|  | FY04 | FY05 |
| :--- | ---: | ---: |
| REVENUES | BUDGET | PROPOSED BUDGET |
| Membership Dues | $2,225,000$ | $2,239,079$ |
| Meetings Income | 465,000 | 485,000 |
| Interest Income | 20,000 | 22,000 |
| Publications/Manuals | 35,000 | 25,000 |
| Rental Income | 27,600 | 28,900 |
| Non-Dues Income | 15,000 | 12,000 |
| Realized/Unrealized Gain/(Loss) | 0 | 0 |
| TOTAL REVENUES | $2,787,600$ | $2,811,979$ |

EXPENSES

| Salaries | $1,300,000$ | $1,204,080$ |
| :--- | ---: | ---: |
| Payroll Taxes and Benefits | 391,000 | 421,400 |
| Contract Services | 86,000 | 47,500 |
| Meeting Expenses | 375,000 | 100,000 |
| Interest Expense - (On Mortgage Note) | 85,000 | 20,000 |
| Accounting | 15,000 | 28,400 |
| Insurance - General | 22,000 | 44,200 |
| Office Building Expenses | 40,000 | 29,000 |
| Utilities | 29,300 | 16,200 |
| Equipment Leases | 19,000 | 46,200 |
| Communications (Telephone) | 45,000 | 71,000 |
| Printing, Design \& Publication | 65,000 | 15,000 |
| Reproduction | 15,000 | 40,000 |
| Postage | 32,000 | 85,000 |
| Depreciation | 67,000 | 36,700 |
| Office Supplies | 44,000 | 24,000 |
| Subscriptions (Dues and Subscriptions) | 36,000 | 53,000 |
| Real Estate \& Personal Property Taxes | 45,500 | 40,000 |
| Travel | 36,000 | 6,000 |
| Local Transportation/Delivery | 6,000 | 12,000 |
| Bank Charges/Commissions | 10,000 | 6,000 |
| Committee Meetings (Board/Committee Meetings) | 18,000 | 34,200 |
| Business Meetings | 27,000 | 29,100 |
| Computer/Software/Equipment Maintenance | 25,100 | 16,600 |
| Professional Development (Education/Training) | 25,000 | 0 |
| Miscellaneous Expenses | 0 | $2,819,580$ |
| TOTAL EXPENSES | $2,858,900$ |  |
|  |  |  |

NET INCOME BEFORE TRANSFERS $(71,300)$
TRANSFERS TO/FROM OTHER FUNDS

| Transfer to Reserve for Replacements Fund | $(20,000)$ | $(20,000)$ |
| :--- | ---: | ---: |
| Transfer to Operating Reserves | 0 | $(75,000)$ |
| Reimbursement of Indirect Costs from Grant | 45,000 | 54,110 |
| Reimbursement of Indirect Costs from TAF | 110,000 | 61,640 |
| Reimb. of Indirect Costs from Funding Task Force | 0 | 29,370 |
| NET TRANSFERS | $\mathbf{1 3 5 , 0 0 0}$ | $\mathbf{5 0 , 1 2 0}$ |
|  | $\mathbf{6 3 , 7 0 0}$ | $\mathbf{4 2 , 5 1 9}$ |
| NET INCOME AFTER TRANSFERS |  |  |

CASH FLOW ADJUSTMENTS

| Depreciation | 67,000 | 85,000 |
| :--- | ---: | ---: |
| Purchases of Capital Acquisitions | $(84,000)$ | $(29,000)$ |
| Purchases of Capital Acq. from Replacement Fund | 0 | 0 |
| Curtailment of Mortgage Note Payable | $(36,000)$ | $(54,000)$ |
| NET CASH FLOW ADJUSTMENTS | $\mathbf{( 5 3 , 0 0 0 )}$ | $\mathbf{2 , 0 0 0}$ |
|  | $\mathbf{1 0 , 7 0 0}$ | $\mathbf{4 4 , 5 1 9}$ |
| CASH FLOW |  |  |

