

	2024 Budget	2023 Actual
Revenue		
Literature Sales	4,105,600	4,403,745
Less cost of goods sold	(1,149,570)	(1,186,115)
Contributions	2,643,700	2,916,398
Magazine Sales	265,000	262,050
Subscription Income	53,000	54,634
International convention - net	-	187,468
Investment Income	55,000	71,855
Fund Transfers	225,600	-
Other - currency adjustment		(51,841)
Total cash revenue	\$ 6,198,330	\$ 6,658,194
Noncash contributions		\$ 244,657
Total Revenue	\$ 6,198,330	\$ 6,902,851
Expenses		
Salaries	3,385,550	3,153,205
Benefits	504,950	487,437
Payroll Taxes	255,920	245,443
Occupancy	290,640	304,265
Packing & Shipping	(85,000)	(111,668)
Postage	172,250	161,901
Telephone	54,810	53,530
Stationary & Supplies	46,220	49,352
Technology	321,760	295,179
HR/Training/Consulting	65,600	49,211
Repairs	12,000	17,711
Travel & Meetings	194,770	175,986
Conference Costs	119,820	45,331
Professional fees	121,900	82,129
Printing	165,530	163,124
Canadian Office	2,030	1,954
General services meeting	39,240	359
PSA Campaign	96,000	95,050
Bank and Credit Card fees	133,000	132,249
Miscellaneous	15,130	16,754
Retiree Health benefits	66,000	61,292
Depreciation	100,660	100,776
Total cash expenses	\$ 6,078,780	\$ 5,580,570
Noncash expenses		\$ 244,657
Total Expenses	\$ 6,078,780	\$ 5,825,227
Revenue over Expenses	\$ 119,550	\$ 1,077,624