

## American Volkssport Association

BUDGET ITEM	AMOUNT			
<b>REVENUES</b>				
<b><u>MEMBERSHIP INCOME</u></b>				
Charter Memberships	300			
Volkssports Associate Memberships	14,934			
Annual Dues	11,700			
<b>Sub Total Membership</b>	<b>26,934</b>			
<b><u>EVENT INCOME</u></b>				
Sanction Fees	60,830			
Participation Fees-Traditional Events	58,395			
Participation Fees, YRE/Seasonal	88,643			
Event Fees	100			
YRE Seasonal qrtly sanction fees	32,320			
Alternate sanction fee	294			
<b>Sub Total Event</b>	<b>240,582</b>			
<b><u>SALES INCOME</u></b>				
Specialty Sales	25,362			
Sales Awards	100			
Sales IVV Books	24,180			
Sales New Walker Packets	9,610			
Sales Returns/Allowances	(50)			
Member Discounts	(8,888)			
<b>Sub Total Sales</b>	<b>50,314</b>			
<b><u>PUBLICATION/ADVERTISING INCOME</u></b>				
TAW Subscription Income	30,540			
TAW Advertising	5,000			
Website Advertising	1,000			
<b>Sub Total Publication</b>	<b>36,540</b>			
<b><u>OTHER INCOME</u></b>				
Youth Programs	2,000			
In-Kind Donatons	1,000			
<b><u>SPONSORSHIP &amp; GRANT INCOME</u></b>				
Foundation & Other Grant Support	45,000			
Corporate Sponsorship	8,000			
<b>Sub Total Grant &amp; Sponsorship</b>	<b>53,000</b>			
Royalties	100			
Insurance Certificate Income	1,800			
2017 Convention Income	121,711			
Special Program Income	2,600			
Special Marketing Income	740			

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Special Funds Development	-			
<b>Sub Total Royalties, Conv., Marketing</b>	<b>126,951</b>			
<b><u>INDIVIDUAL DONATIONS</u></b>				
Unrestricted Donations (Big Give+Ind)	72,000			
Restricted Donations	5,300			
<b>Sub Total Individual Donations</b>	<b>77,300</b>			
Other Income	4,000			
Interest Income	100			
Investment Portfolio Interest	15,000			
Freight Charges Income	6,000			
<b>Sub Total Misc Income</b>	<b>25,100</b>			
<b>TOTAL REVENUE</b>	<b>639,721</b>			
<b>COST OF GOODS SOLD</b>				
Awards, Sold	100			
IVV Books	1,088			
COGS Specialties	14,203			
Awards, Issued	4,321			
New Walker Packets	1,759			
Shipping Freight Costs	3,540			
<b>Total Cost of Goods</b>	<b>25,011</b>			
<b>GROSS PROFIT</b>	<b>614,710</b>			
<b>EXPENSES</b>				
Bad Debt	60			
Credit Card Service Fees	1,468			
Bank Service Charges	148			
Rate Exchange Difference	(280)			
Interest Charges/Expense				
<b>2017 Convention Expense</b>	<b>99,923</b>			
Consulting Services	7,000			
TAW Contract	27,368			
<b><u>EQUIPMENT EXPENSE</u></b>				
Equipment Maintenance	972			
Equipment Rental	6,725			

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<u>SERVICE EXPENSES</u>				
Financial Services (Audit+Tax Returns)	12,100			
Interest Expense	458			
Event Liability Insurance	36,250			
Directors and Officers & General Liability	2,065			
Legal Services	3,000			
<u>GENERAL EXPENSE</u>				
Executive Council Meetings	12,000			
Operations Miscellaneous	2,900			
Executive Director Expenses				
Executive Council Miscellaneous	1,000			
National Committees	1,000			
HQ Management Expenses	4,500			
Computer Support	2,000			
Database Development	-			
Publications	400			
Membership Dues	700			
Non-Depreciable asset purchases	910			
Depreciation FF&E	6,813			
Stamp Handle Depreciation	-			
Postage	4,000			
Postage Executive Council	250			
Postage Tax	8,541			
Office Repairs Improvement	-			
Promotional Club/Events	4,000			
Promotional Marketing	2,000			
Promotional Volkssport Associates	2,000			
Promotional Sponsor Recruitment	3,000			
Promotional Public Relations	1,700			
Rent National Office	39,000			
Awards Program Expense	5,035			
Membership Program Expense	3,500			
Events Expenses	2,243			
Supplies National Office	4,800			
Telephones National Office	2,436			
Staff Training and Development	2,550			
Travel NEC	12,000			
Strategic Planning	3,000			
Special Programs Expense	350			
Youth Programs Expense	1,000			
IVV Annual Dues	3,610			
IVV Liaison	50			
International & IVV Meetings	5,300			

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BUDGET ITEM	AMOUNT			
IVV Stamp Slugs	4,200			
Loss on Disposition of Equipment	-			
Loss on Obsolete Merchandise	-			
Special Funds Development	2,000			
<b>Sub Total General</b>	<b>346,045</b>			
<u>PERSONNEL EXPENSE</u>				
Payroll Taxes	20,940			
Payroll Benefits	27,418			
Wages, Staff	217,725			
<b>Sub Total Personnel</b>	<b>266,083</b>			
<b>TOTAL EXPENSES</b>	<b>612,128</b>			
<b>GROSS PROFIT / (LOSS)</b>	<b>2,582</b>			
<b>Capital Expenditures</b>				
Database Development	12,000			
Phone System	3,100			
3 Desks	2,668			
New Computers (10x600each)	6,000			
<b>Total Capital Expenditures</b>	<b>23,768</b>			