

| | FY 19-20 Budget | FY 19-20 Actual (Projected) | FY 20-21 Budget | FY 20-21 Mid-Year | FY 21-22 Budget |
|---|---------------------------------|-----------------------------|-----------------|-------------------|----------------------|
| Income | \$ 1,261,980.00 | \$ 1,242,764.29 | \$ 1,211,050.00 | \$ 437,412.90 | \$ 1,218,650.00 |
| Expenses | \$ 1,236,570.00 | \$ 1,158,038.91 | \$ 1,209,335.00 | \$ 552,034.27 | \$ 1,218,650.00 |
| Variance | \$ 25,410.00 | \$ 84,725.38 | \$ 1,715.00 | \$ (114,621.37) | \$ - |
| Income: | | | | | |
| Internal Revenue | | | | | |
| Long-Term Investments as of 1 Dec 2020 | 4% of Portfolio as of 31 Dec 20 | Admin Note Only | | \$ | 142,459.17 |
| Cash carry over from prior FY | \$300,000 of Cash to LTI Jan 20 | Admin Note Only | | \$ | 53,090.83 |
| | | | | \$ - | \$ 195,550.00 |
| 44000 · Experience Refund | \$ - | \$ 203,448.51 | \$ 185,000.00 | | Refund Direct to LTI |
| Insurance Income | | | | | |
| 43440 · Insurance Administration Income | \$ 280,000.00 | \$ 228,359.63 | \$ 240,000.00 | \$ 93,494.83 | \$ 230,000.00 |
| 43450 · Commissions | \$ 48,000.00 | \$ 22,550.00 | \$ 20,000.00 | \$ 7,940.00 | \$ 15,000.00 |
| 43470 · Insurance Premium Income | \$ 800,000.00 | \$ 685,197.20 | \$ 700,000.00 | \$ 280,484.53 | \$ 700,000.00 |
| | \$ 1,128,000.00 | \$ 936,106.83 | \$ 960,000.00 | \$ 381,919.36 | \$ 945,000.00 |
| Magazine Income | | | | | |
| 44810 · Advertising | \$ 2,000.00 | \$ - | \$ 1,000.00 | \$ - | \$ 500.00 |
| 44820 · Magazine Subscriptions | \$ 80.00 | \$ 477.78 | \$ 50.00 | \$ 29.26 | \$ 50.00 |
| | \$ 2,080.00 | \$ 477.78 | \$ 1,050.00 | \$ 29.26 | \$ 550.00 |
| Member Programs | | | | | |
| 45100 · Member Programs | \$ - | \$ - | \$ - | \$ - | \$ - |
| 45200 · NCNG Event Income | \$ - | \$ 1,662.71 | \$ - | \$ - | \$ - |
| 45300 · Convention Receipt Income | \$ 50,000.00 | \$ 14,158.42 | \$ 25,000.00 | \$ 25,000.00 | \$ 18,750.00 |
| 45400 · Fundraising/FOTG/Legacy | \$ - | \$ - | \$ 1,500.00 | \$ - | \$ - |
| 45500 · Tarheel Minuteman Funded Grants | \$ - | \$ - | \$ - | \$ - | \$ - |
| 45600 · NGAUS Dues | \$ - | \$ 18,911.85 | \$ - | \$ 1,368.85 | \$ - |
| 45700 · EANGUS Dues | \$ - | \$ - | \$ - | \$ 263.77 | \$ - |
| 45800 · NGAUS Insurance Trust | \$ - | \$ - | \$ - | \$ 10,188.75 | \$ 10,000.00 |
| | \$ 50,000.00 | \$ 34,732.98 | \$ 26,500.00 | \$ 36,821.37 | \$ 28,750.00 |
| Dues | | | | | |
| 46100 · Life Dues | \$ 2,500.00 | \$ 8,378.64 | \$ 2,000.00 | \$ 1,831.00 | \$ 2,500.00 |
| 46200 · Annual Dues | \$ 1,500.00 | \$ 379.05 | \$ 500.00 | \$ 29.26 | \$ 300.00 |
| 46300 · Corporate Dues | \$ 45,000.00 | \$ 32,844.25 | \$ 20,000.00 | \$ - | \$ 30,000.00 |
| | \$ 49,000.00 | \$ 41,601.94 | \$ 22,500.00 | \$ 1,860.26 | \$ 32,800.00 |
| 47100 · Interest Income | \$ 2,000.00 | \$ 5,463.29 | \$ 4,000.00 | \$ 653.38 | \$ 5,000.00 |
| 48000 · Rental Income | \$ 6,600.00 | \$ 9,375.00 | \$ 8,000.00 | \$ 6,000.00 | \$ 6,000.00 |
| 49100 · Miscellaneous | \$ 24,300.00 | \$ 11,557.96 | \$ 4,000.00 | \$ 10,129.27 | \$ 5,000.00 |
| Total Income | \$ 1,261,980.00 | \$ 1,242,764.29 | \$ 1,211,050.00 | \$ 437,412.90 | \$ 1,218,650.00 |

| | FY 19-20 Budget | FY 19-20 Actual (Projected) | FY 20-21 Budget | FY 20-21 Mid-Year | FY 21-22 Budget |
|--|-----------------|-----------------------------|-----------------|-------------------|-----------------|
| Expenses: | | | | | |
| Payroll Expenses | | | | | |
| 55100 · Admin Salaries | \$ 190,000.00 | \$ 179,725.90 | \$ 210,000.00 | \$ 82,899.26 | \$ 205,000.00 |
| 55150 · Employee Longevity Pay | \$ 1,710.00 | \$ 2,578.25 | \$ 500.00 | \$ 2,000.00 | \$ 2,000.00 |
| 55160 · Compensated Absences | \$ - | \$ - | \$ - | \$ - | \$ - |
| 55200 · Worker's Comp | \$ 2,000.00 | \$ 583.00 | \$ 3,000.00 | \$ 1,739.00 | \$ 5,000.00 |
| 55300 · Payroll Taxes - FICA (SS&Medicare) | \$ 15,000.00 | \$ 13,946.27 | \$ 16,065.00 | \$ 17,175.45 | \$ 17,000.00 |
| 55350 · Unemployment Taxes | \$ 1,000.00 | \$ 200.00 | \$ 1,000.00 | \$ 288.00 | \$ 150.00 |
| 55400 · Health/Life/Dental/Disab. | \$ 20,000.00 | \$ 16,236.32 | \$ 20,000.00 | \$ 7,625.25 | \$ 18,000.00 |
| 55500 · Employee Retirement Plan | \$ 11,000.00 | \$ 5,933.70 | \$ 6,000.00 | \$ - | \$ - |
| 55600 · Educational Programs | \$ 2,000.00 | \$ 730.33 | \$ 1,000.00 | \$ 59.50 | \$ 1,000.00 |
| 55700 · 401k Employee | \$ - | \$ - | \$ 500.00 | \$ 16,809.00 | \$ 11,000.00 |
| | \$ 241,000.00 | \$ 217,355.52 | \$ 258,065.00 | \$ 128,595.46 | \$ 259,150.00 |
| 61000 · Insurance Expenses | | | | | |
| 61200 · Insurance Prem. Expense | \$ 750,000.00 | \$ 685,078.86 | \$ 700,000.00 | \$ 280,505.37 | \$ 700,000.00 |
| 61300 · Discounts - Annual Premium | \$ - | \$ 123.94 | \$ - | \$ 50.00 | \$ 50.00 |
| 61500 · Volunteer Network | | | | | |
| 61510 · Volunteer Network Convention Ex | \$ 5,000.00 | \$ 4,810.73 | \$ 6,000.00 | \$ 2,560.86 | \$ 5,000.00 |
| 61510 · Volunteer Network Convention Ex | \$ 1,000.00 | \$ 50.00 | \$ 1,500.00 | \$ 1,000.00 | \$ 1,000.00 |
| 61600 · Electronic Transfers | \$ 2,500.00 | \$ 1,342.01 | \$ 2,500.00 | \$ 1,121.10 | \$ 2,000.00 |
| 61700 · Insurance Expense - Misc. | \$ - | \$ - | \$ - | \$ - | \$ - |
| 61800 · SME Expenses | | | | | |
| 61810 · SME Program | \$ 500.00 | \$ 2,304.76 | \$ 500.00 | \$ 500.00 | \$ 500.00 |
| 61820 · SME Workshop | \$ 1,000.00 | \$ 482.94 | \$ 1,000.00 | \$ 500.00 | \$ 500.00 |
| 61830 · SME Convention Expense | \$ 2,500.00 | \$ 1,599.91 | \$ 1,500.00 | \$ 1,500.00 | \$ 1,500.00 |
| | \$ 762,500.00 | \$ 695,793.15 | \$ 713,000.00 | \$ 287,737.33 | \$ 710,550.00 |
| Professional Services | | | | | |
| 62200 · Accountant's Fees | \$ 7,000.00 | \$ 19,875.00 | \$ 7,200.00 | \$ 8,000.00 | \$ 8,000.00 |
| 62400 · Consultants Fees | \$ 500.00 | \$ 6,450.00 | \$ 8,000.00 | \$ 1,500.00 | \$ 1,500.00 |
| 62600 · Pension Plan | \$ 1,800.00 | \$ 346.50 | \$ 1,800.00 | \$ 1,000.00 | \$ 1,000.00 |
| 62800 · Professional Liability Ins. | \$ 1,750.00 | \$ 302.72 | \$ 1,800.00 | \$ 500.00 | \$ 500.00 |
| | \$ 11,050.00 | \$ 26,974.22 | \$ 18,800.00 | \$ 11,000.00 | \$ 11,000.00 |
| Association Programs | | | | | |
| 63100 · Legislative Spt. Function | \$ 5,000.00 | \$ 671.71 | \$ 5,000.00 | \$ - | \$ 5,000.00 |
| 63200 · Advertising/ Promo Expense | \$ 4,000.00 | \$ - | \$ 2,000.00 | \$ - | \$ - |
| 63300 · Gift and Awards | \$ 4,000.00 | \$ 2,945.90 | \$ 3,000.00 | \$ 202.99 | \$ 3,000.00 |
| 63400 · Member Programs | \$ 3,185.00 | \$ 5,914.43 | \$ 10,000.00 | \$ 542.31 | \$ - |
| 63600 · Committee Projects | \$ 7,500.00 | \$ 868.43 | \$ 2,500.00 | \$ - | \$ - |
| | \$ 23,685.00 | \$ 10,400.47 | \$ 22,500.00 | \$ 745.30 | \$ 8,000.00 |
| NCNGA Event Expenses | | | | | |
| 64200 · Convention Expenses | \$ 50,000.00 | \$ 2,907.26 | \$ 3,500.00 | \$ 146.00 | \$ 35,000.00 |
| 64400 · NCNG Event Expenses | \$ - | \$ 4,911.99 | \$ - | \$ - | \$ - |
| 64600 · NGAUS Expenses | \$ - | \$ 18,402.86 | \$ - | \$ 2,995.55 | \$ - |
| 64800 · EANGUS Expenses | \$ - | \$ 769.89 | \$ - | \$ 2,333.24 | \$ - |
| | \$ 50,000.00 | \$ 26,992.00 | \$ 3,500.00 | \$ 5,474.79 | \$ 35,000.00 |

| | FY 19-20 Budget | FY 19-20 Actual (Projected) | FY 20-21 Budget | FY 20-21 Mid-Year | FY 21-22 Budget |
|--|---------------------|-----------------------------|---------------------|---------------------|---------------------|
| Magazine Expenses | | | | | |
| 65200 · Pub./Printing - Magazine | \$ 15,000.00 | \$ 30,117.96 | \$ 18,000.00 | \$ 9,417.19 | \$ 19,500.00 |
| 65400 · Postage - Magazine | \$ 15,000.00 | \$ 18,337.27 | \$ 18,000.00 | \$ 12,133.95 | \$ 19,000.00 |
| 65600 · Miscellaneous - Magazine | \$ 800.00 | \$ 698.91 | \$ 400.00 | \$ - | \$ - |
| 65800 · Weekly Update | \$ - | \$ - | \$ - | \$ 455.00 | \$ 2,040.00 |
| | \$ 30,800.00 | \$ 49,154.14 | \$ 36,400.00 | \$ 21,551.14 | \$ 38,500.00 |
| Office Expenses | | | | | |
| 66100 · Postage | \$ 4,800.00 | \$ 1,188.28 | \$ 4,800.00 | \$ 1,830.30 | \$ 2,000.00 |
| 66200 · Telephone and Interent Access | \$ 4,200.00 | \$ 4,169.07 | \$ 8,000.00 | \$ - | \$ - |
| 66300 · Printing | \$ 5,000.00 | \$ 2,203.34 | \$ 5,000.00 | \$ 311.03 | \$ 3,000.00 |
| 66400 · Office Supplies | \$ 3,000.00 | \$ 2,086.74 | \$ 6,000.00 | \$ 1,922.93 | \$ 3,000.00 |
| 66500 · Utilities | \$ 3,000.00 | \$ 4,310.07 | \$ 4,000.00 | \$ 1,563.59 | \$ 4,500.00 |
| 66700 · Emergency Fund | \$ - | \$ - | \$ - | \$ - | \$ 2,800.00 |
| | \$ 20,000.00 | \$ 13,957.50 | \$ 27,800.00 | \$ 5,627.85 | \$ 15,300.00 |
| Office Equipment Expenses | | | | | |
| 67200 · IT Expenses | | | | | |
| 67210 · IT Services | \$ 9,000.00 | \$ 12,008.60 | \$ 9,000.00 | \$ 6,966.96 | \$ 8,000.00 |
| 67220 · IT Hardware | \$ 3,000.00 | \$ 99.98 | \$ - | \$ - | \$ - |
| 67230 · IT Software | \$ 4,000.00 | \$ 3,945.85 | \$ 4,000.00 | \$ 2,909.01 | \$ 4,500.00 |
| 67400 · Rentals Maintence - Office | \$ 2,500.00 | \$ 4,405.85 | \$ 2,500.00 | \$ 1,482.34 | \$ 2,500.00 |
| 67600 · Furniture/Equipment Office | \$ 15,000.00 | \$ 396.09 | \$ - | \$ - | \$ 1,500.00 |
| | \$ 33,500.00 | \$ 20,856.37 | \$ 15,500.00 | \$ 11,358.31 | \$ 16,500.00 |
| 68000 · Tarheel Min. Funded Program | \$ 2,000.00 | \$ 769.89 | \$ - | \$ - | \$ - |
| 68500 · NGAUS Membership Expenses | \$ - | \$ - | \$ - | \$ - | \$ - |
| 68700 · EANGUS Membership Expense | \$ - | \$ - | \$ - | \$ - | \$ - |
| Travel | | | | | |
| 69200 · Staff - Travel | \$ 5,000.00 | \$ 2,433.61 | \$ 5,000.00 | \$ 420.10 | \$ 5,000.00 |
| 69400 · Nat'l Confrence Travel | \$ 7,000.00 | \$ 5,671.60 | \$ 12,000.00 | \$ - | \$ 10,000.00 |
| 69600 · Council/Committee Travel | \$ 3,000.00 | \$ 1,635.90 | \$ 3,000.00 | \$ 82.59 | \$ 2,000.00 |
| 69800 · Unit Presentation Expense | \$ 2,000.00 | \$ 1,032.72 | \$ 2,500.00 | \$ 1,614.20 | \$ 2,500.00 |
| | \$ 17,000.00 | \$ 10,773.83 | \$ 22,500.00 | \$ 2,116.89 | \$ 19,500.00 |
| Building and Grounds | | | | | |
| 70100 · Repairs and Maint. - B&G | \$ - | \$ 26,235.52 | \$ - | \$ 75.00 | \$ 17,184.00 |
| 70200 · Security Monitor Fee - B&G | \$ 700.00 | \$ 855.16 | \$ 800.00 | \$ 179.97 | \$ 900.00 |
| 70300 · Real Estate Ins./Taxes | \$ 6,800.00 | \$ - | \$ 6,000.00 | \$ 5,000.00 | \$ 5,000.00 |
| 70400 · Reserve Study | \$ 13,515.00 | \$ 1,850.28 | \$ - | \$ 31,775.00 | \$ 21,000.00 |
| 70500 · Landscaping | \$ 2,200.00 | \$ 2,245.99 | \$ 3,000.00 | \$ 1,965.00 | \$ 1,800.00 |
| 70600 · Janitorial and Trash Collection | \$ 2,700.00 | \$ 3,030.00 | \$ 2,500.00 | \$ 1,170.00 | \$ 3,500.00 |
| 70700 · Insurance and Taxes | \$ 6,800.00 | \$ 11,906.84 | \$ 6,000.00 | \$ 8,291.12 | \$ 6,000.00 |
| | \$ 32,715.00 | \$ 46,123.79 | \$ 18,300.00 | \$ 48,381.09 | \$ 38,200.00 |

| | FY 19-20 Budget | | FY 19-20 Actual (Projected) | | FY 20-21 Budget | | FY 20-21 Mid-Year | | FY 21-22 Budget | |
|---|-----------------|--------------|-----------------------------|--------------|-----------------|--------------|-------------------|------------|-----------------|--------------|
| Charges and Fees | | | | | | | | | | |
| 74100 · Bank Services Charges | \$ | 1,320.00 | \$ | 1,940.87 | \$ | 1,320.00 | \$ | 619.00 | \$ | 2,000.00 |
| 74200 · Credit Card Services Fee | | | \$ | 3,229.30 | \$ | 1,000.00 | \$ | 450.00 | \$ | 450.00 |
| 74300 · Flipcause Service Fees | \$ | 1,000.00 | \$ | 118.88 | \$ | 1,000.00 | \$ | - | \$ | - |
| 74400 · Penalty Fees | \$ | - | \$ | 164.52 | | | \$ | - | \$ | - |
| 74500 · Rental Fees | \$ | - | \$ | - | | | \$ | - | \$ | - |
| 74600 · Paychex Service Fees | \$ | - | \$ | 3,979.54 | | | \$ | 3,867.70 | \$ | - |
| 74700 · Investment Fees | \$ | - | \$ | 13,089.46 | | | \$ | 14,000.00 | \$ | 14,000.00 |
| | \$ | 2,320.00 | \$ | 22,522.57 | \$ | 3,320.00 | \$ | 18,936.70 | \$ | 16,450.00 |
| Charitable Activities | | | | | | | | | | |
| 75100 · Educational Foundation Donation | \$ | 10,000.00 | \$ | 10,000.00 | \$ | 10,000.00 | \$ | 10,000.00 | \$ | 30,000.00 |
| 75200 · Back to School | | | | | | | \$ | - | \$ | 5,000.00 |
| 75300 · Kids on Guard | | | | | | | \$ | - | \$ | 500.00 |
| 75400 · Christmas/Angel Tree | | | | | | | \$ | - | \$ | 5,000.00 |
| 75500 · NCNG SOF | | | | | | | \$ | - | \$ | 2,500.00 |
| 75600 · Family in Need (Holiday) | | | | | | | \$ | - | \$ | 500.00 |
| 75700 · Unit Support Functions | | | | | | | \$ | - | \$ | 2,000.00 |
| | \$ | 10,000.00 | \$ | 10,000.00 | \$ | 10,000.00 | \$ | 10,000.00 | \$ | 45,500.00 |
| Miscellaneous Expenses | | | | | | | | | | |
| 76100 · General Fund | \$ | - | \$ | 6,365.46 | | | \$ | 509.41 | \$ | 5,000.00 |
| 76200 · Fundraising Expenses | \$ | - | \$ | - | | 1,000.00 | \$ | - | \$ | - |
| | \$ | - | \$ | 6,365.46 | \$ | 1,000.00 | \$ | 509.41 | \$ | 5,000.00 |
| Total Expenses | \$ | 1,236,570.00 | \$ | 1,158,038.91 | \$ | 1,150,685.00 | \$ | 552,034.27 | \$ | 1,218,650.00 |