

**Greater Seattle AIS 2018 Draft Budget
Board and Council Meeting Revisions (Nov 9, 2017)**

	% of Total (2018 Budget)	2018 Draft Budget	2017 Budget	2017 Actual Jan-Sept	2016 Budget	2016 ACTUALS	2015 Actuals	2014 Actuals	2013 Actuals
Ordinary Income/Expense									
Income									
Bits Subscriptions	0.2%	125	300	104	300	192	203	92	292
Donations	29.7%	22,500	27,000	16,460	28,000	21,807	22,589	25,437	21,051
spare change (passing cans)	2.6%	2,000	0	1,392	3,000	5,561	2,586	5,359	2,489
Appeal in November (used to be can)	3.9%	4,000	4,000	980					
Spring Auction Income	15.9%	12,000	10,000	11,788	9,500	13,745	13,868	10,197	10,895
Fall Auction Income	9.7%	0	10,000	200	9,500	15,969	11,448	8,555	11,743
specific project income (paddle raise) WEB/comp		0	0	1,100					
Bon Fire Event		0	0	151		131	95	86	157
Interest Income	0.1%	50	25	0	25	53	0	0	51
Other Income - class action pmt 2016		0	0	0	100	152.92		62	60
Photocopying	0.0%	25	0	0	0	37		0	2
Literature Sales	46.2%	35,000	45,000	27,926	53,000	37,100	41,567	48,984	51,841
Total Income	100%	75,700	96,325	60,101	103,425	94,748	92,356	98,772	98,581
Total COGS		25,500	30,600	20,343	36,000	25,145	26,659	34,388	32,689
Gross Profit		50,200	65,725	39,758	67,425	69,603	65,697	64,384	65,892
Expense									
Ads - Yellow Pages 31.00x12 discount	0.0%	0	0	0	325	341	379	320	285
Alateen**	1.3%	650	650	0	750	282		424	275
Archives Expense	0.1%	50	0	0	0	0	5	0	0
Bank Fees/Bad Debt nonpayment	0.0%	15	0	12	0	110		43	6
Business Licenses	0.2%	110	100	10	100	110	120	84	109
Conferences	1.2%	600	500	130	500	278	340	202	544
Credit Card Fees	3.6%	1,800	1,600	835	1,600	1,219	1,412	1,597	1,858
Event Expense								0	
Spring Auction	1.6%	800	400	783	400	376	452	491	427
Fall Auction	0.0%	0	400	0	400	479	268	364	493
Alateen Event	0.2%	100	0	0	0	29			426
Can-Appeal-Annual Appe	166.7%	100	150	158	150		62	181	0
Other Event - ex. AIS Grp	0.2%	100	100	0	200		66	89	261
Bon Fire	0.2%	100	100	223		200	90		
Insurance	1.0%	500	500	535	500	500	500	500	500
Internet Expense 35x12=420. (& subc	0.8%	420	460	296	460	394	394	337	310
Maintenance/Repairs	0.1%	50	50	0	50			0	0
Miscellaneous	6.7%	50	50	0	50			3	0
2017-18 WEB design	2.0%	1,000							
specific project expense (board appr	0.0%	0	*	*	*	*	*	*	*
new computer - desk top manager 2011	0.0%	0	500	0	500	514			
carbonite back up (\$60 per year	0.1%	60		0		60			
logme in remote (\$108 per yea	0.0%	0		0		109			
Adobe PDF editor (\$197.04 per	0.4%	200		0		131			
Office 365 (\$78 per year) 2017	0.2%	78		0		0			
Office Equipment (lap top and Webinar	0.0%	0	200	0	500	0	1,200		
Office Supplies new version QB (update	0.0%	0		0		384			
Qbooks payroll(477) & Intuit Supp	1.5%	750	675	0	650	687	632	632	610
Office Supplies	3.6%	1,800	2,200	1,842	2,400	2,174	2,059	1,857	2,791
Other Expenses (licenses, MOVING, Cr	2.0%	1,000	120	42	50		262	131	4
Outdated Literature Donations	0.0%	25	100		100			64	560
Parking/Bus	1.3%	650	500	501	500	625	420	448	507
Payroll	34.7%	17,407	36,200	27,069	33,700	36,024	32,214	33,999	33,099
Payroll Taxes	3.1%	1,534	2,950	2,195	2,750	2,927	2,612	2,771	2,707
Penalties + interest		0	0		0			0	0
Postage	3.0%	1,500	2,400	1,465	2,400	1,975	2,344	2,336	2,195
Printing (2017 is Copier Lease)	8.0%	4,000	4,320	3,265	4,320	4,391	4,374	4,041	5,161
Professional Consulting (Accounting)	1.0%	500	500	400	500	400	400	300	200
Public Outreach	1.1%	550	400	69	400	744		451	346
Rent (8x(808+35 cam)=\$6,750 + (4x\$1	21.8%	10,922	10,000	7,982	9,800	9,896	8,977	8,862	8,507
Subsidized Busing (100 x 12)x.5	1.2%	600	1,008	756	1,008	1,008	1,008	924	1,008
Telephone	4.3%	2,179	2,400	1,897	2,400	2,547	2,705	2,355	2,243
Total Expense	100.0%	50,200	69,533	50,464	67,463	68,924	63,295	63,804	65,433
Total Expense (Expenses + COGS)		75,700	100,133	70,807	103,463	94,069	89,954	98,191	98,122
NET INCOME		0	(3,808)	(10,706)	(38)	679	2,402	580	459

Net Income for 2012: +\$83 2011: (-\$4,163) 2010: (-\$2,620) 2009: (-\$609) 2008: +\$2,372 2007: +\$5,710 2006: +\$9,096