

	<i>Fiscal 2018-2019</i>	<i>Fiscal 2019-2020</i>	<i>Budget 2020-2021</i>	<i>Year to date 2020-09-03</i>	<i>Projected 2020-2021</i>	<i>Projected Variance</i>	<i>Variance %</i>	<i>Notes 1</i>
<b>Revenues</b>								
Member Dues	\$89,303	\$93,986	\$98,674	\$84,617	\$89,303	(\$9,371)	-9%	2
Govt. Grant	\$111,000	\$111,000	\$111,000	\$0	\$111,000	\$0	0%	
Events	\$0	\$213,490	\$0	\$0	\$0	\$0		
Scholarship Grants								
Interest Earned	\$1,190	\$1,028	\$1,000	\$314	\$1,000		0%	
Other Income								
<b>Total Revenues</b>	<b>\$201,303</b>	<b>\$419,504</b>	<b>\$210,674</b>	<b>\$84,931</b>	<b>\$201,303</b>	<b>(\$9,371)</b>	<b>-4%</b>	
<b>Expenditures</b>								
Operations	\$151,602	\$148,106	\$159,800	\$63,296	\$159,800	\$0	0%	
Committee Expenditures	\$24,285	\$30,394	\$37,000	\$1,723	\$24,500	(\$12,500)	-34%	3
Events	\$0	\$187,819	\$0	\$0	\$0	\$0		
Scholarship	\$3,750	\$3,750	\$3,750	\$0	\$3,750	\$0	0%	
<b>Total Expenditures</b>	<b>\$179,637</b>	<b>\$370,069</b>	<b>\$200,550</b>	<b>\$65,020</b>	<b>\$188,050</b>	<b>(\$12,500)</b>	<b>-6%</b>	
<b>Operating Fund Surplus (Deficit)</b>	<b>\$21,666</b>	<b>\$49,435</b>	<b>\$10,124</b>	<b>\$19,911</b>	<b>\$13,253</b>	<b>\$3,129</b>	<b>31%</b>	

	Fiscal 2018-2019	Fiscal 2019-2020	Budget 2019-2020	Year to date 2020-09-03	Projected 2020-2021	Projected Variance	Variance %	Notes
<b>Operations - Office Management</b>								
Professional Fees - Audit/Legal	\$10,359	\$9,222	\$11,000	\$6,487	\$11,000	\$0	0%	
Rent/Utilities	\$17,992	\$16,826	\$20,000	\$7,443	\$20,000	\$0	0%	
Insurance	\$4,133	\$4,672	\$4,500	\$1,547	\$4,500	\$0	0%	
Member Recruitment and Retention	\$0	\$0	\$1,000	\$0	\$1,000	\$0		
Stationary & Office Supplies	\$575	\$1,671	\$1,800	\$0	\$1,800	\$0	0%	
Printing & Mailing	\$1,358	\$847	\$1,400	\$0	\$1,400	\$0	0%	
Telephone/Internet	\$2,708	\$2,879	\$3,000	\$1,135	\$3,000	\$0	0%	
Web Site Hosting & Maintenance	\$8,192	\$8,311	\$11,000	\$3,590	\$11,000	\$0	0%	
Depreciation	\$685	\$506	\$0	\$0	\$0	\$0		
Other Misc. Operating (bank charges)	\$0	\$233	\$500	\$82	\$500	\$0	0%	
Bad Debt								
<b>Sub-total</b>	<b>\$46,002</b>	<b>\$45,167</b>	<b>\$54,200</b>	<b>\$20,284</b>	<b>\$54,200</b>	<b>\$0</b>	0%	
<b>Operations - Personnel</b>								
Salaries								
Contract Employees	\$105,600	\$102,939	\$105,600	\$43,012	\$105,600	\$0	0%	
Temporary Personnel Expenses								
<b>Sub-total</b>	<b>\$105,600</b>	<b>\$102,939</b>	<b>\$105,600</b>	<b>\$43,012</b>	<b>\$105,600</b>	<b>\$0</b>	0%	
<b>Total Operations</b>	<b>\$151,602</b>	<b>\$148,106</b>	<b>\$159,800</b>	<b>\$63,296</b>	<b>\$159,800</b>	<b>\$0</b>	0%	
<b>Committee Expenditures</b>								
Facilities	\$3,203	\$10,970	\$7,000	\$0	\$3,500	(\$3,500)	-50%	3
Refreshments	\$11,800	\$9,362	\$15,000	\$0	\$7,500	(\$7,500)	-50%	3
Telecommunications	\$7,453	\$9,131	\$8,000	\$1,723	\$8,000	\$0	0%	
Consultant	\$0	\$0	\$4,000	\$0	\$4,000	\$0	0%	
Travel	\$1,829	\$931	\$3,000	\$0	\$1,500	(\$1,500)	-50%	3
Other								
<b>Total Committee Expenditures</b>	<b>\$24,285</b>	<b>\$30,394</b>	<b>\$37,000</b>	<b>\$1,723</b>	<b>\$24,500</b>	<b>-\$12,500</b>	-34%	

	Fiscal 2018-2019	Fiscal 2019-2020	Budget 2019-2020	Year to date 2020-09-03	Projected 2017-2018	Projected Variance	Variance %	Notes
<b>Events</b>								
<b>Revenues- CITELE 2019</b>								
Registrations	\$0	\$0	\$0	\$0	\$0			
Sponsorships	\$0	\$206,769	\$0	\$0	\$0			
Other	\$0	\$0	\$0	\$0	\$0			
<b>Sub-Total</b>	<b>\$0</b>	<b>\$206,769</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>			
<b>Revenues - Other Events (75th)</b>		\$6,721						
<b>Total Revenues - Events</b>	<b>\$0</b>	<b>\$213,490</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>			
<b>Expenditures - CITELE 2019</b>								
Advertising/Marketing	\$0	\$5,884	\$0	\$0	\$0			
Audio Visual Equipment Rental	\$0	\$38,400	\$0	\$0	\$0			
Temporary Staff	\$0	\$122,273	\$0	\$0	\$0			
Meals/Hospitality	\$0	\$18,538	\$0	\$0	\$0			
Meeting Rooms	\$0	\$0	\$0	\$0	\$0			
Registration kits	\$0	\$0	\$0	\$0	\$0			
Other Expenses	\$0	\$0	\$0	\$0	\$0			
Meeting planner	\$0	\$0	\$0	\$0	\$0			
Gifts	\$0	\$0	\$0	\$0	\$0			
<b>Sub-Total</b>	<b>\$0</b>	<b>\$185,095</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>			
<b>Expenses - Other Events (75th)</b>	\$0	\$2,724	\$0	\$0	\$0			
<b>Total Expenses - Events</b>	<b>\$0</b>	<b>\$187,819</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>			

## Notes

1. Fiscal 2018-2019 includes corporate and unincorporated entity. Fiscal year is April 1 to March 31.
2. CSSIF dues not yet received. Projection assumes no new member revenue.
3. In-person meeting expense projections reduced by 50%.