



	<b>Budget 2018-2019</b>	<b>Actual 2018-2019</b>	<b>Budget 2019-2020</b>	<b>Budget 2020-2021</b>
	July 1, 2018 to June 30, 2019	July 1, 2018 to June 30, 2019	July 1, 2019 to June 30, 2020	July 1, 2020 to June 30, 2021
	<u>Approved</u>	<u>Actual</u>	<u>Preliminary</u>	<u>Preliminary</u>
<b><u>MEMBER SERVICES</u></b>				
<b>Income</b>				
Member Dues	\$ 47,000	\$ 49,265	\$ 48,500	\$ 48,500
Sponsors	\$ 7,000	\$ 7,200	\$ 7,000	\$ 7,000
Quarterly Meeting Registrations	\$ 13,000	\$ 11,325	\$ 13,700	\$ 13,700
Job Postings Web Page	\$ 7,500	\$ 10,800	\$ 8,000	\$ 8,000
<b>Total Income</b>	<b>\$74,500</b>	<b>\$78,590</b>	<b>\$77,200</b>	<b>\$77,200</b>
<b>Expense</b>				
Management Fee	\$ 154,883	\$ 149,906	\$ 163,400	\$ 163,750
Registrations & Dues	\$ 800	\$ 653	\$ 800	\$ 800
Accounting Services	\$ 3,000	\$ -	\$ 5,000	\$ 3,000
Credit Card Fees	\$ 915	\$ 1,003	\$ 915	\$ 915
Meetings, Quarterly Business	\$ 38,000	\$ 33,585	\$ 38,000	\$ 38,000
Printing	\$ 800	\$ 536	\$ 650	\$ 650
Postage & Mailing Services	\$ 935	\$ 803	\$ 935	\$ 935
Taxes, B&O	\$ 200	\$ 273	\$ 225	\$ 225
Web Page	\$ 1,000	\$ 1,001	\$ 1,025	\$ 1,025
Awards	\$ 750	\$ 598	\$ 650	\$ 650
Supplies, Technical, teleconference	\$ 1,000	\$ 254	\$ 750	\$ 750
Meetings (other), Travel, Promotion	\$ 45,000	\$ 41,613	\$ 35,000	\$ 35,000
Donations, Other agcy support	\$ 5,000	\$ 1,000	\$ 5,000	\$ 5,000
<b>Total Expense</b>	<b>\$252,283</b>	<b>\$231,223</b>	<b>\$252,350</b>	<b>\$250,700</b>
<b>Net Profit (Loss)</b>	<b>-\$177,783</b>	<b>-\$152,633</b>	<b>-\$175,150</b>	<b>-\$173,500</b>



	<b>Budget 2018-2019</b> July 1, 2018 to June 30, 2019	<b>Actual 2018-2019</b> July 1, 2018 to June 30, 2019	<b>Budget 2019-2020</b> July 1, 2019 to June 30, 2020	<b>Budget 2020-2021</b> July 1, 2020 to June 30, 2021
	<u>Approved</u>	<u>Actual</u>	<u>Preliminary</u>	<u>Preliminary</u>
<b><u>BOOKSTORE</u></b>				
<b>Income</b>				
Sales	\$ 168,600	\$ 83,417	\$ 339,844	\$ 142,359
Shipping & Handling	<u>\$ 7,486</u>	<u>\$ 4,332</u>	<u>\$ 17,400</u>	<u>\$ 7,289</u>
<b>Total Income</b>	<u>\$ 176,086</u>	<u>\$87,748</u>	<u>\$ 357,244</u>	<u>\$ 149,648</u>
<b>Expense</b>				
Management Fee	\$ 35,401	\$ 17,348	\$ 34,000	\$ 27,000
Cost of Sales	\$ 130,294	\$ 64,922	\$ 265,486	\$ 111,211
Shipping & Handling	\$ 7,994	\$ 4,587	\$ 18,327	\$ 7,677
Credit Card Fees	\$ 4,085	\$ 2,243	\$ 8,288	\$ 3,472
Supplies	\$ 1,200	\$ 692	\$ 1,400	\$ 800
Technical/Web Services	\$ 600	\$ 631	\$ 665	\$ 665
Printing	\$ 100	\$ 72	\$ 100	\$ 100
Travel Expenses	\$ 250	\$ 204	\$ 250	\$ 250
Taxes, Income	\$ 500	\$ -	\$ 500	\$ 500
Taxes, B&O	\$ 836	\$ 377	\$ 1,683	\$ 711
Insurance/dues & fees	\$ 500	\$ 350	\$ 400	\$ 400
<b>Total Expense</b>	<u>\$181,760</u>	<u>\$91,427</u>	<u>\$331,098</u>	<u>\$152,785</u>
<b>Net Profit (Loss)</b>	<b>-\$5,674</b>	<b>-\$3,679</b>	<b>\$26,146</b>	<b>-\$3,138</b>



**Budget 2018-2019**

July 1, 2018 to June 30, 2019

**Actual 2018-2019**

July 1, 2018 to June 30, 2019

**Budget  
2019-2020**

July 1, 2019 to June 30, 2020

**Budget  
2020-2021**

July 1, 2020 to June 30, 2021

	<u>Approved</u>	<u>Actual</u>	<u>Preliminary</u>	<u>Preliminary</u>
<b><u>WELDER PROGRAM</u></b>				
<b>Income</b>				
Weld Applications and Renewals	\$ 487,200	\$ 496,087	\$ 487,200	\$ 487,200
Agency Applications and Audits	\$ 10,500	\$ 16,157	\$ 18,000	\$ 6,000
Examiner Applications and Renewals	\$ 4,345	\$ 5,870	\$ 4,950	\$ 4,950
Welder Income - Other	\$ 200	\$ 765	\$ 200	\$ 200
<b>Total Income</b>	<b>\$502,245</b>	<b>\$518,879</b>	<b>\$510,350</b>	<b>\$498,350</b>
<b>Expense</b>				
Management Fee	\$ 132,757	\$ 135,174	\$ 143,075	\$ 144,075
Tech Consultants	\$ 5,564	\$ 12,392	\$ 9,540	\$ 3,180
Marketing & Scholarships	\$ 15,000	\$ 9,000	\$ 15,000	\$ 15,000
Supplies	\$ 3,000	\$ 2,880	\$ 3,000	\$ 3,000
Meetings, Teleconference	\$ 500	\$ 48	\$ 500	\$ 500
Travel	\$ 750	\$ 723	\$ 750	\$ 750
Mailing & Mailing Service	\$ 8,000	\$ 8,025	\$ 8,000	\$ 8,000
Printing	\$ 4,500	\$ 2,990	\$ 4,500	\$ 4,500
Taxes, B&O	\$ 7,534	\$ 7,781	\$ 7,655	\$ 7,475
Publications, general office	\$ 500	\$ -	\$ 250	\$ 250
Credit Card Fees	\$ 7,405	\$ 8,340	\$ 8,312	\$ 8,312
Dues & Fees	\$ 1,924	\$ 2,012	\$ 2,121	\$ 2,121
<b>Total Expense</b>	<b>\$187,434</b>	<b>\$189,366</b>	<b>\$202,703</b>	<b>\$197,163</b>
<b>Net Profit (Loss)</b>	<b>\$314,811</b>	<b>\$329,513</b>	<b>\$307,647</b>	<b>\$301,187</b>



	<b>Budget 2018-2019</b>	<b>Actual 2018-2019</b>	<b>Budget 2019-2020</b>	<b>Budget 2020-2021</b>
	July 1, 2018 to June 30, 2019	July 1, 2018 to June 30, 2019	July 1, 2019 to June 30, 2020	July 1, 2020 to June 30, 2021
	<u>Approved</u>	<u>Actual</u>	<u>Preliminary</u>	<u>Preliminary</u>
<b><u>SPECIAL INSPECTION PROGRAM</u></b>				
<b>Income</b>				
Agency Applications	\$ 2,500	\$ 4,500	\$ 2,500	\$ 2,500
Agency Audits	\$ 15,000	\$ 19,563	\$ 4,500	\$ 12,000
Key Personnel	\$ 10,000	\$ 14,495	\$ 10,000	\$ 10,000
Special Inspectors	\$ 60,000	\$ 110,290	\$ 72,000	\$ 95,000
* Fabricator Applications & Audits	\$ 4,000	\$ 13,787	\$ 19,400	\$ 12,100
* Fabricator Renewals	\$ 1,800	\$ 1,050	\$ 750	\$ 1,500
<b>Total Income</b>	<b>\$93,300</b>	<b>\$ 163,684</b>	<b>\$109,150</b>	<b>\$133,100</b>
<b>Expense</b>				
Management Fee	\$ 39,781	\$ 78,792	\$ 53,350	\$ 62,350
Technical Consultants	\$ 32,000	\$ 54,141	\$ 36,000	\$ 36,000
Meetings	\$ 1,000	\$ 433	\$ 1,000	\$ 1,000
Postage & Mailing Services	\$ 1,000	\$ 822	\$ 1,000	\$ 1,000
Printing	\$ 1,000	\$ 508	\$ 1,000	\$ 1,000
Publications	\$ 1,000	\$ 290	\$ 1,000	\$ 1,000
Marketing	\$ 250	\$ -	\$ 250	\$ 250
Supplies	\$ 600	\$ 342	\$ 600	\$ 600
Travel	\$ 250	\$ -	\$ 250	\$ 250
Credit Card Fees	\$ 616	\$ 1,637	\$ 993	\$ 1,211
Taxes, B&O	\$1,400	\$ 2,455	\$ 1,637	\$ 1,997
<b>Total Expense</b>	<b>\$78,897</b>	<b>\$139,420</b>	<b>\$97,081</b>	<b>\$106,658</b>
<b>Net Profit (Loss)</b>	<b>\$14,404</b>	<b>\$24,265</b>	<b>\$12,069</b>	<b>\$26,442</b>



	<b>Budget 2018-2019</b> July 1, 2018 to June 30, 2019	<b>Actual 2018-2019</b> July 1, 2018 to June 30, 2019	<b>Budget 2019-2020</b> July 1, 2019 to June 30, 2020	<b>Budget 2020-2021</b> July 1, 2020 to June 30, 2021
	<u>Approved</u>	<u>Actual</u>	<u>Preliminary</u>	<u>Preliminary</u>
<b><u>EDUCATION INSTITUTE</u></b>				
<b>Income</b>				
Registrations	\$ 131,250	\$ 159,650	\$ 187,500	\$ 137,500
Sponsors	<u>\$ 6,500</u>	<u>\$ 9,585</u>	<u>\$ 7,500</u>	<u>\$ 7,500</u>
<b>Total Income</b>	<b>\$137,750</b>	<b>\$169,235</b>	<b>\$195,000</b>	<b>\$145,000</b>
<b>Expense</b>				
Management Fee	\$ 23,389	\$ 24,588	\$ 33,918	\$ 26,918
Speaker/Presenter	\$ 26,000	\$ 31,760	\$ 32,500	\$ 26,000
Meals/ room & equip rental	\$ 80,100	\$ 71,525	\$ 111,250	\$ 83,500
WiFi	\$ -	\$ -	\$ -	\$ -
Printing	\$ 2,000	\$ 2,044	\$ 2,000	\$ 2,000
Postage, shipping & Mailing	\$ 2,000	\$ 1,914	\$ 2,000	\$ 2,000
Travel	\$ 2,000	\$ 986	\$ 1,500	\$ 1,500
Meetings	\$ 150	\$ -	\$ 150	\$ 150
Shipping	\$ 100	\$ -	\$ 100	\$ 100
Marketing	\$ 400	\$ -	\$ 400	\$ 400
Supplies	\$ 500	\$ 391	\$ 500	\$ 500
Registration Fees	\$ 1,229	\$ 1,672	\$ 1,927	\$ 1,433
Bad Debts	\$ 100	\$ -	\$ 100	\$ 100
Credit Card Fees	<u>\$ 2,526</u>	<u>\$ 3,125</u>	<u>\$ 3,586</u>	<u>\$ 2,667</u>
<b>Total Expense</b>	<b>\$140,494</b>	<b>\$138,005</b>	<b>\$189,930</b>	<b>\$147,267</b>
<b>Net Profit (Loss)</b>	<b>-\$2,744</b>	<b>\$31,230</b>	<b>\$5,070</b>	<b>-\$2,267</b>



**Budget 2018-2019**

July 1, 2018 to June 30, 2019

**Actual 2018-2019**

July 1, 2018 to June 30, 2019

**Budget  
2019-2020**

July 1, 2019 to June 30, 2020

**Budget  
2020-2021**

July 1, 2020 to June 30, 2021

	<u>Approved</u>	<u>Actual</u>	<u>Preliminary</u>	<u>Preliminary</u>
<b><u>SEMINARS</u></b>				
<b>Income</b>				
Registrations	\$ 15,000	\$ 3,900	\$ 15,000	\$ 15,000
<b>Total Income</b>	<b>\$15,000</b>	<b>\$3,900</b>	<b>\$15,000</b>	<b>\$15,000</b>
<b>Expense</b>				
Management Fee	\$ 2,215	\$ 1,392	\$ 2,215	\$ 4,215
Credit Card Fees	\$ 300	\$ 80	\$ 300	\$ 300
Speaker/Presenter	\$ 4,900	\$ 1,245	\$ 4,800	\$ 4,800
Meals	\$ 1,500	\$ 269	\$ 1,500	\$ 1,500
Equipment Rental	\$ 500	\$ -	\$ 500	\$ 500
Room Rental	\$ 750	\$ -	\$ 750	\$ 750
Printing	\$ 300	\$ 27	\$ 300	\$ 300
Postage, mailing & shipping	\$ 50	\$ -	\$ 50	\$ 50
Travel	\$ 300	\$ 228	\$ 300	\$ 300
Supplies	\$ 250	\$ 4	\$ 250	\$ 250
Dues & Fees	\$ 300	\$ 64	\$ 300	\$ 300
Meeting & Teleconference	\$ 100	\$ -	\$ 100	\$ 100
Marketing	\$ 250	\$ -	\$ 250	\$ 250
<b>Total Expense</b>	<b>\$11,715</b>	<b>\$3,309</b>	<b>\$11,615</b>	<b>\$13,615</b>
<b>Net Profit (Loss)</b>	<b>\$3,285</b>	<b>\$591</b>	<b>\$3,385</b>	<b>\$1,385</b>
<b><u>ACCREDITATION</u></b>				
<b>Income</b>				
Accredited Code Official Program	\$ 50	\$ 50	\$ 600	\$ 250
Registrations	\$ 12,240	\$ 8,613	\$ 12,240	\$ 24,480
<b>Total Income</b>	<b>\$ 12,290</b>	<b>\$8,663</b>	<b>\$ 12,840</b>	<b>\$ 24,730</b>
<b>Expense</b>				
Management Fee	\$ 5,000	\$ 5,820	\$ 5,000	\$ 5,000
Speaker/Presenter	\$ 23,735	\$ 2,100	\$ 12,120	\$ 24,240
Printing & Marketing	\$ 500	\$ 36	\$ 500	\$ 500
Postage & Mailing Services	\$ 50	\$ 32	\$ 50	\$ 50
Travel	\$ 250	\$ -	\$ 250	\$ 250
Meetings & Teleconference	\$ 200	\$ 82	\$ 200	\$ 200
Scholarships	\$ 2,000	\$ -	\$ 2,000	\$ 2,000
Supplies	\$ 150	\$ 95	\$ 150	\$ 150
Credit Card Fees	\$ 332	\$ 250	\$ 257	\$ 495
Taxes, B & O	\$ 1	\$ 1	\$ 9	\$ 4
Dues & Fees	\$ 135	\$ 132	\$ 148	\$ 148
Publications	\$ 400	\$ -	\$ 400	\$ 400
<b>Total Expense</b>	<b>\$32,753</b>	<b>\$8,548</b>	<b>\$ 21,084</b>	<b>\$ 33,436</b>
<b>Net Profit (Loss)</b>	<b>\$ (20,463)</b>	<b>\$ 115</b>	<b>\$ (8,244)</b>	<b>\$ (8,706)</b>



**Budget 2018-2019**

July 1, 2018 to June 30, 2019

**Actual 2018-2019**

July 1, 2018 to June 30, 2019

**Budget  
2019-2020**

July 1, 2019 to June 30, 2020

**Budget  
2020-2021**

July 1, 2020 to June 30, 2021

	<u>Approved</u>	<u>Actual</u>	<u>Preliminary</u>	<u>Preliminary</u>
<b><u>FINANCE</u></b>				
<b>Expense</b>				
Management Fee	\$ 23,447	\$ 21,557	\$ 23,950	\$ 23,950
Meeting & Teleconference	\$ 250	\$ 144	\$ 250	\$ 250
Printing	\$ 150	\$ -	\$ 150	\$ 150
<b>Total Expense</b>	<b>\$23,847</b>	<b>\$21,701</b>	<b>\$24,350</b>	<b>\$24,350</b>
<b><u>GOVERNMENT RELATIONS</u></b>				
<b>Expense</b>				
Management Fee	\$ 500	\$ 328	\$ 500	\$ 500
Contract Lobbyist (Moved from Member Svc.)	\$ 36,000	\$ 36,000	\$ 36,000	\$ 36,000
Travel	\$ 650	\$ 319	\$ 650	\$ 650
Meeting & Teleconference	\$ 500	\$ 65	\$ 500	\$ 500
Printing	\$ 350	\$ 5	\$ 350	\$ 350
<b>Total Expense</b>	<b>\$38,000</b>	<b>\$36,718</b>	<b>\$38,000</b>	<b>\$38,000</b>
<b><u>OUTREACH</u></b>				
<b>Expense</b>				
Management Fee	\$ 500	\$ -	\$ 500	\$ 700
HS Technical Training	\$ 2,500	\$ -	\$ 2,500	\$ 2,500
Plumbing Demonstration Project	\$ 17,500	\$ -	\$ -	\$ -
Marketing	\$ 1,000	\$ -	\$ 1,000	\$ 1,000
Credit Card Fees	\$ -	\$ -	\$ -	\$ -
B & O Taxes	\$ -	\$ -	\$ -	\$ -
Travel	\$ 500	\$ -	\$ 500	\$ 500
Teleconference, Supplies, Postage	\$ 500	\$ -	\$ 500	\$ 500
<b>Total Expense</b>	<b>\$22,500</b>	<b>\$0</b>	<b>\$5,000</b>	<b>\$5,200</b>
<b><u>EMERGENCY MANAGEMENT</u></b>				
<b>Expense</b>				
Management Fee	\$ 3,450	\$ 935	\$ 2,150	\$ 3,500
Other NGO, Non WABO Credentialling	\$ 15,000	\$ -	\$ 15,000	\$ 15,000
Travel	\$ 500	\$ -	\$ 500	\$ 500
Meetings & Teleconference	\$ 1,000	\$ -	\$ 1,000	\$ 1,000
Supplies, postage, printing, web page	\$ 250	\$ 292	\$ 250	\$ 250
<b>Total Expense</b>	<b>\$20,200</b>	<b>\$1,227</b>	<b>\$18,900</b>	<b>\$20,250</b>



	<b>Budget 2018-2019</b>	<b>Actual 2018-2019</b>	<b>Budget 2019-2020</b>	<b>Budget 2020-2021</b>
	July 1, 2018 to June 30, 2019	July 1, 2018 to June 30, 2019	July 1, 2019 to June 30, 2020	July 1, 2020 to June 30, 2021
	<u>Approved</u>	<u>Actual</u>	<u>Preliminary</u>	<u>Preliminary</u>
<b><u>TECHNICAL CODE DEVELOPMENT</u></b>				
<b>Expense</b>				
Management Fee	\$ 500	\$ 287	\$ 500	\$ 600
Technical Code Consultant	\$ 50,000	\$ -	\$ 50,000	\$ 50,000
Travel	\$ 10,000	\$ 3,742	\$ 10,000	\$ 10,000
Meetings & Teleconference	\$ 1,250	\$ 609	\$ 1,250	\$ 1,250
TAG travel reimbursement	\$ 3,000	\$ -	\$ 3,000	\$ 3,000
Marketing/Scholarships	\$ 15,000	\$ 15,083	\$ 15,000	\$ 15,000
<b>Total Expense</b>	<b>\$79,750</b>	<b>\$19,721</b>	<b>\$79,750</b>	<b>\$79,850</b>
<b><u>ADMINISTRATION</u></b>				
<b>Income</b>				
Interest & Investment Income	\$ 12,000	\$ 20,331	\$ 12,000	\$ 12,000
<b>Total Income</b>	<b>\$12,000</b>	<b>\$20,331</b>	<b>\$12,000</b>	<b>\$12,000</b>
<b>Expenses</b>				
Management Fee	\$ 20,699	\$ 20,555	\$ 22,442	\$ 22,442
Registrations & Dues	\$ 775	\$ 325	\$ 575	\$ 575
Travel	\$ 250	\$ 203	\$ 250	\$ 250
Legal Fees	\$ 3,500	\$ 1,513	\$ 3,500	\$ 3,500
<b>General Office</b>				
Equipment and postage	\$ 3,500	\$2,920	\$ 3,500	\$ 3,500
Computer Expenses	\$ 4,000	\$6,190	\$ 4,000	\$ 4,000
Printing	\$ 1,000	\$ 539	\$ 1,000	\$ 1,000
Telephone and Internet	\$ 4,200	\$4,007	\$ 4,200	\$ 4,200
Insurance	\$ 2,700	\$2,695	\$ 2,700	\$ 2,700
Office Supplies	\$ 3,000	\$1,909	\$ 3,000	\$ 3,000
<b>Total General Office</b>	<b>\$18,400</b>	<b>\$18,261</b>	<b>\$18,400</b>	<b>\$18,400</b>
<b>Total Expense</b>	<b>\$43,624</b>	<b>\$40,856</b>	<b>\$45,167</b>	<b>\$45,167</b>
<b>Net Profit (Loss)</b>	<b>-\$31,624</b>	<b>-\$20,525</b>	<b>-\$33,167</b>	<b>-\$33,167</b>
<b>TOTAL INCOME</b>	<b>\$1,023,171</b>	<b>\$1,051,031</b>	<b>\$1,288,784</b>	<b>\$1,055,028</b>
<b>TOTAL EXPENSE</b>	<b>\$1,113,257</b>	<b>\$921,520</b>	<b>\$1,317,026</b>	<b>\$1,114,441</b>
<b>Net Profit/Loss</b>	<b>-\$90,086</b>	<b>\$129,511</b>	<b>-\$28,242</b>	<b>-\$59,414</b>