

2014 Operating Budget

Revenue	12/31/13		2013 vs 2014	
	2014 Budget	Projected	2013 Budget	Budget
Membership Dues	2,103,125	1,836,250	1,986,250	116,875
G2E	8,934,483	7,854,263	6,857,194	2,077,289
Publications	40,000	40,000	40,000	-
Total Revenue	11,077,608	9,730,513	8,883,444	2,194,164
Expenses	12/31/13		2013 vs 2014	
	2014 Budget	Projected	2013 Budget	Budget
Advocacy				
Salaries	1,320,590	718,776	803,000	517,590
Benefits	257,768	59,460	46,128	211,640
Bonus Pool	228,000	71,500	71,500	156,500
Ally Development	470,000	196,155	215,000	255,000
Strategic Initiatives	250,000		-	250,000
Strategic Communications	1,478,000	820,374	645,000	833,000
Government Relations	882,400	1,275,113	1,275,113	(392,713)
Gaming Library	39,000	20,000	39,000	-
Public Policy	150,000	400,000	300,000	(150,000)
Travel & Entertainment	70,000	92,000	70,000	-
Total Advocacy	52.2% \$ 5,145,758	\$ 3,653,378	\$ 3,464,741	\$ 1,681,017
Industry Services				
Salaries	749,890	532,500	532,500	217,390
Benefits	153,955	32,796	29,196	124,759
Bonus Pool	110,500	8,000	8,000	102,500
Deferred Compensation	75,000	122,500	122,500	(47,500)
Events	50,000	42,000	50,000	-
Industry Initiatives	600,000	100,000	115,000	485,000
Travel & Entertainment	43,750	57,500	43,750	-
Total Industry Services	18.1% \$ 1,783,095	\$ 895,296	\$ 900,946	\$ 882,149
General and Administrative				
Salaries	876,690	998,000	1,037,500	(160,810)
Benefits	392,413	548,700	283,726	108,687
Separation	-	1,519,539	504,500	(504,500)
Bonus Pool	282,000	340,000	6,750	275,250
Deferred Compensation	122,000	280,833	280,833	(158,833)
Legal	200,000	367,000	175,000	25,000
Office Expenses	992,550	740,209	1,154,521	(161,971)
Recruiter Fees	-	197,851	500,000	(500,000)
External Consulting Resources	-	114,000	114,000	(114,000)
Travel & Entertainment	61,250	80,500	61,250	-
Total General & Administrative	29.7% \$ 2,926,903	\$ 5,186,632	\$ 4,118,080	\$ (1,191,177)
Total Expenses	100.0% \$ 9,855,756	9,735,306	8,483,767	1,371,989
Oper Revs Over (Under)				
Exps	11.0% \$ 1,221,852	\$ (4,793)	\$ 399,677	\$ 822,175

OVERVIEW (accrual basis)

as of Oct. 31, 2013

2013

	BUDGET	PROJECTION	VARIANCE	2014 BUDGET	2014 BUD - 2013 PROJ VARIANCE
REVENUE	\$ 8,883,444	\$ 9,730,513	\$ 847,069	\$ 11,077,608	\$ 1,347,095
EXPENSE	\$ 8,428,767	\$ 8,215,767	\$ (213,000)	\$ 9,800,756	\$ 1,584,989
OPERATING NET BEFORE OTHER	\$ 454,677	\$ 1,514,746	\$ 1,060,069	\$ 1,276,852	\$ (237,894)
DEPN/AMORT/SEPARATION	\$ 55,000	\$ 1,519,539	\$ 1,464,539	\$ 55,000	\$ (1,464,539)
OPERATING NET AFTER OTHER	\$ 399,677	\$ (4,793)	\$ (404,470)	\$ 1,221,852	\$ 1,226,645
CASH ON HAND	\$	6,434,425	\$	6,086,253	