

<u>Description</u>	<u>2013-2014 plan</u>
Revenue	
Membership Dues	\$112,000
Donations--Unrestricted	\$64,000
Potential Donations	\$50,000
Summer Youth Adventure (tuition \$3450; dona. \$7250)	\$11,000
Technical Experience (tuition \$3845; dona. \$1255)	\$5,000
Scholarship Donations	\$1,100
Marketplace sales from inventory	\$8,000
Convention CD Sales	\$3,000
Earlier Conventions CD Sales	\$800
DVD Project (Technical--Evans/Phipps)	\$0
DVD (Ferguson)	\$500
Wurlitzer Book Sales	\$2,000
TO Binders	\$100
TO Back Issues	\$700
Wurlitzer Console Art Prints	\$100
Wurlitzer Factory Video	\$400
TO Shop Notes	\$700
Misc. (decals, lapel pin, educator's guide, index)	\$100
Theatre Organ Journal advertising	\$15,000
Previous Year Convention Revenue Share (40%)	\$6,000
Web Radio advertising	\$200
Web Site advertising	\$500
LA 2012 Convention Advance Repayment	\$10,000
Total Revenue	\$291,200
Expenses:	
Administration:	
CPA firm or bookkeeping service	\$8,000
CPA Financial Review of 2013-2014 Fiscal Year	\$9,000
Bank fees (Lock Box)	\$8,000
Legal fees	\$0
Board election (ballot printing \$1750; postage \$1450)	\$3,200
Postage	\$100
Printing	\$400
Taxes & gov't fees	\$100
Board/Staff Teleconferences	\$500
Total Administration	\$29,300
ASCAP	\$600
Chairman expenses	\$200
Commercial insurance	\$3,000
Membership:	
Executive Sec'y Contract (decrease to M'ship Sec.)	\$24,000
Access Software Repair	\$5,000
Postage	\$500
Printing	\$600
Renewal notices	\$1,100
Telephone	\$400
Travel & Lodging	\$1,000
Office Supplies	\$100
Total Membership	\$32,700
President/CE	
Service contract	\$80,000
Total President/CE	\$80,000
Secretary	\$100
Treasurer	
Office supplies	\$2,280
Postage	\$400
Total Treasurer	\$2,680
Vice-chairman	\$0
Youth representative	\$0

Awards & Recognition	\$1,000
Fundraising Letter (Printing \$1,500; Postage \$1,500)	\$3,000
Mid-year Mtng. (Lodging \$3,000; Travel \$6,400)	\$0
Archive/Library Personnel (2 @ \$11,000 ea.)	\$22,000
Marketplace	\$4,000
Inventory Purchases	\$2,200
Postage	\$1,200
Wurlitzer Book	\$300
Office Supplies	\$300
Membership Good Faith Financial Review	\$0
National Convention & Annual Board Meeting	
2014 Indpls Convention Advance	\$10,000
Board Meeting Lodging	\$10,000
Board Meeting Travel	\$6,000
Convention CD Production Costs	\$4,000
A/V Eqpt. Costs	\$1,200
Board Meeting Room Rental	\$0
Postage/Shipping/Misc. Printing	\$200
Total National Convention/Annual Bd. Mtng.	\$31,400
Scholarships	\$6,000
Summer Youth Adventure	\$21,950
Fees to Instructors (Nordwall, Parker, etc.)	\$8,000
Participant Meals & Travel	\$2,200
Travel	\$2,700
Lodging	\$2,800
Printing & Office Supplies	\$450
Scholarships to Attend	\$5,000
Vehicle Rental	\$800
DVD Technical Series	\$4,000
Technical Experience	\$5,000
Theatre Organ Journal	
Advertising commissions	\$1,500
Salaries (2 @ \$12k)	\$24,000
Convention expenses	\$2,500
Journal design contract	\$22,800
Postage	\$17,400
Printing	\$33,600
Travel	\$400
Total	\$102,200
Web Site	\$13,500
Design	\$500
Web Hosting	\$1,000
Webmaster Contract Fee	\$12,000
Web Radio	\$3,000
Young Theatre Organist Competition	\$5,600
Total Expenses	\$371,230
Net Revenue (loss)	(\$80,030)