

| AREA 2023 Draft Budget | | 2021 Actuals | 2022 Budget | 2023 Draft Budget |
|--|---|--------------|--------------|-------------------|
| REVENUE | | | | |
| Contributions | | \$ 941,818 | \$ 1,482,504 | \$ 1,447,625 |
| 40500 | Capital Campaign Revenue Increase | | \$ 625,000 | \$ 50,000 |
| 40500 | Investor Contributions | \$ 941,818 | \$ 857,504 | \$ 1,397,625 |
| In-kind | | | \$ - | \$ - |
| 40700 | In-kind Support | | \$ - | \$ - |
| Sponsorship | | \$ 287,155 | \$ 106,300 | \$ 100,000 |
| 47600 | Miscellaneous Sponsorships | \$ 12,507 | \$ 14,000 | \$ 10,000 |
| 47110 | 505 Awards | \$ 270,033 | \$ 92,300 | \$ 90,000 |
| 47100 | Other Events or Programs | \$ 4,615 | \$ - | \$ - |
| Ticket Sales | | \$ 59,745 | \$ 31,000 | \$ 35,000 |
| 47800 | QIL Ticket Sales | \$ 59,745 | \$ 16,000 | \$ 20,000 |
| 47800 | Annual Dinner | | \$ 15,000 | \$ 15,000 |
| Public Sector and Grant Support | | \$ 80,000 | \$ 626,500 | \$ 550,000 |
| 46200 | Public Sector | \$ 80,000 | \$ 500,000 | \$ 525,000 |
| 46100 | Other Grants | | \$ 126,500 | \$ 25,000 |
| AFF Reimbursement | | | \$ 25,000 | \$ 5,000 |
| 45100 | Albuq Forward Fund | | \$ 25,000 | \$ 5,000 |
| Total Revenue | | \$ 1,368,718 | \$ 2,271,304 | \$ 2,137,625 |
| Draw from LTR | | \$ 275,000 | \$ 179,000 | \$ 100,000 |
| Total Rev + Draw | | \$ 1,643,718 | \$ 2,450,304 | \$ 2,237,625 |
| EXPENSES | | | | |
| PROGRAM EXPENSES | | | | |
| 505 Awards | | \$ 43,566 | \$ 60,000 | \$ 60,000 |
| 50601 | 505/Annual Meeting Award Expenses | \$ 43,566 | \$ 60,000 | \$ 60,000 |
| | | | \$ - | \$ - |
| Industry Dues & Research | | \$ 61,446 | \$ 105,738 | \$ 136,278 |
| 60300 | Memberships | \$ 61,446 | \$ 15,750 | \$ 25,220 |
| 60400 | Subscription & Data Tools | | \$ 89,988 | \$ 111,058 |
| Marketing | | \$ 74,453 | \$ 149,502 | \$ 96,100 |
| 50300 | Paid Ads, Digital and Print (Paid Social, BizJournal ads, podcasts) | | \$ 25,000 | \$ 21,600 |
| 50500 | Print and Promotional Materials (swag) | | \$ 5,000 | \$ 13,000 |
| 50700 | Public Relations Support - local and national | | \$ 112,002 | \$ 54,000 |
| 50800 | Website devel & main | | \$ 7,500 | \$ 7,500 |
| 50900 | Contract Video Production & Imagery (drone footage, equip, etc) | | \$ - | \$ - |
| Donor Development | | \$ 33,756 | \$ 36,500 | \$ 31,000 |
| 52200 | Ceremonies/Gifts | | \$ 2,500 | \$ 2,500 |
| 58200 | Quarterly Events | | \$ 25,000 | \$ 20,000 |
| 58300 | Donor Development | | \$ 4,000 | \$ 4,000 |
| 58400 | Printing Expenses/Postage Mbr | | \$ 3,500 | \$ 3,000 |
| 59100 | Abq Forward Fund | | \$ 1,500 | \$ 1,500 |
| Professional services | | \$ 303,268 | \$ 351,500 | \$ 73,125 |
| 51800 | Lobbying | | \$ 10,000 | \$ - |
| 51100 | Contract Design Services | | \$ 8,000 | \$ 8,000 |
| 51200 | Photography Services (staff and board headshots) | | \$ 1,500 | \$ 1,000 |
| 51300 | Power 10 | | \$ 200,000 | \$ - |
| 51400 | Lead Generation | | \$ 120,000 | \$ 53,125 |
| 51700 | Professional Service/consulting | | \$ 12,000 | \$ 11,000 |
| Prospect development | | \$ 5,841 | \$ 30,000 | \$ 50,600 |
| 52300 | Entertaining | | \$ 5,000 | \$ 9,600 |
| 52800 | Prospect/NewCo Support (e.g. news conf) | \$ 5,841 | \$ 5,000 | \$ 5,000 |
| 52600 | Fam Tours | | \$ 20,000 | \$ 36,000 |
| Travel | | \$ 9,817 | \$ 65,000 | \$ 64,883 |
| 55300 | Prospects/Consultants Travel | \$ 9,817 | \$ 5,000 | \$ 7,583 |
| 55200 | Staff Out of Town Travel, Conferences and Trade Shows | | \$ 60,000 | \$ 57,300 |
| ADMINISTRATIVE EXPENSES | | | | |
| Communications | | \$ 29,824 | \$ 32,720 | \$ 33,840 |
| 66900 | Line Charges | \$ 29,824 | \$ 17,400 | \$ 12,000 |
| 67100 | Mobile Phones | | \$ 5,000 | \$ 11,520 |
| 67400 | Telecom Other | | \$ 10,320 | \$ 10,320 |
| Insurance business | | \$ 13,741 | \$ 12,279 | \$ 12,600 |
| 61500 | Insurance - Other | \$ 13,741 | \$ 12,279 | \$ 12,600 |
| Insurance employee | | \$ 39,319 | \$ 60,046 | \$ 69,238 |
| 61100 | Group Health | | \$ 39,645 | \$ 48,000 |
| 61200 | Dental | | \$ 6,363 | \$ 7,200 |
| 61300 | LTD & Life | | \$ 10,538 | \$ 10,538 |
| 61400 | Workers' Comp | | \$ 3,500 | \$ 3,500 |
| Leased equipment | | \$ 23,282 | \$ 30,000 | \$ 33,000 |
| 62000 | Leased Auto | | \$ 11,200 | \$ 11,200 |
| 62100 | Use of Emp Auto Admin | | \$ - | \$ 3,000 |
| 62200 | Leased Office Equip | \$ 23,282 | \$ 10,800 | \$ 10,800 |
| 62300 | Other Leases | | \$ - | \$ - |
| 61700 | Interest Expense Admin | | \$ 8,000 | \$ 8,000 |
| Meeting/misc | | \$ 7,853 | \$ 19,000 | \$ 20,441 |
| 62800 | Meetings Board, Retreat & Committees/Advisory Council | \$ 7,853 | \$ 12,000 | \$ 13,400 |
| 62500 | Meetings-local networking (e.g. Econ Forum) | | \$ 4,000 | \$ 4,000 |
| 63100 | Miscellaneous | | \$ 3,000 | \$ 3,041 |
| Office supplies | | \$ 6,776 | \$ 11,000 | \$ 10,600 |
| 62400 | Materials/Supplies Prospects | | \$ 1,000 | \$ 1,000 |
| 63400 | Office Supplies | \$ 6,776 | \$ 10,000 | \$ 9,600 |

| | | | | |
|-----------------------|--|---------------------|---------------------|---------------------|
| | 401k Matching and Discretionary Contributions | \$ 61,707 | \$ 66,090 | \$ 81,924 |
| 63700 | 401k Matching and Discretionary Contributions | \$ 61,707 | \$ 66,090 | \$ 81,924 |
| 84500 | Pension | | | |
| | Professional services | \$ 68,944 | \$ 87,300 | \$ 84,700 |
| 64400 | Accounting (Audit, Nelson & Co services) | | \$ 65,000 | \$ 57,600 |
| 64500 | Legal Services | | \$ 5,000 | \$ 9,000 |
| 64600 | Bank & Svc Chgs (Payday Payroll fee) | | \$ 8,800 | \$ 9,600 |
| 64700 | Credit Card Fees | | \$ 8,500 | \$ 8,500 |
| 64800 | Late Fees | | \$ - | \$ - |
| | Repair & Maintenance | \$ 15,555 | \$ 24,000 | \$ 27,200 |
| 65500 | Auto - Programs | | \$ 2,000 | \$ 1,200 |
| 65400 | Computer Systems (IT) & Replacement/New Machines | \$ 15,555 | \$ 20,000 | \$ 24,000 |
| 65600 | Other (Shredding/Recycling/Storage) | | \$ 1,000 | \$ 1,000 |
| 67300 | R&M Telecom | | \$ 1,000 | \$ 1,000 |
| | Rent | \$ 49,853 | \$ 60,000 | \$ 74,000 |
| 65100 | Rent & Parking | \$ 49,853 | \$ 60,000 | \$ 74,000 |
| | Salaries and wages | \$ 877,404 | \$ 1,133,626 | \$ 1,168,624 |
| 65900 | Salaries & Wages | \$ 877,404 | \$ 1,133,626 | \$ 1,168,624 |
| | Taxes | \$ 57,126 | \$ 80,703 | \$ 70,800 |
| 66300 | Taxes - Payroll | \$ 57,126 | \$ 80,703 | \$ 70,800 |
| | Training | \$ 13,228 | \$ 15,000 | \$ 15,000 |
| 67700 | Professional Development | \$ 13,228 | \$ 15,000 | \$ 15,000 |
| | Travel | \$ 671 | \$ 17,800 | \$ 13,000 |
| 67800 | Travel (in state mileage) | \$ 671 | \$ 3,000 | \$ 3,000 |
| **68400 | Relocation/Recruitment Expense | | \$ 14,800 | \$ 10,000 |
| | Postage | \$ 1,582 | \$ 2,500 | \$ 1,900 |
| 64000 | Postage | \$ 1,582 | \$ 2,500 | \$ 1,900 |
| loan repayment | EIDL LOAN | | | \$ 8,400 |
| Total Expenses | | \$ 1,799,010 | \$ 2,450,304 | \$ 2,237,253 |
| Grand Total | | \$ (155,292) | \$ - | \$ 372 |