

## 2020-2021 AMSD Budget

	2019-2020 Projected Total	2020-21 Recommendation
<b>Income</b>		
<b>Revenues</b>		
Membership Dues	\$ 461,459.00	\$ 459,000.00
AMSD Conference Fees	6,800.00	7,000.00
Interest Income	1,200.00	1,200.00
Total Revenues	469,459.00	467,200.00
 <b>Expense</b>		
<b>Operating Expenses</b>		
Insurance	3,400.00	3,500.00
Postage	120.00	150.00
Printing	500.00	750.00
Office supplies and expense	1,500.00	2,000.00
Repairs and Maintenance	0.00	1,000.00
Publications & Subscriptions	1,100.00	1,100.00
Association Memberships	1,400.00	1,600.00
Telephone Expense		
Cellular Phone	1,400.00	1,500.00
Telephone Expense - Other	1,725.00	1,750.00
Total Telephone Expense	3,125.00	3,250.00
Copier Expense		
Copier Lease/Maint Expense	3,900.00	4,300.00
Total Copier Expense	3,900.00	4,300.00
Rent	19,000.00	19,000.00
Miscellaneous Expenses	500.00	750.00
Technology Expenses		
E-mail and web page	1,700.00	2,000.00
Technology Support, Equipment, Software	5,000.00	5,000.00
Survey Software	0.00	0.00
Total Technology Expenses	6,700.00	7,000.00
Board of Directors Meetings	7,500.00	8,500.00
Outside Services		
Communications Consultant	0.00	0.00
Contract Lobbyist	48,250.00	49,500.00
Total Outside Services	48,250.00	49,500.00
Professional Fees		
Legal Fees	0.00	2,000.00
Accounting Fees	8,175.00	8,500.00
Total Professional Fees	8,175.00	10,500.00
Conf. & Prof. Development	418.00	2,500.00
Committee Expenses	500.00	500.00
Reimagine Minnesota Expense	1,750.00	2,500.00
Other Miscellaneous Expenses		
Misc. Fees & Services	0.00	100.00

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Parking & Travel Expenses	1,000.00	1,200.00
Meals & Entertainment	750.00	800.00
Total Other Miscellaneous Expenses	<u>1,750.00</u>	<u>2,100.00</u>
Furniture and fixture expense	0.00	750.00
AMSD Conference Expense	9,462.35	5,000.00
AMSD Research Projects	1,500.00	2,000.00
Strategic Planning	0.00	10,000.00
Total Operating Expenses	<u>120,550.35</u>	<u>138,250.00</u>
<b>Payroll Expenses</b>		
Administrative Expense	2,500.00	2,550.00
<b>Executive Director</b>		
Executive Director Base Salary	138,386.00	141,154.00
Executive Director Performance Pay	2,768.00	0.00
Executive Director Benefits	38,000.00	36,812.00
Executive Director Payroll Tax (7.65%)	10,324.70	10,662.44
Executive Director Car Allow.	5,400.00	5,400.00
Total Executive Director	<u>194,878.70</u>	<u>194,028.44</u>
<b>Dir of Comm and Advocacy</b>		
Dir of Comm and Advocacy Base Salary	81,600.00	83,232.00
Dir of Comm and Advocacy Performance Pay	1,632.00	0.00
Dir of Comm and Advocacy Benefits	6,610.00	6,708.00
Dir of Comm and Advocacy Payroll Tax (7.65%)	6,471.90	6,596.75
Dir of Comm and Advocacy Car Allow.	3,000.00	3,000.00
Total Dir of Comm and Advocacy	<u>99,313.90</u>	<u>99,536.75</u>
<b>Office Manager (0.5 position)</b>		
Office Manager Base Salary	27,000.00	31,824.00
Office Manager Performance Pay	540.00	0.00
Office Manager Benefits	3,000.00	3,173.44
Office Manager Payroll Tax (7.65%)	2,065.50	2,434.54
Total Office Manager	<u>32,605.50</u>	<u>37,431.98</u>
<b>Total Payroll Expenses</b>	<u>329,298.10</u>	<u>333,547.17</u>
<b>Total Expense</b>	<u>449,848.45</u>	<u>471,797.17</u>
<b>Net Income</b>	<u>\$ 19,610.55</u>	<u>\$ (4,597.17)</u>