

NACWA  
BUDGET SUMMARY - GENERAL FUND

Attachment A

| REVENUES                                       | FY10<br>ACTUAL   | FY11<br>BUDGET   | FY11<br>PROJECTED | FY12 PRELIMINARY<br>BUDGET |
|--|------------------|------------------|-------------------|----------------------------|
| Membership Dues                                | 2,827,538        | 2,962,125        | 2,962,125         | 3,070,255                  |
| Meetings Income                                | 607,285          | 505,000          | 505,000           | 526,000                    |
| Interest Income                                | 86,978           | 75,000           | 75,000            | 85,000                     |
| Rental Income                                  | 34,948           | 30,000           | 23,000            | 30,000                     |
| Non-Dues Income                                | 9,375            | 10,000           | 10,000            | 10,000                     |
| Publications/Manuals                           | 4,540            | 5,000            | 5,000             | 2,000                      |
| Management Fee from CWAA                       | 0                | 0                | 0                 | 30,000                     |
| <b>TOTAL REVENUES</b>                          | <b>3,570,664</b> | <b>3,587,125</b> | <b>3,580,125</b>  | <b>3,753,255</b>           |
| <b>EXPENSES</b>                                |                  |                  |                   |                            |
| Salaries                                       | 1,697,128        | 1,692,255        | 1,677,255         | 1,760,450                  |
| Payroll Taxes & Benefits                       | 637,626          | 672,250          | 642,250           | 688,835                    |
| Meeting Expenses                               | 498,742          | 325,000          | 325,000           | 424,800                    |
| Interest Expense - Mortgage                    | 198,916          | 192,000          | 192,000           | 174,050                    |
| Depreciation & Amortization                    | 87,717           | 90,000           | 90,000            | 97,500                     |
| Real Estate/Personal Property Tax              | 59,384           | 54,600           | 54,600            | 56,600                     |
| Printing, Design & Publication                 | 49,332           | 45,800           | 45,800            | 43,500                     |
| Contract Services                              | 71,585           | 76,600           | 76,600            | 56,600                     |
| Computer/Software/Equipment Maintenance        | 48,505           | 57,395           | 57,395            | 60,620                     |
| Travel   | 66,845           | 60,000           | 70,000            | 70,000                     |
| Office Building Expenses                       | 62,607           | 56,000           | 56,000            | 59,725                     |
| Business Meetings                              | 32,097           | 28,000           | 28,000            | 35,000                     |
| Office Supplies                                | 26,336           | 31,600           | 31,600            | 29,600                     |
| Communications                                 | 42,347           | 42,000           | 42,000            | 58,500                     |
| Utilities                                      | 38,026           | 40,000           | 40,000            | 42,550                     |
| Subscriptions                                  | 31,122           | 30,190           | 30,190            | 30,985                     |
| Marketing                                      | 14,036           | 26,000           | 26,000            | 34,100                     |
| Committee Meetings                             | 46,299           | 47,000           | 47,000            | 0                          |
| Postage  | 19,288           | 20,000           | 20,000            | 22,000                     |
| Insurance - General                            | 21,880           | 25,000           | 25,000            | 23,050                     |
| Equipment Leases                               | 18,254           | 19,200           | 19,200            | 21,500                     |
| Professional Development                       | 16,726           | 18,950           | 18,950            | 14,000                     |
| Accounting                                     | 22,976           | 24,000           | 24,000            | 26,000                     |
| Bank Charges                                   | 18,979           | 18,000           | 18,000            | 19,000                     |
| Awards   | 12,263           | 14,900           | 14,900            | 14,450                     |
| Local Transportation/Delivery                  | 6,000            | 6,000            | 6,000             | 6,000                      |
| Mgmt Fee from CWAA - FY09 Debt Write-Off       | 0                | 0                | 20,000            | 0                          |
| <b>TOTAL EXPENSES</b>                          | <b>3,845,016</b> | <b>3,712,740</b> | <b>3,697,740</b>  | <b>3,869,415</b>           |
| <b>NET INCOME BEFORE TRANSFERS</b>             | <b>(274,352)</b> | <b>(125,615)</b> | <b>(117,615)</b>  | <b>(116,160)</b>           |
| <b>TRANSFERS TO/FROM OTHER FUNDS</b>           |                  |                  |                   |                            |
| Administrative Fee from WIN                    | 15,000           | 15,000           | 15,000            | 15,000                     |
| Administrative Fee from Leadership Center      | 15,000           | 15,000           | 15,000            | 15,000                     |
| Reimbursement of Indirect Costs from TAF       | 98,060           | 96,100           | 96,100            | 86,430                     |
| <b>NET TRANSFERS</b>                           | <b>128,060</b>   | <b>126,100</b>   | <b>126,100</b>    | <b>116,430</b>             |
| <b>NET INCOME AFTER TRANSFERS</b>              | <b>(146,292)</b> | <b>485</b>       | <b>8,485</b>      | <b>270</b>                 |
| <b>CASH FLOW ADJUSTMENTS</b>                   |                  |                  |                   |                            |
| Purchases of Capital Acquisitions              | (12,295)         | (33,500)         | (33,500)          | (60,000)                   |
| Purchases of Capital Acq.- Replacement Fund    | 0                | (50,000)         | (146,631)         | (12,000)                   |
| Purchase of Non-Capital Acq.- Replacement Fund | 0                | 36,000           | 36,000            | 0                          |
| Mgmt Fee from CWAA - FY09 Debt Write-Off       | 0                | 0                | 20,000            | 0                          |
| Depreciation                                   | 87,717           | 90,000           | 90,000            | 97,500                     |
| Curtailment of Mortgage Note Payable           | (57,000)         | (60,000)         | (60,000)          | (58,980)                   |
| <b>NET CASH FLOW ADJUSTMENTS</b>               | <b>18,422</b>    | <b>(17,500)</b>  | <b>(94,131)</b>   | <b>(33,480)</b>            |
| <b>CASH FLOW</b>                               | <b>(127,870)</b> | <b>(17,015)</b>  | <b>(85,646)</b>   | <b>(33,210)</b>            |