# VAFRE
# Budget
# July 1, 2022 - June 30, 2023

| | 2022-2023 Draft Budget | through 3/31/2022 Actual | 2021-2022 Approved Budget | 2020-2021 Actual | 2019-2020 Actual |
|---|---|---|---|---|---|
| **REVENUE** | | | | | |
| **Programs** | | | | | |
| Prepaid | 1,900.00 | 1,710.00 | 1,900.00 | 1,140.00 | 4,460.00 |
| Virtual Prepaid | 720.00 | | | | |
| Prior year programs | - | 68.00 | - | 90.00 | 40.00 |
| July - Brown Bag | - | - | - | - | 0.00 |
| August - Brown Bag | - | - | - | - | 0.00 |
| September | 1,140.00 | 1,080.00 | 1,432.00 | 720.00 | 2,515.00 |
| October | 1,140.00 | 770.00 | 1,432.00 | 720.00 | 2,145.00 |
| November | 1,590.00 | 983.00 | 1,967.00 | 96.00 | 1,905.00 |
| December | 1,590.00 | 872.00 | 1,967.00 | 360.00 | 1,510.00 |
| January | 1,590.00 | 487.00 | 1,967.00 | 224.00 | 1,290.00 |
| February | 1,921.00 | 688.00 | 2,326.00 | 408.00 | 2,105.00 |
| March | 1,921.00 | 535.00 | 2,326.00 | 138.00 | 2,230.00 |
| April | 1,921.00 | 603.00 | 2,326.00 | - | (20.00) |
| May | 2,940.00 | - | 1,950.00 | - | 130.00 |
| June | 1,921.00 | - | 2,326.00 | 208.00 | - |
| Subtotal - Programs | 20,294.00 | 7,796.00 | 21,919.00 | 4,104.00 | 18,310.00 |
| **Sponsorships & Awards** | | | | | |
| April - Awards Program | 5,700.00 | 1,500.00 | 6,000.00 | - | 3,335.00 |
| Sponsorships/Donations | 6,000.00 | 6,500.00 | 5,000.00 | 1,430.00 | 4,950.00 |
| Subtotal - Sponsorships & Awards | 11,700.00 | 8,000.00 | 11,000.00 | 1,430.00 | 8,285.00 |
| Dues | 31,250.00 | 22,143.00 | 31,250.00 | 26,554.00 | 27,241.00 |
| Job Bank | 6,850.00 | 4,175.00 | 2,885.00 | 2,465.00 | 3,650.00 |
| Professional Partnership Program | 1,200.00 | 900.00 | 1,500.00 | 950.00 | 2,150.00 |
| Member Socials | - | - | - | - | - |
| Miscellaneous | - | - | - | 350.00 | - |
| Interest | - | 3.00 | 15.00 | 662.00 | 12.00 |
| Scholarship Donations | - | - | - | 625.00 | - |
| Draw from Endowment fund | 1,750.00 | - | 1,750.00 | - | - |
| **TOTAL REVENUE** | **73,044.00** | **43,017.00** | **70,319.00** | **37,140.00** | **59,648.00** |
| **OPERATING EXPENSES** | | | | | |
| **Program Expenses** | | | | | |
| Brown Bag Lunch | - | - | - | - | - |
| Regular Monthly Meetings | | | | | |
| Honoraria & Travel | 2,500.00 | 1,490.00 | 2,500.00 | 450.00 | 1,200.00 |
| Lunch cost | 8,400.00 | 1,600.00 | 8,470.00 | - | 16,075.00 |
| Monthly Program Expenses | 8,000.00 | 7,200.00 | 8,800.00 | - | 2,967.00 |
| Professional Partnership Program | 1,000.00 | 73.00 | 1,000.00 | 136.00 | 168.00 |
| Marketing | - | - | - | - | - |
| Speaker Gifts | 500.00 | 910.00 | 300.00 | - | - |
| Subtotal - Programs | 20,400.00 | 11,273.00 | 21,070.00 | 586.00 | 20,410.00 |
| **Sponsorships & Awards** | | | | | |
| Awards Program | | | | | |
| Audio Visual/Room Rental | 1,400.00 | 1,200.00 | 1,200.00 | - | - |
| Award | 350.00 | - | 300.00 | 470.00 | - |
| Catering | 5,000.00 | - | 5,000.00 | - | - |
| Photographer | 300.00 | - | 300.00 | 990.00 | - |
| Speaker Gifts/Miscellaneous | 250.00 | - | 250.00 | 200.00 | - |
| Decorations/Flowers | 200.00 | - | 200.00 | - | - |
| CFRE Partner Fee* | 1,750.00 | - | 1,750.00 | - | - |
| External Program Sponsorship | 2,000.00 | - | 2,500.00 | - | 1,500.00 |
| Sponsor Reception | 500.00 | - | 500.00 | - | - |
| Sponsor Signs | 150.00 | - | 150.00 | - | - |
| Subtotal - Sponsorships & Awards | 11,900.00 | 1,200.00 | 12,150.00 | 1,660.00 | 1,500.00 |

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|---|---|---|---|---|---|
| **Communications** | | | | | |
| External Media | 750.00 | - | 750.00 | 26.00 | 599.00 |
| Web-site Maintenance & Design | 2,100.00 | 50.00 | 2,052.00 | 2,140.00 | 1,864.00 |
| Zoom | 400.00 | 142.00 | 400.00 | 1,216.00 | 173.00 |
| **Member Benefits** | | | | | |
| Member Survey | 410.00 | 408.00 | 410.00 | 408.00 | 408.00 |
| Member Gift Cards | 150.00 | - | 150.00 | - | - |
| Member Recognition | 150.00 | - | 150.00 | - | - |
| New Member Socials | 200.00 | - | 200.00 | 129.00 | - |
| Recruitment | 200.00 | - | 200.00 | - | 238.00 |
| Scholarships | 2,500.00 | 1,750.00 | 2,500.00 | 2,270.00 | 150.00 |
| Socials | 500.00 | 144.00 | 500.00 | - | 147.00 |
| **Administration** | | | | | |
| AV Equipment | 0.00 | - | - | - | - |
| Board/Committee Meetings | 200.00 | - | 200.00 | - | - |
| Board Retreat | 1,000.00 | - | 1,000.00 | - | 1,004.00 |
| Copies | 400.00 | 49.00 | 400.00 | - | 295.00 |
| Credit Card Fees | 2,000.00 | 1,345.00 | 2,000.00 | 1,059.00 | 1,791.00 |
| Form 990 | 1,000.00 | 1,000.00 | 850.00 | 850.00 | 650.00 |
| Insurance | 1,300.00 | 245.00 | 1,300.00 | 957.00 | 1,407.00 |
| Management Fee | 26,021.00 | 18,615.00 | 24,821.00 | 24,821.00 | 24,821.00 |
| Management Fee - Bonus | 0.00 | - | - | 1,000.00 | - |
| Member Lanyards | 0.00 | - | - | - | - |
| Miscellaneous Expenses | 200.00 | - | 200.00 | 205.00 | 61.00 |
| Name Badges/Supplies | 50.00 | - | 50.00 | - | - |
| Plaques | 50.00 | - | 50.00 | - | - |
| Postage | 40.00 | - | 40.00 | - | - |
| President's Gift | 125.00 | - | 125.00 | - | - |
| SCC Fee | 50.00 | - | 50.00 | - | 25.00 |
| Strategic Planning | 0.00 | - | - | - | - |
| Supplies | 0.00 | - | - | - | - |
| **TOTAL OPERATING EXPENSES** | **72,096.00** | **36,221.00** | **71,618.00** | **37,327.00** | **55,543.00** |
| **Previous Year Expenses** | **0.00** | **0.00** | **0.00** | **0.00** | **0.00** |
| **NET INCOME** | **948.00** | **6,796.00** | **(1,299.00)** | **(187.00)** | **4,105.00** |

**2021/2022 year-end assumptions**

cash in checking 3/31/22 = $44,460.96
anticipated revenue by year-end (April - June) = $12,700.00
anticipated expenses by year end (April - June) = $15,716.23

**2022/23 budget assumptions**

Revenue

Programs, 10 Season Pass @$190
Virtual Season Pass, 12 @ $60
In-Person Attendance:
- 45 people Sept and October (10 season pass, 25 members @ $20, 10 member org @$25)
- 65 people November - January (10 season pass, 35 members @ $20, 20 member org @$25)
- 85 people Feb - April, June (10 season pass, 50 members @ $20, 25 member org @ $25)
- 80 people May awards (52 members at $35, 28 nonmembers at $40)
- another 70 people at May from Sponsor sales

Virtual Attendance:
- 50 people (10 virtual season pass, 30 members @$8, 10 nonmembers @$15 through January)
- 40 people (10 virtual seasn pass, 22 members @$8, 8 nonmembers @$15 for February - April, June)

250 dues paying members @$125
Job bank, increase member fee to $50, nonmember fee to $100 (hed been $35 and $75 since at least 2013-2014)
- assume 80% member postings and 20% nonmember - 114 total for the year)

P3, assumes three teams

Expenses

Box lunches all year $15.00 per person
- $675 Sept and October
- $975 Nov - Jan
- $1275 Feb - April and June

Monthly Program Expenses includes $800 per month rental for Brown Bags
CFRE Partner Fee* $1,750 for organizations with fewer than 500 members, draw from Endowment account