

**American Association of Registrars and Admissions Officers  
2015/2016 Budget Worksheet  
Detailed Master Proposed Budget**

	2015-16 Operating Total	2014-15 Operating Total	2014-15 to 2015-16 Differences
<b>Revenue</b>			
Advertising	\$ 202,340	\$ 191,600	\$ 10,740
Contributions	-	-	\$ -
Corporate/associate dues	120,000	125,000	\$ (5,000)
Exhibit fees	627,585	580,935	\$ 46,650
Grant/contract income	-	-	\$ -
Interest income	250	800	\$ (550)
Investment gain/(loss)	-	-	\$ -
Label/mailling list income	-	-	\$ -
Management fees	-	-	\$ -
Member dues	2,504,683	2,477,852	\$ 26,831
Other income	35,000	35,000	\$ -
Publication sales	784,800	766,500	\$ 18,300
Registrations	2,321,182	2,455,928	\$ (134,746)
Service fees	3,221,641	3,918,088	\$ (696,447)
Sponsorship revenue	406,466	361,375	\$ 45,091
<b>Total Revenue</b>	<b>10,223,947</b>	<b>10,913,078</b>	<b>\$ (689,131)</b>
<b>Personnel costs</b>			
Salaries and Wages	3,307,295	3,278,893	\$ 28,402
Fringe Benefits	739,743	652,725	\$ 87,019
Payroll Taxes	232,253	229,962	\$ 2,291
<b>Total Personnel costs</b>	<b>4,279,292</b>	<b>4,161,580</b>	<b>\$ 117,712</b>
<b>Other expenses</b>			
Advertising and promotion	70,250	102,130	\$ (31,881)
Awards, scholarships and grants	4,900	5,139	\$ (239)
Bad debt	-	-	\$ -
Bank charges	224,023	215,334	\$ 8,689
Consulting/outside services	1,178,887	1,697,459	\$ (518,573)
Contingency expenses	180,327	120,000	\$ 60,327
Depreciation	196,209	219,851	\$ (23,643)
Equipment rental	2,700	3,900	\$ (1,200)
General taxes	1,500	5,000	\$ (3,500)
Insurance	60,933	59,333	\$ 1,600
Interest	-	-	\$ -
Legal and accounting	319,000	313,000	\$ 6,000
Lodging	287,877	293,164	\$ (5,287)
Marketing	34,800	28,840	\$ 5,960
Meals and entertainment	207,076	184,963	\$ 22,113
Meeting costs	1,100,004	1,411,828	\$ (311,824)
Memberships and subscriptions	135,782	94,000	\$ 41,782
Other expenses	23,659	26,857	\$ (3,198)
Postage and delivery	107,116	124,528	\$ (17,412)
Printing, production and duplicating	310,789	329,735	\$ (18,946)
Registration fees	28,759	13,000	\$ 15,759
Rent	306,888	309,012	\$ (2,124)
Supplies, equipment and maintenance	180,899	151,157	\$ 29,742
Communications/internet	124,888	129,680	\$ (4,792)
Temporary assistance	6,593	10,225	\$ (3,632)
Training and development	25,000	23,700	\$ 1,300
Travel	385,864	467,961	\$ (82,097)
<b>Total Other Expenses</b>	<b>5,504,723</b>	<b>6,339,797</b>	<b>\$ (835,074)</b>
<b>Total Expenses</b>	<b>9,784,014</b>	<b>10,501,377</b>	<b>\$ (717,362)</b>
<b>Change in Net Assets FY 15/16 Budget</b>	<b>439,933</b>	<b>411,701</b>	<b>\$ 28,232</b>