

**AL-ANON FAMILY GROUP HEADQUARTERS, INC.
2020 OPERATING BUDGET**

	2020 Budget	2019 Actual
<u>Estimated Revenue</u>		
Literature Sales less cost of printing	1,750,000	2,914,456
Contributions	2,445,000	2,186,643
Magazine sales	295,000	274,853
Investment Income/Transfer from Reserve Fund	230,100	57,628
Total Estimated Revenue	4,720,100	5,433,580
 <u>Operating Expenses</u>		
Salaries	2,955,125	3,094,683
Payroll Taxes	224,000	228,090
Employee Benefits	421,800	458,738
Total Labor Costs	3,600,925	3,781,511
Building Occupancy	278,200	276,198
Packing & Shipping (Net)	(10,000)	(46,178)
Postage	175,850	175,826
Telephone (Phone & Internet)	51,000	50,629
Stationery & Office Supplies	57,000	58,814
Office Services & Expenses	223,700	284,148
Repairs & Maintenance	17,000	14,693
Travel & Meetings	34,500	219,656
Direct Conference Costs (Net)	19,450	53,660
Conference Interpretation	4,500	21,553
Legal & Audit	71,275	70,750
Printing	190,500	101,061
Canadian Office	2,000	1,727
General services meeting	15,000	(1,006)
In-Office Volunteers	-	200
PSA Campaign	101,400	68,192
Bank and Credit Card Fees	105,000	93,144
Miscellaneous	9,500	22,696
Postretirement Health Benefits	73,000	66,346
Total Operating Expense	5,019,800	5,313,620
Depreciation (Exc. Bldg.)	50,000	35,441
Total Expense	5,069,800	5,349,061
Strategic Plan Initiatives	(\$72,660)	
Net increase (decrease) from Operations	(349,700)	84,519
Planned Net increase (decrease)	(422,360)	