

Revenue		2019 (Actual)	2020 (Budget)	2020 (Actual)	Gain (Loss)	2021 (Budget)	2022 (Estimate)	2023 (Estimate)
4100	Membership Fees	\$204,920	\$238,144	\$265,694	↑ \$27,550	\$270,272	\$275,678	\$289,462
4110	Conference Delegate Fees	\$23,359	\$23,050	\$7,015	→ -\$16,035	\$28,100	\$28,662	\$29,235
4120	Sponsorship & Donations	\$6,000	\$6,000	\$6,000	→ \$0	\$5,500	\$20,000	\$25,000
	Other Revenue	\$608	\$0	\$777	→ \$777	\$0	\$0	\$0
	<b>Total Revenue</b>	<b>\$234,887</b>	<b>\$267,194</b>	<b>\$279,486</b>	<b>↑ \$12,292</b>	<b>\$303,872</b>	<b>\$324,340</b>	<b>\$343,697</b>
Expense		2019 (Actual)	2020 (Budget)	2020 (Actual)	Gain (Loss)	2021 (Budget)	2022 (Estimate)	2023 (Estimate)
<b>Advocacy</b>								
5020	Conference & Hosting Costs	\$15,696	\$23,050	\$8,430	↑ \$14,620	\$15,000	\$15,000	\$15,300
5022	Advocacy Week Expenses	\$39,009	\$0	\$13	→ -\$13	\$5,000	\$5,000	\$5,100
5023	Advocacy Campaigns	\$0	\$0	\$0	→ \$0	\$7,500	\$7,500	\$7,650
5024	External Relations	\$0	\$1,200	\$152	→ \$1,048	\$600	\$600	\$612
<b>Operations</b>								
5019	Member Relations	\$0	\$1,200	\$421	→ \$779	\$600	\$600	\$612
5025	Contract Services	\$19,749	\$3,000	\$26,775	↓ -\$23,775	\$250	\$250	\$255
5030	Dues & Memberships	\$300	\$0	\$360	→ -\$360	\$300	\$300	\$306
5035	Insurance	\$2,005	\$2,400	\$2,147	→ \$253	\$2,000	\$2,000	\$2,040
5040	Int, POS fees, Payroll & Bank Charges	\$1,571	\$1,500	\$1,472	→ \$28	\$1,200	\$1,200	\$1,224
5045	Office Expenses	\$9,205	\$1,200	\$6,127	→ -\$4,927	\$1,500	\$1,500	\$1,530
5046	Computers and IT services	\$1,873	\$1,200	\$3,855	→ -\$2,655	\$1,800	\$1,800	\$1,836
5055	Professional Fees	\$5,966	\$0	\$4,463	→ -\$4,463	\$4,500	\$4,500	\$4,590
5060	Marketing, Promotions, and SWAG	\$0	\$1,000	\$0	→ \$1,000	\$500	\$500	\$510
5065	Rent/Repairs and Maintenance	\$17,204	\$10,800	\$14,861	→ -\$4,061	\$19,215	\$21,105	\$21,527
5080	Telephone and Communications	\$1,022	\$200	\$1,514	→ -\$1,314	\$200	\$200	\$204
5084	Board Retreat & Travel	\$1,403	\$1,200	\$2,287	→ -\$1,087	\$2,000	\$2,000	\$2,040
5085	Staff Travel, Accommodations, Meals, Parking	\$1,861	\$2,500	\$420	→ \$2,080	\$2,000	\$2,000	\$2,040
<b>Human Resources</b>								
5050	Professional Development & Training	\$600	\$1,080	\$600	→ \$480	\$1,080	\$1,080	\$1,102
5070	Salaries, Wages & Benefits	\$134,960	\$211,460	\$226,900	→ -\$15,440	\$237,140	\$241,883	\$246,720
5075	Staff Appreciations	\$687	\$600	\$1,109	→ -\$509	\$600	\$600	\$612
	Other Expenses	\$2,199	\$0	\$0	→ \$0	\$0	\$0	\$0
	<b>Total Expenses</b>	<b>\$255,309</b>	<b>\$263,590</b>	<b>\$301,905</b>	<b>↓ -\$38,315</b>	<b>\$302,985</b>	<b>\$309,618</b>	<b>\$315,810</b>
	<b>Net Surplus (Loss)</b>	<b>-\$20,422</b>	<b>\$3,604</b>	<b>-\$22,419</b>		<b>\$887</b>	<b>\$14,722</b>	<b>\$27,887</b>