

**American Association of Registrars and Admissions Officers
Detailed Master Proposed Budget FY2023**

	Actual Year End FY2021	Current Budget FY2022	Proposed Budget FY2023
Revenue			
Advertising	194,437	125,000	\$ 191,000
Contributions	28,371	-	-
Corporate/associate dues	100,440	150,000	150,000
Exhibit fees		627,000	459,040
Grant Income Related to PPP Loan Forgiveness	773,215	-	-
Interest income		-	-
Member dues	2,829,236	2,692,138	2,887,795
Other income	5,055	-	-
Publication sales	619,381	663,078	668,588
Registrations	908,014	2,632,169	2,496,202
Service fees	2,074,979	2,560,000	2,970,000
Sponsorship revenue	504,301	1,068,396	1,288,677
Net Asset Released to Unrestricted	400,308		
Total Revenue	8,437,737	10,517,781	11,111,302
Personnel costs			
Salaries and Wages	3,349,391	3,452,973	3,761,647
Fringe Benefits	638,184	828,419	841,194
Payroll Taxes	254,969	241,708	267,932
Total Personnel costs	4,242,544	4,523,100	4,870,773
Other expenses			
Advertising and promotion	11,740	16,425	36,500
Awards, scholarships and grants	2,237	6,782	8,173
Bank charges	162,710	233,282	233,666
Condo Fees	73,956	77,000	78,000
Consulting/outside services	1,151,584	1,038,484	1,196,989
Contributions			
Contingency expenses		160,000	250,000
Depreciation (Fixed assets/office)	338,810	226,553	258,292
Equipment rental		9,500	6,000
General taxes	10,782	20,000	15,000
Insurance	50,548	65,186	77,500
Interest	202,802	200,000	200,000
Legal and accounting	337,417	385,700	334,800
Lodging	1,366	277,989	356,076
Marketing	188	49,676	27,300
Meals and entertainment	8,287	179,165	192,964
Meeting costs	345,978	1,483,435	1,263,743
Memberships and subscriptions	413,541	351,330	479,596
Other expenses	36,069	40,250	46,229
Postage and delivery	16,628	70,953	76,311
Printing, production and duplicating	45,924	90,989	82,181
Registration fees	6,495	32,604	36,800
Supplies, equipment and maintenance	34,501	130,469	77,447
Communications/internet	53,616	63,554	69,218
Temporary assistance	-	12,107	20,227
Training and development	3,379	16,500	15,300
Travel	11,164	396,317	444,650
Utilities / Maintenance	35,635	40,000	50,000
Property Taxes	87,642	85,000	90,000
Total Other Expenses	3,442,999	5,759,250	6,022,963
Total Expenses	7,685,543	10,282,350	10,893,735
Change in Net Assets	752,194	235,431	217,566