

GOED 2023 FINANCIALS	ACTUALS THROUGH SEPT	ESTIMATED OCT- DEC	2023 ESTIMATED YTD	2023 ORIGINAL BUDGET	OVER/UNDER
Cash In for Revenue					
Existing Members					
Affiliate	7,500.00	8,000.00	15,500.00	8,000.00	7,500.00
Base	407,583.00	150,628.00	558,211.00	683,421.53	-125,210.53
Leadership	410,500.00	266,512.00	677,012.00	685,726.92	-8,714.92
Plus	502,554.00	205,777.00	708,331.00	724,820.43	-16,489.43
Additional receivables expected		100,000.00			
<i>Total Existing Member</i>	<i>1,328,137.00</i>	<i>730,917.00</i>	<i>2,059,054.00</i>	<i>2,101,968.87</i>	<i>-42,914.87</i>
New Member	156,150.00	30,000.00	186,150.00	130,000.00	56,150.00
<i>Total Dues Revenue</i>	<i>1,484,287.00</i>	<i>760,917.00</i>	<i>2,245,204.00</i>	<i>2,231,968.87</i>	<i>13,235.13</i>
Non-Dues Revenue	61,231.00	50,000.00	111,231.00	130,000.00	-18,769.00
<i>Total Cash In from Revenues</i>	<i>1,545,518.00</i>	<i>810,917.00</i>	<i>2,356,435.00</i>	<i>2,361,968.87</i>	<i>-5,533.87</i>
Cash Out for Expenses					
<i>FIXED</i>					
Dues/Publications/Books	5,403.00	800	6,203.00	10,000.00	-3,797.00
IT Services	60,269.00	19,000.00	79,269.00	70,000.00	9,269.00
Other Admin Expense	19,736.00	8,000.00	27,736.00	30,000.00	-2,264.00
Professional Fees	8,661.00	2,000.00	10,661.00	10,000.00	661.00
Rent/Storage	3,140.00	1,100.00	4,240.00	4,400.00	-160.00
Salaries, Wages and Benefits	1,010,073.00	400,000.00	1,410,073.00	1,375,000.00	35,073.00
Travel & Meetings	135,000.00	75,000.00	210,000.00	180,000.00	30,000.00
<i>Total Fixed Expenses</i>	<i>1,242,282.00</i>	<i>505,900.00</i>	<i>1,748,182.00</i>	<i>1,679,400.00</i>	<i>68,782.00</i>
<i>VARIABLE</i>					
FOUNDATION					
Randomized Testing Program	4,210.00	16,000.00	20,210.00	18,000.00	2,210.00
Regulatory	3,500.00	25,000.00	28,500.00	50,000.00	-21,500.00
Contingency Expenses	0.00	0.00	0.00	10,000.00	-10,000.00
<i>Total Foundation</i>	<i>7,710.00</i>	<i>41,000.00</i>	<i>48,710.00</i>	<i>78,000.00</i>	<i>-29,290.00</i>

PILLARS					
Diagnostics	53,260.00	28,000.00	81,260.00	65,000.00	16,260.00
External Communications	116,000.00	40,000.00	156,000.00	200,000.00	-44,000.00
Member Services	10,764.00	25,000.00	35,764.00	50,000.00	-14,236.00
Science: CSD	124,067.00	37,000.00	161,067.00	160,000.00	1,067.00
Sustainability	25,100.00	4,000.00	29,100.00	30,000.00	-900.00
Total Pillars	329,191.00	134,000.00	463,191.00	505,000.00	-41,809.00
<i>Total Variable Expenses</i>	<i>336,901.00</i>	<i>175,000.00</i>	<i>511,901.00</i>	<i>583,000.00</i>	<i>-71,099.00</i>
<i>Total Cash Out for Expenses</i>	<i>1,579,183.00</i>	<i>680,900.00</i>	<i>2,260,083.00</i>	<i>2,262,400.00</i>	<i>-2,317.00</i>
Other Income / Expense	-1,610.00	-750.00	-2,360.00	-3,000.00	640.00
Change in Cash (Net Income)	-35,275.00	129,267.00	93,992.00	96,568.87	-2,576.87

GOED Omega-3
Budget vs. Actuals: ADDL
Year-to-Date 2023

	Jan-Sept	Oct-Dec	Total	
	Actual	Estimated	Actual	Budget
VARIABLE EXPENSES				
FOUNDATION				
MOH Study	0.00	0.00	0.00	30,000.00
Protecting the Category - Reg and Tech	200.00	10,000.00	10,200.00	100,000.00
Total FOUNDATION	\$ 200.00	\$ 10,000.00	\$ 10,200.00	\$ 130,000.00
PILLARS				
Ken Stark Paper Update	12,500.00	12,500.00	25,000.00	25,000.00
Omega-3 Course	0.00	2,000.00	2,000.00	10,000.00
CSD Extraction	39,188.00	30,000.00	69,188.00	120,000.00
CSD Promotion	500.00	5,000.00	5,500.00	50,000.00
Total PILLARS	\$ 52,188.00	\$ 49,500.00	\$ 101,688.00	\$ 205,000.00
Total VARIABLE EXPENSES	\$ 52,388.00	\$ 59,500.00	\$ 111,888.00	\$ 335,000.00