

AMERICAN ASSOCIATION FOR NUDE RECREATION					
Budget					
Unaudited					
For the Year Ended December 31, 2023					
	Yearly Total		Budget (Forecast)		
	12/31/2022	as of 10/31/22	12/31/2022	12/31/2023	Change
	Budget	Actual	Forecast	Budget	fav (unfav)
MEMBERSHIP					
Revenue					
Direct Membership	\$ 600,000.00	\$ 522,672.00	\$ 599,000.00	\$ 600,000.00	\$ 1,000.00
AANR-E Regional Dues Income	90,000.00	82,976.00	89,000.00	90,800.00	1,800.00
AANR-FL Regional Dues Income	118,000.00	105,536.00	116,000.00	118,300.00	2,300.00
AANR-MW Regional Dues Income	87,000.00	83,557.00	88,000.00	89,800.00	1,800.00
AANR-NW Regional Dues Income	41,000.00	38,698.00	40,000.00	40,800.00	800.00
AANR-SW Regional Dues Income	22,000.00	21,416.00	23,000.00	23,500.00	500.00
AANR-WC Regional Dues Income	8,000.00	7,776.00	8,000.00	8,200.00	200.00
AANR-W Regional Dues Income	179,000.00	150,306.00	166,000.00	169,300.00	3,300.00
Premier Membership Processing Fees	13,000.00	6,735.00	7,500.00	9,000.00	1,500.00
Young Adult - Direct Membership	600.00	30.00	45.00	600.00	555.00
Student - Membership	182.00	39.00	78.00	182.00	104.00
Total Revenue	1,158,782.00	1,019,741.00	1,136,623.00	1,150,482.00	13,859.00
Expenses					
Membership Rebates	13,000.00	9,510.00	13,000.00	13,000.00	-
Premier/Elite Promotional Supplies	4,000.00	3,221.17	4,000.00	5,000.00	(1,000.00)
Postage & Shipping	31,000.00	24,957.18	31,900.00	32,000.00	(100.00)
Membership Supplies	15,000.00	11,699.39	13,700.00	15,000.00	(1,300.00)
Membership - Manpower Tfr	144,000.00	120,000.00	144,000.00	144,000.00	-
Total Expenses	207,000.00	169,387.74	206,600.00	209,000.00	(2,400.00)
Contribution Margin	\$ 951,782.00	\$ 850,353.26	\$ 930,023.00	\$ 941,482.00	\$ 11,459.00
TRUSTEES COMMITTEES & OFFICERS					
Revenue					
	Budget	Yearly Total	Forecast	Budget	Change fav (unfav)
Convention Program Advertising	\$ 500.00	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ -
Convention Donations	-	-	-	-	-
Annual Convention Revenue	-	275.00	-	-	-
AANR Youth Donations	-	-	-	-	-
Total Revenue	500.00	1,275.00	1,000.00	1,000.00	-
Expenses					
Youth Camp Subsidy	10,000.00	2,000.00	6,000.00	8,000.00	(2,000.00)
Election Process	30,000.00	26,494.45	28,994.45	10,000.00	18,994.45
Directors & Officers Insurance	10,000.00	6,634.12	8,000.00	9,000.00	(1,000.00)
Meeting - Annual Travel & Lodging	10,000.00	10,357.37	12,000.00	12,000.00	-
Meeting - Mid-Winter Travel & Lodging	7,000.00	5,665.12	5,670.00	7,000.00	(1,330.00)
Officer & Trustee Expense	300.00	119.88	119.88	300.00	(180.12)
Travel - President	4,500.00	5,440.22	6,000.00	6,000.00	-
President's Expenses	1,200.00	655.63	660.00	1,000.00	(340.00)
Officer & Trustee Travel	1,000.00	-	-	500.00	(500.00)
Planned Giving	500.00	-	-	500.00	(500.00)
Finance Committee	5,000.00	1,376.75	2,000.00	2,500.00	(500.00)
Research & Education	-	-	-	200.00	(200.00)
WINR	150.00	-	-	1,000.00	(1,000.00)
100th Anniversary	2,000.00	1,666.80	2,000.00	2,000.00	-
Convention Program	1,500.00	1,277.18	1,278.00	1,000.00	278.00
Convention Awards & Presentations	2,000.00	733.26	734.00	1,000.00	(266.00)
Total Expense	85,150.00	62,420.78	73,456.33	62,000.00	11,456.33
Contribution Margin	\$ (84,650.00)	\$ (61,145.78)	\$ (72,456.33)	\$ (61,000.00)	\$ 11,456.33

PUBLICATIONS		12/31/2022	as of 10/31/22	12/31/2022	12/31/2023	Change fav (unfav)
Revenue	Budget	Yearly Total	Forecast	Budget		
Bulletin Advertising Income	\$ 80,000.00	\$ 42,815.03	\$ 52,000.00	\$ 80,000.00	\$ 28,000.00	
Qtrly News Letter Income	2,000.00	2,211.19	2,500.00	2,500.00	-	
Total Revenue	82,000.00	45,026.22	54,500.00	82,500.00	28,000.00	
Expenses						
Bulletin Other	200.00	41.93		200.00	(200.00)	
Bulletin Distribution	8,000.00	6,059.77	8,650.00	8,000.00	650.00	
Bulletin Editorial	16,000.00	9,154.79	10,000.00	11,000.00	(1,000.00)	
Bulletin Envelopes	6,000.00	4,607.50	5,530.00	6,400.00	(870.00)	
Publications - Manpower Tfr	51,600.00	43,000.00	51,600.00	51,600.00	-	
Bulletin Postage	24,000.00	24,530.00	24,530.00	24,000.00	530.00	
Bulletin Printing	39,000.00	32,334.00	39,600.00	41,000.00	(1,400.00)	
Bulletin Photography	1,900.00	1,219.37	1,800.00	1,900.00	(100.00)	
Travel Publications	-	-	-	-	-	
Bulletin Graphic Consultant	24,600.00	20,237.50	24,400.00	24,600.00	(200.00)	
Quarterly Newsletter Expenses	2,300.00	1,927.09	2,200.00	2,300.00	(100.00)	
Total Expenses	173,600.00	143,111.95	168,310.00	171,000.00	(2,690.00)	
Contribution Margin	\$ (91,600.00)	\$ (98,085.73)	\$ (113,810.00)	\$ (88,500.00)	\$ 25,310.00	
ELECTRONIC INITIATIVES		12/31/2022	as of 10/31/22	12/31/2022	12/31/2023	Change fav (unfav)
Revenue	Budget	Yearly Total	Forecast	Budget		
Web Advertising Income/Undressed Press	\$ 1,500.00	\$ 545.00	\$ 1,000.00	\$ 5,000.00	\$ 4,000.00	
Total Revenue	1,500.00	545.00	1,000.00	5,000.00	4,000.00	
Expenses						
Website Hosting/Maint/Google	4,500.00	3,156.60	4,157.00	4,500.00	(343.00)	
Electronic Services - Manpower Tfr	36,000.00	30,000.00	36,000.00	36,000.00	-	
Additional Web Projects	5,000.00	2,000.00	2,000.00	3,000.00	(1,000.00)	
Constant Contact/Web Surveys	3,000.00	2,610.72	3,093.00	3,100.00	(7.00)	
Total Expenses	48,500.00	37,767.32	45,250.00	46,600.00	(1,350.00)	
Contribution Margin	\$ (47,000.00)	\$ (37,222.32)	\$ (44,250.00)	\$ (41,600.00)	\$ 2,650.00	

BRAND MANAGEMENT, PUBLIC RELATIONS AND CLUB SUPPORT	12/31/2022	as of 10/31/22	12/31/2022	12/31/2023	Change fav (unfav)
Revenue	Budget	Yearly Total	Forecast	Budget	
Promotional Items	\$ 1,600.00	\$ 426.90	\$ 600.00	\$ 1,600.00	\$ 1,000.00
Shipping and Handling	1,000.00	848.86	950.00	1,200.00	250.00
Participating Business	500.00	1,200.00	1,500.00	2,000.00	500.00
Membership Marketing Income	1,000.00	64.95	3,300.00	10,000.00	6,700.00
Planned Giving Donations	1,000.00	25,000.00	25,000.00	10,000.00	(15,000.00)
Total Revenue	5,100.00	27,540.71	31,350.00	24,800.00	(6,550.00)
Expenses					
<i>Club Support</i>					
Club Co-Operative Advertising	5,000.00	200.78	4,000.00	4,000.00	-
Club Direct Expense	400.00	563.60	400.00	700.00	(300.00)
Club Printing	200.00	-	-	-	-
Graphic Consultant - Brochures	200.00	-	-	-	-
Legal - Trademarks & Copyrights	-	-	2,000.00	2,000.00	-
<i>Marketing</i>					
Marketing Other	200.00	64.00	64.00	100.00	(36.00)
Marketing Mbr Incentive/Initiatives - Pride in AANR	6,000.00	3,952.06	4,600.00	3,700.00	900.00
Advertising	1,000.00	-	-	-	-
Marketing - Travel	-	-	-	-	-
Marketing Promotional Supplies	1,500.00	1,345.02	1,346.00	2,500.00	(1,154.00)
<i>Public Relations</i>					
Special Events	1,500.00	536.29	537.00	1,000.00	(463.00)
Public Relations/Marketing Committee	1,200.00	614.92	615.00	1,250.00	(635.00)
Public Relations - Other	1,000.00	775.57	800.00	1,000.00	(200.00)
Public Relations Consultant	24,000.00	20,650.18	24,000.00	24,000.00	-
Public Relations Promotional Supplies/Clubs	4,500.00	4,523.88	4,524.00	6,000.00	(1,476.00)
Public Relations - Travel	500.00	-	-	500.00	(500.00)
Shipping Supplies	100.00	260.61	261.00	300.00	(39.00)
<i>Manpower</i>					
Brand Management - Manpower Tfr	124,800.00	104,000.00	124,800.00	124,800.00	-
Total Expenses	172,100.00	137,486.91	167,947.00	171,850.00	(3,903.00)
Contribution Margin	\$ (167,000.00)	\$ (109,946.20)	\$ (136,597.00)	\$ (147,050.00)	\$ (10,453.00)

GOVERNMENT AFFAIRS	12/31/2022	as of 10/31/22	12/31/2022	12/31/2023	Change fav (unfav)
Revenue	Budget	Yearly Total	Forecast	Budget	
Bob Page Memorial - Legal & Governm	\$ 10,000.00	\$ -	\$ -	\$ 10,000.00	\$ 10,000.00
Total Revenue	10,000.00	-	-	10,000.00	10,000.00
Expenses					
Government Affairs Supplies	300.00	317.50	318.00	500.00	(182.00)
Government - Legal Assistance	4,000.00	-	-	4,000.00	(4,000.00)
NCSL Pins	3,000.00	3,493.45	3,494.00	2,400.00	1,094.00
NCSL Costs	6,000.00	5,920.26	6,343.03	7,000.00	(656.97)
Government Affairs - Manpower Tfr	40,800.00	34,000.00	40,800.00	40,800.00	-
Legislative Tracking	10,000.00	10,285.00	10,580.00	7,000.00	3,580.00
Travel Government Affairs/DC Government Travel	2,500.00	-	-	2,500.00	(2,500.00)
Total Expenses	66,600.00	54,016.21	61,535.03	64,200.00	(2,664.97)
Contribution Margin	\$ (56,600.00)	\$ (54,016.21)	\$ (61,535.03)	\$ (54,200.00)	\$ 7,335.03
RESTRICTED FUNDS					
	12/31/2022	as of 10/31/22	12/31/2022	12/31/2023	Change fav (unfav)
Revenue (loss)	Budget	Yearly Total	Forecast	Budget	
Miller Fund Earnings	\$ 11,000.00	\$ (25,232.41)	\$ 5,000.00	\$ 11,000.00	\$ 6,000.00
Connett Fund - Earnings	13,000.00	(43,094.91)	1,000.00	13,000.00	12,000.00
Life Membership- Earnings	7,000.00	(14,312.56)	1,000.00	7,000.00	6,000.00
Property Management Fund - Earnings	9,000.00	(13,918.10)	1,000.00	9,000.00	8,000.00
Total Earnings	40,000.00	(96,557.98)	8,000.00	40,000.00	32,000.00
Expenses					
Portfolio Management Fees	7,100.00	7,262.47	7,262.47	7,300.00	(37.53)
Total Expenses	7,100.00	7,262.47	7,262.47	7,300.00	(37.53)
Contribution Margin	\$ 32,900.00	\$ (103,820.45)	\$ 737.53	\$ 32,700.00	\$ 31,962.47

ADMINISTRATON	12/31/2022	as of 10/31/22	12/31/2022	12/31/2023	Change fav (unfav)
Revenue	Budget	Yearly Total	Forecast	Budget	
Deferred Revenue Adjustment	\$ 10,000.00	\$ (10,000.00)	\$ -		-
New Club Registration Fee	500.00	500.00	600.00	500.00	(100.00)
Miscellaneous Income	500.00	5,632.99	5,700.00	2,000.00	(3,700.00)
Rental Income	36,019.20	30,017.86	36,021.06	36,100.00	78.94
Other Donations Income	5,000.00	3,913.50	4,000.00	5,000.00	1,000.00
Business Service - Contract Fee	500.00	-	-	-	-
Total Revenue	52,519.20	30,064.35	46,321.06	43,600.00	(2,721.06)
Expenses					
Audit-Accounting Fees	10,500.00	8,675.00	9,800.00	10,000.00	(200.00)
Data Offsite Storage & Retrieval	1,500.00	1,692.48	2,005.00	2,100.00	(95.00)
Impexium	40,000.00	23,398.49	29,000.00	30,000.00	(1,000.00)
Dues & Subscriptions	1,200.00	990.00	990.00	1,000.00	(10.00)
Equipment Rental Expense	11,000.00	9,671.56	12,100.00	12,200.00	(100.00)
Building Insurance	13,300.00	11,574.46	13,890.00	19,000.00	(5,110.00)
Maintenance - Building	5,000.00	3,146.51	4,200.00	5,000.00	(800.00)
Telephone	8,500.00	6,745.63	8,140.00	8,200.00	(60.00)
Executive Director Expenses	2,000.00	947.48	1,100.00	2,000.00	(900.00)
Staff Meals	1,500.00	532.23	1,200.00	1,300.00	(100.00)
Travel Executive Director	4,000.00	4,375.98	4,878.03	5,500.00	(621.97)
Travel AANR Staff	200.00	15.68	40.00	50.00	(10.00)
Graphic Consultant Office	300.00	-	-	-	-
Utilities	10,500.00	8,294.50	10,200.00	10,500.00	(300.00)
Maintenance - Grounds	3,200.00	1,764.40	2,000.00	3,000.00	(1,000.00)
Maintenance - Office	3,500.00	3,235.56	3,500.00	4,000.00	(500.00)
Bad Debt	100.00	4,016.04	4,016.04	100.00	3,916.04
Bank/Credit Card Service Charges	35,000.00	31,792.25	37,093.00	38,000.00	(907.00)
Canadian Conversion Charge	2,000.00	3,212.02	3,300.00	2,000.00	1,300.00
Donations Made	300.00	100.00	100.00	100.00	-
Miscellaneous Expense	400.00	72.00	72.00	100.00	(28.00)
Internet Services Office	1,800.00	1,419.70	1,720.00	1,800.00	(80.00)
Office Supplies/Shred Expense	10,000.00	9,251.28	10,500.00	11,000.00	(500.00)
Taxes - General	500.00	60.00	440.00	500.00	(60.00)
Taxes - Real Estate	8,500.00	6,263.34	8,500.00	8,500.00	-
Computer Programming & Maintenance	10,000.00	5,088.91	6,000.00	10,000.00	(4,000.00)
Depreciation and Amortization	41,000.00	26,092.26	26,600.00	28,000.00	(1,400.00)
Legal/Direct Legal Assistance	5,000.00	1,500.00	2,190.00	5,000.00	(2,810.00)
Total Expenses	230,800.00	173,927.76	203,574.07	218,950.00	(15,375.93)
Contribution Margin	\$ (178,280.80)	\$ (143,863.41)	\$ (157,253.01)	\$ (175,350.00)	\$ (18,096.99)

EXECUTIVE OFFICE	12/31/2022	as of 10/31/22	12/31/2022	12/31/2023	Change fav (unfav)
Expenses	Budget	Yearly Total	Forecast	Budget	
Employee Benefit - Insurance	\$ 130,000.00	\$ 107,156.41	\$ 128,600.00	\$ 130,000.00	\$ (1,400.00)
Payroll - Administration	202,398.66	153,816.82	190,000.00	208,938.24	(18,938.24)
Payroll - Executive	351,059.63	258,954.79	310,000.00	381,190.91	(71,190.91)
Bonuses,Base Salary Adj	11,500.00	-	11,000.00	12,000.00	(1,000.00)
401K - Employer Contribution	9,000.00	7,218.42	9,400.00	9,500.00	(100.00)
Payroll/401k Fees	7,600.00	6,324.84	7,600.00	8,000.00	(400.00)
Taxes - Payroll	43,000.00	33,959.10	41,500.00	43,000.00	(1,500.00)
Staff Training	1,000.00	-	-	500.00	(500.00)
Total Expenses	755,558.29	567,430.38	698,100.00	793,129.15	(95,029.15)
Transfers to Operating Departments					
Manpower Tfr - Government Affairs	(40,800.00)	(34,000.00)	(40,800.00)	(40,800.00)	-
Manpower Tfr - Publications	(51,600.00)	(43,000.00)	(51,600.00)	(51,600.00)	-
Manpower Tfr - Electronic Services	(36,000.00)	(30,000.00)	(36,000.00)	(36,000.00)	-
Manpower Tfr - Membership	(144,400.00)	(120,000.00)	(144,400.00)	(144,400.00)	-
Manpower Tfr - Brand Management	(124,800.00)	(104,000.00)	(124,800.00)	(124,800.00)	-
Transfers to Operating Departments	(397,600.00)	(331,000.00)	(397,600.00)	(397,600.00)	-
Net Payroll Costs	\$ 357,958.29	\$ 236,430.38	\$ 300,500.00	\$ 395,529.15	\$ (95,029.15)
FINAL TOTAL					
Final Net Income (Loss)	\$ 1,592.91	\$ 5,822.78	\$ 44,359.16	\$ 10,952.85	\$ (33,406.31)

10 - CAPITAL EXPENDITURES

Computer equipment	4,000
Soffit/Fasica - Carpentry on building	30,000
Phone System	\$ 10,000