

## 2020-2021 Approved Budget

<b>Income</b>	2019-2020 Proposed	2020-2021 Proposed	Notes:
State Conference Registrations	\$ 28,000.00	\$25,000.00	
Industry Conference	\$ 4,500.00	\$0.00	Not planning to host 20-21 due to COVID
State Conference-Industry Income	\$ 42,000.00	\$28,000.00	Adjusted based on past income
Membership Rebate (SNA)	\$ 3,500.00	\$3,000.00	
Industry Membership	\$ 8,000.00	\$0.00	
Interest (CD, Savings)	\$ 5.00	\$5.00	
<b>Subtotal</b>	\$ 86,005.00	\$56,005.00	
Cash Reserve (Checking/Savings, CD)	\$ 18,000.00	\$18,000.00	
<b>Total</b>	\$104,005.00	\$74,005.00	

<b>Expenses</b>	2019-2020 Proposed	2020-21	Notes
<b>National Conferences</b>			
Annual National Conference (ANC)	\$ 7,000.00	\$7,000.00	Pres/Elect/Vice
Industry National Conference (SNIC)	\$ 1,500.00	\$1,500.00	Pres
Midwest Leadership Conference (Leadership)	\$ -	\$0.00	Cancelled for 20-21
National Leadership Conference (NLC)	\$ 6,500.00	\$6,500.00	Elect/Vice/1 Future
Legislative Annual Conf (LAC)	\$ 7,000.00	\$7,000.00	Pres/Elect/Leg
Executive Secretary Travel	-	\$4,500.00	
<b>Hosted Trainings/Conferences</b>			
Administrative Conf. ASBSD/SASD (Sioux Falls Booth)	\$ -	\$0.00	In fall so most likely will not occur in 20-21
Administrative Conf. SDASBO (Pierre Booth)	\$ 1,200.00	\$1,200.00	Pierre Booth
Region or Chapter Expenses	\$ 2,000.00	\$1,000.00	\$500 per region, only holding 2 in 20-21
Legislative Day in Pierre	\$ 500.00	\$500.00	
State Conference Expense	\$ 33,200.00	\$25,000.00	Drop expenses based on past average
Executive Board (meetings, food etc)	\$ 9,000.00	\$9,000.00	3 live w/ Conference, Midwest/Industry & Legislative + 3 zoom
<b>Other</b>			
Awards/Scholarships	\$ 2,700.00	\$2,700.00	Drawing for free membership @ University, Sending D/M/E of the Year to ANC
Office Supplies	\$ 305.00	\$400.00	
Correspondence (Postage/Mailings)	\$ 100.00	\$100.00	
<b>Paid Positions and Services</b>			
Treasurer's Fee	\$ 1,000.00	\$0.00	No treasurer's fee starting Aug 1, 2020
Executive Coordinator	\$ 6,000.00	\$6,390.00	
Accountant	\$ 1,500.00	\$500.00	Drop cost as executives suggested
Lawyer	\$ 300.00	\$300.00	
Newsletter, Website/Go Daddy/Zoom	\$ 300.00	\$500.00	Increased due to zoom
Commercial Liability/Crime (bonded)	\$ 700.00	\$700.00	
<b>Subtotal</b>	\$ 80,805.00	\$74,790.00	
Contingency	\$ 6,000.00	\$6,000.00	
<b>Total</b>	\$ 86,805.00	\$80,790.00	
<b>Budget Balance (Income Total - Expense Total)</b>	\$ 17,200.00	\$6,785.00	
<b>Income Sub Total - Expense Sub Total</b>	\$ 5,200.00	\$ (18,785.00)	Proposal for 2020-21 is not balanced due to unpredictability of COVID. Adjustments to travel will be made based on the limits of the budget. The carry over from the 19-20 SY will help to balance this.