

**AL-ANON FAMILY GROUP HEADQUARTERS, INC.
2018 WORLD SERVICE CONFERENCE BUDGET**

	2018 Budget	2017 Actual
<u>Estimated Revenue</u>		
Literature Sales less cost of printing	3,000,000	2,770,868
Contributions	2,000,000	1,972,931
Forum Subscriptions	260,000	264,461
Investment Income/Transfer from Reserve Fund	243,800	203,771
Total Estimated Revenue	5,503,800	5,212,031
 <u>Operating Expenses</u>		
Salaries	3,201,972	3,172,159
Payroll Taxes	236,084	243,568
Employee Benefits	457,115	469,896
Total Labor Costs	3,895,172	3,885,623
Building Occupancy	265,800	266,999
Packing & Shipping (Net)	(75,000)	(65,779)
Postage	198,000	187,785
Telephone	51,000	50,299
Stationery & Office Supplies	83,000	78,707
Office Services & Expenses	230,000	173,430
Repairs & Maintenance	7,000	8,969
Travel & Meetings	191,000	209,195
Direct Conference Costs (Net)	103,000	62,358
Legal & Audit	70,750	38,576
Printing	132,000	109,196
Canadian Office	2,000	1,523
General services meeting	15,000	1,496
In-Office Volunteers	100	70
Membership Survey	2,080	750
PSA Campaign	102,126	43,076
Bank and Credit Card Fees	83,000	94,093
Miscellaneous	19,000	20,735
Postretirement Health Benefits	58,000	63,917
Total Operating Expense	5,433,028	5,231,018
 Depreciation (Exc. Bldg.)	 68,000	 47,512
Total Expense	5,501,028	5,278,530
 Net increase (decrease)	 2,772	 (66,499)