

## 2007 Budget Report

Report Revised (11/15/06) By Finance Committee

<u>REVENUES</u>	<u>2003 A</u>	<u>2004 A</u>	<u>2005 A</u>	<u>2006 B</u>	<u>2006 E</u>	<u>2007 B</u>
Membership Dues	3,983,115	4,059,605	4,255,516	4,452,912	4,431,434	4,447,500
Club Fees	1,909,064	1,835,584	1,889,623	2,020,000	2,000,000	2,050,000
Regional Sanction Fees	734,415	781,999	750,681	772,640	772,640	696,310
Sectional/STAC Sanction Fees	720,015	717,056	673,109	735,820	735,820	675,540
Other Sanction Fees	60,643	48,591	47,393	50,000	49,978	50,000
Spring NABC (Net)	136,663	378,691	100,223	165,655	188,718	88,981
Summer NABC (Net)	84,831	192,814	276,857	278,404	287,524	207,994
Fall NABC (Net)	205,334	343,549	88,048	41,130	34,579	137,528
Product Sales (Net)	603,756	520,465	519,274	564,876	353,619	-
Rental Income	116,031	116,406	100,230	-	-	-
Investment Income	279,973	164,857	195,183	200,000	258,210	225,000
Less: Market Value Adjust.	(161,000)	(91,047)	(77,593)	-	(64,267)	-
Bulletin Advertising	403,740	420,789	396,391	422,250	367,375	420,600
Baron Royalty Payments	-	-	-	-	-	135,000
Other Income	257,416	308,184	208,366	335,557	349,572	303,902
<b>Total Revenues</b>	<b>9,333,996</b>	<b>9,797,543</b>	<b>9,423,301</b>	<b>10,039,244</b>	<b>9,765,202</b>	<b>9,438,355</b>
<u>EXPENSES (excl TDs)</u>						
Salaries - Staff	3,672,678	3,753,254	3,807,551	3,862,570	3,753,655	3,475,646
Insurance - Staff	513,972	539,454	556,135	581,416	618,711	576,100
Other Benefits - Staff	210,569	264,012	265,518	330,678	329,483	303,945
Payroll Taxes - Staff	288,076	276,054	300,164	309,305	289,783	278,925
Bank Fees	60,043	90,191	139,418	146,500	151,646	161,500
Board Expenses (Incl. BOG)	344,608	356,901	359,143	399,558	418,454	383,013
Building & Grounds (Net)	359,345	310,577	309,373	303,402	274,210	309,740
Bulletin - Printing & Postage	1,104,538	1,056,898	1,048,653	1,116,683	1,050,921	994,000
Depreciation	428,129	362,654	329,684	387,000	386,000	310,588
Insurance - General	236,873	272,556	323,964	300,000	442,058	439,000
Legal Fees	145,933	144,054	210,041	120,000	124,289	140,000
Marketing / Education	655,449	862,456	1,046,657	769,173	687,616	670,510
Postage & Supplies	283,874	303,116	210,876	241,018	205,522	197,454
Telephone	36,204	56,877	34,040	37,400	32,287	30,300
Travel	38,293	52,827	50,352	69,656	69,656	68,928
WBF	94,438	91,468	96,647	93,050	96,000	95,818
Utilities	97,348	94,019	102,536	104,000	110,000	113,500
Other Expenses	586,520	600,841	598,496	573,542	602,519	586,584
<b>Total Expenses</b>	<b>9,156,890</b>	<b>9,488,209</b>	<b>9,789,248</b>	<b>9,744,951</b>	<b>9,642,810</b>	<b>9,135,551</b>
<u>TOURNAMENT DIRECTORS</u>						
Salaries - TDs	2,507,717	2,596,067	2,537,649	2,661,225	2,623,295	2,747,475
Insurance - TDs	199,191	244,361	257,999	365,585	365,585	384,900
Other Benefits & Expenses	501,895	546,391	557,011	637,520	627,464	609,206
<b>Total TD Expenses</b>	<b>3,208,803</b>	<b>3,386,819</b>	<b>3,352,659</b>	<b>3,664,330</b>	<b>3,616,344</b>	<b>3,741,581</b>
TD Charges	2,804,459	3,012,438	3,024,641	3,435,161	3,377,388	3,644,783
<b>Tournament Directors - Net</b>	<b>404,344</b>	<b>374,381</b>	<b>328,018</b>	<b>229,169</b>	<b>238,956</b>	<b>96,798</b>
<b>ACBL Net Profit (Loss)</b>	<b>(227,238)</b>	<b>(65,047)</b>	<b>(693,965)</b>	<b>65,124</b>	<b>(116,564)</b>	<b>206,006</b>