

	Fiscal 2019-2020	Fiscal 2020-2021	Budget 2021-2022	Year to date 2021-10-31	Projected 2020-2021	Projected Variance	Variance %	Notes
<b>Revenues</b>								
Member Dues	\$93,986	\$89,303	\$98,674	\$93,988	\$93,988	(\$4,686)	-5%	
Govt. Grant	\$111,000	\$111,000	\$111,000	\$111,000	\$111,000	\$0	0%	
Events	\$213,490	\$0	\$0	\$0	\$0	\$0		
Scholarship Grants								
Interest Earned	\$1,028	\$1,395	\$1,000	\$285	\$1,000		0%	
Other Income								
<b>Total Revenues</b>	<b>\$419,504</b>	<b>\$201,697</b>	<b>\$210,674</b>	<b>\$205,274</b>	<b>\$205,988</b>	<b>(\$4,686)</b>	<b>-2%</b>	
<b>Expenditures</b>								
Operations	\$148,106	\$141,652	\$136,700	\$71,779	\$128,600	(\$8,100)	-6%	
Committee Expenditures	\$30,394	\$2,280	\$37,000	\$973	\$17,000	(\$20,000)	-54%	
Events	\$187,819	\$0	\$0	\$0	\$0	\$0		
Scholarship	\$3,750	\$3,750	\$3,750	\$0	\$3,750	\$0	0%	
<b>Total Expenditures</b>	<b>\$370,069</b>	<b>\$147,682</b>	<b>\$177,450</b>	<b>\$72,752</b>	<b>\$149,350</b>	<b>(\$28,100)</b>	<b>-16%</b>	
<b>Operating Fund Surplus (Deficit)</b>	<b>\$49,435</b>	<b>\$54,015</b>	<b>\$33,224</b>	<b>\$132,522</b>	<b>\$56,638</b>	<b>\$23,414</b>	<b>70%</b>	

	Fiscal 2019-2020	Fiscal 2020-2021	Budget 2021-2022	Year to date 2021-10-31	Projected 2020-2021	Projected Variance	Variance %	Notes
<b>Operations - Office Management</b>								
Professional Fees - Audit/Legal	\$9,222	\$9,421	\$11,000	\$6,532	\$9,500	(\$1,500)	-14%	
Rent/Utilities	\$16,826	\$15,187	\$1,800	\$983	\$1,800	\$0	0%	
Insurance	\$4,672	\$2,892	\$2,000	\$1,547	\$2,000	\$0	0%	
Member Recruitment and Retention	\$0	\$0	\$3,000	\$0	\$0	(\$3,000)	-100%	
Stationary & Office Supplies	\$1,671	\$270	\$500	\$100	\$500	\$0	0%	
Printing & Mailing	\$847	\$36	\$700	\$38	\$700	\$0	0%	
Telephone/Internet	\$2,879	\$2,673	\$600	\$0	\$0	(\$600)	-100%	
Web Site Hosting & Maintenance	\$8,311	\$8,192	\$11,000	\$2,624	\$8,000	(\$3,000)	-27%	
Depreciation	\$506	\$0	\$0	\$0	\$0	\$0		
Other Misc. Operating (bank charges)	\$233	\$132	\$500	\$343	\$500	\$0	0%	
Bad Debt								
<b>Sub-total</b>	<b>\$45,167</b>	<b>\$38,803</b>	<b>\$31,100</b>	<b>\$12,167</b>	<b>\$23,000</b>	<b>(\$8,100)</b>	<b>-26%</b>	
<b>Operations - Personnel</b>								
Salaries								
Contract Employees	\$102,939	\$102,849	\$105,600	\$59,612	\$105,600	\$0	0%	
Temporary Personnel Expenses								
<b>Sub-total</b>	<b>\$102,939</b>	<b>\$102,849</b>	<b>\$105,600</b>	<b>\$59,612</b>	<b>\$105,600</b>	<b>\$0</b>	<b>0%</b>	
<b>Total Operations</b>	<b>\$148,106</b>	<b>\$141,652</b>	<b>\$136,700</b>	<b>\$71,779</b>	<b>\$128,600</b>	<b>(\$8,100)</b>	<b>-6%</b>	
<b>Committee Expenditures</b>								
Facilities	\$10,970	\$0	\$7,000	\$0	\$7,000	\$0	0%	
Refreshments	\$9,362	\$0	\$15,000	\$0	\$7,000	(\$8,000)	-53%	
Telecommunications	\$9,131	\$2,248	\$8,000	\$973	\$2,000	(\$6,000)	-75%	
Consultant	\$0	\$0	\$4,000	\$0	\$0	(\$4,000)	-100%	
Travel	\$931	\$32	\$3,000	\$0	\$1,000	(\$2,000)	-67%	
Other								
<b>Total Committee Expenditures</b>	<b>\$30,394</b>	<b>\$2,280</b>	<b>\$37,000</b>	<b>\$973</b>	<b>\$17,000</b>	<b>(\$20,000)</b>	<b>-54%</b>	

	Fiscal 2019-2020	Fiscal 2020-2021	Budget 2021-2022	Year to date 2021-10-31	Projected 2017-2018	Projected Variance	Variance %	Notes
<b>Events</b>								
<b>Revenues- CITEL 2019</b>								
Registrations	\$0	\$0	\$0	\$0	\$0			
Sponsorships	\$206,769	\$0	\$0	\$0	\$0			
Other	\$0	\$0	\$0	\$0	\$0			
<b>Sub-Total</b>	<b>\$206,769</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>			
<b>Revenues - Other Events (75th)</b>	\$6,721	\$0						\$0
<b>Total Revenues - Events</b>	<b>\$213,490</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>			<b>\$0</b>
<b>Expenditures - CITEL 2019</b>								
Advertising/Marketing	\$5,884	\$0	\$0	\$0	\$0			\$0
Audio Visual Equipment Rental	\$38,400	\$0	\$0	\$0	\$0			\$0
Temporary Staff	\$122,273	\$0	\$0	\$0	\$0			\$0
Meals/Hospitality	\$18,538	\$0	\$0	\$0	\$0			\$0
Meeting Rooms	\$0	\$0	\$0	\$0	\$0			\$0
Registration kits	\$0	\$0	\$0	\$0	\$0			\$0
Other Expenses	\$0	\$0	\$0	\$0	\$0			\$0
Meeting planner	\$0	\$0	\$0	\$0	\$0			\$0
Gifts	\$0	\$0	\$0	\$0	\$0			\$0
<b>Sub-Total</b>	<b>\$185,095</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>			<b>\$0</b>
<b>Expenses - Other Events (75th)</b>	\$2,724	\$0	\$0	\$0	\$0			\$0
<b>Total Expenses - Events</b>	<b>\$187,819</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>			<b>\$0</b>

Notes