

**Proposed FY2028 Budget and 5 Yr. Forecast**  
**FY2027-2033 3% Budget - 4% Dues**

|                         |                                 | FISCAL YEARS                 |                              |                              |                              |                              |                              |                              |                              |  |
|-------------------------|---------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|--|
|                         |                                 | July 1, 2025 - June 30, 2026 | July 1, 2026 - June 30, 2027 | July 1, 2027 - June 30, 2028 | July 1, 2028 - June 30, 2029 | July 1, 2029 - June 30, 2030 | July 1, 2030 - June 30, 2031 | July 1, 2031 - June 30, 2032 | July 1, 2032 - June 30, 2033 |  |
| Acct. #                 | Description - Expenses          | FY26                         | FY27                         | FY28                         | FY29                         | FY30                         | FY31                         | FY32                         | FY33                         |  |
| 60000                   | Salaries and wages**            | \$ 327,000                   | \$ 336,810                   | \$ 346,914                   | \$ 357,322                   | \$ 368,041                   | \$ 379,083                   | \$ 390,455                   | \$ 402,169                   |  |
| 61009                   | Payroll Taxes**                 | \$ 50,000                    | \$ 51,500                    | \$ 53,045                    | \$ 54,636                    | \$ 56,275                    | \$ 57,964                    | \$ 59,703                    | \$ 61,494                    |  |
| 61019                   | Retirement Benefits**           | \$ 40,000                    | \$ 41,200                    | \$ 42,436                    | \$ 43,709                    | \$ 45,020                    | \$ 46,371                    | \$ 47,762                    | \$ 49,195                    |  |
| 61029                   | Other Benefits**                | \$ 57,500                    | \$ 59,225                    | \$ 61,002                    | \$ 62,832                    | \$ 64,717                    | \$ 66,658                    | \$ 68,658                    | \$ 70,718                    |  |
| 61059                   | Continuing Education**          | \$ 2,000                     | \$ 2,060                     | \$ 2,122                     | \$ 2,185                     | \$ 2,251                     | \$ 2,319                     | \$ 2,388                     | \$ 2,460                     |  |
| 61069                   | Staff development**             | \$ 3,500                     | \$ 3,605                     | \$ 3,713                     | \$ 3,825                     | \$ 3,939                     | \$ 4,057                     | \$ 4,179                     | \$ 4,305                     |  |
| 61089                   | Professional membership dues**  | \$ 625                       | \$ 644                       | \$ 663                       | \$ 683                       | \$ 703                       | \$ 725                       | \$ 746                       | \$ 769                       |  |
| 62000                   | Supplies *                      | \$ 2,500                     | \$ 2,575                     | \$ 2,652                     | \$ 2,732                     | \$ 2,814                     | \$ 2,898                     | \$ 2,985                     | \$ 3,075                     |  |
| 62010                   | Postage *                       | \$ 5,000                     | \$ 5,150                     | \$ 5,305                     | \$ 5,464                     | \$ 5,628                     | \$ 5,796                     | \$ 5,970                     | \$ 6,149                     |  |
| 62090                   | Computer service and support *  | \$ 10,000                    | \$ 10,300                    | \$ 10,609                    | \$ 10,927                    | \$ 11,255                    | \$ 11,593                    | \$ 11,941                    | \$ 12,299                    |  |
| 62110                   | Internet Access*                | \$ 600                       | \$ 618                       | \$ 637                       | \$ 656                       | \$ 675                       | \$ 696                       | \$ 716                       | \$ 738                       |  |
| 62140                   | Software purchase*              | \$ 13,000                    | \$ 13,390                    | \$ 13,792                    | \$ 14,205                    | \$ 14,632                    | \$ 15,071                    | \$ 15,523                    | \$ 15,988                    |  |
| 62280                   | Insurance*                      | \$ 2,520                     | \$ 2,596                     | \$ 2,673                     | \$ 2,754                     | \$ 2,836                     | \$ 2,921                     | \$ 3,009                     | \$ 3,099                     |  |
| 62310                   | Photocopy*                      | \$ 1,550                     | \$ 1,597                     | \$ 1,644                     | \$ 1,694                     | \$ 1,745                     | \$ 1,797                     | \$ 1,851                     | \$ 1,906                     |  |
| 62340                   | Credit card merchant fee***     | \$ 500                       | \$ 515                       | \$ 530                       | \$ 546                       | \$ 563                       | \$ 580                       | \$ 597                       | \$ 615                       |  |
| 62360                   | Direct telephone expense*       | \$ 5,500                     | \$ 5,665                     | \$ 5,835                     | \$ 6,010                     | \$ 6,190                     | \$ 6,376                     | \$ 6,567                     | \$ 6,764                     |  |
| 62410                   | Advertising promotion*          | \$ 25,750                    | \$ 26,523                    | \$ 27,318                    | \$ 28,138                    | \$ 28,982                    | \$ 29,851                    | \$ 30,747                    | \$ 31,669                    |  |
| 62440                   | Gifts and awards*               | \$ 1,550                     | \$ 1,597                     | \$ 1,644                     | \$ 1,694                     | \$ 1,745                     | \$ 1,797                     | \$ 1,851                     | \$ 1,906                     |  |
| 66000                   | Equipment purchase*             | \$ 2,625                     | \$ 2,704                     | \$ 2,785                     | \$ 2,868                     | \$ 2,954                     | \$ 3,043                     | \$ 3,134                     | \$ 3,228                     |  |
| 68230                   | Meeting expense (ABM)***        | \$ 150,000                   | \$ 154,500                   | \$ 240,400                   | \$ 246,400                   | \$ 255,000                   | \$ 259,600                   | \$ 270,550                   | \$ 278,650                   |  |
| 72000                   | Consultant services****         | \$ 63,000                    | \$ 64,890                    | \$ 66,837                    | \$ 68,842                    | \$ 70,907                    | \$ 73,034                    | \$ 75,225                    | \$ 77,482                    |  |
| 72010                   | Consultant expense****          | \$ 5,250                     | \$ 5,408                     | \$ 5,570                     | \$ 5,737                     | \$ 5,909                     | \$ 6,086                     | \$ 6,269                     | \$ 6,457                     |  |
| 74000                   | Staff travel*****               | \$ 25,000                    | \$ 25,750                    | \$ 26,523                    | \$ 27,318                    | \$ 28,138                    | \$ 28,982                    | \$ 29,851                    | \$ 30,747                    |  |
| 74080                   | Other Travel*****               | \$ 5,000                     | \$ 5,150                     | \$ 5,305                     | \$ 5,464                     | \$ 5,628                     | \$ 5,796                     | \$ 5,970                     | \$ 6,149                     |  |
| 76000                   | Executive Committee*            | \$ 18,000                    | \$ 18,540                    | \$ 19,096                    | \$ 19,669                    | \$ 20,259                    | \$ 20,867                    | \$ 21,493                    | \$ 22,138                    |  |
| 76020                   | Board member travel*****        | \$ 4,200                     | \$ 4,326                     | \$ 4,456                     | \$ 4,589                     | \$ 4,727                     | \$ 4,869                     | \$ 5,015                     | \$ 5,165                     |  |
| 78050                   | Printing*                       | \$ 1,050                     | \$ 1,082                     | \$ 1,114                     | \$ 1,147                     | \$ 1,182                     | \$ 1,217                     | \$ 1,254                     | \$ 1,291                     |  |
| 78060                   | Photography***                  | \$ 1,000                     | \$ 1,030                     | \$ 1,061                     | \$ 1,093                     | \$ 1,126                     | \$ 1,159                     | \$ 1,194                     | \$ 1,230                     |  |
| 80000                   | Legal services****              | \$ 5,250                     | \$ 5,408                     | \$ 5,570                     | \$ 5,737                     | \$ 5,909                     | \$ 6,086                     | \$ 6,269                     | \$ 6,457                     |  |
| 80020                   | Audit & accounting Fees*        | \$ 9,400                     | \$ 9,682                     | \$ 9,972                     | \$ 10,272                    | \$ 10,580                    | \$ 10,897                    | \$ 11,224                    | \$ 11,561                    |  |
| 85000                   | Rent*                           | \$ 21,000                    | \$ 21,630                    | \$ 22,279                    | \$ 22,947                    | \$ 23,636                    | \$ 24,345                    | \$ 25,075                    | \$ 25,827                    |  |
| 91010                   | Indirect costs (CSG)*           | \$ 86,027                    | \$ 88,566                    | \$ 99,350                    | \$ 102,329                   | \$ 105,396                   | \$ 108,558                   | \$ 111,817                   | \$ 115,170                   |  |
|                         | <b>Total</b>                    | <b>\$ 945,897</b>            | <b>\$ 974,232</b>            | <b>\$ 1,092,851</b>          | <b>\$ 1,124,423</b>          | <b>\$ 1,159,361</b>          | <b>\$ 1,191,092</b>          | <b>\$ 1,229,989</b>          | <b>\$ 1,266,871</b>          |  |
| * Fixed cost            |                                 |                              |                              |                              |                              |                              |                              |                              |                              |  |
|                         | <b>Revenue</b>                  | <b>\$ 656,014</b>            | <b>\$ 1,019,187</b>          | <b>\$ 1,056,751</b>          | <b>\$ 1,094,340</b>          | <b>\$ 1,137,438</b>          | <b>\$ 1,180,536</b>          | <b>\$ 1,223,698</b>          | <b>\$ 1,272,519</b>          |  |
|                         | <b>Total Projected Expenses</b> | <b>\$ 945,897</b>            | <b>\$ 974,232</b>            | <b>\$ 1,092,851</b>          | <b>\$ 1,124,423</b>          | <b>\$ 1,159,361</b>          | <b>\$ 1,191,092</b>          | <b>\$ 1,229,989</b>          | <b>\$ 1,266,871</b>          |  |
|                         | <b>Proj Revenue vs Expenses</b> | <b>\$ (289,883)</b>          | <b>\$ 44,955</b>             | <b>\$ (36,100)</b>           | <b>\$ (30,083)</b>           | <b>\$ (21,923)</b>           | <b>\$ (10,556)</b>           | <b>\$ (6,291)</b>            | <b>\$ 5,648</b>              |  |
| Deficits covered by the |                                 |                              |                              |                              |                              |                              |                              |                              |                              |  |
|                         | <b>Cash with CSG</b>            | <b>\$ 923,128</b>            | <b>\$ 633,245</b>            | <b>\$ 678,200</b>            | <b>\$ 642,100</b>            | <b>\$ 612,017</b>            | <b>\$ 590,094</b>            | <b>\$ 579,538</b>            | <b>\$ 573,247</b>            |  |
|                         | <b>Proj Revenue vs Expenses</b> | <b>\$ (289,883)</b>          | <b>\$ 44,955</b>             | <b>\$ (36,100)</b>           | <b>\$ (30,083)</b>           | <b>\$ (21,923)</b>           | <b>\$ (10,556)</b>           | <b>\$ (6,291)</b>            | <b>\$ 5,648</b>              |  |
|                         | <b>Reserve Fund Balance</b>     | <b>\$ 633,245</b>            | <b>\$ 678,200</b>            | <b>\$ 642,100</b>            | <b>\$ 612,017</b>            | <b>\$ 590,094</b>            | <b>\$ 579,538</b>            | <b>\$ 573,247</b>            | <b>\$ 578,895</b>            |  |