

			Core 23.44
	FY24 Core: Leadership Infrastructure Prelim Budget		2023 Annual Board of Directors
	Revenue or Expense Account #	2023 Budget	2024 Budget
	(4000) DUES/PERSONAL	344,500	369,453
	(4001) DUES/ORGANIZATIONAL	30,000	
		2,500	
	(4003) DUES/LIFE MEMBERS-CURRENT	500	2,265
	(4004) DUES/CNTNUNG MBRS & DIV TRFR	500	330
	(4100) SALES/BOOKS	4,500	6,000
	(4600) ASSETS RELEASED FROM RESTRICTION		
	(4601) RETURNS/CREDITS		(50)
	(4602) SALES/BOOKS-DISCOUNT		100
	(4101) SALES/PAMPHLETS		
	(4102) SALES - AUDIOVISUAL		
	(4103) SALES - ONLINE		
	(4104) SALES/RENTL MAIL LISTS		
	(4105) SALES/WEBINARS/WEBCASTS/WEB CE	359,000	325,000
	(4108) SALES/ALA STORE	4,800	500
	(4109) SALES/MISC		
	(4110) SUBSCRIPTIONS		
	(4140) ADVERTISING/GROSS		
	(4143) ADVERTISING/ON-LINE		10,000
	(4610) COMMISSION/LINE ADV		
	(4611) COMMISSION/SALES REP		
	(4612) COMMISSION/ADVERTISING AGENCY		
	(4142) ADVERTISING/CLASSIFIED		
	(4200) REGISTRATION FEES	170,000	105,000
	(4210) EXHIBIT SPACE RENTALS	7,500	4,500
	(4220) MEAL FUNCTIONS		
	(4300) GRANTS/CONTRACTS/AWARDS		
	(4301) GRANTS AWARDS - TEMPORARILY RESTRICTED		
	(4400) DONATIONS/HONORARIA	41,000	50,000
	(4420) INT/DIV		
	(4421) ROYALTIES	13,000	10,000
	(4422) ENDOWMENT GAIN/LOSS-REALIZED		
	(4423) ENDWMNT GAIN/LOSS-UNREALIZED		
	(4429) OVRHD-EXMPT REVENUE/DIVISIONS		
	(4430) MISCELLANEOUS FEES		
	(4490) MISCELLANEOUS REVENUE		
	Total Revenue	977,800	883,098

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	(5000) SALARIES & WAGES	481,388	443,034
	(5001) WAGES/TEMPORARY EMPLOYEES		
	(5002) OVERTIME WAGES	0	0
	(5005) ATTRITION FACTOR	0	0
	(5009) ACCRUED VACATION WAGES		
	(5010) EMPLOYEE BENEFITS	150,895	131,858
	(5011) LIFE INSURANCE	0	0
	(5012) DISABILITY INSURANCE	0	0
	(5013) WORKERS COMP INSURANCE	0	0
	(5014) ANNUITY/EMPLOYER CONTRIBUTION	0	0
	(5015) TUITION REIMBURSEMENT		
	(5016) PROFESSIONAL MEMBERSHIPS	1,000	325
	(5019) HEALTH INSURANCE	0	0
	(5020) FICA/EMPLOYER CONTRIBUTION	0	0
	(5021) UNEMPLOYMENT COMPENSATION TAX	0	0
	(5032) RELOCATION EXPENSE		
	(5040) POST RETIREMENT BENEFITS		
	(5041) BLUE CROSS REFUND		
	(5100) TEMPORARY EMPLOYEES/OUTSIDE		
	(5110) PROFESSIONAL SERVICES	4,750	2,000
	(5120) LEGAL FEES		
	(5121) AUDIT/TAX FEES		
	(5122) BANK S/C	25,992	18,000
	(5130) LOBBYING / CONSULTING		
	(5140) EQUIP/FURN REPAIRS		
	(5141) MAINTENANCE AGREEMENTS		
	(5150) MESSENGER SERVICE		
	(5151) DUPLICATION/OUTSIDE	400	400
	(5210) TRANSPORTATION	10,250	4,450
	(5212) LODGING & MEALS	6,900	4,400
	(5214) ENTERTAINMENT		
	(5216) BUSINESS MEETINGS		2,300
	(5300) FACILITIES RENT		
	(5301) CONFERENCE EQUIPMENT RENTAL	1,500	1,000
	(5302) MEAL FUNCTIONS	53,000	66,000
	(5303) EXHIBITS	2,000	0
	(5304) SPEAKER/GUEST EXPENSE		
	(5305) SPEAKER/GUEST HONORARIUM	74,000	46,000

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	(5306) AWARDS	12,300	13,300
	(5307) SECURITY SERVICES		
	(5308) SPECIAL TRANSPORTATION	2,000	5,000
	(5309) AUDIO/VISUAL EQUIPMENT RENTAL & LABOR	20,000	24,000
	(5310) COMPUTER RENTAL/INTERNET CONNECTIONS		
	(5350) PROGRAM ALLOCATION	0	
	(5400) EDITORIAL/PROOFREADING/OUTSIDE	13,410	11,510
	(5401) TYPESETTING/COMPOSITION-OUTSD		
	(5402) PRINTING-OUTSIDE	2,000	2,000
	(5403) BINDING-OUTSIDE		
	(5404) DESIGN SERVICE-OUTSIDE		
	(5406) REVIEW SERVICE		
	(5410) MAIL SERVICE-OUTSIDE		
	(5411) ADVERTISING/SPACE		
	(5412) ADVERTISING/DIRECT		
	(5413) MAIL LIST RENTAL	500	0
	(5414) SUPPLIES/PRODUCTION	3,000	1,000
	(5415) PRE-PRESS/PHOTOGRAPHIC SERVICE		
	(5416) ADVERTISING PRODUCTION COST		
	(5420) COPYRIGHT FEES		
	(5430) WEB OPERATING EXPENSES	8,800	11,020
	(5431) WEBINAR/WEBCASTS/WEB CE EXP	0	
	(5432) PURCHASED INVENTORY		
	(5433) ORDER PROCESSING/FULFILLMENT	1,000	1,000
	(5480) COST OF SALES		
	(5490) INVENTORY ADJUSTMENT		
	(5499) INVENTORY RESERVE ADJUSTMENT		
	(5030) STAFF RECRUITMENT/RELOCATION		
	(5031) STAFF DEVELOPMENT	1,200	500
	(5500) SUPPLIES/OPERATING	1,500	1,500
	(5501) EQUIPMENT & SOFTWARE/MINOR	0	2,535
	(5502) REFERENCE MATERIAL/PERIODICALS	250	250
	(5510) INSURANCE		
	(5520) EQUIPMENT RENTAL/LEASE		
	(5521) SPACE RENT		
	(5522) TELEPHONE/FAX		
	(5523) POSTAGE/E-MAIL	1,500	1,300
	(5525) UTILITIES		

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	(5530) DEPRECIATION F/E	0	6,971
	(5531) DEPRECIATION BUILDING		
	(5532) AMORT. - EQUIP N-S INTANGIBLE ASSETS		
	(5540) ROYALTY EXPENSE		
	(5543) BAD DEBT EXPENSE		
	(5544) INTEREST EXPENSE		
	(5545) TAXES/PROPERTY		
	(5550) PROMOTION		
	(5560) ORG SUPPORT/CONTRIBUTION	(15,606)	(15,606)
	(5599) MISC EXPENSE	360	0
	(5901) IUT/CPU		1,000
	(5902) IUT/DATA PROC		
	(5903) IUT/SUBS PROC		
	(5904) TRANSFER TO/FROM ENDOWMENT	(28,171)	(30,790)
	(5905) IUT/TELEPHONE		
	(5906) IUT/ORDER BILLING		
	(5908) IUT/MAINTENANCE		
	(5909) IUT/DIST CTR	250	250
	(5910) IUT/REPRO CTR	3,450	1,750
	(5912) IUT-Copyediting/Proofreading	9,000	13,165
	(5913) IUT-Composition/Alteration	3,000	5,564
	(5940) IUT/REGISTRATION PROCESSING	6,600	10,300
	(5941) IUT/CHOICE		
	(5942) IUT/ADVERTISING		
	(5999) IUT/MISC		
	(5911) IUT/OVERHEAD	93,214	50,000
	(5998) IUT/ALLOCATIONS		
	(5600) TAXES/INCOME		
	(TEI) Total Expenses plus Taxes/Income	951,632	837,286
	Net	26,168	45,812