

AMERICAN VOLKSSPORT ASSOCIATION, INC. (AVA)				
PROPOSED BUDGET FY 2018-2019				
			2017-2018	2018-2019
REVENUE			AVA ANNUAL BUDGET	PROPOSED BUDGET
400-40-700	VOLKSSPORTS ASSOCIATE / FAMILY MEMBERS		40,450.00	30,000.00
400-50-000	CHARTER MEMBERSHIPS		300.00	300.00
401-50-000	CLUB ANNUAL DUES		11,700.00	16,950.00
410-50-400	SANCTION FEE INCOME ALL EVENTS		59,640.00	56,390.00
411-50-400	PARTICIPATION FEE INCOME-TRADITIONAL EVENTS		65,000.00	79,000.00
412-50-400	PARTICIPATION FEE YRE/SEASONAL INCLUDED		78,500.00	76,900.00
413-30-400	E.C. EVENT FEES		100.00	1,000.00
414-50-400	YRE/SEASONAL QRTLTY SANCTION FEES		37,860.00	33,950.00
415-50-100	ALTERNATE SANCTION FEE (PPSF)		500.00	1,200.00
420-10-300	SALES-SPLTY		20,362.00	20,000.00
423-10-100	SALES-AWARDS		100.00	100.00
424-10-200	SALES-IVV BOOKS		21,780.00	18,000.00
425-10-200	SALES-NEWWALKER PACKETS		9,000.00	5,500.00
430-10-300	SALES RETURNS AND ALLOWANCES		(50.00)	(50.00)
435-10-300	MEMBER DISCOUNTS		(7,686.00)	(6,500.00)
442-40-500	ADVERTISING INCOME "TAW"		5,000.00	5,000.00
442-70-550	ADVERTISING INCOME-WEB SITE		300.00	500.00
444-80-800	YOUTH PROGRAM INCOME		3,000.00	2,000.00

New Account	VIRTUAL ONLINE PROGRAM INCOME (401k)		0.00	6,000.00
445-10-000	IN-KIND DONATIONS		2,000.00	500.00
446-90-700	GRANT AND SPONSORSHIP INCOME		30,000.00	5,000.00
452-50-400	INSURANCE CERTIFICATE - INCOME		1,800.00	0.00
445-10-000	ROYALTIES		100.00	700.00
455-80-800	SPECIAL PROGRAM INCOME		3,600.00	5,600.00
458-10-000	DONATIONS - UNRESTRICTED		60,000.00	80,000.00
460-10-000	DONATIONS - RESTRICTED- GIFTS		2,250.00	4,000.00
461-50-000	INCOME - OTHER & FREIGHT		6,000.00	7,000.00
462-10-000	INCOME - INTEREST		100.00	100.00
463-10-000	INCOME - INVESTMENT & INTEREST INCOME		15,000.00	5,000.00
464-10-300	FREIGHT INCOME		0.00	
TOTAL REVENUE			466,706.00	454,140.00
COST OF SALES				
500-10-000	COST OF GOODS SOLD - NHQ-GEN			
500-10-100	COST OF GOODS SOLD - AWARDS		500.00	
500-10-200	COST OF GOODS SOLD - IVV BOOKS		2,000.00	
500-10-300	COST OF GOODS SOLD - SPECIALTY		14,000.00	
501-10-100	COST OF GOODS SOLD - AWARDS ISSUED		4,500.00	
501-10-200	COST OF GOODS SOLD - NEWWALKER		2,000.00	
501-10-800	COST OF GOODS SOLD - YOUTH		0.00	
550-10-300	SHIPPING/FREIGHT		3,540.00	
TOTAL COST OF SALES			26,540.00	23,000.00
	Deposit from Investment Account		110,000.00	
GROSS PROFIT			550,166.00	431,140.00
			2017-2018	2018-2019
EXPENSES			AVA ANNUAL BUDGET	PROPOSED BUDGET

600-50-000	BAD DEBT		25.00	-
601-10-000	BANK SERVICE CHARGES		200.00	200.00
601-10-300	CREDIT CARD SERVICE CHARGE		2,000.00	3,000.00
601-60-600	RATE EXCHANGE DIFFERENCE		(300.00)	-
603-10-000	CONTRACT PROFESSIONAL SERVICES/SOFTWARE		7,000.00	10,000.00
603-40-500	TAW CONTRACT		28,000.00	28,000.00
604-10-000	EQUIPMENT MAINTENANCE		1,100.00	1,000.00
605-10-000	EQUIPMENT RENTAL		8,220.00	8,340.00
606-10-000	FINANCIAL SERVICES		12,100.00	12,800.00
607-10-000	INTEREST EXPENSE		0.00	100.00
607-50-400	INSURANCE - EVENT LIABILITY		36,250.00	36,250.00
608-10-000	INSURANCE - NAT HQ LIABILITY		2,400.00	2,400.00
609-10-000	LEGAL SERVICES		3,000.00	3,000.00
609-30-650	EXECUTIVE COUNCIL - TRAVEL & NEC MEETINGS		36,800.00	29,100.00
610-10-000	OPERATIONS - MISCELLANEOUS		2,500.00	1,650.00
610-30-650	NEC - REIMBURSABLE EXPENSES		1,250.00	10,000.00
610-70-650	NATIONAL COMMITTEES		1,000.00	0.00
611-10-000	HQ MANAGEMENT EXPENSE		2,500.00	0.00
New Account	COMPUTER/SOFTWARE/WEBSITE EXPENSE		0.00	2,500.00
613-10-000	PUBLICATIONS		400.00	300.00
614-10-000	MEMBERSHIP DUES		700.00	400.00
616-10-000	NON-DEPREC ASSET PURCHASES		600.00	500.00
617-10-000	DEPRECIATION EXPENSE		8,813.00	5,435.00
620-10-000	POSTAGE NATIONAL HEADQUARTERS		2,500.00	3,500.00
620-40-500	POSTAGE - "TAW"		9,000.00	0.00

621-10-000	OFFICE REPAIR & IMPROVEMENT		500.00	500.00
625-50-700	PROMOTIONAL -PROGRAM		1,200.00	2,000.00
626-70-700	PROMOTIONAL - MARKETING/PUBLIC RELATIONS		3,700.00	6,500.00
629-90-700	PROMOTIONAL - SPONSOR RECRUIT		3,000.00	-
631-10-000	RENT - NATIONAL HEADQUARTERS		40,908.00	43,308.00
632-10-100	AWARD PROGRAM EXPENSE		6,000.00	6,000.00
632-40-700	MEMBERSHIP PROGRAM EXPENSE		4,000.00	2,300.00
632-50-400	EVENT PROGRAM EXPENSE		4,000.00	11,000.00
New Account	CLUB DEVELOPMENT/SUPPORT EXPENSE		0.00	1,835.00
634-10-000	SUPPLIES - NATIONAL HEADQUARTERS		5,000.00	5,000.00
635-10-000	TELEPHONE - NATIONAL HEADQUARTERS		4,584.00	3,200.00
636-10-000	STAFF DEVELOPMENT		2,000.00	2,000.00
642-70-700	STRATEGIC PLANNING		3,000.00	2,000.00
643-70-800	SPECIAL PROGRAMS EXPENSE		1,500.00	500.00
644-70-800	YOUTH PROGRAM EXPENSE		2,500.00	1,000.00
New Account	VIRTUAL ONLINE PROGRAMS (401K)		0.00	9,500.00
650-60-600	IVV DUES		3,610.00	3,300.00
651-60-600	IVV LIAISON		100.00	-
652-30-600	INTERNATIONAL IVV MEETINGS		3,000.00	3,000.00
653-50-400	IVV STAMPS		3,800.00	-
657-80-800	SPECIAL FUND DEVELOPMENT		3,000.00	2,000.00
660-10-000	PAYROLL TAX		23,000.00	23,000.00
661-10-000	PAYROLL BENEFITS		30,000.00	30,000.00
662-10-000	WAGES- NATIONAL HQ STAFF		234,825.00	244,975.00

TOTAL EXPENSES			549,285.00	561,393.00
NET INCOME FROM OPERATIONS			881.00	(130,253.00)
453-20-800	CONVENTION INCOME 2019		0.00	118,851.92
601-20-800	CONVENTION EXPENSE - 2019		0.00	97,063.00
	Profit from Convention			21,788.92

	Committee Requests			Big Give Amount
Programs	Walker Tracker and Youth	\$6,700		\$813
Membership	Brochures	\$1,000		\$145
Club Development	Club formation-5,000, Travel-2,500, Supplies-150, Postage-200	\$6,015		\$1,835
IT	8/chromebooks-2,400, laser printer-250,4/barcode scanners-800	\$13,120		\$3,907
	2/label printers-1,000, labels-200, print server-70, Webs server-400			
	WiFi network gear-800, credit card reader 200, travel-4,000, projector-1,000, misc-2,000			
Natl. Programs	Travel-4,309, IML Fees-598, Registration Fees-93	\$5,000		\$200
Publicity				\$1,750
TOTAL		\$31,835		