

*ASBO International FY22 Approved Budget*

<b>TOTAL REVENUE</b>	<b>\$4,941,505</b>	<b>\$5,033,216</b>	<b>(\$91,711)</b>
<b>TOTAL EXPENSES</b>	<b>\$5,517,436</b>	<b>\$5,614,372</b>	<b>(\$96,938)</b>
<b>NET</b>	<b>(\$575,931)</b>	<b>(\$581,156)</b>	<b>\$5,227</b>
	<b>FY22 Budget</b>	<b>FY21 Budget</b>	<b>Variance FY22 to FY21</b>
<b>Revenue</b>			
6000 - General Administration Revenue	\$1,672,824	\$1,442,128	\$230,696
7000 - Member Services & Programs	\$2,099,190	\$2,073,202	\$25,988
8000 - Conferences & Exhibits	\$1,169,491	\$1,517,886	(\$348,395)
<b>Expenses</b>			
1000 - Member Services & Programs	\$768,136	\$832,713	(\$64,577)
2000 - Finance & Administration	\$3,053,232	\$2,957,440	\$95,792
3000 - Governance, International, Affiliate Relations	\$153,647	\$187,496	(\$33,851)
4000 - Communication, Marketing, Promotional & Advertising Activities	\$410,631	\$421,253	(\$10,622)
5000 - Conferences & Exhibits	\$1,131,789	\$1,215,470	(\$83,681)