

ACRP
FY 2022 Proposed Budget

	2020 Actuals	FY 2021 Board Approved Budget	2021 Projections	FY 22 Proposed Budget	Variance from 2021Proj
OPERATING REVENUES					
Membership	1,718,859	1,789,003	1,642,010	1,700,000	57,990
Workforce Innovation	359,088	300,000	319,225	300,000	(19,225)
Professional Development	939,906	1,122,847	1,268,228	1,934,000	665,772
Communications	352,823	428,000	638,486	300,000	(338,486)
Certification	1,985,129	2,025,000	1,983,476	2,077,000	93,524
Meeting & Expo	361,290	622,000	345,772	1,033,500	687,728
General & Administrative	186,668	38,000	2,570	10,000	7,430
Discounts	(19,199)	-	(122,960)	-	122,960
	5,884,564	6,324,850	6,076,807	7,354,500	1,277,693
OPERATING EXPENSES					
Personnel Expense	2,674,989	2,756,156	2,804,783	3,185,556	380,773
Marketing	542,650	491,500	473,319	212,000	(261,319)
Continuing Education Expense	11,460	8,750	1,209	28,502	27,293
Exam Expenses	686,374	408,763	476,314	-	(476,314)
Professional Services	728,201	1,019,902	871,550	668,404	(203,146)
Computer Expense	565,584	739,700	607,185	1,025,007	417,822
Audio & Visual	33,282	-	18,798	300,000	281,202
Decorator Expense	23,018	-	129	100,000	99,871
Food & Beverage	11,196	4,000	4,229	399,000	394,771
Honoraria	24,210	22,500	13,326	48,000	34,674
Insurance	48,210	42,000	34,286	50,000	15,714
Travel	55,593	35,000	4,505	144,500	139,995
Other Program Costs	5,107	7,000	8,568	192,000	183,432
Office Expenses & Supplies	8,961	16,000	11,295	28,500	17,205
Dues & Subscription	19,029	12,501	10,808	12,500	1,692
Occupancy	202,985	316,800	318,245	696,800	378,555
Postage & Shipping	20,840	17,000	18,454	17,500	(954)
Printing	7,835	23,500	14,395	14,500	105
Telephone & Internet	12,602	-	-	3,600	3,600
Depreciation	332,185	80,000	80,945	-	(80,945)
Bank & Payroll Fees	43,354	190,000	143,454	226,000	82,546
Taxes	4,198	1,000	10	-	(10)
Management Fee	-	-	-	-	-
TOTAL OPERATING EXPENSES	6,061,863	6,192,072	5,915,807	7,352,369	1,436,562
OPERATING INCOME/EXPENSE	(177,299)	132,778	161,000	2,131	(158,869)
NON OPERATING INCOME/(EXPENSES)					
Investment Gain/(Loss)				-	
Interest	(47,161)	(40,000)		(40,000)	
Other Income/(Expense)				-	
TOTAL NON-OPERATING INCOME/(EXPENSES)	(47,161)	(40,000)	-	(40,000)	-
CHANGE IN NET ASSETS	(224,460)	92,778	161,000	(37,869)	(158,869)