

## 2020 FY BUDGET

|      | Income                                 |                                |                           |  | FY20 Budget | Carryover from FY19 | FY19Budget | FY18 Actual (includes TCW) | FY18 Budget (includes TCW) |
|------|----------------------------------------|--------------------------------|---------------------------|--|-------------|---------------------|------------|----------------------------|----------------------------|
|      | Contributions                          |                                |                           |  |             |                     |            |                            |                            |
| 4010 | Government Contributions               |                                |                           |  | 139,386.00  | 15,000.00           | 126,740.00 | 121,475.00                 | 121,475.00                 |
| 4020 | Small Business                         |                                |                           |  |             |                     | -          | -                          | -                          |
| 4030 | Foundation Contributions               |                                |                           |  | 38,000.00   | -                   | 23,900.00  | 22,471.06                  | 20,900.00                  |
| 4040 | Individual/Chapter Contributions       |                                |                           |  | 6,000.00    | -                   | 6,000.00   | 5,388.09                   | 5,000.00                   |
| 4045 | Annual Giving Campaign                 |                                |                           |  | 22,000.00   | -                   | 34,000.00  | 22,482.90                  | 30,000.00                  |
| 4050 | In-Kind Contributions                  |                                |                           |  | -           |                     | -          | -                          | -                          |
| 4060 | Awards Donations                       |                                |                           |  | -           |                     | -          | 215.00                     | -                          |
| 4096 | Chapter Income/Support                 |                                |                           |  | -           |                     | -          | -                          | -                          |
|      |                                        |                                |                           |  |             |                     |            |                            |                            |
|      |                                        |                                | Subtotal Contributions    |  | 205,386.00  | 15,000.00           | 190,640.00 | 172,032.05                 | 177,375.00                 |
|      |                                        |                                |                           |  |             |                     |            |                            |                            |
| 5100 | Earned Income                          |                                |                           |  |             |                     |            |                            |                            |
| 5101 | Booth Fees                             |                                |                           |  | 171,000.00  | -                   | 194,000.00 | 186,113.00                 | 181,000.00                 |
| 5105 | Application/Admission Fees             |                                |                           |  | 24,200.00   | -                   | 24,200.00  | 26,395.00                  | 28,400.00                  |
| 5150 | Food Vendor Fees                       |                                |                           |  | 18,200.00   | -                   | 18,200.00  | 16,015.00                  | 18,200.00                  |
| 5155 | Other Fair Income                      |                                |                           |  | 8,000.00    | -                   | 8,000.00   | 7,879.98                   | 8,000.00                   |
| 5156 | Chapter Exhibit Sales                  |                                |                           |  | -           | -                   | -          | 389.56                     | -                          |
| 5160 | Advertising Income                     |                                |                           |  | 1,000.00    | -                   | -          | -                          | -                          |
| 5180 | Corporate Sponsorships                 |                                |                           |  | 16,000.00   | -                   | 16,000.00  | 6,780.00                   | 22,000.00                  |
|      |                                        |                                | Subtotal Earned Income    |  | 238,400.00  | -                   | 260,400.00 | 243,572.54                 | 257,600.00                 |
|      |                                        |                                |                           |  |             |                     |            |                            |                            |
| 5310 | Member Dues                            |                                |                           |  | 27,000.00   |                     | 27,000.00  | 25,846.00                  | 27,000.00                  |
| 5320 | Membership Rebates/Chapters            |                                |                           |  | -           |                     |            |                            |                            |
|      |                                        |                                |                           |  | 27,000.00   | -                   | 27,000.00  | 25,846.00                  | 27,000.00                  |
|      |                                        |                                |                           |  |             |                     |            |                            |                            |
| 5400 | Revenue from Investments               |                                |                           |  |             |                     |            |                            |                            |
| 6050 | Silent Auction                         |                                |                           |  |             |                     |            |                            |                            |
| 6100 | Other Source Income                    |                                |                           |  |             |                     |            |                            |                            |
|      |                                        |                                |                           |  | -           | -                   | -          | -                          | -                          |
|      |                                        |                                |                           |  |             |                     |            |                            |                            |
|      | Total Revenue                          |                                |                           |  | 470,786.00  | 15,000.00           | 478,040.00 | 441,450.59                 | 461,975.00                 |
|      |                                        |                                |                           |  |             |                     |            |                            |                            |
|      | Expenses                               |                                |                           |  |             |                     |            |                            |                            |
|      |                                        |                                |                           |  |             |                     |            |                            |                            |
| 7010 | Advertising and Promotion              |                                |                           |  | 15,000.00   | -                   | 18,300.00  | 15,789.18                  | 18,300.00                  |
| 7020 | Artistic Fees & Awards                 |                                |                           |  | 32,200.00   | -                   | 31,700.00  | 28,088.99                  | 29,700.00                  |
| 7025 | Artists Demos                          |                                |                           |  | 4,300.00    | -                   | 7,750.00   | 4,300.00                   | 5,350.00                   |
| 7030 | Bank Charges/Credit Card Fees          |                                |                           |  | 9,000.00    | -                   | 6,800.00   | 7,604.14                   | 6,800.00                   |
| 7040 | Consulting Fees                        |                                |                           |  | 25,000.00   | 6,750.00            | 750.00     | 3,350.00                   | 750.00                     |
| 7045 | Contributions                          |                                |                           |  | 400.00      | -                   | 100.00     | 100.00                     | 100.00                     |
| 7050 | Contract Labor                         |                                |                           |  | 17,720.00   | -                   | 17,300.00  | 16,746.66                  | 18,800.00                  |
| 7060 | Dues & Subscriptions                   |                                |                           |  | 4,122.00    | -                   | 3,500.00   | 3,591.53                   | 3,500.00                   |
| 7080 | Insurance- Renters & General Liability |                                |                           |  | 3,300.00    | -                   | 3,300.00   | 3,063.26                   | 3,300.00                   |
| 7085 | Information Technology                 |                                |                           |  | 10,000.00   | -                   | 14,000.00  | 7,881.77                   | 10,200.00                  |
| 7090 | Janitorial (Boy Scouts)                |                                |                           |  | 1,100.00    | -                   | 1,150.00   | 1,100.00                   | 1,150.00                   |
| 7100 | Leases- Copier                         |                                |                           |  | 2,358.00    | -                   | 2,300.00   | 2,002.80                   | 2,300.00                   |
| 7105 | Licenses                               |                                |                           |  | 3,200.00    | -                   | 4,175.00   | 4,625.73                   | 4,300.00                   |
| 7110 | Meals & Entertainment                  |                                |                           |  | 5,500.00    | -                   | 6,000.00   | 4,969.86                   | 6,000.00                   |
| 7119 | Office Supplies                        |                                |                           |  | 1,500.00    | -                   | 1,300.00   | 1,450.14                   | 1,300.00                   |
|      |                                        |                                | Subtotal Misc Expenses    |  | 134,700.00  | 6,750.00            |            |                            |                            |
| 7120 | Payroll Expenses                       |                                |                           |  |             |                     |            |                            |                            |
| 7070 |                                        | Health Insurance               |                           |  | -           | -                   | 8,800.00   | 6,045.56                   | 8,800.00                   |
| 7121 |                                        | Payroll Taxes                  |                           |  | 13,255.00   | -                   | 13,800.00  | 13,616.01                  | 13,800.00                  |
| 7122 |                                        | Salaries                       |                           |  | 162,500.00  | -                   | 192,000.00 | 177,716.18                 | 180,000.00                 |
| 7123 |                                        | Salaries - Unused Vacation     |                           |  | -           | -                   | -          | 1,038.73                   | 1,038.73                   |
| 7124 |                                        | Workers Compensation insurance |                           |  | 800.00      | -                   | 800.00     | 700.81                     | 800.00                     |
| 7130 |                                        | Payroll Fees                   |                           |  | 700.00      | -                   | 700.00     | 689.15                     | 700.00                     |
|      |                                        |                                | Subtotal Payroll Expenses |  | 177,255.00  | -                   | 216,100.00 | 199,806.44                 | 205,138.73                 |
|      |                                        |                                |                           |  |             |                     |            |                            |                            |
| 7125 | Misc.                                  |                                |                           |  | 400.00      | -                   | 465.00     | 630.00                     | 465.00                     |
| 7140 | Postage                                |                                |                           |  | 5,000.00    | -                   | 5,750.00   | 5,872.85                   | 6,000.00                   |
| 7145 | Mailings                               |                                |                           |  | 2,460.00    | -                   | 2,025.00   | 2,836.84                   | 2,150.00                   |
| 7151 | Printing, Newsletter                   |                                |                           |  | 3,083.00    | -                   | 2,400.00   | 2,250.36                   | 2,400.00                   |
| 7152 | Printing, Fair-Related                 |                                |                           |  | 5,065.00    | -                   | 6,500.00   | 4,796.61                   | 6,500.00                   |
| 7150 | Printing- Other                        |                                |                           |  | 3,000.00    | -                   | 9,850.00   | 3,002.82                   | 9,400.00                   |

|      |                                                           |                                          |                                  |  |                   |                 |                    |                   |                   |
|------|-----------------------------------------------------------|------------------------------------------|----------------------------------|--|-------------------|-----------------|--------------------|-------------------|-------------------|
| 7160 | Professional Fees- audit & bookkeeping                    |                                          |                                  |  | 22,000.00         | -               | 22,000.00          | 20,390.00         | 22,000.00         |
| 7180 | Rebates                                                   |                                          |                                  |  | 5,000.00          | -               | 5,000.00           | 4,269.00          | 5,000.00          |
|      |                                                           |                                          | Subtotal Misc Expenses           |  | <b>46,008.00</b>  | -               |                    |                   |                   |
| 7190 | Rent                                                      |                                          |                                  |  |                   |                 |                    |                   |                   |
| 7191 |                                                           | Rent- Tent                               |                                  |  | 16,600.00         | -               | 16,600.00          | 11,774.00         | 12,100.00         |
| 7192 |                                                           | Rent-Janitorial (port-o-lets+golf carts) |                                  |  | 8,000.00          | -               | 7,000.00           | 6,618.00          | 7,000.00          |
| 7193 |                                                           | Rent - Space (Metro Parks)               |                                  |  | 6,000.00          | -               | 8,200.00           | 4,328.08          | 8,200.00          |
| 7196 |                                                           | Rent - Office                            |                                  |  | 19,950.00         | -               | 18,000.00          | 7,800.00          | 18,000.00         |
| 7197 |                                                           | Rent - Storage Unit                      |                                  |  | 4,050.00          | -               | 3,100.00           | 3,240.00          | 3,100.00          |
| 7190 |                                                           | Rent - Other (U-Haul)                    |                                  |  | 400.00            | -               | 700.00             | 467.97            | 700.00            |
|      |                                                           |                                          | Subtotal Rent Expenses           |  | <b>55,000.00</b>  | -               | <b>53,600.00</b>   | <b>34,228.05</b>  | <b>49,100.00</b>  |
|      |                                                           |                                          |                                  |  |                   |                 |                    |                   |                   |
| 7195 | Repairs & Maintenance                                     |                                          |                                  |  | -                 | -               |                    |                   |                   |
| 7200 | Security                                                  |                                          |                                  |  | 13,933.00         | -               | 10,400.00          | 10,080.00         | 10,400.00         |
| 7205 | Special Events Expense                                    |                                          |                                  |  | 400.00            | -               | -                  | -                 |                   |
| 7210 | Supplies (not office related)                             |                                          |                                  |  | 6,600.00          | -               | 7,200.00           | 6,285.26          | 7,200.00          |
| 7220 | Training and Development                                  |                                          |                                  |  | 2,000.00          | -               | 1,400.00           | 418.00            | 1,100.00          |
| 7230 | Travel- Mileage                                           |                                          |                                  |  | 4,150.00          | -               | 4,150.00           | 2,402.84          | 3,150.00          |
| 7240 | Utilities                                                 |                                          |                                  |  |                   |                 |                    |                   |                   |
| 7241 |                                                           | Electric/Gas                             |                                  |  | 10,800.00         | -               | 7,200.00           | 6,946.00          | 7,200.00          |
| 7242 |                                                           | Telephone/ISP                            |                                  |  | 2,400.00          | -               | 3,100.00           | 2,218.56          | 3,100.00          |
| 7260 | Graphic Design                                            |                                          |                                  |  | 10,800.00         | -               | 9,950.00           | 14,177.50         | 9,950.00          |
|      |                                                           |                                          | Subtotal Misc Expenses           |  | <b>51,083.00</b>  | -               |                    |                   |                   |
|      |                                                           |                                          |                                  |  |                   |                 |                    |                   |                   |
| 7300 | Depreciation Expense                                      |                                          |                                  |  | 962.00            | -               | 1,046.69           | 1,113.18          | 1,113.18          |
| 7305 | Amortization Expense                                      |                                          |                                  |  | 5,306.00          | -               | 1,499.25           | 1,499.24          | 1,499.24          |
|      |                                                           |                                          |                                  |  | <b>6,268.00</b>   | -               |                    |                   |                   |
| 7500 | Other Expenses                                            |                                          |                                  |  |                   |                 |                    |                   |                   |
|      | Other Income/(Expenses)                                   |                                          |                                  |  |                   |                 |                    |                   |                   |
| 9050 | Interest Income                                           |                                          |                                  |  | (1,762.00)        | -               | -                  | 1,527.16          | 100.00            |
| 9110 | Gain/Loss on Disposal of Assets                           |                                          |                                  |  | -                 | -               |                    |                   |                   |
| 9100 | Gain/Loss on Stock                                        |                                          |                                  |  | (441.00)          | -               | -                  | 911.43            | 900.00            |
|      |                                                           |                                          | Subtotal Other Income/(Expenses) |  | <b>(2,203.00)</b> | -               | <b>-</b>           | <b>2,438.59</b>   | <b>1,000.00</b>   |
|      |                                                           |                                          |                                  |  |                   |                 |                    |                   |                   |
|      | Total Expenses                                            |                                          |                                  |  | <b>468,111.00</b> | <b>6,750.00</b> | <b>488,060.94</b>  | <b>425,449.02</b> | <b>463,716.15</b> |
|      |                                                           |                                          |                                  |  |                   |                 |                    |                   |                   |
|      | Net Income                                                |                                          |                                  |  | <b>2,675.00</b>   | -               | <b>(10,020.94)</b> | <b>16,001.57</b>  | <b>(1,741.15)</b> |
|      |                                                           |                                          |                                  |  |                   |                 |                    |                   |                   |
|      | Contributions toward Working Capital (Reserves)           |                                          |                                  |  | -                 | -               | -                  | -                 | -                 |
|      |                                                           |                                          |                                  |  |                   |                 |                    |                   |                   |
|      | Balance after contributions to Working Capital (Reserves) |                                          |                                  |  | <b>2,675.00</b>   | -               | <b>(10,020.94)</b> | <b>16,001.57</b>  | <b>(1,741.15)</b> |

| FY17 Actual<br>(includes<br>TCW) | FY17 Budget<br>(includes<br>TCW) | FY16 Actual<br>(includes<br>TCW) | FY16 Budget<br>(includes<br>TCW) |
|----------------------------------|----------------------------------|----------------------------------|----------------------------------|
| 112,505.00                       | 112,505.00                       | 90,720.00                        | 110,720.00                       |
| -                                | -                                | -                                | 500.00                           |
| 27,869.93                        | 31,000.00                        | 27,690.28                        | 53,000.00                        |
| 7,357.43                         | 6,500.00                         | 7,066.38                         | 4,100.00                         |
| 17,615.00                        | 29,000.00                        | 20,127.50                        | 19,500.00                        |
| -                                | -                                | 350.00                           | -                                |
| 200.00                           | -                                | 25.00                            | 2,000.00                         |
| -                                | -                                | -                                | -                                |
| 165,547.36                       | 179,005.00                       | 145,979.16                       | 189,820.00                       |
| 187,309.00                       | 179,000.00                       | 181,741.00                       | 181,000.00                       |
| 33,354.45                        | 26,000.00                        | 24,655.00                        | 26,200.00                        |
| 15,693.00                        | 19,200.00                        | 18,872.00                        | 15,000.00                        |
| 7,563.74                         | 6,750.00                         | 7,882.11                         | 6,750.00                         |
| -                                | -                                | -                                | -                                |
| -                                | -                                | -                                | -                                |
| 7,500.00                         | 10,500.00                        | 3,000.00                         | 22,500.00                        |
| 251,420.19                       | 241,450.00                       | 236,150.11                       | 251,450.00                       |
| 28,951.00                        | 27,000.00                        | 28,496.00                        | 25,000.00                        |
|                                  |                                  | -                                |                                  |
| 28,951.00                        | 27,000.00                        | 28,496.00                        | 25,000.00                        |
|                                  |                                  | -                                |                                  |
|                                  |                                  | -                                |                                  |
|                                  |                                  | -                                |                                  |
| -                                | -                                | -                                | -                                |
| 445,918.55                       | 447,455.00                       | 410,625.27                       | 466,270.00                       |
| 17,391.32                        | 21,800.00                        | 17,423.03                        | 49,300.00                        |
| 33,345.86                        | 26,500.00                        | 24,280.00                        | 23,500.00                        |
| 4,300.00                         | 5,650.00                         | 3,050.00                         | 8,050.00                         |
| 7,821.64                         | 6,700.00                         | 7,247.61                         | 6,775.00                         |
| 900.00                           | 750.00                           | 892.08                           | 750.00                           |
| 100.00                           | 100.00                           | 100.00                           | 100.00                           |
| 17,739.00                        | 15,400.00                        | 12,465.00                        | 21,600.00                        |
| 3,334.87                         | 2,600.00                         | 2,419.16                         | 1,800.00                         |
| 3,540.85                         | 3,300.00                         | 3,268.09                         | 3,300.00                         |
| 4,818.00                         | 13,000.00                        | 11,987.08                        | 7,500.00                         |
| -                                | 1,150.00                         | -                                | 1,150.00                         |
| 2,459.81                         | 2,300.00                         | 2,448.81                         | 2,300.00                         |
| 5,838.87                         | 4,000.00                         | 4,434.56                         | 4,400.00                         |
| 7,505.99                         | 5,600.00                         | 9,559.16                         | 5,200.00                         |
| 1,540.67                         | 1,300.00                         | 1,363.84                         | 1,200.00                         |
| 8,019.28                         | 13,917.00                        | 8,482.40                         | 12,900.00                        |
| 13,151.22                        | 13,500.00                        | 11,805.57                        | 12,784.00                        |
| 171,677.61                       | 174,000.00                       | 154,266.65                       | 162,400.00                       |
| 2,896.65                         | -                                | 5,908.37                         | -                                |
| 684.40                           | 800.00                           | 640.34                           | 700.00                           |
| 657.06                           | 700.00                           | 620.42                           | 550.00                           |
| 197,086.22                       | 202,917.00                       | 181,723.75                       | 189,334.00                       |
| 459.46                           | 165.00                           | 115.69                           | 165.00                           |
| 4,420.14                         | 6,025.00                         | 4,494.04                         | 5,925.00                         |
| 2,394.71                         | 2,050.00                         | 2,924.47                         | 2,100.00                         |
| 2,282.50                         | 2,400.00                         | 3,298.69                         | 2,200.00                         |
| 4,868.35                         | 6,500.00                         | 2,703.10                         | 2,400.00                         |
| 2,762.84                         | 5,350.00                         | 1,204.25                         | 7,800.00                         |

|            |            |            |            |
|------------|------------|------------|------------|
| 24,160.96  | 22,000.00  | 21,246.08  | 22,000.00  |
| 4,687.00   | 5,000.00   | 3,502.00   | 4,500.00   |
|            |            |            |            |
|            |            |            |            |
| 11,824.00  | 11,500.00  | 11,669.00  | 11,500.00  |
| 7,168.00   | 7,000.00   | 7,068.00   | 6,700.00   |
| 2,871.24   | 8,200.00   | 9,034.56   | 11,500.00  |
| 7,800.00   | 9,000.00   | 7,800.00   | 9,000.00   |
| 3,210.00   | 3,100.00   | 3,090.00   | 3,100.00   |
| 461.03     | 700.00     | 1,429.04   | 520.00     |
| 33,334.27  | 39,500.00  | 40,090.60  | 42,320.00  |
|            |            |            |            |
|            |            | -          |            |
| 10,368.00  | 10,400.00  | 10,368.00  | 10,400.00  |
| -          | -          | 313.00     | -          |
| 9,554.80   | 6,100.00   | 6,756.36   | 6,650.00   |
| 86.00      | 1,100.00   | 639.00     | 1,100.00   |
| 3,352.53   | 3,550.00   | 1,570.93   | 8,800.00   |
|            |            |            |            |
| 6,890.07   | 7,200.00   | 6,803.00   | 7,200.00   |
| 2,569.06   | 3,100.00   | 2,588.74   | 3,100.00   |
| 8,120.00   | 8,970.00   | 7,951.00   | 9,520.00   |
|            |            |            |            |
|            |            |            |            |
| 1,440.67   | -          | 1,542.39   | -          |
| 8,028.55   | -          | -          | -          |
|            |            |            |            |
| 120.00     | -          | 90.00      | -          |
|            |            |            |            |
| 620.70     | 100.00     | 357.85     | 100.00     |
|            |            |            |            |
| 1,209.78   | 900.00     | 135.24     | 900.00     |
| 1,830.48   | 1,000.00   | 493.09     | 1,000.00   |
|            |            |            |            |
| 435,792.53 | 441,477.00 | 400,370.42 | 461,439.00 |
|            |            |            |            |
| 10,126.02  | 5,978.00   | 10,254.85  | 4,831.00   |
|            |            |            |            |
|            |            |            |            |
| -          | -          | -          | -          |
|            |            |            |            |
| 10,126.02  | 5,978.00   | 10,254.85  | 4,831.00   |