

Budget Performance and Proposal**2020 Annual Meeting**

	2019			2020	2021	Notes
	Budget (Approved)	Actual	Actual + / (-) Budget	Budget (Proposed)	Budget (Proposed)	
Revenue						
Membership Dues	11,309	11,369	60	10,783	10,390	2
Interest	1,288	916	(372)	900	900	
Merchandise	4,800	5,176	376	4,800	4,800	
Advertising	960	1,040	80	1,080	1,080	
Donations	-	11,000	11,000	-	-	3
Fundraising	-	105	105	-	-	
Grants	-	-	-	-	-	
Other	-	5	5	-	-	
Total Revenue	18,357	29,612	11,255	17,563	17,170	
Expenses						
Programs	8,915	10,195	(1,280)	10,595	9,900	
Events	2,600	2,015	585	2,415	2,415	
Merchandise purchases	5,537	4,093	1,444	3,200	3,200	
Selling expense	100	107	(7)	100	100	
Memberships	-	-	-	-	-	
Fundraising	-	53	(53)	-	-	
Insurance	2,300	2,230	70	2,300	2,300	
Bad debts	-	-	-	-	-	
Corporate	1,200	1,113	87	1,100	1,100	
Total Expenses	20,652	19,805	847	19,710	19,015	
Surplus/(Deficit)	(2,295)	9,807	12,102	(2,147)	(1,845)	

Notes

1. The budget is primarily about sources and uses of cash, over which the Board has some control (exception - see Note 2). Figures may not match to the Income Statement because of year-end accruals and other adjustments, such as those related to inventory.
2. Membership dues earned during year, which may include amounts received but not earned in previous years. Assumes membership rates are approved at Board-recommended amounts.
3. Historically, we have not budgeted for donations.