

# Future Business Leaders of America - Arizona



## Budget vs. Actuals: 2022-2023 Budget - FY23 P&L

July 2022 - April 2023

	TOTAL		
	ACTUAL	BUDGET	OVER BUDGET
<b>Revenue</b>			
4100 Conference Income			
4110 National Leadership Conference		498,500	-498,500
4120 State Leadership Conference	256,028	195,000	61,028
4125 FBLA on Ice	43,375	36,250	7,125
4130 FLEX	127,070	105,000	22,070
4140 Regional Spring Conference			
4141 Region 1	11,460	13,500	-2,040
4142 Region 2	11,805	12,000	-195
4143 Region 3	10,380	12,000	-1,620
4144 Region 4	13,665	15,000	-1,335
4145 Middle Level	2,295	3,000	-705
4146 Region 5	10,710	12,000	-1,290
<b>Total 4140 Regional Spring Conference</b>	<b>60,315</b>	<b>67,500</b>	<b>-7,185</b>
4160 Adviser Leadership Conference	19,692	15,000	4,692
4180 Chapter Leadership Camp	48,300	37,500	10,800
4199 FBLA AZ Store Merchandise	8,786		8,786
<b>Total 4100 Conference Income</b>	<b>563,566</b>	<b>954,750</b>	<b>-391,184</b>
4200 Membership/Affiliation/Dues Income			
4230 High School State Dues		69,000	-69,000
4240 Middle Level State Dues		2,100	-2,100
<b>Total 4200 Membership/Affiliation/Dues Income</b>		<b>71,100</b>	<b>-71,100</b>
4300 Partnership/Sponsorship Income	6,506		6,506
4340 Annual Giving		1,000	-1,000
4350 Award Sponsorships	4,600	15,000	-10,400
4360 Charity Income	1,917		1,917
4370 Donations	275	2,400	-2,125
4390 Chapter Contribution from Gold Level	800	500	300
<b>Total 4300 Partnership/Sponsorship Income</b>	<b>14,098</b>	<b>18,900</b>	<b>-4,802</b>
<b>Total Revenue</b>	<b>\$577,663</b>	<b>\$1,044,750</b>	<b>\$ -467,087</b>
<b>GROSS PROFIT</b>	<b>\$577,663</b>	<b>\$1,044,750</b>	<b>\$ -467,087</b>
<b>Expenditures</b>			
5000 Administrative Expenses			
5010 Association Management Expenses	3,000	6,000	-3,000
5020 Bad Debt	175	500	-325
5030 Bank/Merchant Fees	40	500	-460
5031 QuickBooks Payments Fees	-17		-17
<b>Total 5030 Bank/Merchant Fees</b>	<b>24</b>	<b>500</b>	<b>-476</b>
5050 Printing/Copying Expenses		500	-500
5070 Equipment/AV Supplies/Resources		20,000	-20,000

		TOTAL	
	ACTUAL	BUDGET	OVER BUDGET
5080 Filing/Permits/Licenses	20	150	-130
5090 Finance			
5091 Accounting/Bookkeeper	15,634	16,748	-1,114
5092 Finance Subscription	744	1,948	-1,204
5093 Outside Financial Review		650	-650
<b>Total 5090 Finance</b>	<b>16,378</b>	<b>19,346</b>	<b>-2,968</b>
5100 Insurance	225	2,000	-1,775
5120 Music Licensing	138	500	-362
5150 Postage & Shipping		100	-100
5170 Storage Rental	2,873	6,300	-3,427
5180 Supplies		1,000	-1,000
5181 Meetings/Meals for Admin		300	-300
5195 Communication Resources	1,573	10,000	-8,427
5200 Payroll Expenses			
5210 Wages	33,662	44,800	-11,138
5220 Taxes	2,574	2,000	574
5221 Payroll Subscription	234	812	-578
5222 Payroll Processing		250	-250
<b>Total 5200 Payroll Expenses</b>	<b>36,470</b>	<b>47,862</b>	<b>-11,392</b>
<b>Total 5000 Administrative Expenses</b>	<b>60,876</b>	<b>115,058</b>	<b>-54,182</b>
6100 Conference Expenses			
6105 Chapter Leadership Camp	54,071	37,500	16,571
6110 National Leadership Conference	16,855	498,500	-481,645
6115 FBLA On Ice	19,256	17,500	1,756
6120 State Conference	88,835	159,000	-70,165
6125 Processing Fees		1,000	-1,000
6130 Flex Conference	81,079	58,000	23,079
6150 Regional Conferences	2,370		2,370
6151 Region 1	12,508	11,500	1,008
6152 Region 2	9,500	10,000	-500
6153 Region 3	11,518	10,000	1,518
6154 Region 4	9,364	13,000	-3,636
6155 Middle Level	4,644	3,000	1,644
6156 Region 5	8,069	10,000	-1,931
6157 Online Testing	554		554
<b>Total 6150 Regional Conferences</b>	<b>58,527</b>	<b>57,500</b>	<b>1,027</b>
6160 Adviser Leadership Conference	11,289	14,000	-2,711
6170 Adviser Competitive Event Conference		500	-500
6180 Welcome Back	1,020		1,020
6190 National Fall Leadership Conference	13,662	8,000	5,662
<b>Total 6100 Conference Expenses</b>	<b>344,595</b>	<b>851,500</b>	<b>-506,905</b>
6300 State Office Support			
6330 Staff		2,000	-2,000
<b>Total 6300 State Office Support</b>		<b>2,000</b>	<b>-2,000</b>
6500 Marketing & Public Relations			
6505 General Public Relations & Promotions	3,163	1,000	2,163
6510 Website Expense		1,000	-1,000
6520 Scholarships		15,000	-15,000

		TOTAL	
	ACTUAL	BUDGET	OVER BUDGET
6525 Award Sponsorship Expenses		17,400	-17,400
<b>Total 6500 Marketing &amp; Public Relations</b>	<b>3,163</b>	<b>34,400</b>	<b>-31,237</b>
6600 Volunteer Leadership			
6610 State Officer Program			
6612 National Officer Candidate Support		500	-500
6613 State Officer Expenses General	1,269	1,000	269
6616 State Officer NLC Expenses	905	8,000	-7,095
6617 State Officer Meetings		500	-500
6618 State Officer Uniform	16	7,000	-6,984
6619 State Officer Training & Development	131	15,000	-14,869
<b>Total 6610 State Officer Program</b>	<b>2,321</b>	<b>32,000</b>	<b>-29,679</b>
6620 Alumni Development		500	-500
6641 General Board/Executive Council Expenses	462	2,000	-1,538
6643 Board Meetings		500	-500
<b>Total 6600 Volunteer Leadership</b>	<b>2,783</b>	<b>35,000</b>	<b>-32,217</b>
6800 Store Expense	2,395	5,000	-2,605
Reimbursed Expense	30,330		30,330
Uncategorized Expense	8,755		8,755
<b>Total Expenditures</b>	<b>\$452,896</b>	<b>\$1,042,958</b>	<b>\$ -590,062</b>
NET OPERATING REVENUE	<b>\$124,767</b>	<b>\$1,792</b>	<b>\$122,975</b>
Other Revenue			
4999 Interest	1		1
<b>Total Other Revenue</b>	<b>\$1</b>	<b>\$0</b>	<b>\$1</b>
NET OTHER REVENUE	<b>\$1</b>	<b>\$0</b>	<b>\$1</b>
NET REVENUE	<b>\$124,769</b>	<b>\$1,792</b>	<b>\$122,977</b>