

NEUAC Annual Conference Profit and Loss

- Highlights:
- All in, the 2025 Conference nearly broke even with a loss of \$2,862.35 — a great improvement over the more than \$100k loss in 2024.
 - 2025 revenue fell short of 2024 by more than \$100k, primarily due to fewer attendees.
 - This was offset by per-person savings on F&B, as well as tight management of other costs. AV was bid to an outside vendor for significant savings. F&B costs in Charlotte (2025) were also lower than Chicago (2024).

2025 Conference				2024 Conference			Variance
By Account	Total	Detail	Description	Total	Detail	Description	2025 vs 2024
2025 Conference Revenue				2024 Conference Revenue			
4001 Registrations	\$492,180.00		Includes extra paid for baseball, NoDa Night	\$601,973.00		Includes extra paid for baseball, boat tour	(\$109,793.00)
4003 Exhibit Sales	\$25,000.00		Includes "advertising" add-on sales	\$21,000.00		Exhibit booth sales	\$4,000.00
4004 Advertising Sales	\$0.00			\$2,000.00		Exhibitor add-on sales (session, webinar)	(\$2,000.00)
4005 Scholarship Fund	\$2,190.00		Donor contributions, NoDa Night ticket revenue in excess of transportation costs	\$1,356.00		Donor contributions	\$834.00
4104 Contributions - Restricted to Conference	\$45,077.52		Sponsorships designated by donor for conference purposes	\$53,000.00		Sponsorships designated by donor for conference purposes	(\$7,922.48)
4403 Other Income	\$388.21		Payer offset of Neon CRM credit card fees	\$0.00			\$388.21
Total Revenue	\$564,835.73			\$679,329.00			(\$114,493.27)
2025 Conference Expenses				2024 Conference Expenses			
Contracted Services	\$100,576.00			\$91,100.87			\$9,475.13
6101 Conference	\$90,000.00		MSI consulting (conf portion)	\$83,000.00		MSI consulting (conf portion)	\$7,000.00
6103 Contractors - All	\$0.00			\$0.00			\$0.00
6107 Expenses - Conference Planner	\$10,105.04		MSI travel & hotel (incl fall 2024 planning meeting)	\$7,771.91		MSI travel & hotel (incl fall 2023 planning meeting)	\$2,333.13
6108 Expenses - IT & Systems Consultant	\$470.96		Annie Doran travel	\$328.96		Annie Doran travel	\$142.00
Activities and Operations	\$28,262.64			\$24,021.37			\$4,241.27
6202 Insurance	\$949.15		Event liability insurance	\$935.26		Event liability insurance	\$13.89
6205 Bank Fees	\$17,448.39		Cvent, Neon credit card processing fees	\$19,122.12		Cvent credit card processing fees	(\$1,673.73)
6207 Travel (Staff)	\$9,865.10		Staff travel & hotel (incl fall 2024 planning meeting), less hotel credits/comps	\$3,963.99		Staff travel & hotel (incl fall 2023 planning meeting), less hotel credits/comps	\$5,901.11
Event Expenses	\$438,859.44			\$683,811.81			(\$244,952.37)
6311 Planning Meeting	\$10,044.21		Fall 2024 planning meeting A/V, F&B,	\$17,218.24		Fall 2023 planning meeting A/V, F&B,	(\$7,174.03)
6312 Hotel Expenses	\$8,230.18		Attrition, tips, etc., less invoice adjustments	(\$1,350.00)		Rekey rooms, hotel credit	\$9,580.18
6314 Conference Mgmt	\$31,484.00			\$32,481.69			(\$997.69)
		\$1,596.81	Awards (*incl one per DEA staff)		\$373.00	Awards	\$1,223.81
		\$16,218.00	Baseball tickets (*partial offset by extra registration fee revenue)		\$4,961.60	Baseball tickets (*offset by extra registration fee revenue)	\$11,256.40
		\$5,835.12	Paws for Pause - Project2Heal donation, floor covering		\$8,804.00	Boat tour (*offset by extra registration fee revenue)	
		\$557.00	Powerless books giveaways		\$2,100.00	Hygiene kit volunteer project	
		\$662.40	Lanyards		\$958.50	Lanyards	(\$296.10)
		\$725.29	Misc supplies (decor, registration, etc.)		\$1,985.25	Misc supplies (decor, registration, etc.)	(\$1,259.96)
		\$211.95	Gift card giveaways		\$1,172.00	Balloons	
		-			\$941.94	Photobooth and props	
		\$791.28	Pins		\$1,135.37	Pins	(\$344.09)

			Transportation - NoDa Night lightrail tickets (*offset by extra registration fee revenue)	\$660.00			Transportation - buses for baseball (*offset by extra registration fee revenue), CEDA site visit, keynote speaker	\$8,313.47		(\$7,653.47)
			Charging station	\$1,930.00			Charging station (delivery error, refunded)	\$0.00		\$1,930.00
			Tote bags (delivery error, new rush order)	\$2,296.15			Tote bags (delivery error, refund denied)	\$1,736.56		\$559.59
6316 Mailing and Printing	\$10,350.09					\$6,448.96				\$3,901.13
			FedEx shipping, signage printing; USPS	\$8,261.68			FedEx shipping, signage printing	\$3,853.93		\$4,407.75
			Name badges	\$1,966.36			Name badges, printed tickets	\$2,397.96		(\$431.60)
			Speaker/moderator thank you cards printing	\$122.05			Speaker/moderator thank you cards printing	\$197.07		(\$75.02)
6319 Presenters	\$5,351.97					\$16,082.40				(\$10,730.43)
			Theresa Joudrey, Santele's Healing Circles	\$3,800.00			Theresa Joudrey, Santele's Healing Circles	\$3,400.00		\$400.00
			Terry Glenn Lilley	\$1,000.00			David Bradley, NCAF	\$2,601.40		
			Terry Glenn Lilley flight (recorded to 6109)	\$551.97			Judith Helfand, documentary	\$9,081.00		
							Steven Goldman, improv and advocacy	\$1,000.00		
6320 A/V	\$85,903.39					\$142,585.28				(\$56,681.89)
			TechFactory A/V	\$59,096.88			Hotel A/V	\$139,312.83		(\$80,215.95)
			Hotel A/V (wifi, outside A/V vendor fee)	\$22,547.91						\$22,547.91
			Laptop and projectors rental	\$3,971.78			Laptop and projectors rental	\$3,272.45		\$699.33
			Gobo	\$286.82						\$286.82
6321 Food and Beverage	\$213,783.22					\$377,133.50				(\$163,350.28)
			Board breakfast	\$3,532.63			Board lunch	\$7,964.11		(\$4,431.48)
			-	-			Preconference lunch	\$30,912.15		
			Breakfast (x3)	\$102,459.93			Breakfast (x3)	\$169,309.21		(\$66,849.28)
			Lunch (x2)	\$85,110.48			Lunch (x2)	\$131,283.54		(\$46,173.06)
			Break (x4)	\$22,505.18			Break (x4)	\$34,866.18		(\$12,361.00)
			Snacks for speaker room, staff room meals,	\$0.00			Snacks for speaker room, staff room meals,	\$2,492.15		(\$2,492.15)
			- Paid out - hotel gratuities (6312)	-			Paid out - hotel gratuities	\$1,200.00		
			Misc/hotel adjustment	\$175.00			Hotel adjustment	(\$893.84)		\$1,068.84
6322 Receptions	\$46,832.19					\$71,767.16				(\$24,934.97)
			Hotel reception F&B	\$46,013.82			Hotel reception F&B	\$70,817.28		(\$24,803.46)
			Hotel reception bartender	\$818.37			Hotel reception bartender	\$959.54		(\$141.17)
				\$0.00			Hotel adjustment	(\$9.66)		
6323 Registration Software/Other Tech	\$12,022.00					\$12,394.00				(\$372.00)
			Cvent registration software	\$7,172.00			Cvent registration software	\$7,920.00		(\$748.00)
			Whova conference app/event website	\$4,850.00			Whova conference app/event website	\$4,474.00		\$376.00
6324 Presenter and Volunteer Travel	\$14,858.19					\$9,050.58				\$5,807.61
			Hotel for speakers, awardees, TightShip, volutneers, less hotel credit/comps	\$7,762.84			Speakers hotel (Sheraton)	\$5,480.41		
							Hotel for volunteers (Sheraton)	\$2,275.26		
							Hotel for TightShip, other (Loews)	\$7,933.33		
							Hotel credit/comps	(\$7,755.67)		
			DEA staff travel assistance	\$6,077.58			Speakers travel assistance (flight/mileage)	\$483.81		\$316.36
			Speakers travel assistance (stipend/flights)	\$800.17			A/V volunteer travel	\$633.44		(\$415.84)
			A/V volunteer travel	\$217.60						
Total Expenses	\$567,698.08					\$798,934.05				(\$231,235.97)
Profit / (Loss)	(\$2,862.35)					(\$119,605.05)				\$116,742.70