

**VAFRE**  
**Draft Budget**  
**July 1, 2019 - June 30, 2020**

	<u>2019-2020</u> <u>Proposed</u> <u>Budget</u>	through 4/30/19 <u>Actual</u>	<u>2018-2019</u> <u>Budget</u>	<u>Variance to</u> <u>Budget</u>	<u>YTD</u> <u>Last Year</u>
<b>REVENUE</b>					
<b>Programs</b>					
Prepaid	3,990	\$ 3,970	\$ 3,990	\$ (20)	\$ 4,210
Prior year programs		290	-	290	-
July - Brown Bag	100	14	200	(186)	-
August - Brown Bag		\$ -	-	-	-
September	1,770	2,185	1,660	525	1,370
October	1,770	1,105	1,660	(555)	1,230
November	1,770	\$ 2,240	1,660	580	2,085
December	1,770	2,515	1,660	855	1,400
January	1,770	1,610	1,660	(50)	1,441
February	1,770	\$ 1,385	1,660	(275)	1,800
March	1,770	1,245	1,660	(415)	2,180
April	1,770	1,655	1,660	(5)	1,280
May	1,770	\$ 2,190	1,660	530	1,820
June	1,770	20	1,660	(1,640)	-
Subtotal - Programs	<u>21,790</u>	<u>20,424</u>	<u>20,790</u>	<u>(366)</u>	<u>18,816</u>
<b>Sponsorships &amp; Awards</b>					
April - Awards Program	6,000	6,500	5,500	1,000	4,760
Sponsorships/Donations	7,500	6,785	6,000	785	4,100
Subtotal - Sponsorships & Awards	<u>13,500</u>	<u>13,285</u>	<u>11,500</u>	<u>1,785</u>	<u>8,860</u>
Dues	33,125	24,385	33,125	(8,740)	24,675
Job Bank	4,000	3,740	3,900	(160)	2,850
Professional Partnership Program	1,040	800	1,105	(305)	1,200
Member Socials	-	-	-	-	-
Interest	20	1,867	20	1,847	4
<b>TOTAL REVENUE</b>	<u><b>73,475</b></u>	<u><b>64,501</b></u>	<u><b>70,440</b></u>	<u><b>(5,939)</b></u>	<u><b>56,405</b></u>
<b>OPERATING EXPENSES</b>					
<b>Program Expenses</b>					
Brown Bag Lunch	100	78	200	123	166
Regular Monthly Meetings					
Honoraria & Travel	2,000	705	2,500	1,795	-
Lunch cost	18,102	14,153	17,250	3,097	14,374
Monthly Program Expenses	3,375	3,042	3,375	333	-
Professional Partnership Program	1,000	237	1,000	763	389
Marketing		-		-	-
Speaker Gifts	-	-	500	500	29
Subtotal - Programs	<u>24,577</u>	<u>18,215</u>	<u>24,825</u>	<u>6,610</u>	<u>14,958</u>

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<b>Sponsorships &amp; Awards</b>					
Awards Program					
Audio Visual	400	351	400	49	351
Award	200	152	250	98	155
Catering	6,250	6,819	6,500	(319)	5,944
Photographer	300	150	300	150	200
Speaker Gifts/Miscellaneous	250	307	100	(207)	75
Decorations/Flowers	150	139	150	11	118
External Program Sponsorship	5,000	-	5,000	5,000	1,500
Sponsor Reception	-	-	-	-	-
Sponsor Signs	150	271	150	(121)	95
Subtotal - Sponsorships & Awards	<u>12,700</u>	<u>8,188</u>	<u>12,850</u>	<u>4,662</u>	<u>8,438</u>
<b>Communications</b>					
External Media	710	703	700	(3)	
Web-site Maintenance & Design	1,800	90	1,800	1,710	20
<b>Member Benefits</b>					
Member Survey	410	408	400	(8)	408
Member Gift Cards	150	100	150	50	-
Member Recognition	150	16	300	284	193
New Member Socials		197	100	(97)	11
Recruitment	305	-	-	-	-
Scholarships	1,000	500	1,000	500	100
Socials	500	126	500	374	293
<b>Administration</b>					
AV Equipment	-	1,112	2,000	888	50
Board/Committee Meetings	200	100	200	100	81
Board Retreat	1,000	951	1,000	49	1,183
Copies	400	135	500	365	588
Credit Card Fees	2,400	2,339	2,400	61	2,177
Form 990	600	1,200	600	(600)	-
Insurance	1,300	-	1,300	1,300	800
Management Fee	24,821	20,340	24,408	4,068	19,990
Management Fee - Bonus	-	-	-	-	-
Member Lanyards	-	-	-	-	-
Miscellaneous Expenses	200	16	200	184	66
Name Badges/Supplies	50	-	50	50	47
Plaques	35	36	35	(1)	45
Postage	40	1	40	40	-
President's Gift	125	-	125	125	-
SCC Fee	50	-	50	50	-
Strategic Planning	-	-	-	-	-
Supplies	-	-	-	-	-
<b>TOTAL OPERATING EXPENSES</b>	<u>73,523</u>	<u>54,773</u>	<u>75,533</u>	<u>20,760</u>	<u>49,448</u>
<b>Previous Year Expenses</b>	-	-	-	-	<u>100</u>
<b>NET INCOME</b>	<u>\$ (48)</u>	<u>\$ 9,728</u>	<u>\$ (5,093)</u>	<u>\$ 14,821</u>	<u>\$ 6,857</u>

## 2019/2020 Budget Assumptions

### Revenue

- Prepaid assumes: 21 individuals purchasing a Season Pass at \$190.  
Includes registration for 1 guest at a regular meeting.  
At the door price is \$240, a 21% discount.
- Dues assumes: 265 members at \$125.  
estimate \$6615 dues revenue April - June, 2019 based on prior year
- Regular meetings: May registrations to date indicate final revenue for May will be \$2,100  
Budget \$1744 per event based on current year
- P3 assumes: 16 participants paying \$65 each (average)

### Expenses

- Regular Meetings: Lunch costs assumes average attendance of 104  
Average cost of \$19.34 per person, inclusive  
**Nine** meetings per year
- Program expenses: \$300 per meeting rental charge AND \$75 per meeting A/V set up fee
- P3 assumes: 3 teams allowed \$200 each  
kick-off event allowed \$200  
Graduation allowed \$200
- Speaker Gifts: Purchase more The Thank You Books and gift bags/wrap
- Awards A/V: Rental of rear screen projector
- Scholarships: Allows for 10 scholarships, with recipients responsible for \$25.00 of their dues
- Member Recruitment pull up banner and table cover for display