

MAD RIVER VALLEY CHAMBER OF COMMERCE

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

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
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Expense

Packages

Bed & Brew	\$ 4,675	\$ -
	\$ 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	Content creation (blogs, videos, focused marketing) expense and delivery of chamber benefits to members.
Internet Marketing	\$ -	\$ 3,200	
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
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Net Income (Loss)	\$ (19,218)	\$ 1,045
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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