

NACWA
BUDGET SUMMARY - GENERAL FUND

| REVENUES | FY13 BUDGET | FY14 PRELIMINARY BUDGET |
|--|------------------|----------------------------|
| Membership Dues | 3,523,340 | 3,916,062 |
| Meetings Income | 624,000 | 664,500 |
| Interest Income | 75,000 | 75,000 |
| Rental Income | 30,000 | 30,000 |
| Non-Dues Income | 10,000 | 8,750 |
| Publications/Manuals | 5,000 | 0 |
| Management Fee from USWA | 10,000 | 10,000 |
| TOTAL REVENUES | 4,277,340 | 4,704,312 |
| EXPENSES | | |
| Salaries | 1,996,095 | 2,207,283 |
| Payroll Taxes & Benefits | 788,735 | 860,474 |
| Meeting Expenses | 499,000 | 586,000 |
| Interest Expense - Mortgage | 125,500 | 121,750 |
| Depreciation & Amortization | 103,500 | 105,000 |
| Real Estate/Personal Property Tax | 58,600 | 62,250 |
| Printing, Design & Publication | 29,250 | 19,750 |
| Contract Services | 72,700 | 66,700 |
| Computer/Software/Equipment Maintenance | 77,700 | 96,088 |
| Travel | 80,000 | 85,000 |
| Office Building Expenses | 61,950 | 62,950 |
| Business Meetings | 38,000 | 35,000 |
| Office Supplies | 32,600 | 32,750 |
| Communications | 66,650 | 70,000 |
| Utilities | 43,400 | 43,400 |
| Subscriptions | 57,900 | 47,584 |
| Marketing | 64,500 | 54,600 |
| Postage | 15,000 | 8,000 |
| Insurance - General | 25,000 | 25,000 |
| Equipment Leases | 21,500 | 21,600 |
| Professional Development | 31,155 | 27,905 |
| Accounting | 26,000 | 27,500 |
| Bank Charges & Credit Card Fees | 20,000 | 27,000 |
| Awards | 31,825 | 30,365 |
| Local Transportation/Delivery | 6,000 | 6,000 |
| TOTAL EXPENSES | 4,372,560 | 4,729,949 |
| NET INCOME BEFORE TRANSFERS | (95,220) | (25,637) |
| TRANSFERS TO/FROM OTHER FUNDS | | |
| Administrative Fee from WIN | 15,000 | 15,000 |
| Administrative Fee from Leadership Center | 15,000 | 15,000 |
| Reimbursement of Indirect Costs from TAF | 65,500 | 0 |
| NET TRANSFERS - CURRENT YR ACTIVITY | 95,500 | 30,000 |
| NET INCOME AFTER TRANSFERS | 280 | 4,363 |
| TAF DUES | 300,000 | 500,000 |
| % of TOTAL DUES | 8% | 11% |
| Building Improvements and Replacements Fund | | |
| Transfer from Operating Reserve Balance | 0 | 100,000 |
| Projected Building Improvement Fund YE Balance | 105,316 | 205,316 |
| Operating Reserves Target - \$1 Million | 1,000,000 | 1,000,000 |
| Projected Operating Reserves YE | 1,228,994 | 1,133,357 |
| Projected Operating Reserves Excess/(Deficit) | 228,994 | 133,357 |
| Projected Operating Reserve % of Budget | 29% | 24% |