

**Budget Performance and Proposal****2021 Annual Meeting**

	2020			2021	2022	Notes
	Budget (Approved)	Actual	Actual + / (-) Budget	Budget (Proposed)	Budget (Proposed)	
<b>Revenue</b>						
Membership Dues Earned	10,783	11,036	253	10,586	10,300	2
Interest income	900	1,025	125	400	350	
Merchandise sales	4,800	5,274	474	5,000	5,000	
Advertising	1,080	1,596	516	1,596	1,596	
Donations	-	1,179	1,179	-	-	3
Fundraising	-	3,300	3,300	-	-	
Grants	-	-	-	-	-	
Other Income	-	-	-	-	-	
<b>Total Revenue</b>	<b>17,563</b>	<b>23,410</b>	<b>5,847</b>	<b>17,582</b>	<b>17,246</b>	
<b>Expenses</b>						
Programs	10,595	8,375	2,220	25,053	9,550	
Events	2,415	543	1,872	1,950	1,950	
Merchandise purchases	3,200	3,146	54	5,000	5,000	
Selling expense	100	104	(4)	250	250	
Memberships	-	-	-	-	-	
Fundraising	-	304	(304)	-	-	
Insurance	2,300	2,230	70	2,300	2,300	
Donations	-	3,654	(3,654)	-	-	
Bad debts	-	-	-	-	-	
Other general and administrative	1,100	1,497	(397)	1,100	1,100	
<b>Total Expenses</b>	<b>19,710</b>	<b>19,853</b>	<b>(143)</b>	<b>35,653</b>	<b>20,150</b>	
<b>Surplus/(Deficit)</b>	<b>(2,147)</b>	<b>3,557</b>	<b>5,704</b>	<b>(18,071)</b>	<b>(2,904)</b>	

**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.