

**2020 Operating Budget**

	FY2016	FY2017	FY2018	FY2019 <sup>1</sup>	<b>PROPOSED</b> FY2020
<b>Receipts</b>	actual	actual	actual	budget	budget
Dues	79,975.20	84,494.20	80,811.00	84,460.00	84,460.00
<b>Expenses</b>					
Communications	531.36	-	510.79	1,500.00	1,500.00
Website				1,000.00	1,000.00
Equipment	1,230.78	-	-	200.00	-
Legal-Prof. Fees		1,113.00	162.00	500.00	300.00
Management Fee	44,000.00	44,000.00	44,000.00	50,000.00	50,000.00
Meetings		127.07	50.71	200.00	300.00
Postage, Delivery	21.24	33.30	183.12	300.00	200.00
Printing	600.00	-	-	500.00	360.00
Supplies	147.40	243.15	88.73	230.00	300.00
Travel	17,382.37	15,409.09	20,791.15	25,000.00	25,000.00
Strategy Implementation <sup>2</sup>		-	2,887.70	4,000.00	5,500.00
<b>Total Expenses</b>	<b>63,913.15</b>	<b>60,925.61</b>	<b>68,674.20</b>	<b>83,430.00</b>	<b>84,460.00</b>

<sup>1</sup>Approved by Board & Council September 2018; dues budget reflects previously approved 3% increase to tiers; Management Fee increase recommended by Board and approved by Council (budget shifted from Strategy Implementation to Management Fee to cover within fixed bottom line).

<sup>2</sup>2018 expense incurred for Visiting Committee trip to Pakistan (PAE Membership Application). Although non-recurring (unbudgeted) expense, given the relative small cost it was covered within operating expenses.