

SCHEDULE 1**AL-ANON FAMILY GROUP HEADQUARTERS, INC.
2019 OPERATING BUDGET**

	2019 Budget	2018 Actual
<u>Estimated Revenue</u>		
Literature Sales less cost of printing	2,850,000	3,194,194
Contributions	2,050,000	1,953,460
Forum Subscriptions	255,000	257,685
Convention Income (net)	-	217,358
Investment Income/Transfer from Reserve Fund	232,600	(90,787)
Total Estimated Revenue	5,387,600	5,531,910
<u>Operating Expenses</u>		
Salaries	3,200,459	3,065,192
Payroll Taxes	240,343	239,292
Employee Benefits	436,789	455,893
Total Labor Costs	3,877,591	3,760,377
Building Occupancy	271,500	278,633
Packing & Shipping (Net)	(60,000)	(46,330)
Postage	190,000	194,432
Telephone (Phone & Internet)	51,000	47,907
Stationery & Office Supplies	70,000	64,116
Office Services & Expenses	235,000	235,089
Repairs & Maintenance	13,000	13,265
Travel & Meetings	259,000	217,372
Direct Conference Costs (Net) Schedule 2	74,000	97,220
Conference Interpretation	20,000	-
Legal & Audit	70,750	73,774
Printing	127,000	113,728
Canadian Office	2,000	1,591
General services meeting	-	20,165
In-Office Volunteers	100	60
Membership Survey	-	150
PSA Campaign	87,828	95,625
Bank and Credit Card Fees	106,500	103,572
Miscellaneous	16,000	18,105
Postretirement Health Benefits	68,000	70,150
Total Operating Expense	5,479,269	5,359,001
Depreciation (Exc. Bldg.)	32,700	32,907
Total Expense	5,511,969	5,391,908
Net increase (decrease) from Operations	(124,369)	140,002
Strategic Plan Initiatives	(\$54,587)	
Planned Net increase (decrease)	(178,956)	