

WAOA Operating Budget - FY 2011 and FY 2012 (APPROVED)

| | <u>FY05</u> Actual | <u>FY06</u> Actual | <u>FY07</u> Actual | <u>FY08</u> Actual | <u>FY09</u> Actual | <u>FY10</u> Actual | <u>FY11</u> Approved | <u>FY12</u> Approved |
|------------------------|------------------------|------------------------|------------------------|------------------------|------------------------|------------------------|-------------------------|-------------------------|
| Revenue | | | | | | | | |
| Legislative Conference | | | | | | | | |
| Registration | | | | \$13,040 | \$5,345 | \$9,299 | \$0 | \$9,000 |
| Sponsorships | | | | \$13,050 | \$2,950 | \$8,700 | \$0 | \$8,700 |
| Subtotal | <u>\$11,120</u> | <u>\$11,280</u> | <u>\$11,450</u> | <u>\$26,090</u> | <u>\$8,295</u> | <u>\$17,999</u> | <u>\$0</u> | <u>\$17,700</u> |
| Fall Conference | | | | | | | | |
| Golf Tournament | | \$750 | \$2,200 | \$2,800 | \$0 | \$1,767 | \$0 | \$2,000 |
| Registration | | \$7,195 | \$13,100 | \$9,460 | \$0 | \$12,645 | \$0 | \$13,000 |
| Sponsorships | | \$3,950 | \$8,850 | \$8,850 | \$0 | \$21,226 | \$0 | \$22,000 |
| Subtotal | <u>\$11,765</u> | <u>\$11,895</u> | <u>\$24,150</u> | <u>\$21,110</u> | <u>\$0</u> | <u>\$35,638</u> | <u>\$0</u> | <u>\$37,000</u> |
| Membership Dues | \$14,400 | \$0 | \$24,310 | \$10,650 | \$17,380 | \$42 | \$17,000 | \$0 |
| Interest | \$0 | \$514 | \$0 | \$0 | \$105 | \$83 | \$100 | \$100 |
| Other | \$150 | \$1,250 | \$895 | \$771 | \$0 | \$0 | \$0 | \$0 |
| Total Revenue | <u><u>\$37,435</u></u> | <u><u>\$24,939</u></u> | <u><u>\$60,805</u></u> | <u><u>\$58,621</u></u> | <u><u>\$25,780</u></u> | <u><u>\$53,762</u></u> | <u><u>\$17,100</u></u> | <u><u>\$54,800</u></u> |

Expense

| | | | | | | | | |
|---------------------------------------|-----------------|------------------|-----------------|-----------------|------------------|------------------|-----------------|-------------------|
| Bank Service Charges | \$0 | \$32 | \$0 | \$0 | \$0 | \$0 | \$50 | \$0 |
| Legislative Conference | \$13,065 | \$10,225 | \$12,060 | \$15,794 | \$20,181 | \$21,306 | \$5,000 | \$21,000 |
| Dues and Subscriptions | \$100 | \$25 | \$125 | \$0 | \$577 | \$0 | \$100 | \$100 |
| Licenses and Permits | | | \$25 | \$25 | \$75 | \$27 | \$27 | \$27 |
| Fall Conference | | | | | | | | |
| Golf Tournament | \$1,316 | \$1,285 | \$2,398 | \$5,233 | \$0 | \$2,443 | \$0 | \$2,500 |
| Hotel/Conference | \$5,862 | \$11,229 | \$15,410 | \$13,634 | \$0 | \$35,111 | \$6,000 | \$35,000 |
| Supplies | \$87 | \$76 | \$932 | \$1,203 | \$0 | \$0 | \$0 | \$0 |
| Subtotal | <u>\$7,265</u> | <u>\$12,590</u> | <u>\$18,740</u> | <u>\$20,070</u> | <u>\$0</u> | <u>\$37,554</u> | <u>\$6,000</u> | <u>\$37,500</u> |
| Office Supplies | \$1,122 | \$310 | \$274 | \$0 | \$318 | \$32 | \$350 | \$350 |
| Printing/Reproduction | \$0 | \$2,269 | \$938 | \$0 | \$4,031 | \$0 | \$1,500 | \$1,500 |
| Computer/Software Purchase/Repair | \$1,826 | \$0 | \$0 | \$42 | \$540 | \$527 | \$2,000 | \$500 |
| Postage and Delivery | \$125 | \$0 | \$380 | \$0 | \$94 | \$219 | \$150 | \$150 |
| Reimbursed Expense | | | | | | | | |
| Food and Bar | \$618 | \$40 | \$470 | \$0 | \$256 | \$0 | \$0 | \$0 |
| Hotel/Lodging | \$0 | \$75 | \$437 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Meetings/Conferences | \$0 | \$388 | \$65 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Other | \$3,729 | \$466 | \$45 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Travel & Entertainment - Meals | | | \$119 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Continuing Education/Greg Isbill Fund | \$500 | \$0 | \$1,000 | \$500 | \$4,000 | \$1,500 | \$2,000 | \$2,000 |
| Promotions/Merchandise | | | | \$1,771 | \$1,405 | \$0 | \$1,000 | \$1,000 |
| Website | \$3,383 | \$182 | \$2,838 | \$2,091 | \$1,875 | \$225 | \$1,800 | \$1,800 |
| Awards | | | | | \$705 | \$578 | \$700 | \$700 |
| Other | \$20 | \$125 | \$164 | \$675 | \$435 | \$41 | \$200 | \$200 |
| Total Expense | <u>\$31,752</u> | <u>\$26,728</u> | <u>\$37,680</u> | <u>\$40,968</u> | <u>\$34,492</u> | <u>\$62,011</u> | <u>\$15,700</u> | <u>\$66,827</u> |
| Net Income/(Loss) | <u>\$5,683</u> | <u>(\$1,789)</u> | <u>\$23,125</u> | <u>\$17,653</u> | <u>(\$8,713)</u> | <u>(\$8,249)</u> | <u>\$1,400</u> | <u>(\$12,027)</u> |
| Starting Balance (1/1) | \$16,126 | \$21,808 | \$20,019 | \$43,144 | \$60,797 | \$52,084 | \$43,835 | \$45,235 |
| Net Income/(Loss) | \$5,683 | (\$1,789) | \$23,125 | \$17,653 | (\$8,713) | (\$8,249) | \$1,400 | (\$12,027) |
| Ending Balance (12/31) | <u>\$21,808</u> | <u>\$20,019</u> | <u>\$43,144</u> | <u>\$60,797</u> | <u>\$52,084</u> | <u>\$43,835</u> | <u>\$45,235</u> | <u>\$33,208</u> |