

**American Association of Registrars and Admissions Officers
2014/2015 Budget Worksheet
Detailed Master Proposed Budget**

	2014-15 Operating Total	2013-14 Operating Total	Differences
Revenue			
Advertising	\$ 191,600	\$187,400	\$ 4,200
Contributions	-	\$0	-
Corporate/associate dues	125,000	\$120,000	\$ 5,000
Exhibit fees	580,935	\$610,113	\$ (29,178)
Grant/contract income	-	\$0	-
Interest income	800	\$5,000	\$ (4,200)
Investment gain/(loss)	-	\$0	-
Label/mailling list income	-	\$0	-
Management fees	-	\$0	-
Member dues	2,477,852	\$2,429,084	\$ 48,768
Other income	35,000	\$0	\$ 35,000
Publication sales	766,500	\$708,750	\$ 57,750
Registrations	2,455,928	\$2,297,319	\$ 158,609
Service fees	3,918,088	\$3,797,188	\$ 120,900
Sponsorship revenue	361,375	\$363,575	\$ (2,200)
Total Revenue	10,913,078	\$10,518,429	\$ 394,649
Personnel costs			
Salaries and Wages	3,278,893	\$3,128,163	\$ 150,730
Fringe Benefits	652,725	\$651,513	\$ 1,212
Payroll Taxes	229,962	\$222,100	\$ 7,862
Total Personnel costs	4,161,580	\$4,001,776	\$ 159,804
Other expenses			
Advertising and promotion	102,130	\$102,588	\$ (458)
Awards, scholarships and grants	5,139	\$9,719	\$ (4,580)
Bad debt	-	\$0	-
Bank charges	215,334	\$200,743	\$ 14,591
Consulting/outside services	1,697,459	\$1,739,281	\$ (41,822)
Contingency expenses	120,000	\$115,750	\$ 4,250
Depreciation	219,851	\$223,145	\$ (3,294)
Equipment rental	3,900	\$6,900	\$ (3,000)
General taxes	5,000	\$5,000	-
Insurance	59,333	\$51,547	\$ 7,786
Interest	-	\$0	-
Legal and accounting	313,000	\$315,028	\$ (2,028)
Lodging	293,164	\$299,227	\$ (6,063)
Marketing	28,840	\$23,060	\$ 5,780
Meals and entertainment	184,963	\$181,080	\$ 3,882
Meeting costs	1,411,828	\$1,307,676	\$ 104,152
Memberships and subscriptions	94,000	\$52,520	\$ 41,480
Other expenses	26,857	\$32,169	\$ (5,313)
Postage and delivery	124,528	\$108,456	\$ 16,072
Printing, production and duplicating	329,735	\$314,185	\$ 15,550
Registration fees	13,000	\$20,100	\$ (7,100)
Rent	309,012	\$360,439	\$ (51,427)
Supplies, equipment and maintenance	151,157	\$154,929	\$ (3,772)
Communications/internet	129,680	\$128,157	\$ 1,523
Temporary assistance	10,225	\$7,608	\$ 2,617
Training and development	23,700	\$18,450	\$ 5,250
Travel	467,961	\$455,465	\$ 12,496
Total Other Expenses	6,339,797	\$6,233,224	\$ 106,573
Total Expenses	10,501,377	\$10,234,999	\$ 266,377
Change in Net Assets FY 14/15 Budget	411,701	\$283,429	\$ 128,272

12/17/2013
12/30/2013