

MAD RIVER VALLEY CHAMBER OF COMMERCE

Chamber Operations	Approved	Proposed
	Budget	Budget
	17/18	18/19

Income

Membership Investment	\$ 120,000	\$ 140,000	18/19 amount matches current membership
MRV ME Shares	\$ 20,000	\$ -	Incorporated into Membership Investment
VACE Commissions	\$ 3,500	\$ 3,800	
Grants	\$ 2,500	\$ -	
Package Sales	\$ 7,000	\$ -	
Miscellaneous Non-Dues Income	\$ 2,500	\$ 5,000	Includes donations, grants, sponsorships, etc.

Total Revenue **\$ 155,500** **\$ 148,800**

Expense

Packages			
Bed & Brew	\$ 4,675	\$ -	

Marketing			
Event Grants	\$ 10,000	\$ 5,000	Event Grants phase down to fit projected level of revenue.
Website Design	\$ 15,000	\$ -	Website redesign complete in 17/18.
Website Support	\$ 2,500	\$ 2,000	
Design & Production	\$ 5,500	\$ 5,500	
Internet Marketing	\$ -	\$ 3,200	Content creation (blogs, videos, focused marketing) expense and delivery of chamber benefits to members.
Special Promotions	\$ 1,000	\$ -	
Email Marketing	\$ 510	\$ 510	
Collateral	\$ 2,000	\$ 2,000	
Brand Advertising	\$ 550	\$ 3,000	18/19 emphasis on MRV branding
Public Relations	\$ -	\$ -	
Branded Apparel	\$ -	\$ 500	
Conferences & Conventions	\$ 1,000	\$ 450	
New Initiatives	\$ -	\$ -	

\$38,060 **\$ 22,160**

Operations			
Meetings & Committees	\$ 500	\$ 1,000	Increase to reflect PY actual.
Equipment Purchase	\$ 350	\$ 350	
Equipment Rental & Maintenance	\$ 1,000	\$ -	Lease of postage machine expired in PY, did not renew.
Accounting Software	\$ 375	\$ 400	
Credit Card Processing Fees	\$ 1,600	\$ 1,000	Decrease to match PY actual.
Insurance	\$ 2,800	\$ 2,100	Decrease to match PY actual.
Bookkeeping & Accounting	\$ 2,000	\$ 2,000	
Office Maintenance	\$ 200	\$ 1,000	Increase to reflect PY actual and 18/19 expectations.
Memberships & Subscriptions	\$ 800	\$ 700	
Miscellaneous	\$ 500	\$ 500	
Postage	\$ 500	\$ 100	
Office Rent	\$ 12,000	\$ 12,000	
Office Supplies	\$ 1,000	\$ 1,000	
IT	\$ 1,490	\$ 1,200	
Phone and Internet	\$ 3,100	\$ 3,100	
Professional Development	\$ 1,500	\$ 250	

\$ 29,715 **\$ 26,700**

Payroll			
Member Services Coordinator (MSC) Wages	\$ 16,000	\$ 17,680	
MSC Bonuses & Commissions	\$ 4,000	\$ -	
Executive Director Salary	\$ 70,000	\$ 70,000	
Executive Director Benefits	\$ 5,000	\$ 2,515	
Taxes	\$ 7,268	\$ 8,700	

\$ 102,268 **\$ 98,895**

Total Expenses **\$ 174,718** **\$ 147,755**

Net Income (Loss) **\$ (19,218)** **\$ 1,045**

Transfer from Reserves **\$ 20,000**
Net **\$ 783**

NOTE: Overall revenues reduced from prior year's (PY) budget based on current year actuals. Expenses were analyzed in detail and adjusted based on current year's level of expenditures and 18/19 delivery of member benefits.

Expenses will be monitored closely to ensure that budgeted levels are attained. 17/18 year actuals will be presented at the Annual Meeting