

## NSITSP - Proposed Budget 2022-2023

<u>Revenue</u>	<u>Price</u>	<u>Apr - Dec 2022</u>		<u>Jan - Dec 2023</u>		<u>Notes</u>
		<u>n</u>	<u>Total</u>	<u>n</u>	<u>Total</u>	
Company Dues						
- Paid Members	\$ 100	250	\$ 25,000	1,000	\$ 100,000	
Major Vendors	\$ 100,000	3	\$ 300,000	10	\$ 1,000,000	
Middle Vendors	\$ 25,000	5	\$ 125,000	10	\$ 250,000	
Smaller Vendors	\$ 10,000	25	\$ 250,000	50	\$ 500,000	
Donations for General Purposes						
Donations for Lobbying			\$ 5,000		\$ 10,000	
Grants						
Merchandise						
	<b>Total Revenue</b>		<b>\$ 705,000</b>		<b>\$ 1,860,000</b>	
<u>Expenses</u>						
<u>Association Management</u>						
Bookkeeping and Accounting			\$ 5,000		\$ 50,000	
Computers and Equipment					\$ 50,000	
Furniture etc.					\$ 50,000	
Hosting, web dev, and online tools			\$ 12,000		\$ 60,000	
Insurance - Liability, business, cyber			\$ 2,000		\$ 5,000	
Legal fees			\$ -		\$ 5,000	
Meals and Entertainment					\$ 5,000	
Memberships - Professional Associations						
Merchant Services and bank fees- 4%			\$ 10,000		\$ 60,000	
Office Supplies and misc.			\$ 2,000		\$ 20,000	
Postage			\$ -		\$ 5,000	
Rent and Utilities			\$ -		\$ 75,000	
Telephone and Internet					\$ 25,000	
Travel - Exec Dir trips	\$ 1,500	5	\$ 7,500	10	\$ 15,000	
Travel - Staff for board meetings, events	\$ 1,500			3	\$ 4,500	
<u>Employee-Related</u>						
Employee Medical			\$ -		\$ 60,000	
Executive director/promotor/organizer			\$ 12,000		\$ 12,000	
Insurance - Workers Comp					\$ 5,000	
Office Admins			\$ 25,000		\$ 60,000	* includes volunteer coordinator and marketing admins
Program Coordinator			\$ 50,000		\$ 100,000	
Sales / "development" person					\$ 120,000	
Sales Commissions					\$ 12,000	
Staff Training/Development					\$ 5,000	

Legislative ...

Advocacy Specialist / Lobbyist						\$ 150,000	
Airfare and ground travel							
Legal consultation on draft legislation	\$ 300	/hr	5	\$ 1,500	5	\$ 1,500	
Legislative Tracking Software							
Meals	\$ 100	/mo	9	\$ 900	12	\$ 1,200	
Postage and Shipping				\$ 50		\$ 250	
Printing				\$ 50		\$ 500	
Research	\$ 50	/mo	9	\$ 450	12	\$ 600	
Travel							

Marketing ...

				\$ 5,000			
Advertising				\$ 25,000		\$ 100,000	
Ad creation							
Banners/Booth material							
Conference (other attendance)	\$15,000	/conf	3-4/yr	\$ 50,000			
Conference (ours) - In-person meeting once/year				\$ 50,000		\$ 250,000	
General Swag (Prize for logo competition)							
Marketing company							
Marketing (printing, signage, online tools)				\$ 25,000		\$ 100,000	
Pay per click	\$3,500	/mo	9	\$31,500	12	\$ 42,000	
Swag bucket							
Travel expenses							
Video Saas Service							

Of course we will only spend what we can afford.

Membership ...

Membership Incentive (new/renewal)							
Member Recruitment				\$ 75,000		\$ 100,000	
Member website dev							

Board Costs

- Meeting per diem	\$ 100	28	\$ 2,800	35	\$ 3,500	4 or 5 events. 7 or 9 Board Members
- Travel	\$ 1,500	7	\$ 10,500	28	\$ 42,000	Conferences, meetings. Assume \$1,500 per event.
- Other						

Misc. and unexpected expenses

<b>Total Expenses</b>	\$ 403,250	\$ 1,595,050
Money not spent	\$ 301,750	\$ 264,950