

Budget Performance	2023 Budget					YTD June 30				Comment	Notes			
	Q1	Q2	Q3	Q4	Total	Budget	Actual	Variance	%		1	actual	budget	
Income							30-Jun	30-Jun						
total interest	843	843	843	843	3,372	1,686	5,850	4,164	247%	better rates than budgeted	5 new Ams	3,750	1500	
Total dues	1,500	1,500	1,650	69,250	73,900	3,000	9,975	6,975	233%	See note 1	6 partners	1,725	0	
total Fundraisers	-	-	500	-	500	-	3,195	3,195		revenue neutral by year end	1 pre pay thru 2024	750	0	
Financial Education	1,350	1,350	1,350	1,350	5,400	2,700	3,622	922	34%	more regulations = more education	5 AM renew	3,750	1500	
Community Bankers University	10,000	-	200	-	10,200	10,000	10,000	-	0%			9,975	3,000	
Total Event Registration	2,900	9,535	33,470	6,345	52,250	12,435	30,435	18,000	145%	See note 3	<b>2 Unbudgeted Royalties</b>			
Total Royalties	9,570	9,570	19,570	14,570	53,280	19,140	36,835	17,695	92%	See note 2	Add'l bank med royalties	10,035		
ICBA OMG Fund	49,800	-	-	49,800	99,600	49,800	49,900	100	0%		Partner med royalties	\$5,137		
Sponsorships	20,500	35,000	42,000	-	97,500	55,500	58,550	3,050	5%		Celero royalty	\$198		
Western States Reception	-	-	-	-	-	-	5,500	5,500		offset by expense	IntriFi - sale	\$1,000		
<b>Total Income</b>	<b>96,463</b>	<b>57,798</b>	<b>99,583</b>	<b>142,158</b>	<b>396,002</b>	<b>154,261</b>	<b>213,862</b>	<b>59,601</b>	<b>39%</b>			16,370		
<b>EXPENSE</b>											<b>3</b>	<b>Event Registration</b>	<b>actual</b>	<b>budget</b>
Bank Service Fee	-	-	-	-	-	-	8	8			NWPC	2,520	2,900	
Board Meetings	750	-	8,000	-	8,750	750	1,686	936	125%	Nov board meeting - hotel did not charge card until January	Q2 conf	7,735	5,950	
Charitable Contributions	-	-	-	-	-	-	5,000	5,000		MS flood matching donation	Convention	20,180	3,585	
Communications	7,352	609	4,118	753	12,832	7,961	8,324	363	5%	\$196 in JC exp; \$172 increase database renewal		30,435	12,435	
Conferences	12,000	-	-	-	12,000	12,000	7,879	(4,121)	-34%	NWPC lower attendance				
Convention NQ 2023	-	3,000	19,500	78,000	100,500	3,000	3,275	275	9%	timing of deposits & merchant fees				
Convention Auction	-	-	500	-	500	-	-	-		revenue neutral by year end				
total Dues & Subscriptions	3,150	-	-	400	3,550	3,150	1,596	(1,555)	-49%	discounted rate for Am Banker				
Education & Training	1,100	-	-	-	1,100	1,100	-	(1,100)	-100%	John not at ICBA Live				
Insurance	-	-	-	2,503	2,503	-	30	30		Trust D&O				
Marketing	150	150	150	150	600	300	-	(300)	-100%					
Misc	-	-	-	-	-	-	-	-						
Total Meal & Entertainment	5,750	750	2,400	1,100	10,000	6,500	1,146	(5,354)	-82%	john not at ICBA Live				
total office expense	178	178	178	178	712	356	303	(53)	-15%					
total Prof fees	10,974	11,124	10,949	19,849	52,896	22,098	21,654	(444)	-2%	\$15,000 unbudgeted legal expense				
Legal - special	-	-	-	-	-	-	15,178	15,178		Prior Lien legislation				
Rent	855	855	855	855	3,420	1,710	2,041	331	19%	Storage rental increse \$50/month				
Travel	4,150	7,050	3,050	4,250	18,500	11,200	5,092	(6,108)	-55%	John not at ICBA Live				
Western States Reception	-	-	-	-	-	-	5,624	5,624		\$124 over sponsorships collected				
Employee Benefits	5,328	5,328	5,328	5,328	21,313	10,657	10,677	21	0%					
Payroll Expenses	32,292	32,292	33,792	32,292	130,668	64,584	66,000	1,416	2%					
Payroll Taxes	2,045	2,045	2,045	2,045	8,179	4,090	4,160	70	2%					
<b>Total Expense</b>	<b>86,074</b>	<b>63,381</b>	<b>90,865</b>	<b>147,703</b>	<b>388,023</b>	<b>149,455</b>	<b>159,673</b>	<b>10,217</b>	<b>7%</b>					
<b>Net Income</b>	<b>10,389</b>	<b>(5,583)</b>	<b>8,718</b>	<b>(5,545)</b>	<b>7,979</b>	<b>4,806</b>	<b>54,189</b>	<b>49,383</b>	<b>1028%</b>					