INENA CY2022 BUDGET – General
INENA CY2022 BUDGET – Enhancement Fund

Prepared by: John Ferraro, INENA Treasurer
To: INENA Board
From: John Ferraro, INENA Treasurer
Date: December 13, 2021
Re: INENA CY2022 Budget – General
INENA CY2022 Budget – Enhancement Fund

I have attached the INENA CY2022 Budget – General and INENA CY2021 Budget – Enhancement Fund. I am happy to discuss the budgets during the meeting, but I would like to highlight a few areas of each budget.

GENERAL

Revenue
- Account number 1209 shows a large increase in revenue from what was budgeted to what is shown for year-end CY2021 for two reasons:
  1. This year, INENA General paid our lobbyist/consultant, John Lowder, and then received reimbursements from IL-APCO and INENA Enhancement (totaling $18,333.33)
  2. IL-APCO reimbursed INENA $4,470.63, because we decided to go our own way with the website project.
- INENA will pay John Lowder again, but a 5% increase was assumed, so the reimbursement revenue from IL-APCO and the INENA Enhancement Fund was increased to $19,464.66
- We have not received the revenue from the IPSTA Conference, but $25,000 was assumed for year-end 2021. The same amount was estimated for the CY2022 budget.
- We have not received our membership funds from NENA yet, but $5,000 was assumed for year-end 2021. The same amount was estimated for the CY2022 budget.
- For year-end 2021, our revenues exceeded our CY2021 budget by $17,191.44

Expenses
- There are still account numbers with budgeted funds that have not been spent such as: conference calls (we have used free services from some of our agencies), elections, legal, and social media. One of the reasons we are spending no money in these areas is probably related to the pandemic. I think it is still prudent to budget funds in these areas, to be safe. For example, we should always budget funds for legal.
- For year-end CY2021, we did wind up spending more than we budgeted, but this was due to INENA General paying for the consultant. So even though we show overall higher expenses, we show higher revenue, because of the reimbursements to balance this.
- By year-end CY2021, our expenses exceeded our CY2021 budget by $809.81 (again the aforementioned payment to Lowder, two-thirds (2/3) of which was reimbursed by IL-APCO and the INENA Enhancement Fund.
- A 5% increase was assumed for insurance for CY2022.
ENHANCEMENT FUND

Revenue
- $20.71 was received in interest for year-end CY2021. $20 is expected in CY2022, unless interest rates go up.
- No other revenue is expected for the Enhancement Fund.

Expenses
- As stated, one-third (1/3) of the total cost for the lobbyist comes from the Enhancement Fund. For year-end 2021, that was $9,166.66. The total cost for the lobbyist was $27,500. A 5% increase was assumed for CY2022.
- $30,000 was budgeted for training/grants and INENA hosted trainings in CY2021. Three trainings were reimbursed by year-end 2021 for a total of $10,600. The hope was to conduct more trainings throughout CY2021, but the pandemic impacted in-person training demand. $30,000 has been budgeted in CY2022 again, with the hope of things getting back to normal.
## CY 2022 INENA Budget - General

<table>
<thead>
<tr>
<th>Acct #</th>
<th>ACCOUNT NAME</th>
<th>2021 BUDGET</th>
<th>2021 YEAR END</th>
<th>2022 BUDGET</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>REVENUE</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1203</td>
<td>Conference--IPSTA</td>
<td>$25,000.00</td>
<td>$25,000.00</td>
<td>$25,000.00</td>
</tr>
<tr>
<td>1204</td>
<td>Dividends &amp; Interest</td>
<td>$210.00</td>
<td>$224.48</td>
<td>$210.00</td>
</tr>
<tr>
<td>1205</td>
<td>Donations</td>
<td>$0.00</td>
<td>$0.00</td>
<td>$0.00</td>
</tr>
<tr>
<td>1206</td>
<td>Meetings</td>
<td>$500.00</td>
<td>$0.00</td>
<td>$500.00</td>
</tr>
<tr>
<td>1207</td>
<td>Membership</td>
<td>$5,000.00</td>
<td>$5,000.00</td>
<td>$5,000.00</td>
</tr>
<tr>
<td>1208</td>
<td>Training / Education</td>
<td>$0.00</td>
<td>$0.00</td>
<td>$0.00</td>
</tr>
<tr>
<td>1209</td>
<td>Reimbursements</td>
<td>$5,127.00</td>
<td>$22,803.96</td>
<td>$19,464.66</td>
</tr>
<tr>
<td></td>
<td><strong>REVENUE TOTALS</strong></td>
<td><strong>$35,837.00</strong></td>
<td><strong>$53,028.44</strong></td>
<td><strong>$50,174.66</strong></td>
</tr>
<tr>
<td></td>
<td>EXPENSE</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2202</td>
<td>Conference Expense</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2202.01</td>
<td>Scholarship</td>
<td>$1,000.00</td>
<td>$543.30</td>
<td>$1,000.00</td>
</tr>
<tr>
<td>2202.02</td>
<td>Awards</td>
<td>$300.00</td>
<td>$270.00</td>
<td>$300.00</td>
</tr>
<tr>
<td>2204</td>
<td>Insurance</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2204.01</td>
<td>VFIS</td>
<td>$1,200.00</td>
<td>$1,776.00</td>
<td>$1,864.80</td>
</tr>
<tr>
<td>2206</td>
<td>Meeting Expenses</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2206.01</td>
<td>Meetings</td>
<td>$1,000.00</td>
<td>$29.63</td>
<td>$1,000.00</td>
</tr>
<tr>
<td>2206.02</td>
<td>Conference Calls</td>
<td>$0.00</td>
<td>$0.00</td>
<td>$400.00</td>
</tr>
<tr>
<td>2207</td>
<td>Membership / Election</td>
<td>$250.00</td>
<td>$0.00</td>
<td>$250.00</td>
</tr>
<tr>
<td>2208</td>
<td>Office / General</td>
<td>$100.00</td>
<td>$21.00</td>
<td>$100.00</td>
</tr>
<tr>
<td>2209</td>
<td>Postage &amp; Mailings</td>
<td>$100.00</td>
<td>$11.99</td>
<td>$50.00</td>
</tr>
<tr>
<td>2210</td>
<td>Professional Services</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2210.01</td>
<td>Legal</td>
<td>$500.00</td>
<td>$0.00</td>
<td>$500.00</td>
</tr>
<tr>
<td>2210.02</td>
<td>Web Site (INENA)</td>
<td>$7,500.00</td>
<td>$3,775.14</td>
<td>$1,500.00</td>
</tr>
<tr>
<td>2210.03</td>
<td>Audit / Taxes</td>
<td>$1,000.00</td>
<td>$893.00</td>
<td>$1,000.00</td>
</tr>
<tr>
<td>2210.04</td>
<td>Social Media</td>
<td>$200.00</td>
<td>$0.00</td>
<td>$200.00</td>
</tr>
<tr>
<td>2210.05</td>
<td>Lobbyist</td>
<td>$9,167.00</td>
<td>$27,806.75</td>
<td>$29,197.00</td>
</tr>
<tr>
<td>2211</td>
<td>Training / Grants</td>
<td>$8,000.00</td>
<td>$0.00</td>
<td>$8,000.00</td>
</tr>
<tr>
<td>2213</td>
<td>Pub Ed/State Fair Booth</td>
<td>$3,000.00</td>
<td>$0.00</td>
<td>$3,000.00</td>
</tr>
<tr>
<td>2214</td>
<td>Illinois TERT</td>
<td>$500.00</td>
<td>$0.00</td>
<td>$500.00</td>
</tr>
<tr>
<td>2216</td>
<td>Special Projects</td>
<td>$500.00</td>
<td>$0.00</td>
<td>$500.00</td>
</tr>
<tr>
<td></td>
<td><strong>EXPENSE TOTALS</strong></td>
<td><strong>$34,317.00</strong></td>
<td><strong>$35,126.81</strong></td>
<td><strong>$49,361.80</strong></td>
</tr>
<tr>
<td>ACCT #</td>
<td>ACCOUNT NAME</td>
<td>2021 BUDGET</td>
<td>2021 YEAR END</td>
<td>2022 BUDGET</td>
</tr>
<tr>
<td>--------</td>
<td>------------------</td>
<td>-------------</td>
<td>---------------</td>
<td>-------------</td>
</tr>
<tr>
<td></td>
<td>REVENUE</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1204 - E</td>
<td>Interest</td>
<td>$65.00</td>
<td>$20.71</td>
<td>$20.00</td>
</tr>
<tr>
<td>1210 - E</td>
<td>Other Revenue</td>
<td>$0.00</td>
<td>$0.00</td>
<td>$0.00</td>
</tr>
<tr>
<td></td>
<td>REVENUE TOTALS</td>
<td><strong>$65.00</strong></td>
<td><strong>$20.71</strong></td>
<td><strong>$20.00</strong></td>
</tr>
<tr>
<td></td>
<td>EXPENSE</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2210.05 - E</td>
<td>Lobbyist</td>
<td><strong>$9,167.00</strong></td>
<td><strong>$9,166.66</strong></td>
<td><strong>$9,732.33</strong></td>
</tr>
<tr>
<td>2211 - E</td>
<td>Training / Grants</td>
<td><strong>$30,000.00</strong></td>
<td><strong>$10,600.00</strong></td>
<td><strong>$30,000.00</strong></td>
</tr>
<tr>
<td></td>
<td>EXPENSE TOTALS</td>
<td><strong>$39,167.00</strong></td>
<td><strong>$19,766.66</strong></td>
<td><strong>$39,732.33</strong></td>
</tr>
</tbody>
</table>