

Auxiliary Organizations Association

Projected FY Profit & Loss and Preliminary Budget

Fiscal Year 2021-22

(As of 4/11/22)

| | | General Operations | | | |
|----|--|---------------------------|--------------------|--------------------|--------------------|
| | | 2021-2022 | | 2022-2023 | |
| | | Revised Budget | YTD 4/11/22 | Projected 6/30/22 | Preliminary Budget |
| 1 | Income | | | | |
| 2 | 40000 — AOA Dues | \$246,936 | \$120,667 | \$241,948 | \$246,936 |
| 3 | 42000 — Standing Committee Income | | | | |
| 4 | 43000 — Scholarship Donations | | | | |
| 5 | 44000 — AORMA Dividend | \$555 | \$555 | \$444 | \$555 |
| 6 | 45000 — Interest Income | | | | |
| 7 | 46000 — Dividend Income | \$10,000 | \$8,943 | \$13,000 | \$10,000 |
| 8 | 47000 — Realized Gain on Investments | \$5,000 | \$17,036 | \$15,000 | \$5,000 |
| 9 | 48000 — Unrealized Gain on Investments | \$10,000 | (\$2,933) | \$25,000 | \$10,000 |
| 10 | 45000 — Extraordinary Income | \$200 | \$5,357 | \$200 | \$200 |
| 11 | Total Income | \$272,691 | \$149,625 | \$295,592 | \$272,691 |
| 12 | | | | | |
| 13 | Expense | | | | |
| 14 | 70000 — Contracted Service – Business Manager | \$44,276 | \$33,207 | \$44,276 | \$45,604 |
| 15 | 70500 — Sec/Treas Travel & AOA Office Expense | \$4,000 | \$2,779 | \$4,000 | \$4,000 |
| 16 | Compliance Consultant Analyses/Monographs | \$11,000 | \$10,800 | \$12,000 | \$12,000 |
| 17 | 71500 — Legislative Liaison Travel Exp | | | | |
| 18 | 72000 — AOA Legal Counsel (requested services) | | | | |
| 19 | 73000 — Retainer– HR Legal Counsel | \$27,000 | | \$27,000 | \$27,000 |
| 20 | 73500 — AOA HR Legal Counsel Expenses | \$5,000 | | \$2,000 | \$5,000 |
| 21 | 74000 — Advocacy/Liaison Expenses | | | | |
| 22 | 75000 — Audit/Tax Prep Expenses | \$16,200 | \$16,200 | \$16,200 | \$16,700 |
| 23 | 75300 — Insurance Expense | \$4,709 | \$4,709 | \$4,709 | \$4,900 |
| 24 | 75500 — COGR Dues Expense | \$5,250 | \$5,250 | \$5,250 | \$5,250 |
| 25 | 76000 — Executive Committee Travel Exp | \$11,000 | \$9,891 | \$15,000 | \$15,000 |
| 26 | 76500 — Executive Committee Meeting Exp | \$14,000 | \$16,239 | \$24,000 | \$25,000 |
| 27 | AOA Leadership Academy | \$12,000 | | | \$12,000 |
| 28 | 77000 — AS/SU Committee Expenses | | | | |
| 29 | 77100 — Financial Services Com Expenses | | | | |
| 30 | 77200 — HR Committee Expenses | | \$2,000 | \$2,000 | |
| 31 | AOA Biennial Salary Survey | | \$6,300 | \$6,300 | |
| 32 | 77300 — IT Committee Expenses | | | | |
| 33 | 77400 — Research Admin Com Expenses | | | | |
| 34 | 77600 — Commercial Services Committee Expenses | | | | |
| 35 | 77900 — Philanthropy Committee Expenses | | | | |
| 36 | 77800 — Standing Committee Meeting/Programs | \$25,000 | | \$5,000 | \$10,000 |
| 37 | 97000 -- Website Depreciation Expense | \$9,965 | | \$9,965 | \$9,965 |
| 38 | 78000 — Web Hosting/Maintenance Exp | \$40,000 | \$24,773 | \$37,158 | \$40,000 |
| 39 | Website Content/AOA Directory Updates | \$6,000 | \$6,531 | \$8,000 | \$9,000 |
| 40 | AOA Scholarship Program | \$5,000 | \$10,000 | \$10,000 | \$5,000 |
| 41 | 79000 — Gifts and Awards Expense | \$500 | \$841 | \$841 | \$1,000 |
| 42 | 79400 — Bad Debt Expense | | \$1,283 | \$1,283 | |
| 43 | Special Projects (Website Implementation) | | | | |
| 44 | 79500 — Miscellaneous Expenses | \$2,500 | \$3,202 | \$5,000 | \$5,000 |
| 45 | Total Expense | \$243,400 | \$154,006 | \$239,982 | \$252,419 |
| 46 | | | | | |
| 47 | Net Income | \$29,292 | -\$4,380 | \$55,610 | \$20,272 |
| 48 | | | | | |
| 49 | January Conference Summary | | | | |
| 50 | | | | | |
| 51 | Income | \$495,000 | \$0 | \$0 | \$445,000 |
| 52 | Expense | \$578,839 | \$368,996 | \$383,745 | \$495,500 |
| 53 | Net Income | (\$83,839) | -\$368,996 | -\$383,745 | (\$50,500) |
| 54 | | | | | |
| 55 | | | | | |
| 56 | TOTAL AOA NET INCOME | (\$54,548) | (\$373,376) | (\$328,135) | (\$30,228) |
| 57 | | | | | |
| 58 | | | | | |
| 59 | Projected AOA Net Assets as of 6/30/22 | | | | |
| 60 | | | | | |
| 61 | Reserves: | | | | |
| 62 | Working Capital | | | \$121,700 | |
| 63 | Conference Contingency | | | \$127,625 | |
| 64 | Special Projects/General Contingency | | | \$50,000 | |
| 65 | Total Reserves | | | \$299,325 | |
| 66 | | | | | |
| 67 | Unallocated Net Assets: | | | | |
| 68 | Beginning Balance 7-1-21 | | | \$454,157 | |
| 69 | Add: Projected FY 21/22 income | | | (\$328,135) | |
| 70 | Total Projected Unallocated Net Assets at 6/30/22 | | | \$126,022 | |
| 71 | | | | | |
| 72 | Total AOA Net Assets Projected as of 6/30/22 | | | \$425,347 | |