

Arizona FBLA				
FBLA Budget				
July 1, 2023 to June 30, 2024				
Version 1				
Account #	Income	Description	Items	Sub-Totals
<b>4100</b>	<b>Conference Income</b>			
4160	Adviser Conference	Project 75 attendees at \$200		\$15,000.00
4185	Adviser Competitive Event Training	Free for Advisers		
4110	National Leadership Conference	Project 400 student attendees at \$400 average Arizona package and 100 adviser attendees at \$300 average Arizona package (Includes national and state registration, insurance); Project hotel at \$460 for quad room (Pass through); Excursion Package \$300 (Pass through)		\$522,500.00
4120	State Leadership Conference	Project 1700 high school @ \$80 100 advisers @ \$40; 1200 Breakfasts @ \$12; 1000 Lunch @ \$14; 1300 dinner @ \$17, (meals pass through) State Conference Exhibitor fee 6 @ \$100		\$190,500.00
4121	Middle School State Leadership Conference	80 students @ \$50, 10 @ \$35		\$4,350.00
4125	FBLA On Ice/ Sun's Basketball	Project 800 @ \$50; students, advisers, and chaperones		\$40,000.00
4130	FLEX	Project 1800 @ \$50; 50 advisers @ \$0 Excursion pass through 1000 @ \$35		\$125,000.00
<b>4140</b>	<b>Regional Spring Conference</b>			
4141	Region 1	Estimate 375 @ \$30	\$ 11,250.00	
4142	Region 2	Estimate 450 @ \$30	\$ 13,500.00	
4143	Region 3	Estimate 340 @ \$30	\$ 17,000.00	
4144	Region 4	Estimate 450 @ \$30	\$ 13,500.00	
4146	Region 5	Estimate 350 @ \$30	\$ 10,500.00	
4145	Middle Level	Estimate 75 @ \$30	\$ 2,250.00	
	<b>Total Regional Spring Conferences</b>			\$68,000.00
4150	National Fall Leadership Conference	Advisers do their own registration		
4155	New York City Tour	Working on doing this trip - will be on version 2		
4180	Chapter Leadership Camp	Project 300 @ \$200		\$60,000.00
	<b>TOTAL CONFERENCE INCOME</b>			<b>\$1,025,350.00</b>
	<b>Investments</b>			
	<b>Total Investments</b>			
4200	<b>Membership/Affiliation/Dues Income</b>			
4230	High School State Dues	Project 7000 Members @ \$8.00	\$ 56,000.00	
4240	Middle Level State Dues	Project 200 Members @ \$8.00	\$ 1,600.00	
4270	Professional Dues	No longer do this		
	<b>TOTAL MEMBERSHIP INCOME</b>			<b>\$57,600.00</b>
4300	<b>Partnerships/Sponsorships &amp; Grants</b>			
4340	Annual Giving	Stripe	\$ 1,000.00	
4350	Award Sponsorships	Event awards 1st-3rd pass through and 1st place middle level pass through	\$ 17,400.00	
4360	Charity Income			
4370	Donations	Board Donation 24 @ \$100 or \$175 for event	\$ 2,400.00	
4390	Chapter Contribution from Gold Level	Project 6 @ \$100	\$ 600.00	
	<b>Total Partnership &amp; Grants</b>			<b>\$21,400.00</b>
4199	<b>FBLA Store</b>			<b>\$7,000.00</b>
	<b>Total Income</b>			<b>\$1,111,350.00</b>

	<b>Expenses</b>	<b>Description</b>	<b>Items</b>	<b>Sub-Total</b>
<b>5000</b>	<b>Administration</b>			
5010	Association Management Expenses	<i>Competitive Event Coordinator \$6,000, Invoicing /Accounts Receivable (\$TBD)</i>		\$6,000.00
5020	Bad Debt Expense	<i>only used when we have to cancel a invoice from previous years and add to this year.</i>		\$500.00
5030	Bank/Merchant Fees	<i>Credit Card, and ACH fees</i>		\$1000.00
5050	Copies/Printing			\$500.00
5070	Equipment/AV Supplies/Resources	<i>A/V Equipment, Electronic Device for judges, projectors, screens, 2 laptops for Missey and Julie</i>		\$10,000.00
5080	Filing/Permits/Licenses	<i>Corporate commission, 501c3</i>		\$150.00
<b>5090</b>	<b>Finance</b>			
5091	Accounting/Bookkeeper	<i>Include fees for bookkeeping services and reference contract</i>	\$ 16,748.00	
5093	Outside Financial Review	<i>Financial Review</i>	\$ 650.00	
5092	Finance Subscription	<i>Quickbooks, Drop box</i>	\$ 1,948.00	
	<b>Total Finance</b>			<b>\$19,346.00</b>
5100	Insurance	<i>D&amp;O and General Liability</i>		\$2,000.00
5120	Music Licensing	<i>Spotify</i>		\$500.00
5150	Postage & Shipping			\$100.00
5170	Storage Unit Rental			\$6,300.00
5180	Supplies	<i>Office Supplies</i>		\$1,000.00
5181	Meetings/Meals for Admin			\$300.00
5195	Communication Resources	<i>Hootsuite, wufoo, constant contact, goosechase, canva. Piktograph, Zoom, Google Suites, Cognito, Amazon Prime</i>		\$5,000.00
5200	Payroll Expenses			
5210	Wages	<i>Assistant @ \$16.00, 35 hours per week</i>		\$44,800.00
5220	Taxes			
5221	Payroll Subscription			\$812.00
5122	Payroll Processing			\$250.00
	<b>Total Administration</b>			<b>\$98,558.00</b>
<b>6100</b>	<b>Conference Expenses</b>			
6160	Adviser Conference	<i>Based on revenue source</i>		\$15,000.00
6170	Adviser Competitive Event Training	<i>Adviser Lunch, Adviser resources, giveaways</i>		\$1000.00
6115	FBLA On Ice/Sun's Basketball	<i>Project 800 tickets @ \$35</i>		\$28,000.00
6110	National Leadership Conference	<i>Project 400 student attendees at \$400 average Arizona package and 100 adviser attendees at \$300 average Arizona package (Includes national and state registration, insurance); Project hotel at \$460 for quad room (Pass through); Excursion Package \$300 (Pass through)</i>		\$515,500.00
6120	State Leadership Conference	<i>Hotel, Support Staff, conference staff meals, plaques, conference supplies, Judges gifts and meals, working adviser meals, headquarter supplies, transportation, signage, DLG (registration and testing system) Production, BOSS Members (meals, hotel, stipend)1200 Breakfasts @ \$12; 1000 Lunch @ \$14; 1300 dinner @ \$17.00</i>		\$178,500.00
6125	Processing Fees	<i>Pay Pal, Square Fees</i>		\$1,000.00

6150	<b>Support of Regional Events</b>	<i>Hotel, Support Staff, conference staff meals, plaques, conference supplies, Judges gifts and meals, working adviser meals, headquarter supplies, transportation, signage, DLG (registration and testing system) BOSS Members (meals, hotel, stipend),</i>		
6151	Region 1		\$ 11,250.00	
6152	Region 2		\$ 13,500.00	
6153	Region 3		\$ 17,000.00	
6154	Region 4		\$ 13,500.00	
6156	Region 5		\$ 10,500.00	
6155	Middle Level		\$ 2,250.00	
	<b>Total Region Events</b>			\$68,000.00
6130	FLEX	<i>Production Company, Facility Rental, Gifts for presenters, Gifts for students Contractors, Security, Police support, Special Events, Keynote, After Activity (pass through)</i>		\$58,000.00
6190	National Fall Leadership Conference	<i>8 State Officers, 1 State Officer Chaperone, and 2 ADE Staff, housing, flights, meals, excursions, transportation</i>		\$10,000.00
6135	New York City Tour	TBD		
6105	Chapter Leadership Camp	<i>Shirts, Facility Rental, BOSS members, Camp Director, Photographer, Supplies</i>		\$60,000.00
	<b>Total Conference</b>			<b>\$935,000.00</b>
6500	<b>Marketing &amp; Public Relations</b>			
6525	Award Sponsorship Expenses	<i>All First Place Awards @ \$100 All Second Place @\$50 All 3rd Place \$25 (total events 72) Middle Level 1st Place only \$50 (total events 22) Project Search All First Place Awards @ \$100 All Second Place @ \$50 (total events 4)</i>		\$17,400.00
6530	Charity Expenses			
6505	General Public Relations & Promotions	Tri branding package		\$3,000.00
6520	Scholarships	15 @ \$1,000		\$15,000.00
6510	Website	Wix, Go Daddy		\$1,000.00
	<b>Total Marketing &amp; Public Relations</b>			<b>\$36,400.00</b>
6300	<b>State Office Support</b>			
6330	Staff	<i>Travel Expenses not covered by ADE</i>		\$2,000.00
	<b>Total State Office Support</b>			<b>\$2,000.00</b>
6600	<b>Volunteer Leadership</b>			
6641	General Board/Executive Council Expenses	<i>Meals, Polos, travel, spirit items</i>	\$ 2,000.00	
6643	Board Meetings	<i>Meals/Expenses</i>	\$ 500.00	
	<b>Total Board of Directors</b>			\$2,500.00
6610	State Officer Program			
6612	National Officer Candidate Support	<i>Contribution</i>	\$ 500.00	
6613	State Officer Expenses General		\$ 1,300.00	
6616	State Officer NLC Expenses	<i>Excursions for State Officers, meals, hotel</i>	\$ 8,000.00	
6617	State Officer Meetings	<i>Officer Work Day Lunches; August/February Meetings</i>	\$ 500.00	
6618	State Officer Uniforms	<i>Business cards, clothing, namebadges, suitcases, spirit items</i>	\$ 7,000.00	
6619	State Officer Training & Development	<i>State Officer Training facility, expenses, trainer</i>	\$ 15,000.00	
	<b>Total State Officer Program</b>			\$32,300.00
6700	Alumni Development			\$500.00
	<b>Total Volunteer Leadership</b>			<b>\$35,300.00</b>
6800	<b>FBLA Store</b>			<b>\$5,000.00</b>
	<b>Total Expenses</b>			<b>\$1,107,258.00</b>
	<b>Total Profit/Loss</b>			<b>\$ 4,092.00</b>