	D	E	F	G	H	I	J	K	L	M
1	**Projected FY21 Division Budget**									
2			**Projected Combined FY21 Budget with Dues Scenarios**							
3		COMBINED	WITH $60	WITH $62	WITH $65	WITH $70	WTH $75			
4		AVERAGE BUDGET	Personal/$120 Organizational Dues	Personal/$140 Organizational Dues	Personal/$160 Organizational Dues	Personal/$180 Organizational Dues	Personal/$200 Organizational Dues			
5		FY16-18	$20 Student	$25 Student	$25 Student	$30 Student	$30 Student			
7			$40 Other	$40 Other	$40 Other	$40 Other	$40 Other			
8										
9	(4000) DUES/PERSONAL	505,575	430,615	455,192	485,390	526,840	565,670			
10	(4003) DUES/LIFE MEMBERS-CURRENT	3,275	3,275	3,275	3,275	3,275	3,275			
11	(4004) DUES/CNTNUNG MBRS & DIV TRFR	375	375	375	375	375	375			
12	**(400) Subtotal Dues**	**509,225**	**434,265**	**458,842**	**489,040**	**530,490**	**569,320**			
13										
14	(4100) SALES/BOOKS	9,338	18,500	18,500	18,500	18,500	18,500	Doubled with LITA publications in-house and LLAMA pubs program		
15	(4601) RETURNS/CREDITS	-1,093	-2,000	-2,000	-2,000	-2,000	-2,000			
16	(4602) SALES/BOOKS-DISCOUNT	-959	-2,000	-2,000	-2,000	-2,000	-2,000			
17	**(410) Subtotal Sales-Net**	**7,286**	**14,500**	**14,500**	**14,500**	**14,500**	**14,500**			
18										
19	(4110) SUBSCRIPTIONS	22,592	22,592	22,592	22,592	22,592	22,592	Kept ALCTS model		
20	**(412) Subtotal Subscriptions**	**22,592**	**22,592**	**22,592**	**22,592**	**22,592**	**22,592**			
21										
22	(4140) ADVERTISING/GROSS	21,579	24,000	24,000	24,000	24,000	24,000	Kept Jobline - future might be iffy		
23	**(414) Subtotal Advertising**	**21,579**	**24,000**	**24,000**	**24,000**	**24,000**	**24,000**			
24										
25	(4200) REGISTRATION FEES	481,152	555,000	555,000	555,000	555,000	555,000	Increased overall CE revenue by 15%, Forum revenue by 50%, included the Exchange (spring web institute)		
26	**(420) Subtotal Meetings and Conferences**	**481,152**	**555,000**	**555,000**	**555,000**	**555,000**	**555,000**			
27										
28	(4400) DONATIONS/HONORARIA	80,597	75,000	75,000	75,000	75,000	75,000			
29	(4421) ROYALTIES	13,600	13,600	13,600	13,600	13,600	13,600			
30	(4429) Overhead-exempt Revenue/Divisions	1,797	1,797	1,797	1,797	1,797	1,797			
31	**(440) Subtotal Misc.**	**95,994**	**90,397**	**90,397**	**90,397**	**90,397**	**90,397**			
32										
33	**TOTAL REVENUES**	**1,137,828**	**1,140,754**	**1,165,331**	**1,195,529**	**1,236,979**	**1,275,809**			

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5		FY16-18	$20 Student	$25 Student	$25 Student	$30 Student	$30 Student			
7			$40 Other	$40 Other	$40 Other	$40 Other	$40 Other			
34	(5000) SALARIES & WAGES	499,982	510,000	510,000	510,000	510,000	510,000	Increased by 2%		
35	(5001) WAGES/TEMPORARY EMPLOYEES	11,144	10,000	10,000	10,000	10,000	10,000			
36	(5010) EMPLOYEE BENEFITS	166,666	169,800	169,800	169,800	169,800	169,800	33% of FT salary + 15% of PT salary		
37	(5016) PROFESSIONAL MEMBERSHIPS	1,979	2,000	2,000	2,000	2,000	2,000			
38	**(500) Payroll & Related Expenses**	**668,292**	**691,800**	**691,800**	**691,800**	**691,800**	**691,800**			
39										
40	(5110) PROFESSIONAL SERVICES	21,560	22,000	22,000	22,000	22,000	22,000			
41	(5122) BANK S/C	25,417	27,000	27,000	27,000	27,000	27,000			
42	(5150) Messenger Service	1,019	1,000	1,000	1,000	1,000	1,000			
43	**(510) Outside Services**	**47,996**	**50,000**	**50,000**	**50,000**	**50,000**	**50,000**			
44										
45	(5210) TRANSPORTATION	12,349	12,500	12,500	12,500	12,500	12,500	Kept Spring in-person Executive Committee in these three line items		
46	(5212) LODGING & MEALS	16,909	18,000	18,000	18,000	18,000	18,000			
47	(5216) Business Meetings	3,151	2,500	2,500	2,500	2,500	2,500			
48	**(520) Travel and Related Expenses**	**32,409**	**33,000**	**33,000**	**33,000**	**33,000**	**33,000**			
49										
50	(5301) CONFERENCE EQUIPMENT RENTAL	11,322	14,000	14,000	14,000	14,000	14,000			
51	(5302) MEAL FUNCTIONS	74,397	85,000	85,000	85,000	85,000	85,000	Expanded Forum		
52	(5303) EXHIBITS	6,203	7,000	7,000	7,000	7,000	7,000			
53	(5304) Speaker Expense	2,509	3,000	3,000	3,000	3,000	3,000			
54	(5305) Speaker/Guest Honorarium	50,583	57,500	57,500	57,500	57,500	57,500	Increased for more CE offerings		
55	(5306) AWARDS	38,618	39,000	39,000	39,000	39,000	39,000			
56	(5308) Special Transportation	2,182	2,200	2,200	2,200	2,200	2,200			
57	(5309) AUDIO/VISUAL EQUIPMENT RENTAL & LABO	26,106	35,000	35,000	35,000	35,000	35,000	Expanded Forum		
58	(5310) COMPUTER RENTAL/INTERNET CONNECTION	1,368	1,400	1,400	1,400	1,400	1,400			
59	**(530) Meetings and Conferences**	**213,288**	**244,100**	**244,100**	**244,100**	**244,100**	**244,100**			
60										

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7			$40 Other	$40 Other	$40 Other	$40 Other	$40 Other			
61										
62										
63	(5400) EDITORIAL/PROOFREADING/OUTSIDE	19,600	22,000	22,000	22,000	22,000	22,000	Increased for LITA and LLAMA pubs		
64	(5401) TYPESETTING/COMPOSITION-OUTSD	2,541	2,700	2,700	2,700	2,700	2,700			
65	(5402) PRINTING-OUTSIDE	5,114	5,600	5,600	5,600	5,600	5,600			
66	(5404) DESIGN SERVICE-OUTSIDE	467	750	750	750	750	750			
67	(5410) MAIL SERVICE-OUTSIDE	329	329	329	329	329	329			
68	(5430) WEB OPERATING EXPENSES	2,801	3,000	3,000	3,000	3,000	3,000			
69	(5431) Ebinar/Webcast/Web CE Expense	632	750	750	750	750	750			
70	(5433) ORDER PROCESSING/FULFILLMENT	1,704	2,500	2,500	2,500	2,500	2,500			
71	**(540) Publication Related Expenses**	**33,188**	**37,629**	**37,629**	**37,629**	**37,629**	**37,629**			
72										
73	(5031) STAFF DEVELOPMENT	2,745	2,000	2,000	2,000	2,000	2,000			
74	(5500) SUPPLIES/OPERATING	4,438	3,000	3,000	3,000	3,000	3,000			
75	(5501) EQUIPMENT & SOFTWARE/MINOR	3,184	2,500	2,500	2,500	2,500	2,500			
76	(5502) REFERENCE MATERIAL/PERIODICALS	197	200	200	200	200	200			
77	(5522) TELEPHONE/FAX	1,055	1,000	1,000	1,000	1,000	1,000			
78	(5523) POSTAGE/E-MAIL	1,269	1,000	1,000	1,000	1,000	1,000			
79	(5530) DEPRECIATION F/E	1,952	2,000	2,000	2,000	2,000	2,000			
80	(5543) BAD DEBT EXPENSE	507	600	600	600	600	600			
81	(5599) MISC EXPENSE	4,256	5,000	5,000	5,000	5,000	5,000			
82	**(550) Operating Expenses**	**19,604**	**17,300**	**17,300**	**17,300**	**17,300**	**17,300**			
83										
84	**Total Direct Expenses**	**1,014,777**	**1,073,829**	**1,073,829**	**1,073,829**	**1,073,829**	**1,073,829**			
85										
86										
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88										
89										
90										
91	(5901) IUT/CPU	4,440	4,000	4,000	4,000	4,000	4,000			
92	(5903) IUT/SUBS PROC	1,334	1,334	1,334	1,334	1,334	1,334			
93	(5904) TRANSFER TO/FROM ENDOWMENT	-19,517	-22,000	-22,000	-22,000	-22,000	-22,000	Result of combined endowment		
94	(5905) IUT/TELEPHONE	1,142	1,000	1,000	1,000	1,000	1,000			
95	(5909) IUT/DIST CTR	523	600	600	600	600	600			
96	(5910) IUT/REPRO CTR	2,912	3,000	3,000	3,000	3,000	3,000			
97	(5912) IUT-Copyediting/Proofreading	5,835	6,000	6,000	6,000	6,000	6,000			
98	(5913) IUT-Composition/Alteration	14,919	16,000	16,000	16,000	16,000	16,000			
99	(5940) IUT/REGISTRATION PROCESSING	13,698	16,000	16,000	16,000	16,000	16,000	Increased CE offerings		
101										
102	**(52) Total Indirect Expenses**	**25,286**	**25,934**	**25,934**	**25,934**	**25,934**	**25,934**			
103										
104	**Total Expenses Before OH and Taxes**	**1,040,063**	**1,099,763**	**1,099,763**	**1,099,763**	**1,099,763**	**1,099,763**			
105										
106	**Contribution Margin**	**97,765**	**40,991**	**65,568**	**95,766**	**137,216**	**176,046**			
107										
108	(5911) IUT/OVERHEAD	87,397	100,000	100,000	100,000	100,000	100,000	Increased CE offerings		
109	**(OH&TX) TOTAL OVERHEAD /TAXES**	**87,397**	**100,000**	**100,000**	**100,000**	**100,000**	**100,000**			
110										
111	**TOTAL EXPENSES**	**1,127,460**	**1,199,763**	**1,199,763**	**1,199,763**	**1,199,763**	**1,199,763**			
112										
113	**Net Rev / (Expense) From Operations**	**10,368**	**-59,009**	**-34,432**	**-4,234**	**37,216**	**76,046**			