

# Future Business Leaders of America - Arizona



## Budget vs. Actuals: 2023-2024 Budget - FY24 P&L

July - August, 2023

	TOTAL		
	ACTUAL	BUDGET	OVER BUDGET
<b>Revenue</b>			
4100 Conference Income			
4110 National Leadership Conference	873	522,500	-521,627
4120 State Leadership Conference		190,500	-190,500
4121 Middle School State Leadership Conference		4,350	-4,350
4125 FBLA on Ice		40,000	-40,000
4130 FLEX		125,000	-125,000
4140 Regional Spring Conference			
4141 Region 1		11,250	-11,250
4142 Region 2		13,500	-13,500
4143 Region 3		17,000	-17,000
4144 Region 4		13,500	-13,500
4145 Middle Level		2,250	-2,250
4146 Region 5		10,500	-10,500
<b>Total 4140 Regional Spring Conference</b>		<b>68,000</b>	<b>-68,000</b>
4160 Adviser Leadership Conference	17,400	15,000	2,400
4180 Chapter Leadership Camp		60,000	-60,000
4199 FBLA AZ Store Merchandise	16	7,000	-6,984
<b>Total 4100 Conference Income</b>	<b>18,289</b>	<b>1,032,350</b>	<b>-1,014,061</b>
4200 Membership/Affiliation/Dues Income	13,220		13,220
4230 High School State Dues		56,000	-56,000
4240 Middle Level State Dues		1,600	-1,600
<b>Total 4200 Membership/Affiliation/Dues Income</b>	<b>13,220</b>	<b>57,600</b>	<b>-44,380</b>
4300 Partnership/Sponsorship Income			
4340 Annual Giving		1,000	-1,000
4350 Award Sponsorships	150	17,400	-17,250
4370 Donations	2,419	2,400	19
4390 Chapter Contribution from Gold Level	100	600	-500
<b>Total 4300 Partnership/Sponsorship Income</b>	<b>2,669</b>	<b>21,400</b>	<b>-18,731</b>
<b>Total Revenue</b>	<b>\$34,178</b>	<b>\$1,111,350</b>	<b>\$ -1,077,172</b>
<b>GROSS PROFIT</b>	<b>\$34,178</b>	<b>\$1,111,350</b>	<b>\$ -1,077,172</b>
<b>Expenditures</b>			
5000 Administrative Expenses			
5010 Association Management Expenses		6,000	-6,000
5020 Bad Debt		500	-500
5030 Bank/Merchant Fees	52	1,000	-948
5050 Printing/Copying Expenses		500	-500
5070 Equipment/AV Supplies/Resources		10,000	-10,000
5080 Filing/Permits/Licenses		150	-150
5090 Finance			

		TOTAL	
	ACTUAL	BUDGET	OVER BUDGET
5091 Accounting/Bookkeeper		16,748	-16,748
5092 Finance Subscription		1,948	-1,948
5093 Outside Financial Review		650	-650
<b>Total 5090 Finance</b>		<b>19,346</b>	<b>-19,346</b>
5100 Insurance	360	2,000	-1,640
5120 Music Licensing	17	500	-483
5150 Postage & Shipping		100	-100
5170 Storage Rental	59	6,300	-6,241
5180 Supplies		1,000	-1,000
5181 Meetings/Meals for Admin		300	-300
5195 Communication Resources	329	5,000	-4,671
5200 Payroll Expenses			
5210 Wages	2,480	44,800	-42,320
5220 Taxes	191		191
5221 Payroll Subscription		812	-812
5222 Payroll Processing		250	-250
<b>Total 5200 Payroll Expenses</b>	<b>2,671</b>	<b>45,862</b>	<b>-43,191</b>
<b>Total 5000 Administrative Expenses</b>	<b>3,490</b>	<b>98,558</b>	<b>-95,068</b>
6100 Conference Expenses			
6105 Chapter Leadership Camp	1,047	60,000	-58,953
6110 National Leadership Conference		515,500	-515,500
6115 FBLA On Ice		28,000	-28,000
6120 State Conference		178,500	-178,500
6125 Processing Fees		1,000	-1,000
6130 Flex Conference	12,022	58,000	-45,978
6150 Regional Conferences			
6151 Region 1		11,250	-11,250
6152 Region 2		13,500	-13,500
6153 Region 3		17,000	-17,000
6154 Region 4		13,500	-13,500
6155 Middle Level		2,250	-2,250
6156 Region 5		10,500	-10,500
<b>Total 6150 Regional Conferences</b>		<b>68,000</b>	<b>-68,000</b>
6160 Adviser Leadership Conference	6,654	15,000	-8,346
6170 Adviser Competitive Event Conference		1,000	-1,000
6180 Welcome Back	848		848
6190 National Fall Leadership Conference		10,000	-10,000
<b>Total 6100 Conference Expenses</b>	<b>20,571</b>	<b>935,000</b>	<b>-914,429</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		3,000	-3,000
6510 Website Expense		1,000	-1,000
6520 Scholarships		15,000	-15,000
6525 Award Sponsorship Expenses		17,400	-17,400
<b>Total 6500 Marketing &amp; Public Relations</b>		<b>36,400</b>	<b>-36,400</b>
6600 Volunteer Leadership			

		TOTAL	
	ACTUAL	BUDGET	OVER BUDGET
6610 State Officer Program			
6612 National Officer Candidate Support		500	-500
6613 State Officer Expenses General		1,300	-1,300
6616 State Officer NLC Expenses		8,000	-8,000
6617 State Officer Meetings		500	-500
6618 State Officer Uniform	-8	7,000	-7,008
6619 State Officer Training & Development		15,000	-15,000
<b>Total 6610 State Officer Program</b>	<b>-8</b>	<b>32,300</b>	<b>-32,308</b>
6620 Alumni Development		500	-500
6641 General Board/Executive Council Expenses		2,000	-2,000
6643 Board Meetings		500	-500
<b>Total 6600 Volunteer Leadership</b>	<b>-8</b>	<b>35,300</b>	<b>-35,308</b>
6800 Store Expense		3,000	-3,000
<b>Total Expenditures</b>	<b>\$24,053</b>	<b>\$1,110,258</b>	<b>\$ -1,086,205</b>
NET OPERATING REVENUE	<b>\$10,125</b>	<b>\$1,092</b>	<b>\$9,033</b>
Other Revenue			
4999 Interest	0		0
<b>Total Other Revenue</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>
NET OTHER REVENUE	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>
NET REVENUE	<b>\$10,125</b>	<b>\$1,092</b>	<b>\$9,033</b>