

AZOA 2020 PROPOSED BUDGET V1

	15 BUDGET	15 ACTUAL	16 BUDGET	16 ACTUAL	17 BUDGET	17 ACTUAL	18 BUDGET	18 ACTUALS	19 BUDGET	19 ACTUAL	20 PROPOSED	20 AS OF SEPT 30	21 PROPOSED
INCOME													
DUES													
FRIENDS OF AZOA	\$4,500	\$4,500	\$5,100	\$5,975	\$6,000	\$4,500	\$6,000	\$4,800	\$4,800	\$4,875	\$4,800	\$5,100	\$4,800
DUES AOA	\$262,000	\$261,171	\$280,000	\$300,703	\$310,000	\$326,715	\$321,000	\$344,373	\$345,000	\$347,723	\$346,408	\$161,246	\$346,408
DUES AZOA	\$217,000	\$230,534	\$230,000	\$225,966	\$269,700	\$264,528	\$277,500	\$289,784	\$285,000	\$289,427	\$288,000	\$284,737	\$288,000
GENERAL													
ADVERTISING	\$1,000	\$1,150	\$1,100	\$1,250	\$1,000	\$2,000	\$1,600	\$1,590	\$1,400	\$1,390	\$1,400	\$400	\$1,400
ENDORSEMENT	\$13,000	\$18,355	\$15,000	\$14,148	\$14,500	\$10,095	\$11,200	\$16,542	\$13,500	\$22,311	\$18,000	\$5,854	\$18,000
GRANTS	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
AZOCF REIMBURSEMENT	\$13,000	\$13,000	\$13,000	\$6,000	\$6,000	\$6,000	\$6,000	\$6,000	\$6,000	\$6,000	\$6,000	\$0	\$6,000
PROGRAMS													
BRONSTEIN	\$84,000	\$90,225	\$88,000	\$83,405	\$84,200	\$84,710	\$84,500	\$91,385	\$88,000	\$85,917	\$85,000	\$89,575	\$50,000
FALL CONGRESS	\$83,000	\$84,326	\$80,000	\$91,253	\$81,500	\$87,795	\$90,000	\$112,005	\$90,000	\$109,470	\$92,000	\$3,975	\$80,000
SPRING CONGRESS	\$87,000	\$85,920	\$89,000	\$101,896	\$93,500	\$87,348	\$90,000	\$121,705	\$95,000	\$115,247	\$110,000	\$5,000	\$60,000
EVENING CE				\$0	\$0	\$7,019	\$6,000	\$3,635	\$2,000	\$5,926	\$3,000	\$5,500	\$3,000
SPECIAL OLYMPICS	\$150	\$182	\$182	\$165	\$150	\$126	\$130	\$225	\$175	\$359	\$275	\$0	\$0
GWCO	\$6,500	\$9,916	\$5,500	\$7,572	\$6,500	\$5,460	\$7,000	\$2,826	\$3,000		\$3,000	\$0	\$3,000
GLCE												\$14,006	\$0
TOTAL INCOME	\$771,150	\$799,279	\$806,882	\$838,333	\$873,050	\$886,296	\$900,930	\$994,870	\$933,875	\$988,645	\$957,883	\$575,393	\$860,608
EXPENSES													
AUDIT	\$0	\$0	\$0	\$0	\$4,000	\$5,250	\$0	\$0	\$0	\$0	\$0	\$0	\$0
CHARITY/BENEVOLENT	\$400	\$598	\$400	\$0	\$400	\$677	\$400	\$168	\$400	\$176	\$300	\$0	\$300
AZOA WEBSITE	\$4,100	\$1,871	\$500	\$0	\$900	\$420	\$840	\$2,079	\$2,240	\$1,664	\$2,400	\$1,800	\$2,400
CONSULTANT	\$0	\$750	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
LEGAL	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$842	\$0
AOA DUES	\$260,000	\$261,171	\$280,000	\$300,703	\$310,000	\$326,714	\$321,000	\$344,372	\$345,000	\$347,723	\$346,408	\$161,246	\$346,408
LEGISLATION	\$78,000	\$70,484	\$78,000	\$77,506	\$75,000	\$75,638	\$82,000	\$81,567	\$79,000	\$81,004	\$82,000	\$52,280	\$85,000
MANAGEMENT & GENERAL													
CREDIT CARD/SERVICE FEES	\$9,000	\$12,695	\$12,100	\$15,366	\$15,300	\$17,212	\$15,700	\$18,235	\$18,000	\$18,629	\$19,000	\$12,805	\$19,000
DUES AND PUBLICATIONS	\$2,100	\$2,459	\$2,300	\$1,586	\$2,500	\$1,537	\$2,000	\$1,417	\$1,700	\$1,299	\$1,500	\$180	\$1,500
EMPLOYEE COST													
SALARY EX. DIRECTOR	\$73,600	\$79,431	\$79,600	\$76,720	\$79,600	\$76,720	\$79,600	\$78,022	\$78,600	\$78,600	\$78,600	\$58,607	\$78,600
SALARY OFFICE MANAGER	\$48,000	\$50,846	\$49,500	\$56,728	\$55,600	\$58,168	\$56,750	\$57,540	\$58,000	\$57,177	\$58,000	\$45,492	\$58,000
ACCOUNTANT (Outside)	\$2,600	\$2,542	\$2,600	\$2,868	\$3,200	\$3,087	\$3,000	\$3,940	\$4,200	\$4,325	\$4,600	\$0	\$4,600
ACCOUNTING MANAGER	\$15,000	\$15,257	\$16,000	\$14,351	\$16,000	\$16,284	\$16,000	\$14,473	\$16,000	\$14,933	\$22,000	\$15,118	\$22,000
EMPLOYEE INSURANCE	\$5,000	\$4,815	\$4,800	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
PAYROLL TAXES	\$11,000	\$11,404	\$11,600	\$11,571	\$12,500	\$11,774	\$11,700	\$11,614	\$12,750	\$11,664	\$12,000	\$7,643	\$12,000
PAYROLL FEE	\$2,400	\$2,487	\$2,400	\$2,665	\$2,600	\$2,671	\$2,750	\$2,759	\$2,950	\$2,716	\$2,900	\$1,838	\$2,900
PENSION CONTRIBUTIONS	\$2,208	\$2,383	\$2,300	\$2,301	\$2,400	\$2,302	\$2,400	\$2,341	\$2,400	\$2,267	\$2,400	\$2,106	\$2,400
EMPLOYEE GOODWILL	\$150	\$0	\$150	\$0	\$150	\$0	\$0	\$17	\$0	\$100	\$0	\$0	\$0
EXPENSE ACCT. - ED	\$500	\$279	\$500	\$385	\$500	\$388	\$500	\$1,247	\$500	\$373	\$1,000	\$0	\$1,000
MEMBERSHIP COORDINATOR			\$10,000	\$4,560	\$20,000	\$7,834	\$5,600	\$0	\$0	\$0	\$0	\$0	\$0

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OFFICE													
ADVERTISING	\$5,000	\$3,666	\$3,700	\$2,249	\$3,000	\$1,618	\$2,500	\$1,061	\$200	\$0	\$0	\$299	\$0
OFFICE EQUIPMENT	\$600	\$1,257	\$700	\$998	\$1,000	\$1,684	\$1,300	\$1,816	\$1,500	\$1,671	\$1,000	\$6,690	\$1,000
OFFICE/BOARD INSURANCE	\$3,200	\$2,900	\$3,200	\$2,942	\$3,100	\$3,006	\$3,050	\$2,995	\$3,030	\$3,098	\$3,100	\$2,448	\$3,100
SUPPLIES	\$2,500	\$3,431	\$2,600	\$4,160	\$4,500	\$3,533	\$4,200	\$1,886	\$3,500	\$3,273	\$3,500	\$1,270	\$3,500
RENT/ UTILITIES	\$30,174	\$28,451	\$25,000	\$21,497	\$33,000	\$30,181	\$36,300	\$37,983	\$45,600	\$31,400	\$40,000	\$28,730	\$40,000
REPAIR AND MAINTENANCE	\$400	\$561	\$500	\$1,416	\$1,000	\$630	\$1,000	\$0	\$1,000	\$985	\$1,000	\$1,437	\$1,000
TELEPHONE	\$5,000	\$5,305	\$5,050	\$4,750	\$5,200	\$4,624	\$4,850	\$5,804	\$5,900	\$6,663	\$6,500	\$4,460	\$6,500
PROGRAM SERVICES & MEETINGS													
BRONSTEIN	\$50,000	\$60,195	\$60,000	\$60,978	\$63,000	\$70,918	\$64,000	\$65,072	\$67,000	\$64,086	\$69,000	\$60,655	\$48,000
SPRING CONGRESS	\$60,000	\$63,770	\$65,000	\$68,820	\$67,000	\$56,304	\$59,000	\$74,513	\$62,000	\$70,908	\$70,500	\$3,608	\$48,000
FALL CONGRESS	\$46,000	\$52,641	\$50,000	\$78,757	\$56,000	\$61,486	\$63,000	\$72,503	\$65,000	\$55,548	\$71,000	\$3,790	\$48,000
EVENING CE				\$0	\$0	\$5,820	\$6,000	\$2,534	\$200	\$260	\$200	\$45	\$200
GWCO	\$340	\$329	\$340	\$375	\$425	\$398	\$425	\$413	\$415	\$423	\$420	\$423	\$420
COMMITTEE/BOARD MEETINGS	\$500	\$189	\$500	\$732	\$750	\$310	\$750	\$257	\$400	\$271	\$300	\$619	\$300
LEGISLATION COM.	\$2,700	\$1,853	\$4,000	\$2,165	\$0	\$2,874	\$2,650	\$1,776	\$3,500	\$3,114	\$3,500	\$3,422	\$3,500
MARKETING	\$20,000	\$10,770	\$1,000	\$688	\$1,000	\$1,677	\$2,000	\$0	\$2,000	\$0	\$0	\$0	\$0
THINK ABOUT YOUR EYES				\$0	\$0	\$19,425	\$18,000	\$19,000	\$19,500	\$17,950	\$18,500	\$0	\$0
AOA MARKETING PROGRAM				\$0	\$0	\$1,456	\$1,618	\$0	\$1,500	\$0	\$0	\$0	\$0
MEMBERSHIP COM.	\$1,500	\$2,064	\$3,000	\$2,249	\$5,000	\$4,316	\$4,000	\$140	\$2,000	\$72	\$1,000	\$0	\$1,000
MIDWESTERN LIASON			\$1,500	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
PARAOPTOMETRIC COM			\$750	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
PUBLIC RELATIONS COM			\$1,500	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
COMMUNITY OUTREACH COM			\$500	\$969	\$750	\$0	\$1,000	\$0	\$500	\$0	\$0	\$0	\$0
STRATEGIC PLANNING	\$1,000	\$3,083	\$5,000	\$5,222	\$2,000	\$130	\$1,000	\$0	\$200	\$0	\$200	\$0	\$200
OUT OF STATE MTGS	\$25,000	\$18,305	\$20,000	\$22,546	\$22,000	\$25,147	\$22,000	\$25,976	\$23,000	\$33,625	\$29,500	\$5,025	\$10,000
SPECIAL OLYMPIC	\$150	\$1,360	\$500	\$242	\$250	\$147	\$150	\$239	\$250	\$104	\$200	\$0	\$200
POSTAGE GENERAL	\$750	\$1,130	\$1,000	\$762	\$1,200	\$690	\$850	\$962	\$900	\$759	\$1,000	\$127	\$1,000
POSTAGE METER RENTAL	\$1,500	\$1,570	\$1,400	\$1,558	\$1,600	\$1,782	\$1,650	\$1,260	\$1,800	\$1,795	\$1,500	\$952	\$1,500
PRINTING GENERAL	\$200	\$0	\$0	\$302	\$0	\$0	\$500	\$0	\$200	\$0	\$0	\$0	\$0
TOTAL EXPENSES	\$770,572	\$782,302	\$809,490	\$851,687	\$872,425	\$904,832	\$902,033	\$935,981	\$932,835	\$918,655	\$955,028	\$483,956	\$853,528
NET ORDINARY INCOME	\$578	\$16,977	-\$2,608	-\$13,354	\$625	-\$18,536	-\$1,103	\$58,889	\$1,040	\$69,990	\$2,855	\$91,437	\$7,080