportation - NoDa Night lightrail tickets (*offset by registration fee)		\$8,313.47	Transportation - baseball (*offset by registration fee), CEDA site visit, speaker	\$5,366.13	(\$2,287.34)
		\$1,830.00	Charging station		\$1,930.00	Charging station		\$0.00	Charging station (delivery error, refunded)	(\$100.00)	\$1,830.00
		\$3,018.37	Tote bags		\$2,296.15	Tote bags (delivery error, new rush order)		\$1,736.56	Tote bags (delivery error, refund denied)	\$722.22	\$1,281.81
6316 Mailing and Printing	\$9,475.18		FedEx, signage, collateral, name badges	\$10,350.09		FedEx, signage, collateral, name badges	\$6,448.96		FedEx, signage, collateral, name badges	(\$874.91)	\$3,026.22
6319 Presenters	\$1,000.00		Speaker fees	\$5,351.97		Speaker fees	\$16,082.40		Speaker fees	(\$4,351.97)	(\$15,082.40)
6320 A/V	\$128,177.91			\$85,903.39			\$142,585.28			\$42,274.52	(\$14,407.37)
		\$122,790.21	Hotel A/V		\$59,096.88	TechFactory A/V		\$139,312.83	Hotel A/V	\$63,693.33	(\$16,522.62)
					\$22,547.91	Hotel A/V (wifi, outside A/V vendor fee)				(\$22,547.91)	\$0.00
		\$5,387.70	Laptop and projectors rental		\$4,258.60	Laptop and projectors rental, Gobo		\$3,272.45	Laptop and projectors rental	\$1,129.10	\$2,115.25
6321 Food and Beverage	\$269,578.96			\$213,783.22			\$377,133.50			\$55,795.74	(\$107,554.54)
		\$6,218.44	Board breakfast		\$3,532.63	Board breakfast		\$7,964.11	Board lunch	\$2,685.81	(\$1,745.67)
		\$10,705.39	Board lunch					\$30,912.15	Preconference lunch	\$10,705.39	(\$20,206.76)
		\$519.59	First-timer meet and greet							\$519.59	\$519.59
		\$144,153.06	Breakfast (x3)		\$102,459.93	Breakfast (x3)		\$169,309.21	Breakfast (x3)	\$41,693.13	(\$25,156.15)
		\$73,421.78	Lunch (x1)		\$85,110.48	Lunch (x2)		\$131,283.54	Lunch (x2)	(\$11,688.70)	(\$57,861.76)
		\$34,477.78	Break (x5) - incl small "last drop" break		\$22,505.18	Break (x4)		\$34,866.18	Break (x4)	\$11,972.60	(\$388.40)
		\$82.92	Speaker room snacks		\$0.00	Speaker/staff room snacks (6314)		\$2,492.15	Speaker/staff room snacks, water stations	\$82.92	(\$2,409.23)
		\$0.00	Paid out - hotel tips (6312)		\$0.00	Paid out - hotel tips (6312)		\$1,200.00	Paid out - hotel tips	\$0.00	(\$1,200.00)
					\$175.00	Misc/hotel adjustment		(\$893.84)	Hotel adjustment	(\$175.00)	\$893.84
6322 Receptions	\$78,803.95			\$46,832.19			\$71,767.16			\$31,971.76	\$7,036.79
6323 Registration Software/Other	\$12,891.00			\$12,022.00			\$12,394.00			\$869.00	\$497.00
		\$8,041.00	Cvent registration software		\$7,172.00	Cvent registration software		\$7,920.00	Cvent registration software	\$0.00	\$0.00
		\$4,850.00	Whova conference app/event website		\$4,850.00	Whova conference app/event website		\$4,474.00	Whova conference app/event website	\$0.00	\$0.00
6324 Presenter and Volunteer Travel	\$6,800.98		Hotel for speakers, TightShip, volunteers, less hotel credit	\$14,858.19		Hotel for speakers, TightShip, volunteers, awardees, less hotel credit; travel assistance	\$9,050.58		Hotel for speakers, TightShip, volunteers, awardees, less hotel credit; travel assistance	(\$8,057.21)	(\$2,249.60)
Total Expenses	\$702,954.47			\$567,698.08			\$798,934.05			\$135,256.39	(\$95,979.58)
Profit / (Loss)	\$32,695.10			(\$2,862.35)			(\$119,605.05)			\$35,557.45	\$152,300.15
# of attendees (excl staff)	755			638			782				
Revenue (all sources) per attendee	\$974.47			\$885.32			\$868.71				
Revenue (reg only) per attendee	\$878.80			\$771.44			\$769.79				
Expense per attendee	\$931.07			\$889.81			\$1,021.65				