

General income and Expenses-Profit and Loss General Operating	Annually	Monthly
Membership Individual	\$35,000.00	
Corporate Membership	\$35,000.00	
<b>Total Income</b>	<b>\$70,000.00</b>	
General Expenses		
Executive Director	\$36,000.00	\$3,000.00
Admin Contractor (Working to reduce monthly fee)	\$30,000.00	\$2,000.00
Legal and accounting fees	\$6,000.00	\$500.00
Credit card fees (Discuss of adding 4% fee to any sponsorship paid online)	\$6,500.00	\$541.67
General Office	\$1,000.00	\$83.33
Printing	\$1,000.00	\$83.33
Postage	\$500.00	\$41.67
Insurance (Look into dropping work comp ins, and check on D and O)	\$1,900.00	\$158.33
Dues/Subsription- Memberclick (Memberclick cost \$5250, reviewing others)	\$6,000.00	\$500.00
Finance Charge	\$1,350.00	\$112.50
Member Services-Website	\$7,500.00	\$625.00
Misc	\$1,500.00	\$125.00
General Operating Travel	\$6,500.00	\$541.67
<b>Total</b>	<b>\$69,750.00</b>	<b>\$5,812.50</b>
<b>Net operating</b>	<b>\$250.00</b>	

Confrence Income and Expenses	
Total Sponsorship	\$70,000
Registration - 150 ppl @ \$200 each	\$30,000
Fundraising/Silent Auction	\$10,000
Transportation Grant	\$10,000
<b>Total Income</b>	<b>\$120,000</b>
Confrence Expenses	
Printing	\$1,000
Contractors	\$3,000
Events- Food/Beverage	\$30,000
Pinnacle Award/Cash	\$7,500
Confrence Supplies/Misc	\$1,000
Auction expenses (Auctioneer, misc)	\$1,500
Travel	\$2,000
Transportation	\$10,000
Shipping	\$500
Photography	\$1,500
Scholarships	\$2,500
Outdoor restrooms	1,500
Band	\$800
<b>Total Conference Expenses</b>	<b>\$62,800</b>
<b>Net Operating</b>	<b>\$57,200</b>

Sponsorship confirmed	
Palmetto State Armory	\$20,000
SCBA	\$5,000
Toyota	\$10,000
Pulsar / Sightmark	\$5,000
Santee Cooper Country	\$5,000
<b>Total</b>	<b>\$45,000</b>

<b>Net Operating Profit with Conference</b>	<b>\$57,450.00</b>	Very Rough including conference
<b>Cash Flow</b>		
<b>Current balance- 11/17/2023</b>	\$17,579.90	<b>Credit Card Balance- 11/21/2023</b> \$17,429.09
<b>Member Dues for 2024</b>	<b>\$70,000.00</b>	
Revenue from Confrence	\$120,000.00	
<b>Total Revenue</b>	<b>\$190,000.00</b>	
<b>Total cash balance once all received</b>	<b>\$207,579.90</b>	
Annual Actual General Cost for 2024	\$69,750	
Conference Expenses 2024	\$62,800	
Liability Cost Each Month (Paying off credit card balance starting January, \$1000/month)	\$12,000	
<b>Total Operating and Conference Expenses</b>	<b>\$144,550.00</b>	
<b>Net Operating Income</b>	<b>\$45,450.00</b>	
<b>Net Bank Account Balance</b>	<b>\$63,029.90</b>	Cash Balance at the end of this year

ALL NUMBERS ARE BASED ON ACTUALS FROM 2022