

Approved BUDGET 2018-19

			16 - 17	18-19
Income	2016-17	2017-18	(came in)	
Regular members	495,000	510,000	530,846	540,000
Life members	36,000	32,000	40,105	38,000
Promotional Sales	4,000	4,000	5,425	5,000
Convention Registration	70,000	75,000	61,695	70,000
Convention Income Spotlight ads	25,000	25,000	37,685	30,000
Convention Income Exhibitors	600	600	875	800
Restricted Income	0	1,400	1,189	1,400
Archives & History	2,500	2,500	2,825	0
Royalties and endorsements	8,500	10,000	21,984	10,000
Miscellaneous Income	0	2,000	1,973	2,000
Interest	5,400	2,500	2,629	2,800
Totals	647,000	665,000	707,242	700,000

	16-17			
Expenditures	16-17	17-18	spent	18-19
Building cost	94,080	96,722	80,686	104,182
Rent	67,382	67,382	67,382	67,382
Communications	3,000	4,300	4,166	4,500
Burglar Alarm	228	500	356	400
Insurance	2,850	3,000	1,803	3,000
Custodial services (IN & OUT)	4,140	4,140	4,485	13,200
Custodial supplies	400	400	51	200
Equipment and furniture	2,000	3,000	535	3,000
Utilities	0	0	0	5,000
Miscellaneous	14,080	14,000	1,908	7,500
Personnel	\$ 221,585	225,675		251,000
Salaries	158,300	163,150	156,991	190,000
Payroll taxes	15,000	15,000	12,884	17,000
CPS Payroll costs	685	900	1,001	900
1099 employees	44,000	43,000	43,467	40,000
Staff Insurance	3,600	3,625	3,601	4,000
Printing	46,400	49,400		41,700
Local Unit Planning Guides	2,200	2,500	5,485	3,000
Membership cards	3,300	3,500	3,461	3,600
Stationary and Envelopes	1,750	2,000	2,159	2,300
Copy Machines	2,000	2,500	2,452	2,500

	Policy book	375	400	370	400
	Handbooks	3,000	3,200	3,096	3500
	Paper supplies	275	300	343	400
	Bulletins	32,000	33,000	30,555	23,000
	Miscellaneous	1,500	2,000	2,823	3,000
Convention		81,000	83,800		87,775
	Committee Books	5,000	5,200	3,931	-
	Programs	2,000	2,200	1978	2,700
	Menus	450	500	?	500
	Meals	68,000	70,000	77,584	78,000
	Entertainment	2,000	2,000	2,500	2,500
	Name badges and inserts	300	350	295	375
	Ribbons	250	300	0	300
	Seals	200	300	287	300
	Plaques	500	600	480	600
	Necrology books	850	900	1,361	-
	Tickets	600	600	0	-
	Miscellaneous	850	850	2,066	2,500
Travel		82,000	85,000		87,000
	President	8,000	8,000	6,249	8,000
	President-Elect	6,000	6,000	6,301	6,000
	Past President	4,000	4,000	442	4,000
	Executive Director	8,000	8,000	6,372	8,000
	Secretary	2,500	2,500	1,560	2,500

Treasurer	2,500	2,500	942	2,500
Area Directors (2,500 each)	45,000	45,000	29,445	45,000
Membership Directors (\$2,000 each)	6,000	6,000	5,258	6,000
Travel Misc.	0	3,000	4,862	5,000

Postage	36,725	37,725		29,900
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Pitney Bowes	3,500	3,500	2,627	3,700
Bulletins	30,000	31,000	29,950	22,800
Renewal letters	3,000	3,000	0	3,000
Permit (Bulk Mail)	225	225	350	400

Miscellaneous	85,210	86,678		88,483
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Bank service charges	2,000	2,000	877	2,000
Mailing service	5,500	6,500	7,166	6,000
Dues and subscriptions	700	700	676	700
Office supplies	2,000	2,000	1,017	2,000
Committee expenses	3,000	3,000	0	2,000
Email server cost for GREA emails	1,500	1,500	553	2,000
State meeting meals	13,000	12,000	4,076	10,000
Archives and History	2,500	2,500	1,775	0
Promotional sales materials	3,000	3,000	5,315	3,000
Audit/Bookkeeping	10,000	10,000	8,824	10,000

Equipment maintenance	500	500	0	500
Membership recruitment	10,000	10,000	9,704	12,000
Safety Deposit Box	0	45	0	45
P.O. Box	0	140	0	240
Projected Unallocated Reserve	31,500	32,793	28,580	37,958
Total Expenditures	647,000	665,000		700,000