

Budget & Finance Committee Report

2024 IWSC

April 19, 2024 8:30



Agenda

- ▶ 2023 Results
- ▶ A Look Back
- ▶ 2024 - Budget and Results
- ▶ It's Our Responsibility and Our Future



2023 Results



Nar-Anon Family Group Headquarters, Inc.

2023 Approved Budget

January - December 2023

	TOTAL
Revenue	
3000 Revenue [For Budget Purposes Only]	399,300
Total Revenue	\$399,300
Cost of Goods Sold	
4000 Cost of Sales - Production Dept	
4010 Purchases - Paper/ Supplies	20,561
4012 Resale Purchases	5,184
4020 Equipment/Copiers	35,098
4030 Wages	28,973
4032 Payroll Taxes	1,323
4034 Insurance	316
4038 Postage/Shipping	44,267
4040 Rent	9,801
4052 Utilities	1,234
Total 4000 Cost of Sales - Production Dept	146,756
Total Cost of Goods Sold	\$146,756
GROSS PROFIT	\$252,544
Expenditures	
4100 Payroll Expenses	157,200
4200 Operating Expenses	
4210 Accounting and Legal	
4210.10 Accounting	950
4210.20 Legal	1,500
Total 4210 Accounting and Legal	2,450
4212 Bank Charges	454
4220 Dues and Subscriptions	3,176
4230 Insurance Expense	8,450
4240 Office Expenses	1,200
4242 Office Supplies	2,598
4246 Paypal Fees	1,806
4250 Postage Machine	1,000
4260 Rent	55,539
4266 Stripe Fees	8,901
4270 Taxes & Licenses	732
4272 Credit Card Fees	500
4276 Telephone	3,218
4278 Utilities	2,859
4280 Web Expense	2,373
Total 4200 Operating Expenses	95,257
Total Expenditures	\$252,457
NET OPERATING REVENUE	\$87
NET REVENUE	\$87

Nar-Anon Family Group Headquarters, Inc.

Statement of Activity (No Conf or Conv)

January - December 2023

	JAN 2023	FEB 2023	MAR 2023	APR 2023	MAY 2023	JUN 2023	JUL 2023	AUG 2023	SEP 2023	OCT 2023	NOV 2023	DEC 2023	TOTAL
Revenue													
3100 Literature Sales													\$0
3101 California	2,892	2,271	3,406	2,045	1,687	1,162	1,638	1,974	2,826	2,211	2,063	3,011	\$27,185
3102 Other States/Countries	13,889	12,047	14,480	13,015	10,075	10,130	12,264	14,470	13,231	14,114	8,214	6,036	\$141,964
Total 3100 Literature Sales	16,781	14,318	17,885	15,060	11,762	11,292	13,902	16,443	16,057	16,325	10,277	9,046	\$169,149
3200 Shipping & Handling	4,787	4,461	4,832	4,121	3,284	3,260	3,709	4,067	3,148	4,291	2,901	2,046	\$44,906
3270 EBooks	220	458	523	235	834	486	582	479	509	588	370	533	\$5,816
3300 Subscriptions-Newsletter	160	60	250	20	120	165	20	30	82	20	115	70	\$1,112
3460 Royalty Income	2,180	65				120	1,211		299	256	223	4,910	\$9,263
3500 Contributions-U.S.A.	10,974	4,435	7,610	8,819	13,283	15,901	11,312	8,192	6,771	12,841	6,953	17,152	\$124,242
3510 Contributions-International	1,234	1,746	200	1,735	520	1,116	190	623	2,126	1,120	3,899	2,012	\$16,520
Total Revenue	\$36,335	\$25,542	\$31,300	\$29,991	\$29,803	\$32,339	\$30,926	\$29,834	\$28,991	\$35,441	\$24,738	\$35,768	\$371,009
Cost of Goods Sold													
4000 Cost of Sales - Production Dept													\$0
4010 Purchases - Paper/ Supplies	14,207	417	2,435	60	4,358		840	3,416		3,758		4,649	\$34,139
4012 Resale Purchases	110	2,245	666			110		99		110	1,168		\$4,507
4020 Equipment/Copiers	2,358	2,579	1,719	3,182	2,242	2,256	2,272	2,272	2,187	2,256	2,467	2,036	\$27,823
4030 Wages	3,992	2,790	2,817	2,831	2,808	4,275	2,808	2,664	2,871	2,754	2,581	4,082	\$37,272
4032 Payroll Taxes	405	264	221	217	215	327	215	204	220	211	197	312	\$3,006
4034 Insurance			138			138			138				\$413
4038 Postage/Shipping	4,615	3,753	4,332	3,451	3,269	2,816	2,680	3,972	2,749	4,045	2,549	2,235	\$40,467
4040 Rent	879	879	879	879	879	879	879	879	879	879	879	879	\$10,548
4048 Repairs		75											\$75
4052 Utilities	84	122	157	80	135	193		252	15	130	88		\$1,256
Total 4000 Cost of Sales - Production Dept	26,649	13,123	13,363	10,699	13,905	10,994	9,693	13,756	9,058	14,142	9,929	14,194	\$159,505
Total Cost of Goods Sold	\$26,649	\$13,123	\$13,363	\$10,699	\$13,905	\$10,994	\$9,693	\$13,756	\$9,058	\$14,142	\$9,929	\$14,194	\$159,505
GROSS PROFIT	\$9,686	\$12,420	\$17,937	\$19,291	\$15,898	\$21,346	\$21,233	\$16,077	\$19,934	\$21,299	\$14,809	\$21,575	\$211,504
Expenditures													
4100 Payroll Expenses													\$0
4150 Salaries and Wages	16,090	11,904	11,519	11,844	12,119	17,744	11,788	11,796	11,712	11,136	12,155	17,129	\$156,935
4196 Workers Comp Ins	79		200			200			200			281	\$959
4197 P/R Tax ER	1,631	1,135	906	926	927	1,357	902	902	896	852	930	727	\$12,091
4198 Payroll Processing Fee	585	288	60	80	60	60	65	65	65	65	65	65	\$1,523
Total 4100 Payroll Expenses	18,384	13,327	12,685	12,850	13,106	19,361	12,754	12,763	12,873	12,053	13,150	18,201	\$171,508
4200 Operating Expenses													\$0
4210 Accounting and Legal													\$0
4210.10 Accounting	1,155												\$1,155
Total 4210 Accounting and Legal	1,155												\$1,155
4212 Bank Charges	32			25	4				4			29	\$94
4220 Dues and Subscriptions	168	156	132	144	188	320	320	387	718	388	573	415	\$3,908

Nar-Anon Family Group Headquarters, Inc.

Statement of Activity (No Conf or Conv)

January - December 2023

	JAN 2023	FEB 2023	MAR 2023	APR 2023	MAY 2023	JUN 2023	JUL 2023	AUG 2023	SEP 2023	OCT 2023	NOV 2023	DEC 2023	TOTAL
4230 Insurance Expense	533	533	533	533	533	533	533	633		148	2,409	605	\$7,524
4240 Office Expenses	103	103	103	103	100	203	159	168	159	147	132	197	\$1,677
4242 Office Supplies	34		313	120	107	260	98	294	475	266	17	145	\$2,130
4246 Paypal Fees	341	221	274	213	212	584	246	290	224	255	285	154	\$3,298
4250 Postage Machine			370			370			370	29		370	\$1,508
4260 Rent	4,566	4,566	4,566	4,566	4,566	4,566	4,566	4,566	4,566	4,566	4,566	4,566	\$54,792
4266 Stripe Fees	772	619	561	609	422	451	539	546	553	681	403	453	\$6,610
4270 Taxes & Licenses								337	108			25	\$470
4276 Telephone	269	260	266	320	214	217	214	269	247	319	251	251	\$3,096
4278 Utilities	402	500	410	387	740	466	140	388	134	331	319	229	\$4,445
4280 Web Expense	49	676	282	49	169	270	52	59	58	107	57	49	\$1,876
Total 4200 Operating Expenses	8,423	7,633	7,810	7,069	7,255	8,239	6,868	7,937	7,616	7,236	9,011	7,487	\$92,583
Uncategorized Expenditure										0			\$0
Total Expenditures	\$26,807	\$20,960	\$20,494	\$19,919	\$20,361	\$27,600	\$19,622	\$20,701	\$20,489	\$19,289	\$22,160	\$25,688	\$264,091
NET OPERATING REVENUE	\$ -17,122	\$ -8,540	\$ -2,557	\$ -628	\$ -4,464	\$ -6,255	\$1,611	\$ -4,623	\$ -555	\$2,010	\$ -7,351	\$ -4,114	\$ -52,587
Other Revenue													
3560 Insurance Certificates	58	25		51	55		20		27	119	62	32	\$449
3599 Miscellaneous Income		0	20,989						0				\$20,989
Services-1						0	0						\$0
Total 3599 Miscellaneous Income		0	20,989			0	0		0				\$20,989
4510 Interest Income	0	0	0	0	0	0	0	0	0	0	0	0	\$4
Total Other Revenue	\$58	\$25	\$20,989	\$51	\$55	\$0	\$20	\$0	\$27	\$119	\$62	\$32	\$21,441
NET OTHER REVENUE	\$58	\$25	\$20,989	\$51	\$55	\$0	\$20	\$0	\$27	\$119	\$62	\$32	\$21,441
NET REVENUE	\$ -17,064	\$ -8,515	\$18,432	\$ -577	\$ -4,408	\$ -6,254	\$1,631	\$ -4,623	\$ -528	\$2,129	\$ -7,289	\$ -4,081	\$ -31,146

Nar-Anon Family Group Headquarters, Inc.

Budget vs. Actuals: 2023 FINAL

January - December 2023

	TOTAL		
	ACTUAL	BUDGET	OVER BUDGET
Revenue			
3000 Revenue [For Budget Purposes Only]		399,300	-399,300
3100 Literature Sales			
3101 California	27,185		27,185
3102 Other States/Countries	141,964		141,964
Total 3100 Literature Sales	169,149		169,149
3200 Shipping & Handling	44,906		44,906
3270 EBooks	5,816		5,816
3300 Subscriptions-Newsletter	1,112		1,112
3460 Royalty Income	9,263		9,263
3500 Contributions-U.S.A.	124,242		124,242
3510 Contributions-International	16,520		16,520
Total Revenue	\$371,009	\$399,300	\$ -28,291
Cost of Goods Sold			
4000 Cost of Sales - Production Dept			
4010 Purchases - Paper/ Supplies	34,139	20,561	13,578
4012 Resale Purchases	4,507	5,184	-677
4020 Equipment/Copiers	27,823	35,098	-7,275
4030 Wages	37,272	28,973	8,299
4032 Payroll Taxes	3,006	1,323	1,682
4034 Insurance	413	316	97
4038 Postage/Shipping	40,467	44,267	-3,800
4040 Rent	10,548	9,801	747
4048 Repairs	75		75
4052 Utilities	1,256	1,234	22
Total 4000 Cost of Sales - Production Dept	159,505	146,756	12,749
Total Cost of Goods Sold	\$159,505	\$146,756	\$12,749
GROSS PROFIT	\$211,504	\$252,544	\$ -41,040
Expenditures			
4100 Payroll Expenses		157,200	-157,200
4150 Salaries and Wages	156,935		156,935
4196 Workers Comp Ins	959		959
4197 P/R Tax ER	12,091		12,091
4198 Payroll Processing Fee	1,523		1,523
Total 4100 Payroll Expenses	171,508	157,200	14,308
4200 Operating Expenses			
4210 Accounting and Legal			
4210.10 Accounting	1,155	950	205
4210.20 Legal		1,500	-1,500
Total 4210 Accounting and Legal	1,155	2,450	-1,295
4212 Bank Charges	94	454	-360
4220 Dues and Subscriptions	3,908	3,176	732

Nar-Anon Family Group Headquarters, Inc.

Budget vs. Actuals: 2023 FINAL

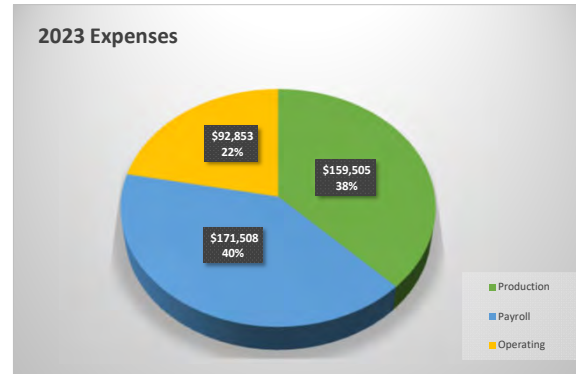
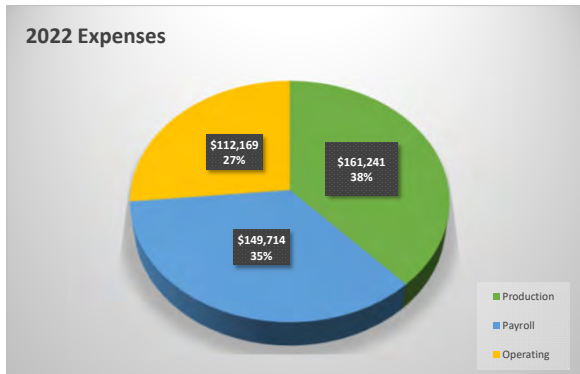
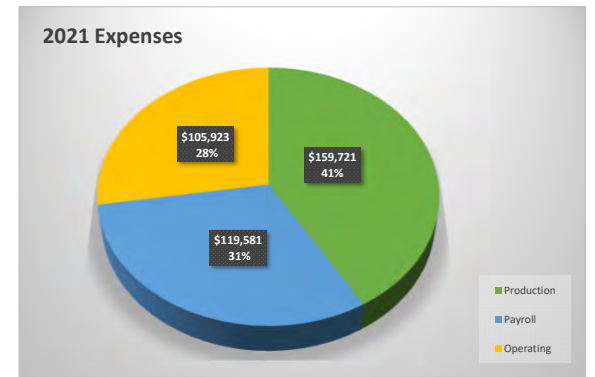
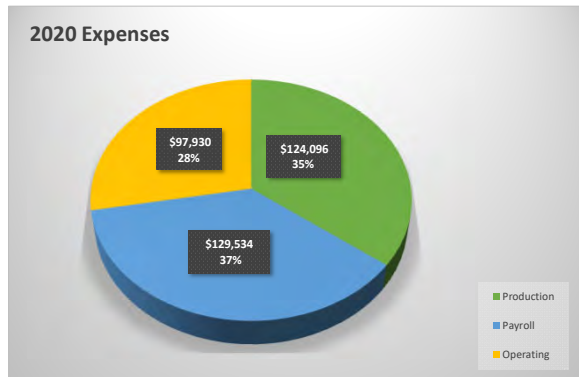
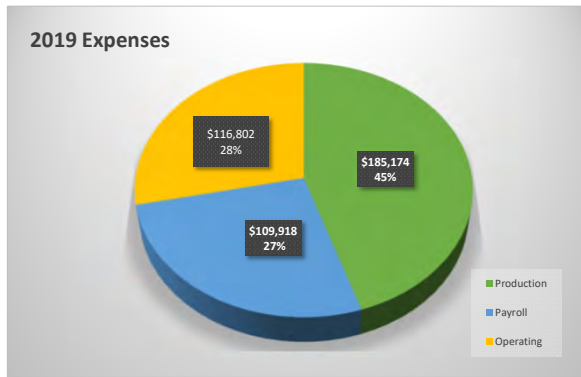
January - December 2023

	TOTAL		
	ACTUAL	BUDGET	OVER BUDGET
4230 Insurance Expense	7,524	8,450	-926
4240 Office Expenses	1,677	1,200	477
4242 Office Supplies	2,130	2,598	-468
4246 Paypal Fees	3,298	1,806	1,492
4250 Postage Machine	1,508	1,000	508
4260 Rent	54,792	55,539	-747
4266 Stripe Fees	6,610	8,901	-2,292
4270 Taxes & Licenses	470	732	-262
4272 Credit Card Fees		500	-500
4276 Telephone	3,096	3,218	-122
4278 Utilities	4,445	2,859	1,586
4280 Web Expense	1,876	2,373	-498
Total 4200 Operating Expenses	92,583	95,257	-2,674
Uncategorized Expenditure	0		0
Total Expenditures	\$264,091	\$252,457	\$11,634
NET OPERATING REVENUE	\$ -52,587	\$87	\$ -52,674
Other Revenue			
3560 Insurance Certificates	449		449
3599 Miscellaneous Income	20,989		20,989
Services-1	0		0
Total 3599 Miscellaneous Income	20,989		20,989
4510 Interest Income	4		4
Total Other Revenue	\$21,441	\$0	\$21,441
NET OTHER REVENUE	\$21,441	\$0	\$21,441
NET REVENUE	\$ -31,146	\$87	\$ -31,233

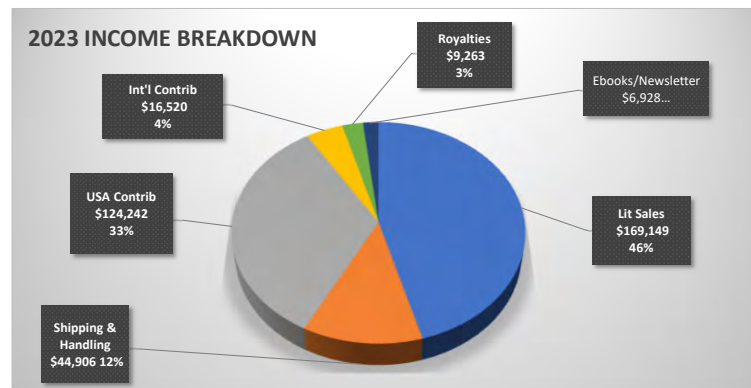
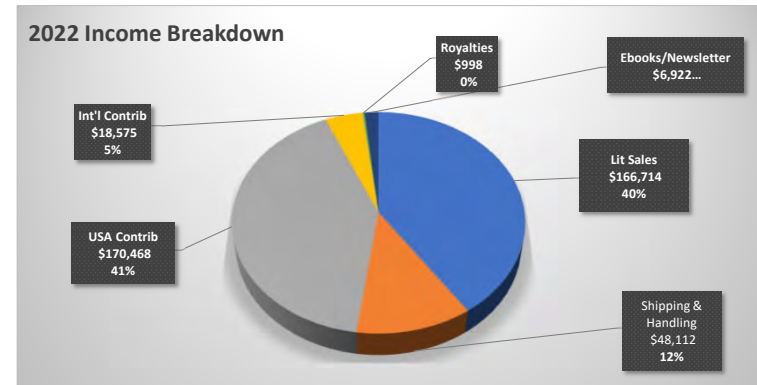
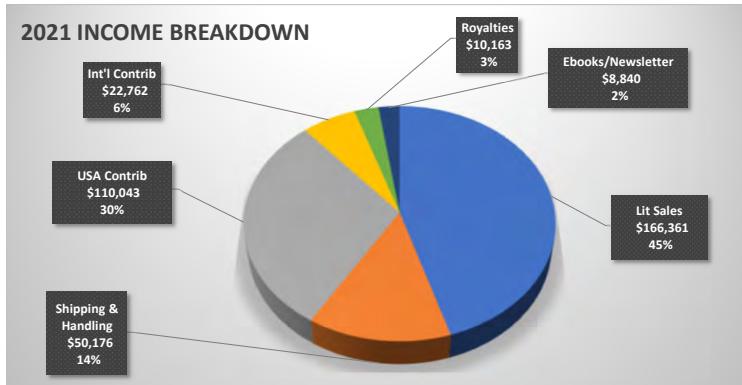
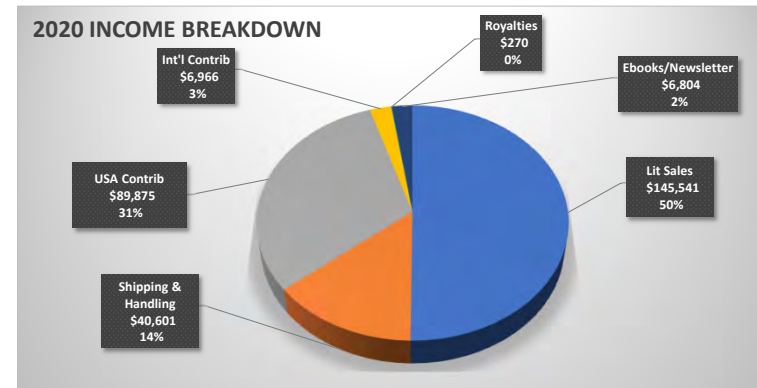
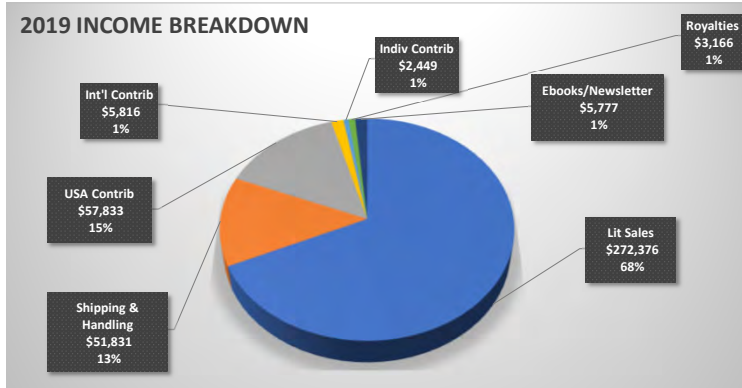
A Look Back

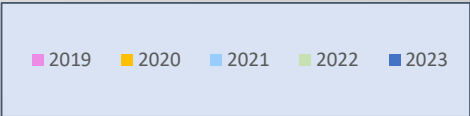


EXPENSE ANALYSIS

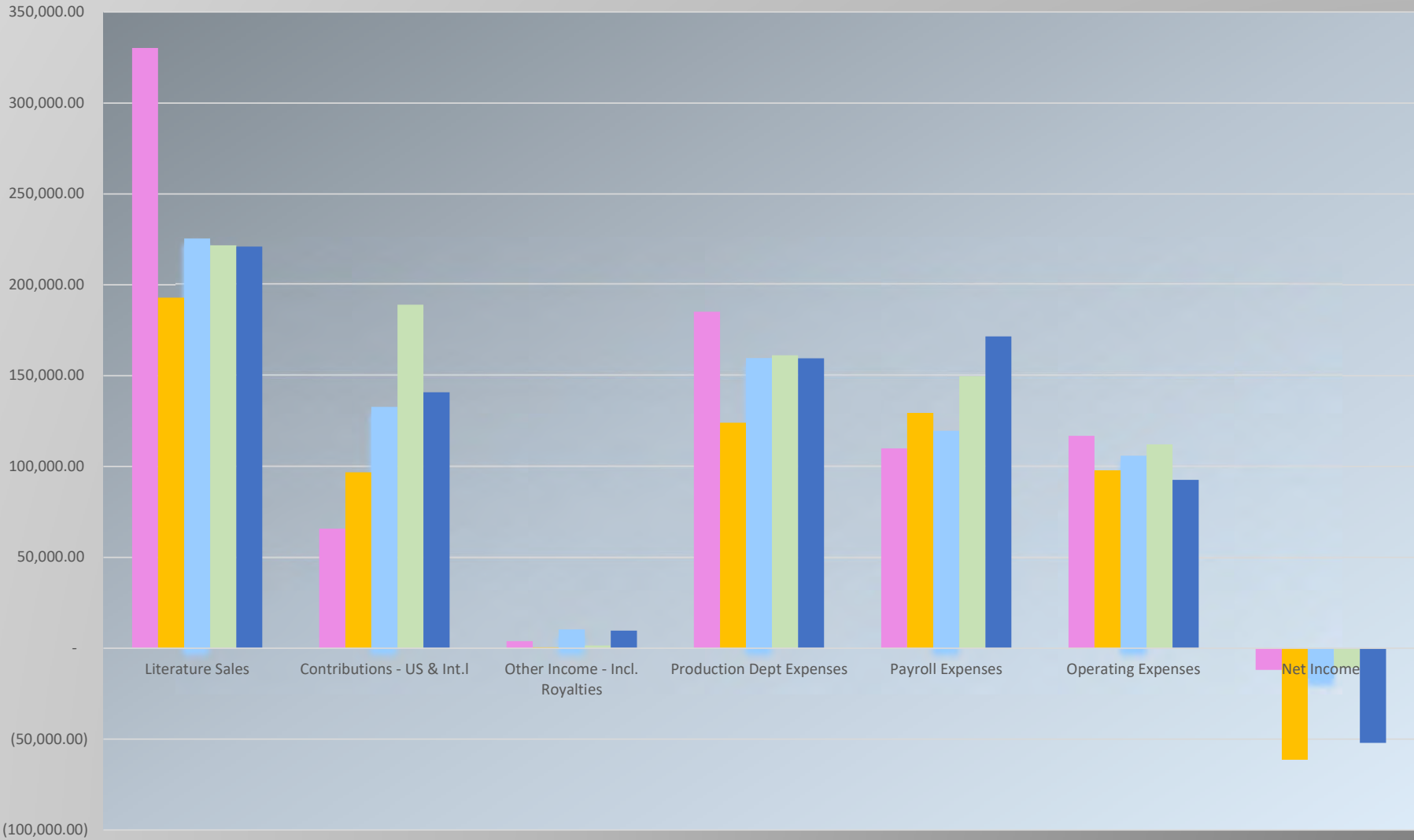


INCOME ANALYSIS





Statement of Activity - Summary Comparison By Year



2024 - Budget and Results



Move the World Service Office

Goal to reduce current \$5,400 Monthly to \$3,600

- Annual Savings of \$ 21,600.00

Move Challenges and Opportunities

- Currently priced out of Torrance rental market
- Closest Cities are Cerritos and Cypress - 28 minute drive for 2,000 Square Foot
- Security & Parking are important
- Find out which staff are willing to continue working with a new commute? Will we need to restaff?

Move the World Service Office

Cost of the Move - Possibly \$15,000

- Two Printers - Professional move ≈ \$ Unknown
- Moving supplies, equipment, computers ≈ \$5000
- Electrical 220 Volt Service for Printers ≈ \$3500
- Cost to train new staff, if needed ≈ \$ Unknown
- Deposit & Tenant Improvements ≈ \$ Unknown

Nar-Anon Family Group Headquarters, Inc.

Budget Overview: 2024 Budget (Approved)

January - December 2024

	TOTAL
Revenue	
3000 Revenue [For Budget Purposes Only]	420,000
Total Revenue	\$420,000
Cost of Goods Sold	
4000 Cost of Sales - Production Dept	
4010 Purchases - Paper/ Supplies	24,341
4012 Resale Purchases	4,507
4020 Equipment/Copiers	27,723
4030 Wages	39,000
4032 Payroll Taxes	3,101
4034 Insurance	433
4038 Postage/Shipping	40,467
4040 Rent	10,548
4048 Repairs	75
4052 Utilities	1,256
Total 4000 Cost of Sales - Production Dept	151,450
Total Cost of Goods Sold	\$151,450
GROSS PROFIT	\$268,550
Expenditures	
4100 Payroll Expenses	
4150 Salaries and Wages	155,402
4196 Workers Comp Ins	1,007
4197 P/R Tax ER	12,354
4198 Payroll Processing Fee	1,690
Total 4100 Payroll Expenses	170,454
4200 Operating Expenses	
4210 Accounting and Legal	2,500
4212 Bank Charges	94
4220 Dues and Subscriptions	4,000
4230 Insurance Expense	7,900
4232 Meetings	75
4236 Newsletter Expense	0
4240 Office Expenses	1,700
4242 Office Supplies	2,250
4246 Paypal Fees	3,300
4250 Postage Machine	1,600
4260 Rent	54,792
4266 Stripe Fees	6,700
4270 Taxes & Licenses	470
4272 Credit Card Fees	0
4276 Telephone	3,096
4278 Utilities	4,445
4280 Web Expense	1,876

Nar-Anon Family Group Headquarters, Inc.

Budget Overview: 2024 Budget (Approved)

January - December 2024

	TOTAL
Total 4200 Operating Expenses	94,799
Total Expenditures	\$265,252
NET OPERATING REVENUE	\$3,298
NET REVENUE	\$3,298

Nar-Anon Family Group Headquarters, Inc.

2024 Budget Vs Actual (Operations Only)

January - March, 2024

	TOTAL		
	ACTUAL	BUDGET	OVER BUDGET
Revenue			
3000 Revenue [For Budget Purposes Only]		105,000	-105,000
3100 Literature Sales			
3101 California	5,864		5,864
3102 Other States/Countries	34,905		34,905
Total 3100 Literature Sales	40,769		40,769
3200 Shipping & Handling	11,489		11,489
3270 EBooks	1,556		1,556
3300 Subscriptions-Newsletter	410		410
3460 Royalty Income	875		875
3500 Contributions-U.S.A.	29,054		29,054
3510 Contributions-International	1,860		1,860
Total Revenue	\$86,014	\$105,000	\$ -18,986
Cost of Goods Sold			
4000 Cost of Sales - Production Dept			
4010 Purchases - Paper/ Supplies	-2,745	6,085	-8,831
4012 Resale Purchases	744	1,127	-383
4020 Equipment/Copiers	6,931	6,931	0
4030 Wages	8,602	9,750	-1,148
4032 Payroll Taxes	812	775	37
4034 Insurance	128	108	20
4038 Postage/Shipping	9,557	10,117	-559
4040 Rent	2,637	2,637	0
4048 Repairs	85	19	66
4052 Utilities	320	314	7
Total 4000 Cost of Sales - Production Dept	27,071	37,863	-10,791
Total Cost of Goods Sold	\$27,071	\$37,863	\$ -10,791
GROSS PROFIT	\$58,943	\$67,137	\$ -8,194
Expenditures			
4100 Payroll Expenses			
4150 Salaries and Wages	35,180	38,851	-3,670
4196 Workers Comp Ins	185	252	-67
4197 P/R Tax ER	3,453	3,089	365
4198 Payroll Processing Fee	195	422	-227
Total 4100 Payroll Expenses	39,013	42,613	-3,600
4200 Operating Expenses			
4210 Accounting and Legal		625	-625
4212 Bank Charges	29	23	6
4215 Depreciation Expense	59		59
4220 Dues and Subscriptions	1,229	1,000	229
4230 Insurance Expense	1,816	1,975	-159
4232 Meetings		19	-19

Nar-Anon Family Group Headquarters, Inc.

2024 Budget Vs Actual (Operations Only)

January - March, 2024

	TOTAL		
	ACTUAL	BUDGET	OVER BUDGET
4236 Newsletter Expense		0	0
4240 Office Expenses	967	425	542
4242 Office Supplies	374	563	-188
4246 Paypal Fees	734	825	-91
4250 Postage Machine	375	400	-25
4260 Rent	13,698	13,698	0
4266 Stripe Fees	1,620	1,675	-55
4270 Taxes & Licenses		118	-118
4272 Credit Card Fees		0	0
4276 Telephone	911	774	137
4278 Utilities	1,495	1,111	384
4280 Web Expense	616	469	147
Total 4200 Operating Expenses	23,923	23,700	224
Total Expenditures	\$62,937	\$66,313	\$ -3,376
NET OPERATING REVENUE	\$ -3,994	\$824	\$ -4,818
Other Revenue			
3560 Insurance Certificates	127		127
4510 Interest Income	1		1
Total Other Revenue	\$128	\$0	\$128
NET OTHER REVENUE	\$128	\$0	\$128
NET REVENUE	\$ -3,866	\$824	\$ -4,690

Nar-Anon Family Group Headquarters, Inc.

Statement of Activity (No Conf or Conv)

January - March, 2024

	TOTAL		
	JAN - MAR, 2024	JAN - MAR, 2023 (PY)	CHANGE
Revenue			
3100 Literature Sales			
3101 California	5,864	8,568	-2,704
3102 Other States/Countries	34,905	40,416	-5,511
Total 3100 Literature Sales	40,769	48,984	-8,215
3200 Shipping & Handling	11,489	14,079	-2,590
3270 EBooks	1,556	1,201	355
3300 Subscriptions-Newsletter	410	470	-60
3460 Royalty Income	875	2,245	-1,369
3500 Contributions-U.S.A.	29,054	23,019	6,035
3510 Contributions-International	1,860	3,179	-1,319
Total Revenue	\$86,014	\$93,177	\$ -7,163
Cost of Goods Sold			
4000 Cost of Sales - Production Dept			
4010 Purchases - Paper/ Supplies	-2,745	17,059	-19,805
4012 Resale Purchases	744	3,020	-2,277
4020 Equipment/Copiers	6,931	6,656	275
4030 Wages	8,602	9,599	-996
4032 Payroll Taxes	812	889	-77
4034 Insurance	128	138	-9
4038 Postage/Shipping	9,557	12,700	-3,143
4040 Rent	2,637	2,637	0
4048 Repairs	85	75	10
4052 Utilities	320	362	-42
Total 4000 Cost of Sales - Production Dept	27,071	53,135	-26,064
Total Cost of Goods Sold	\$27,071	\$53,135	\$ -26,064
GROSS PROFIT	\$58,943	\$40,043	\$18,901
Expenditures			
4100 Payroll Expenses			
4150 Salaries and Wages	35,180	39,513	-4,332
4196 Workers Comp Ins	185	279	-94
4197 P/R Tax ER	3,453	3,672	-219
4198 Payroll Processing Fee	195	933	-738
Total 4100 Payroll Expenses	39,013	44,396	-5,383
4200 Operating Expenses			
4210 Accounting and Legal			
4210.10 Accounting		1,155	-1,155
Total 4210 Accounting and Legal		1,155	-1,155
4212 Bank Charges	29	32	-3
4215 Depreciation Expense	59		59

Nar-Anon Family Group Headquarters, Inc.

Statement of Activity (No Conf or Conv)

January - March, 2024

	TOTAL		
	JAN - MAR, 2024	JAN - MAR, 2023 (PY)	CHANGE
4220 Dues and Subscriptions	1,229	456	773
4230 Insurance Expense	1,816	1,598	218
4240 Office Expenses	967	309	658
4242 Office Supplies	374	347	27
4246 Paypal Fees	734	836	-101
4250 Postage Machine	375	370	5
4260 Rent	13,698	13,698	0
4266 Stripe Fees	1,620	1,953	-333
4276 Telephone	911	795	116
4278 Utilities	1,495	1,311	184
4280 Web Expense	616	1,007	-391
Total 4200 Operating Expenses	23,923	23,865	58
Total Expenditures	\$62,937	\$68,261	\$ -5,324
NET OPERATING REVENUE	\$ -3,994	\$ -28,219	\$24,225
Other Revenue			
3560 Insurance Certificates	127	83	44
3599 Miscellaneous Income		20,989	-20,989
4510 Interest Income	1	1	0
Total Other Revenue	\$128	\$21,072	\$ -20,944
NET OTHER REVENUE	\$128	\$21,072	\$ -20,944
NET REVENUE	\$ -3,866	\$ -7,147	\$3,281

It's Our Responsibility and Our Future



Contribution Analysis				
Type	Census	Annual Requirement to Break Even	Monthly Requirement to Break Even	Daily Requirement to Break Even
US Regions	18	\$2,896.36	\$241.36	\$7.94
US Groups	690	\$75.56	\$6.30	\$0.21
US Members*	3,450	\$15.11	\$1.26	\$0.04
International **	n/a	\$6,120.59	\$510.05	\$16.77

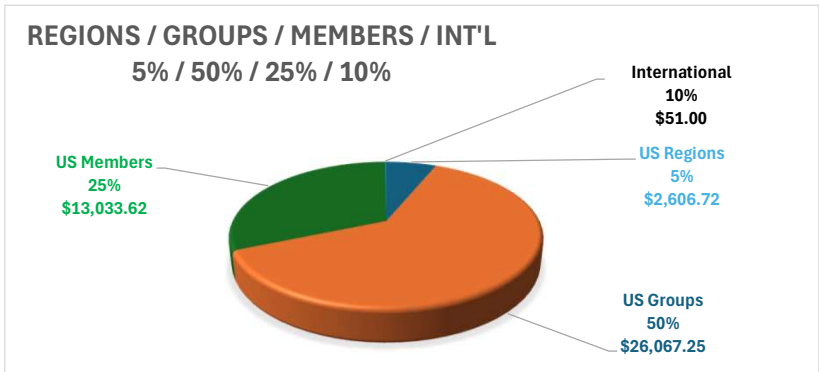
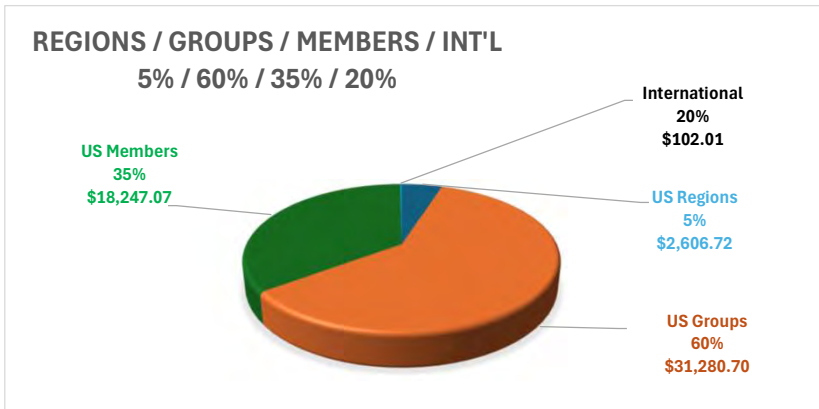
	Participation Percent	Census @ Participation Percent	Monthly Requirement to Break Even	If Monthly Funding Met
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US Regions	5%	1	\$241.36	\$2,606.72
US Groups	60%	414	\$6.30	\$31,280.70
US Members	35%	1,208	\$1.26	\$18,247.07
International	20%	n/a	\$510.05	\$102.01
			Total	\$52,236.50
			Funding Shortfall	n/a

US Regions	5%	1	\$241.36	\$2,606.72
US Groups	50%	345	\$6.30	\$26,067.25
US Members	25%	863	\$1.26	\$13,033.62
International	10%	n/a	\$510.05	\$51.00
			Total	\$41,758.60
			Funding Shortfall	(\$10,375.89)

* Average of 5 members per group used
 ** International contributions = 11.74% of total

2023 Budget Shortfall	
Period	2023 Net Operating Loss
Year	\$52,134.49
Month	\$4,344.54
Day	\$142.83
International	\$6,120.59



Contribution Analysis				
Type	Census	Annual Requirement to Break Even	Monthly Requirement to Break Even	Daily Requirement to Break Even
US Regions	18	\$2,896.36	\$241.36	\$7.94
US Groups	690	\$75.56	\$6.30	\$0.21
US Members*	3,450	\$15.11	\$1.26	\$0.04
International **	n/a	\$6,120.59	\$510.05	\$16.77

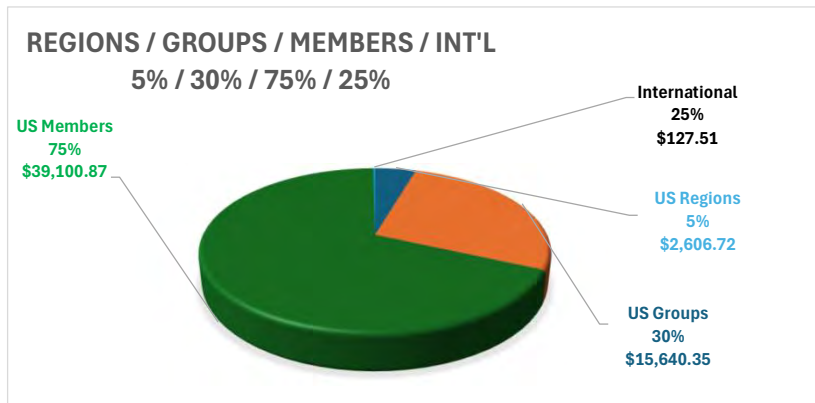
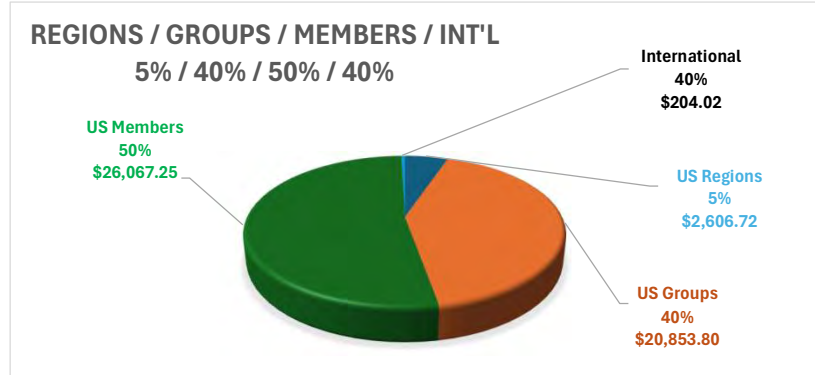
	Participation Percent	Census @ Participation Percent	Monthly Requirement to Break Even	If Monthly Funding Met
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US Regions	5%	1	\$241.36	\$2,606.72
US Groups	40%	276	\$6.30	\$20,853.80
US Members	50%	1,725	\$1.26	\$26,067.25
International	40%	n/a	\$510.05	\$204.02
			Total	\$49,731.79
			Funding Shortfall	(\$2,402.71)

US Regions	5%	1	\$241.36	\$2,606.72
US Groups	30%	207	\$6.30	\$15,640.35
US Members	75%	2,588	\$1.26	\$39,100.87
International	25%	n/a	\$510.05	\$127.51
			Total	\$57,475.45
			Funding Shortfall	n/a

* Average of 5 members per group used
 ** International contributions = 11.74% of total

2023 Budget Shortfall	
Period	2023 Net Operating Loss
Year	\$52,134.49
Month	\$4,344.54
Day	\$142.83
International	\$6,120.59



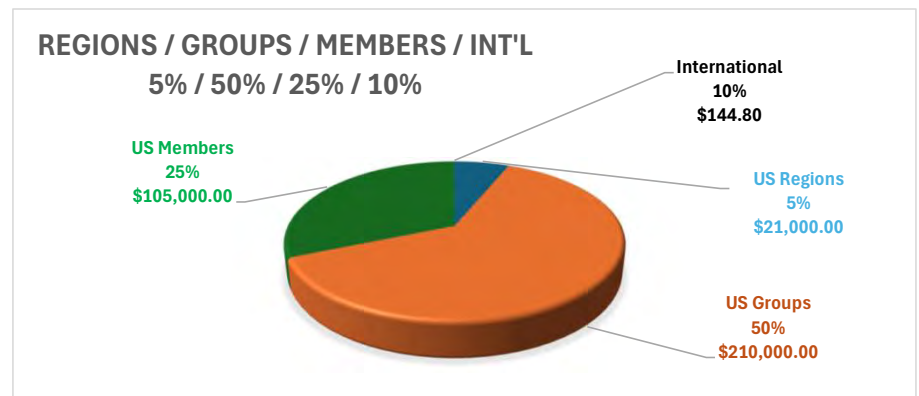
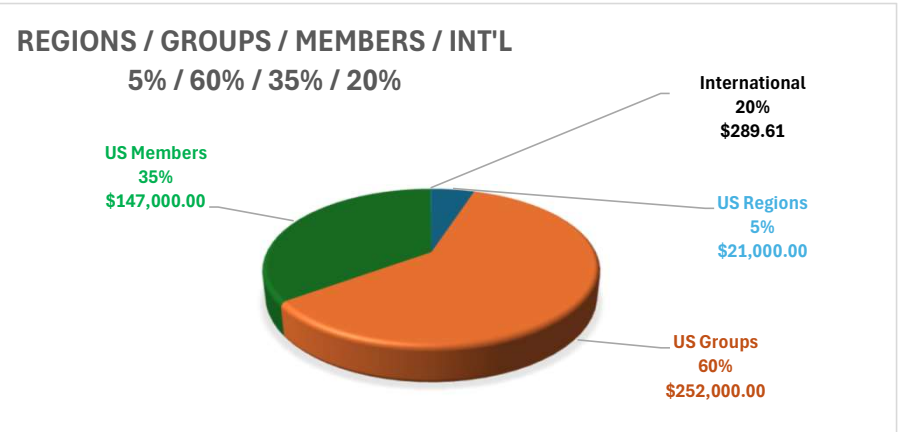
Contribution Analysis				
Type	Census	Annual Requirement to Break Even	Monthly Requirement to Break Even	Daily Requirement to Break Even
US Regions	18	\$23,333.33	\$1,944.44	\$63.93
US Groups	690	\$608.70	\$50.72	\$1.67
US Members*	3,450	\$121.74	\$10.14	\$0.33
International **	n/a	\$17,376.36	\$1,448.03	\$47.61

2024 (5.18% Increase)	
Period	To Fund Budget
Year	\$420,000.00
Month	\$35,000.00
Day	\$1,150.68
International	\$17,376.36

	Participation Percent	Census @ Participation Percent	Monthly Requirement to Break Even	Total If Monthly Funding Met
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US Regions	5%	1	\$1,944.44	\$21,000.00
US Groups	60%	414	\$50.72	\$252,000.00
US Members	35%	1,208	\$10.14	\$147,000.00
International	20%	n/a	\$1,448.03	\$289.61
			Total	\$420,289.61
			Budget Surplus	\$289.61

US Regions	5%	1	\$1,944.44	\$21,000.00
US Groups	50%	345	\$50.72	\$210,000.00
US Members	25%	863	\$10.14	\$105,000.00
International	10%	n/a	\$1,448.03	\$144.80
			Total	\$336,144.80
			Budget Shortfall	(\$83,855.20)



* Average of 5 members per group used

** International contributions = 5.18% over 2023 contributions

Contribution Analysis				
Type	Census	Annual Requirement to Break Even	Monthly Requirement to Break Even	Daily Requirement to Break Even
US Regions	18	\$23,333.33	\$1,944.44	\$63.93
US Groups	690	\$608.70	\$50.72	\$1.67
US Members*	3,450	\$121.74	\$10.14	\$0.33
International **	n/a	\$17,376.36	\$1,448.03	\$47.61

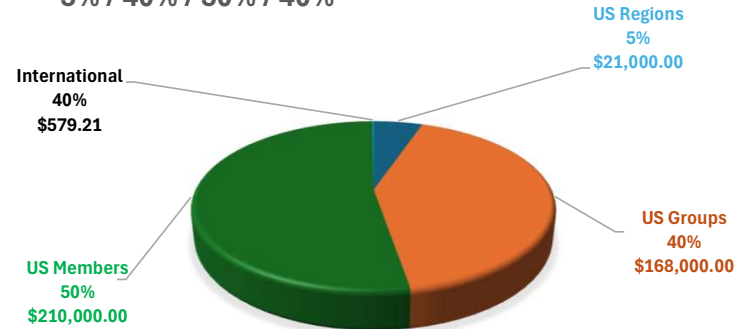
2024 (5.18% Increase)	
Period	To Fund Budget
Year	\$420,000.00
Month	\$35,000.00
Day	\$1,150.68
International	\$17,376.36

	Participation Percent	Census @ Participation Percent	Monthly Requirement to Break Even	Total If Monthly Funding Met
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US Regions	5%	1	\$1,944.44	\$21,000.00
US Groups	40%	276	\$50.72	\$168,000.00
US Members	50%	1,725	\$10.14	\$210,000.00
International	40%	n/a	\$1,448.03	\$579.21
			Total	\$399,579.21
			Budget Shortfall	(\$20,420.79)

REGIONS / GROUPS / MEMBERS / INT'L

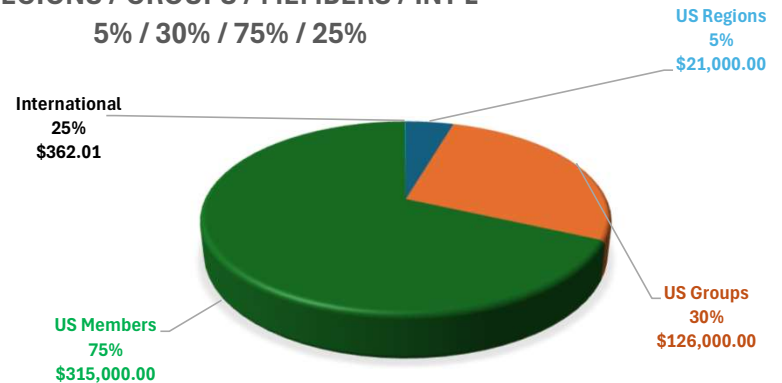
5% / 40% / 50% / 40%



US Regions	5%	1	\$1,944.44	\$21,000.00
US Groups	30%	207	\$50.72	\$126,000.00
US Members	75%	2,588	\$10.14	\$315,000.00
International	25%	n/a	\$1,448.03	\$362.01
			Total	\$462,362.01
			Budget Surplus	\$42,362.01

REGIONS / GROUPS / MEMBERS / INT'L

5% / 30% / 75% / 25%



* Average of 5 members per group used

** International contributions = 5.18% over 2023 contributions