

SMSA 2017 Approved Budget

100	HSS Management Contract					
	101 HSS Staff Hours (1,750 work hours)					
	101.1 Staff salary, fringe and overhead			\$61,064.84		\$61,064.84
	102 SMSA Office Lease and Utilities			\$5,700.00		
	103 Conference Calls			\$2,000.00		
	104 Webinars			\$0.00		
	105 Phone			\$0.00		
	106 Staff Travel			\$2,000.00		
	Total HSS Management Agreement					\$70,764.84
200	Services					
	201 Legal Services and Incorporation Fees			\$500.00		
	202 Accounting and Tax Preparation Services			\$1,000.00		
	203 Marketing Services			\$0.00		
	Total					\$1,500.00
300	Office Supplies and Equipment					
	301 Supplies			\$400.00		
	302 Postage			\$650.00		
	303 Printing and duplicating			\$500.00		
	304 Shipping			\$100.00		
	Total					\$1,650.00
400	2017 SMSA Annual Members Business Meeting and Executive Committee Meeting					
	401 2017 Annual Members Meeting - September					
	401.1 Meals and refreshments			\$0.00		
	401.2 Printing and Duplication			\$150.00		
	Subtotal			\$150.00		
	402 Executive Committee Meetings	Rate				
	402.1 Airfare	500.00		5,000.00		
Travelers	10					
	402.2 Lodging	150.00		9,000.00		
Days	7					
	402.3 Meals	30.00		2,100.00		
Nights	6					
	402.4 Incidentals	75.00		750.00		
	402.5 Meeting Expenses			\$500.00		
	Subtotal			\$17,350.00		
	Total					\$17,500.00

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500	2017 SMSA Conference - September		
	501 Presenter fees/travel	\$0.00	
	502 Shipping	\$250.00	
	503 Food & Beverage/AV/Meeting Rooms/Exhibits	\$25,000.00	
	504 Printing and duplicating	\$500.00	
	505 Awards	\$300.00	
	506 Miscellaneous Expenses	\$500.00	
	Total		\$26,550.00
600	SMSA Memberships and Subscriptions		
	601 Survey Monkey Subscription	\$204.00	
	Total		\$204.00
700	Insurance		
	701 Professional Liability Insurance	\$5,690.00	
	702 General Liability Insurance	\$375.00	
	703 Directors & Officers Insurance	\$1,270.00	
	Total		\$7,335.00
	Total 2017 Estimated Expenditures		\$125,503.84

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2017 Potential Revenue

2017 State Member Dues to be Collected in 2017 (estimated)		\$17,760.00
2017 Supporting Member Dues to be Collected in 2017 (estimated)		\$6,480.00
2017 Individual Member Dues to be Collected in 2017 (estimated)		\$1,280.00
2017 State Member Dues to be Collected in Fall 2016 (estimated)		\$26,640.00
2017 Supporting Member Dues to be Collected in Fall 2016 (estimated)		\$9,720.00
2017 Individual Member Dues to be Collected in Fall 2016 (estimated)		\$1,920.00
Conference Registrations (estimated) (\$350 Registration)		\$52,500.00
Sponsorships/Advertising (estimated)		\$10,500.00
Estimated 2017 Potential Income	Total	\$126,800.00

2017 Projected Balance

Estimated 2017 Year Beginning Balance (Available Funds)	\$62,717.33
Including 2017 dues collected in 2016	
Estimated 2017 Revenue (Remainder of 2017 dues and 2017 Conference)	\$88,520.00
Estimated 2018 Dues Collected in 2017	\$38,280.00
Estimated 2017 Expenditures	\$125,503.84
Net Revenue / Loss for 2017	\$1,296.17

Note:	2017 dues collected in 2016 (60%)	\$38,280.00
	2017 dues collected in 2017 (40%)	\$25,520.00