

| | INCOME | FY21 Budget | FY21 Actual | FY22 Budget | FY22 Actual | FY23 Budget |
|---------|---------------------------------------|----------------------|----------------------|----------------------|----------------------|----------------------|
| 4000 | Membership Dues | \$ 72,500.00 | \$ 33,637.00 | \$ 60,000.00 | \$ 25,288.00 | \$ 45,000.00 |
| 4025 | Prior Fiscal Year Dues | \$ 25,000.00 | \$ 24,798.00 | \$ 25,000.00 | \$ 19,939.00 | \$ 20,000.00 |
| | TOTAL DUES INCOME | \$ 97,500.00 | \$ 58,435.00 | \$ 85,000.00 | \$ 45,227.00 | \$ 65,000.00 |
| 4100.01 | AM Registrations | \$ 36,575.00 | \$ 11,370.00 | \$ 43,450.00 | \$ 11,790.00 | \$ 22,300.00 |
| 4100.04 | Program Ads | \$ 5,500.00 | \$ 1,800.00 | \$ 3,015.00 | \$ 275.00 | \$ 3,000.00 |
| 4100.1C | Centennial Speaker Fund | \$ 1,000.00 | \$ 1,000.00 | \$ 1,000.00 | | \$ 1,000.00 |
| 4100.14 | State Leaders Lunch | | | \$ 1,400.00 | | \$ 700.00 |
| 4100 | TOTAL ANNUAL MEETING REVENUE | \$ 53,100.00 | \$ 14,170.00 | \$ 75,100.00 | \$ 32,350.00 | \$ 27,000.00 |
| 4460.01 | BOD Retreat Reimbursement Income | | \$ 387.30 | \$ 400.00 | \$ 976.56 | \$ 1,000.00 |
| 4460 | TOTAL BOARD REIMBURSEMENT | \$ - | \$ 387.30 | \$ 400.00 | \$ 976.56 | \$ 1,000.00 |
| 4510 | Publications (SAVE) | | | \$ 60.00 | \$ 496.00 | \$ 500.00 |
| 4570 | PF/AiM Copies | \$ 50.00 | \$ 500.00 | \$ 1,000.00 | \$ 1,613.00 | \$ 1,500.00 |
| 4580 | Café Press/PF Day | \$ 20.00 | | \$ 20.00 | | \$ 100.00 |
| 4500 | TOTAL SALES REVENUE | \$ 220.00 | \$ 500.00 | \$ 1,080.00 | \$ 2,109.00 | \$ 2,100.00 |
| 4600.01 | PF Mag Ad Sales | \$ 9,000.00 | \$ 8,735.00 | \$ 12,000.00 | \$ 9,292.00 | \$ 12,000.00 |
| 4600 | TOTAL AD SALES REVENUE | \$ 9,000.00 | \$ 8,735.00 | \$ 12,000.00 | \$ 9,292.00 | \$ 12,000.00 |
| 4950 | TOTAL SPENDING POLICY TRANSFER | \$ 40,000.00 | \$ 30,000.00 | \$ 18,785.00 | \$ 30,000.00 | \$ 40,000.00 |
| 9200 | INTEREST/DIVIDENDS (BAIRD) | \$ 10,000.00 | \$ 25,512.00 | \$ 25,000.00 | \$ 20,330.00 | \$ 30,000.00 |
| | CENTENNIAL CLUB TRANSFER | \$ - | \$ - | \$ - | \$ - | \$ 2,000.00 |
| | BDNA TRANSFER - MEMBERSHIP | \$ - | \$ - | \$ - | \$ - | \$ 20,000.00 |
| | BDNA TRANSFER - HPP | \$ - | \$ - | \$ - | \$ - | \$ 10,326.00 |
| | TOTAL INCOME | \$ 213,420.00 | \$ 142,914.30 | \$ 239,877.00 | \$ 157,850.56 | \$ 209,426.00 |

| | PROGRAM EXPENSES | FY21 Budget | FY21 Actual | FY22 Budget | FY22 Actual | FY23 Budget |
|-------------|---|----------------------|---------------------|----------------------|---------------------|----------------------|
| 6005 | Online Academy Content | \$ - | \$ - | \$ - | \$ - | \$ 5,000.00 |
| 6008 | Confluence 2.0 | \$ - | \$ - | \$ - | \$ - | \$ 3,000.00 |
| 6010 | SAVE Materials | \$ - | \$ - | \$ - | \$ - | \$ 2,000.00 |
| 6000 | TOTAL PROGRAMS EXPENSE | \$ - | \$ 176.00 | \$ - | \$ - | \$ 10,000.00 |
| 6030 | TOTAL CENTENNIAL CLUB EXPENSE | \$ 3,000.00 | | \$ 22,113.00 | \$ - | \$ 2,000.00 |
| 6100.01 | Brochures | \$ 1,000.00 | \$ - | \$ 1,000.00 | \$ 320.00 | \$ 1,000.00 |
| 6100.03 | Database Fees | \$ 6,000.00 | \$ 3,768.00 | \$ 4,000.00 | \$ 3,642.00 | \$ 4,000.00 |
| 6100.04 | Direct Recruiting and Retention | \$ 10,000.00 | \$ 3,087.00 | \$ 5,000.00 | \$ 2,066.00 | \$ 10,000.00 |
| 6100 | TOTAL MEMBERSHIP EXPENSE | \$ 19,850.00 | \$ 6,855.00 | \$ 10,000.00 | \$ 6,028.00 | \$ 15,000.00 |
| 6215 | Awards | \$ 100.00 | \$ 201.48 | \$ - | \$ - | \$ 200.00 |
| 6220 | Parliamentarian | \$ - | \$ - | \$ - | \$ - | \$ 1,000.00 |
| 6225 | Equipment Rental | \$ 8,500.00 | | \$ 8,000.00 | \$ 1,625.00 | \$ 6,000.00 |
| | 6230.03 - Food & Beverage Other | \$ 28,000.00 | \$ - | \$ 14,650.00 | \$ - | \$ 13,715.00 |
| 6230 | Food & Beverage | \$ 28,000.00 | \$ - | \$ 14,650.00 | \$ - | \$ 13,800.00 |
| 6255 | Speaker Fees | \$ 2,125.00 | | \$ 4,000.00 | \$ 1,000.00 | \$ 3,000.00 |
| 6260 | Speaker Travel | \$ 100.00 | | \$ 2,650.00 | | \$ 2,000.00 |
| 6200 | TOTAL ANNUAL MEETING EXPENSE | \$ 34,135.00 | \$ 201.48 | \$ 58,450.00 | \$ 2,620.00 | \$ 27,000.00 |
| 6401.01 | Class I P/PE AMA Interim Meeting | \$ 3,000.00 | | \$ 3,000.00 | | \$ 3,000.00 |
| 6400 | TOTAL AMA MEETINGS TRAVEL EXPENSE | \$ 3,000.00 | \$ - | \$ 3,000.00 | \$ - | \$ 3,000.00 |
| 6500.01 | Class I | \$ 6,000.00 | | \$ 8,000.00 | \$ 1,366.00 | \$ 8,000.00 |
| 6500 | TOTAL SPEAKERS BUREAU TRAVEL EXPENSE | \$ 6,000.00 | \$ - | \$ 8,000.00 | \$ 1,366.00 | \$ 8,000.00 |
| 6600 | TOTAL REGIONAL MEETINGS STIPEND | \$ 3,000.00 | \$ 500.00 | \$ 3,000.00 | \$ 1,000.00 | \$ 3,000.00 |
| 6820 | Mailing | \$ 1,299.00 | \$ 1,001.00 | \$ 1,800.00 | \$ 1,235.00 | \$ 2,000.00 |
| 6830 | Printing | \$ 7,650.00 | \$ 7,268.00 | \$ 8,500.00 | \$ 5,563.00 | \$ 8,500.00 |
| 6835 | Digital Production | \$ 300.00 | \$ 771.00 | \$ 300.00 | \$ 768.00 | \$ 865.00 |
| 6870 | Website | \$ 800.00 | \$ 220.00 | \$ 720.00 | \$ 833.67 | \$ 720.00 |
| 6880 | UBIT | \$ 500.00 | \$ 188.00 | \$ 250.00 | | \$ 250.00 |
| 6895 | AiM/Layout | | | | \$ 1,200.00 | \$ 3,600.00 |
| 6800 | TOTAL MAGAZINE EXPENSE | \$ 11,899.00 | \$ 10,843.00 | \$ 13,920.00 | \$ 9,599.67 | \$ 15,935.00 |
| 6900 | TOTAL AMC PROGRAM MGMT FEES | \$ 39,040.00 | \$ 38,948.00 | \$ 41,160.00 | \$ 32,143.00 | \$ 46,500.00 |
| 6970 | TOTAL PROGRAM CHANGES WEBSITE | \$ 5,000.00 | | \$ 2,500.00 | | \$ 1,000.00 |
| | TOTAL PROGRAM EXPENSE | \$ 126,924.00 | \$ 57,823.48 | \$ 173,893.00 | \$ 53,201.67 | \$ 131,435.00 |

| | TOTALS | FY21 Budget | FY21 Actual | FY22 Budget | FY22 Actual | FY23 Budget |
|-------------|--|----------------------|----------------------|----------------------|----------------------|----------------------|
| | TOTAL INCOME | \$ 213,420.00 | \$ 142,914.30 | \$ 239,877.00 | \$ 157,850.56 | \$ 209,426.00 |
| | TOTAL PROGRAM EXPENSE | \$ 126,924.00 | \$ 57,823.48 | \$ 173,893.00 | \$ 53,201.67 | \$ 131,435.00 |
| | TOTAL ADMINISTRATIVE EXPENSES | \$ 44,423.00 | \$ 46,607.00 | \$ 49,687.00 | \$ 41,910.00 | \$ 48,810.00 |
| | TOTAL EXPENSES | \$ 171,347.00 | \$ 104,430.48 | \$ 223,580.00 | \$ 95,111.67 | \$ 180,245.00 |
| | | | | | | |
| 9400 | TOTAL INVESTMENT ACCOUNT FEES | \$ 10,000.00 | \$ 17,090.00 | \$ 25,000.00 | \$ 13,081.00 | \$ 18,000.00 |
| | | | | | | |
| | TOTAL INCOME LESS TOTAL EXPENSE | \$ 32,073.00 | \$ 21,393.82 | \$ (8,703.00) | \$ 49,657.89 | \$ 11,181.00 |