

MLA FY22 Draft Budget	FY22 Combined Totals				
Income	Proposed Budget	FY21 Approved	Difference		
400 Conference Income					
400.10 Attendee Registration	85500.00	85500.00	0.00		
400.20 Exhibitors	31500.00	31500.00	0.00		
400.30 Meals	450.00	450.00	0.00		
400.40 Basket Raffle	1800.00	1800.00	0.00		
400.50 Sponsors	9000.00	9000.00	0.00		
400.60 Other Income	450.00	450.00	0.00		
400 Total Conference Income	128700.00	128700.00	0.00	estimated based on FY21 before pandemic	
410 Membership Income					
410 Membership	42000.00	42500.00	-500.00	Based on FY21 Income	
410.10 NELA Membership	1200.00	2125.00	-925.00	When paid online, NELA income hasn't been broken out, will start in FY2022	
410 Total Membership	43200.00	44625.00	-1425.00		
420.00 Program Income	9800.00	11175.00	-1375.00		
430.00 Committee Fundraising	0.00	0.00	0.00		
440.00 Committee Sponsorships/Donations	500.00	850.00	-350.00		
490.00 Other Income	0.00	500.00	-500.00		
to be assigned Transfer From Investments	8050.00	13000.00	-4950.00	This amount will balance the office budget with Membership	
Total Income	190250.00	198850.00	-8600.00		
Expenses					
600.00 Program Expenses	4800.00	4855.00	-55.00		
610.00 Scholarships	700.00	1750.00	-1050.00		
620.00 Site Costs	1700.00	1575.00	125.00		
630.00 Travel	1030.00	6030.00	-5000.00		
640.00 Meals	7090.00	7565.00	-475.00		
650.00 Dues & Subscriptions	250.00	250.00	0.00		
660.00 Miscellaneous	500.00	620.00	-120.00		
670.00 NELA Membership Expense	4000.00	900.00	3100.00	See comment under NELA Income	
700 Conference Expenses	20070.00	23545.00	-3475.00		
700.10 Meals	54400.00	54400.00	0.00		
700.11 AV Expenses	45000.00	13500.00	31500.00		
700.12 Awards	0.00	0.00	0.00		
700.13 Other Expenses	270.00	270.00	0.00		
700.20 Site Costs	4995.00	4995.00	0.00		
700.30 Speaker Fees	7200.00	7200.00	0.00		
700.33 Postage	0.00	0.00	0.00		
700.40 Travel	0.00	0.00	0.00		
700.50 Hotel Expenses	4050.00	4050.00	0.00		
700.60 Printing & Copying	7000.00	6300.00	700.00		
700.70 Supplies	1440.00	1440.00	0.00		
700.80 Contract Services	0.00	0.00	0.00		
700.81 Conference Manager Salary	28000.00	28000.00	0.00	FY22 request based on FY20 actual costs, no salary increase included	
700.90 Credit Card Merchant Fees	3600.00	3600.00	0.00		
700 Total Conference	155955.00	123755.00	32200.00	nearly all of the difference is the increase in cost of AV for Hybrid conference	
750 Office Expense					
750.100 Payroll	16000.00	19000.00	-3000.00	FY22 request based on FY20 actual costs, no salary increase included	
750.101 Payroll Tax	13250.00	8000.00	5250.00	FY22 based on FY21 actual costs	
750.102 Vendor Fee	2500.00	4000.00	-1500.00	FY22 based on FY21 actual costs	
750.103 Worker's Comp	300.00	400.00	-100.00	FY22 based on FY21 actual costs	
750.10 Total Payroll	32050.00	31400.00	650.00		
750.11 Postage	100.00	300.00	-200.00		
750.12 Taxes & Filing Fees	100.00	150.00	-50.00		
750.13 Office Supplies	150.00	1000.00	-850.00		
750.20 Professional Services	5000.00	5000.00	0.00		
750.30 Credit Card Merchant Fees	4000.00	4000.00	0.00		
750.40 Website Hosting	2000.00	2000.00	0.00		
750.50 Insurance	1500.00	1000.00	500.00		
750.60 Telecommunications	1000.00	1500.00	-500.00		
750.70 Travel	1300.00	1300.00	0.00		
750.80 Printing & Copying	50.00		50.00		
750.90 Equipment & Software	4000.00	1500.00	2500.00		
750 Total Office Expense	51250.00	50650.00	600.00		
Total Conference Income	128700.00	128700.00	0.00		
Total Conference Expense	155955.00	123755.00	32200.00		
Conference Profit/Loss	-27255.00	4945.00	-32200.00		
			0		
Total Other Income	61550.00	70150.00	-8600.00		
Total Other Expenses	71320.00	74195.00	-2875.00		
Total Other Profit/Loss	-9770.00	-4045.00	-5725.00		
			0.00		
Total Income	190250.00	198850.00	-8600.00		
Total Expenses	227275.00	197950.00	29325.00		
Total Profit/Loss	-37025.00	900.00	-37925.00	If we again commit another \$13K from investments, the loss will mostly be from conference only	