

**AACRAO**  
**FY 2024 Budget Worksheet**  
**MASTER BUDGET**

|  | 100<br>Administration &<br>Operations | 200 Memberships     | 300 Strategy &<br>Planning | 400 Business<br>Development | 500 Research and<br>Policy | 600 Education and<br>Member<br>Development | AACRAO FY24<br>BUDGET |
|--|---------------------------------------|---------------------|----------------------------|-----------------------------|----------------------------|--|-----------------------|
| <b>Revenue</b>                               |                                       |                     |                            |                             |                            |  |                       |
| Advertising                                  | -                                     | 200,000             | -                          | 10,000                      | -                          | -  | 210,000               |
| Corporate/associate dues                     | -                                     | -                   | -                          | 110,000                     | -                          | -  | 110,000               |
| Exhibit fees                                 | -                                     | -                   | -                          | -                           | -                          | 1,055,244                                  | 1,055,244             |
| Grant/contract income                        | -                                     | -                   | 5,000                      | 1,800,000                   | -                          | -  | 1,805,000             |
| Member dues                                  | 3,097,944                             | -                   | -                          | 135,000                     | -                          | -  | 3,232,944             |
| Publication sales                            | -                                     | -                   | -                          | -                           | 553,300                    | 234,291                                    | 787,591               |
| Registrations                                | 18,000                                | -                   | 1,825                      | -                           | -                          | 2,698,897                                  | 2,718,722             |
| Service fees                                 | 8,250                                 | -                   | -                          | 1,800,000                   | 610,000                    | 125,000                                    | 2,543,250             |
| Sponsorship revenue                          | 8,000                                 | -                   | 10,000                     | 625,000                     | 48,000                     | 100,000                                    | 791,000               |
| Investment Fees                              | (65,000)                              | -                   | -                          | -                           | -                          | -  | (65,000)              |
| <b>Total Revenue</b>                         | <b>\$ 3,067,194</b>                   | <b>\$ 200,000</b>   | <b>\$ 16,825</b>           | <b>\$ 4,480,000</b>         | <b>\$ 1,211,300</b>        | <b>\$ 4,213,432</b>                        | <b>\$ 13,188,751</b>  |
| <b>Personnel Costs</b>                       |                                       |                     |                            |                             |                            |  |                       |
| Salaries and Wages                           | 1,109,434                             | 334,815             | 319,987                    | 1,035,518                   | 810,471                    | 948,127                                    | 4,558,352             |
| Fringe Benefits                              | 232,981                               | 67,161              | 60,519                     | 170,226                     | 165,780                    | 195,327                                    | 891,995               |
| Payroll Taxes                                | 64,121                                | 24,673              | 24,479                     | 74,229                      | 60,313                     | 68,537                                     | 316,352               |
| <b>Total Personnel Costs</b>                 | <b>\$ 1,406,536</b>                   | <b>\$ 426,649</b>   | <b>\$ 404,985</b>          | <b>\$ 1,279,973</b>         | <b>\$ 1,036,564</b>        | <b>\$ 1,211,991</b>                        | <b>\$ 5,766,699</b>   |
| <b>Other expenses</b>                        |                                       |                     |                            |                             |                            |  |                       |
| Advertising and promotion                    | 2,000                                 | 4,000               | 23,000                     | 10,500                      | 6,000                      | 2,873                                      | 48,373                |
| Awards, scholarships and grants              | -                                     | 1,500               | -                          | -                           | 6,000                      | -  | 7,500                 |
| Bank charges                                 | 82,696                                | 5,302               | 446                        | 32,604                      | 17,264                     | 111,688                                    | 250,000               |
| Condo Fee                                    | 78,000                                | -                   | -                          | -                           | -                          | -  | 78,000                |
| Consulting/outside services                  | 273,000                               | 25,000              | 80,000                     | 643,100                     | 290,000                    | 490,385                                    | 1,801,485             |
| Contingency expenses                         | 105,000                               | -                   | -                          | -                           | 5,000                      | -  | 110,000               |
| General taxes                                | 15,000                                | -                   | -                          | -                           | -                          | -  | 15,000                |
| Insurance                                    | 76,000                                | -                   | -                          | -                           | -                          | -  | 76,000                |
| Interest                                     | 209,000                               | -                   | -                          | -                           | -                          | -  | 209,000               |
| Legal and accounting                         | 398,000                               | -                   | -                          | -                           | 1,000                      | -  | 399,000               |
| Lodging                                      | 152,100                               | 4,100               | 14,250                     | 129,000                     | 53,550                     | 76,736                                     | 429,736               |
| Marketing                                    | -                                     | 3,000               | 5,000                      | 25,500                      | -                          | 6,749                                      | 40,249                |
| Meals and entertainment                      | 109,300                               | 4,240               | 2,000                      | 67,800                      | 16,000                     | 61,831                                     | 261,171               |
| Meeting costs                                | 43,000                                | 2,500               | 800                        | 60,000                      | 16,100                     | 1,365,540                                  | 1,487,940             |
| Memberships and subscriptions                | 535,000                               | 9,000               | 69,000                     | 27,150                      | 82,400                     | 41,660                                     | 764,210               |
| Other expenses                               | 61,500                                | -                   | 1,500                      | 2,250                       | 1,000                      | 55,322                                     | 121,572               |
| Postage and delivery                         | 600                                   | 5,100               | 250                        | 11,000                      | 550                        | 29,128                                     | 46,628                |
| Printing, production and duplicating         | 1,100                                 | 8,100               | 10,200                     | 10,000                      | 1,000                      | 49,940                                     | 80,340                |
| Registration fees                            | 22,000                                | -                   | 500                        | 14,500                      | 5,950                      | 34,300                                     | 77,250                |
| Supplies, equipment and maintenance          | 40,140                                | 2,000               | 750                        | 7,500                       | 1,250                      | 33,208                                     | 84,848                |
| Communications/internet                      | 11,050                                | 6,450               | 6,750                      | 8,500                       | 12,000                     | 15,000                                     | 59,750                |
| Temporary assistance                         | 4,000                                 | 500                 | -                          | -                           | 11,960                     | 11,591                                     | 28,051                |
| Training and development                     | 6,700                                 | 3,300               | 7,500                      | 7,500                       | 7,000                      | 8,500                                      | 40,500                |
| Travel                                       | 116,000                               | 2,750               | 10,625                     | 172,500                     | 31,800                     | 51,195                                     | 384,870               |
| Utilities / Maintenance                      | 29,000                                | -                   | -                          | -                           | -                          | -  | 29,000                |
| Property Taxes                               | 90,000                                | -                   | -                          | -                           | -                          | -  | 90,000                |
| <b>Total Other Expenses</b>                  | <b>\$ 2,460,186</b>                   | <b>\$ 86,842</b>    | <b>\$ 232,571</b>          | <b>\$ 1,229,404</b>         | <b>\$ 565,824</b>          | <b>\$ 2,445,648</b>                        | <b>\$ 7,020,475</b>   |
| <b>Total Expenses</b>                        | <b>\$ 3,866,722</b>                   | <b>\$ 513,490</b>   | <b>\$ 637,556</b>          | <b>\$ 2,509,378</b>         | <b>\$ 1,602,389</b>        | <b>\$ 3,657,639</b>                        | <b>\$ 12,787,174</b>  |
| <b>Change in Net Assets before Depreciat</b> | <b>\$ (799,528)</b>                   | <b>\$ (313,490)</b> | <b>\$ (620,731)</b>        | <b>\$ 1,970,622</b>         | <b>\$ (391,089)</b>        | <b>\$ 555,793</b>                          | <b>\$ 401,577</b>     |
| <b>Less: Depreciation</b>                    | <b>(240,000)</b>                      | <b>-</b>            | <b>-</b>                   | <b>-</b>                    | <b>-</b>                   | <b>-</b>                                   | <b>(240,000)</b>      |
| <b>Change in Net Assets</b>                  | <b>\$ (1,039,528)</b>                 | <b>\$ (313,490)</b> | <b>\$ (620,731)</b>        | <b>\$ 1,970,622</b>         | <b>\$ (391,089)</b>        | <b>\$ 555,793</b>                          | <b>\$ 161,577</b>     |