

# Future Business Leaders of America - Arizona



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

July - October, 2022

	TOTAL		
	ACTUAL	BUDGET	OVER BUDGET
<b>Revenue</b>			
4100 Conference Income			
4110 National Leadership Conference		498,500	-498,500
4120 State Leadership Conference		195,000	-195,000
4125 FBLA on Ice	26,749	36,250	-9,501
4130 FLEX	123,140	105,000	18,140
4140 Regional Spring Conference			
4141 Region 1		13,500	-13,500
4142 Region 2		12,000	-12,000
4143 Region 3		12,000	-12,000
4144 Region 4		15,000	-15,000
4145 Middle Level		3,000	-3,000
4146 Region 5		12,000	-12,000
<b>Total 4140 Regional Spring Conference</b>		<b>67,500</b>	<b>-67,500</b>
4160 Adviser Leadership Conference	19,892	15,000	4,892
4180 Chapter Leadership Camp	49,050	37,500	11,550
4199 FBLA AZ Store Merchandise	6,074		6,074
<b>Total 4100 Conference Income</b>	<b>224,905</b>	<b>954,750</b>	<b>-729,845</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			
4340 Annual Giving		1,000	-1,000
4350 Award Sponsorships	1,875	15,000	-13,125
4370 Donations	275	2,400	-2,125
4390 Chapter Contribution from Gold Level		500	-500
<b>Total 4300 Partnership/Sponsorship Income</b>	<b>2,150</b>	<b>18,900</b>	<b>-16,750</b>
<b>Total Revenue</b>	<b>\$227,055</b>	<b>\$1,044,750</b>	<b>\$ -817,695</b>
<b>GROSS PROFIT</b>	<b>\$227,055</b>	<b>\$1,044,750</b>	<b>\$ -817,695</b>
<b>Expenditures</b>			
5000 Administrative Expenses			
5010 Association Management Expenses		6,000	-6,000
5020 Bad Debt		500	-500
5030 Bank/Merchant Fees	5	500	-495
5031 QuickBooks Payments Fees	11		11
<b>Total 5030 Bank/Merchant Fees</b>	<b>15</b>	<b>500</b>	<b>-485</b>
5050 Printing/Copying Expenses		500	-500
5070 Equipment/AV Supplies/Resources		20,000	-20,000
5080 Filing/Permits/Licenses	10	150	-140

	TOTAL		
	ACTUAL	BUDGET	OVER BUDGET
5090 Finance			
5091 Accounting/Bookkeeper	5,291	16,748	-11,457
5092 Finance Subscription	248	1,948	-1,700
5093 Outside Financial Review		650	-650
<b>Total 5090 Finance</b>	<b>5,539</b>	<b>19,346</b>	<b>-13,807</b>
5100 Insurance		2,000	-2,000
5120 Music Licensing	35	500	-465
5150 Postage & Shipping		100	-100
5170 Storage Rental	632	6,300	-5,668
5180 Supplies		1,000	-1,000
5181 Meetings/Meals for Admin		300	-300
5195 Communication Resources	258	10,000	-9,742
5200 Payroll Expenses			
5210 Wages	13,585	44,800	-31,215
5220 Taxes	1,040	2,000	-960
5221 Payroll Subscription		812	-812
5222 Payroll Processing		250	-250
<b>Total 5200 Payroll Expenses</b>	<b>14,625</b>	<b>47,862</b>	<b>-33,237</b>
<b>Total 5000 Administrative Expenses</b>	<b>21,115</b>	<b>115,058</b>	<b>-93,943</b>
6100 Conference Expenses			
6105 Chapter Leadership Camp	48,000	37,500	10,500
6110 National Leadership Conference	898	498,500	-497,602
6115 FBLA On Ice		17,500	-17,500
6120 State Conference		159,000	-159,000
6125 Processing Fees		1,000	-1,000
6130 Flex Conference	29,101	58,000	-28,899
6150 Regional Conferences			
6151 Region 1	214	11,500	-11,287
6152 Region 2	214	10,000	-9,787
6153 Region 3	214	10,000	-9,787
6154 Region 4	214	13,000	-12,787
6155 Middle Level	213	3,000	-2,787
6156 Region 5	214	10,000	-9,787
<b>Total 6150 Regional Conferences</b>	<b>1,281</b>	<b>57,500</b>	<b>-56,219</b>
6160 Adviser Leadership Conference	4,219	14,000	-9,781
6170 Adviser Competitive Event Conference		500	-500
6190 National Fall Leadership Conference	-90	8,000	-8,090
<b>Total 6100 Conference Expenses</b>	<b>83,408</b>	<b>851,500</b>	<b>-768,092</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	413	1,000	-587
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>413</b>	<b>34,400</b>	<b>-33,987</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		1,000	-1,000
6616 State Officer NLC Expenses	485	8,000	-7,515
6617 State Officer Meetings		500	-500
6618 State Officer Uniform		7,000	-7,000
6619 State Officer Training & Development		15,000	-15,000
<b>Total 6610 State Officer Program</b>	<b>485</b>	<b>32,000</b>	<b>-31,515</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>485</b>	<b>35,000</b>	<b>-34,515</b>
6800 Store Expense	2,395	5,000	-2,605
Reimbursed Expense	3,536		3,536
<b>Total Expenditures</b>	<b>\$111,352</b>	<b>\$1,042,958</b>	<b>\$ -931,606</b>
NET OPERATING REVENUE	<b>\$115,702</b>	<b>\$1,792</b>	<b>\$113,910</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>\$115,703</b>	<b>\$1,792</b>	<b>\$113,911</b>