

	D	E	F	G	H	I	J	K	L	M	
1	ALCTS LITA LLAMA (Merged) 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				

	D	E	F	G	H	I	J	K	L	M	
1	ALCTS LITA LLAMA (Merged) 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				
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											

	D	E	F	G	H	I	J	K	L	M	
1	ALCTS LITA LLAMA (Merged) 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				
61											
62											
63	(5400) EDITORIAL/PROOFREADING/OUTSIDE	19,600	22,000	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	2,700			
65	(5402) PRINTING-OUTSIDE	5,114	5,600	5,600	5,600	5,600	5,600	5,600			
66	(5404) DESIGN SERVICE-OUTSIDE	467	750	750	750	750	750	750			
67	(5410) MAIL SERVICE-OUTSIDE	329	329	329	329	329	329	329			
68	(5430) WEB OPERATING EXPENSES	2,801	3,000	3,000	3,000	3,000	3,000	3,000			
69	(5431) Ebinar/Webcast/Web CE Expense	632	750	750	750	750	750	750			
70	(5433) ORDER PROCESSING/FULFILLMENT	1,704	2,500	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	37,629			
72											
73	(5031) STAFF DEVELOPMENT	2,745	2,000	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	3,000			
75	(5501) EQUIPMENT & SOFTWARE/MINOR	3,184	2,500	2,500	2,500	2,500	2,500	2,500			
76	(5502) REFERENCE MATERIAL/PERIODICALS	197	200	200	200	200	200	200			
77	(5522) TELEPHONE/FAX	1,055	1,000	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	1,000			
79	(5530) DEPRECIATION F/E	1,952	2,000	2,000	2,000	2,000	2,000	2,000			
80	(5543) BAD DEBT EXPENSE	507	600	600	600	600	600	600			
81	(5599) MISC EXPENSE	4,256	5,000	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	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	1,073,829			
85											
86											
87											

	D	E	F	G	H	I	J	K	L	M	
1	ALCTS LITA LLAMA (Merged) 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				
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	-22,000	Result of combined endowment		
94	(5905) IUT/TELEPHONE	1,142	1,000	1,000	1,000	1,000	1,000	1,000			
95	(5909) IUT/DIST CTR	523	600	600	600	600	600	600			
96	(5910) IUT/REPRO CTR	2,912	3,000	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	6,000			
98	(5913) IUT-Composition/Alteration	14,919	16,000	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	16,000	Increased CE offerings		
101											
102	(52) Total Indirect Expenses	25,286	25,934	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	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	100,000	Increased CE offerings		
109	(OH&TX) TOTAL OVERHEAD / TAXES	87,397	100,000	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	1,199,763			
112											
113	Net Rev / (Expense) From Operations	10,368	-59,009	-34,432	-4,234	37,216	76,046				