I’ve attached a YTD budget vs actual report for your review. I’ve gone over the report line by line and made some notes. I have highlighted line items that are missing budgeted amounts or are significantly higher or lower than anticipated. Please let me know if you would like to make any budget adjustments based on this information.

YTD Budget vs Actual Observations:

INCOME

- Membership dues received as of 7/31/26 are $122,300 which is $22,640.00 less than budgeted
- Convention income came in at $57,110.00 and that is $3,110.00 over budget.
- Education income is $2,745.00 and that’s $995.00 over budget.
- Website Sponsorships have brought in $900.00 with no budgeted amount listed for that category.

EXPENSE

- Education cost is $566.80. That’s $1,183.20 under budget
- Credit card processing fees were budgeted at $350.00 for the year and so far, the fees are $2,359.63, which is $2,009.63 over budget.
- Accounting fees are $7,792.68 which is $607.32 under budget.
- Legal fees year to date are $15,845.62. There is no amount budgeted for legal fees this year.
- There is $3,500 budget for Contracted Services but there are no expenses in that category.
- The convention expenses were budgeted at $54,000.00 and the total through the end of July was $54,488.60, which is $488.60 over budget.
- Lobbyist fees year to date are $6,457.50, coming in at $1,093.75 under budget.
- Meetings are under budget by $2,121.82.
- Office supplies and software were budgeted at $700.00. $2,894.83 has been spent through July. Software subscriptions are averaging $413.55 per month.
- There are no insurance expenses yet. That payment is coming up in September. Last year the cost was $1,930.00. It’s budgeted for $1,814.00.
- Postage is on track at $62.08 under budget. That line includes the annual box rental of $398.00
- Printing is $300.54 over budget.
- Telephone is $744.90 under budget.
- Website/Management is $12,432.43 which is $5,735.45 under budget as of 7/31/26. The annual fee for the Novi platform of $9,000 or so is coming up in October. This line item will be over budget by approximately $11,264.55 at year end.