

	2019 Actual	2020 Estimated Actual	2021 Budget
<b>INCOME</b>	Total	Total	Total
Dues	\$340,750.00	\$257,350.00	\$200,000.00
Advertising	\$63,430.00	\$43,000.00	\$5,000.00
Sales	\$18,090.00	\$12,000.00	\$5,000.00
PHC	\$20,300.00	\$42,000.00	\$30,000.00
Perdiem (MIEC)	\$19,200.00	\$8,000.00	\$6,400.00
MIEC	\$39,408.00	\$25,630.00	\$76,835.00
WWAMI	\$7,442.00	\$3,920.00	\$3,500.00
Rental Income	\$2,850.00	\$0.00	\$0.00
Interest	\$4,189.00	\$100.00	\$0.00
Intelare Meeting Spon.	\$7,463.00	\$0.00	\$0.00
KP Donation		\$6,212.00	\$0.00
Cares		\$100,000.00	\$0.00
<b>Total Income:</b>	<b>\$523,122.00</b>	<b>\$498,212.00</b>	<b>\$326,735.00</b>

EXPENSES

Payroll/Health Insuran	\$325,000.00	\$225,000.00	\$165,000.00
Employee Fringe	\$19,800.00	\$3,787.00	\$2,500.00
Accounting	\$6,400.00	\$7,500.00	\$3,000.00
Website	\$18,400.00	\$13,000.00	\$3,000.00
Computer/IT	\$21,250.00	\$13,000.00	\$12,000.00
Lobbyist	\$40,000.00	\$40,000.00	\$40,000.00
Legal	\$12,000.00	\$12,000.00	\$12,000.00
Phone/internet	\$7,650.00	\$6,500.00	\$4,000.00
Utilities	\$6,250.00	\$6,500.00	\$6,500.00
Admin	\$6,600.00	\$5,600.00	\$2,500.00
Property Maintenance	\$10,325.00	\$10,500.00	\$10,500.00
Office Supplies	\$4,800.00	\$2,550.00	\$1,000.00
Minor Equip	\$1,520.00	\$1,550.00	\$1,550.00
Real Estate Tax	\$7,275.00	\$7,505.00	\$8,000.00
Fed Inc Tax	\$550.00	\$2,763.00	\$3,000.00
Insurance	\$14,600.00	\$12,250.00	\$10,000.00
Publications	\$25,250.00	\$16,500.00	\$12,000.00
PHC	\$16,400.00	\$15,800.00	\$0.00
Postage	\$5,100.00	\$2,775.00	\$1,500.00
Bank Charges & CC Fee	\$4,200.00	\$6,000.00	\$5,500.00
NET Travel	\$17,700.00	\$6,750.00	\$0.00
Building Repairs		\$12,000.00	\$0.00
ED Search			\$40,000.00

<b>Total Expense</b>	<b>\$571,070.00</b>	<b>\$429,830.00</b>	<b>\$343,550.00</b>
	-\$523,122.00	-\$498,212.00	-\$326,735.00
	<b>-\$47,948.00</b>	<b>\$55,382.00</b>	<b>\$16,815.00</b>