



**INTERNATIONAL ASSOCIATION  
OF GOVERNMENT OFFICIALS**

Representing the finest clerks, recorders, election officials & treasurers.

**iGO proposed 2020 budget (1/2020-12/31/2020)**

last revision 2019-12-12-19

**2020 Proposed Budget**

**Income**

<b>4000.00 · Membership</b>	
4000.01 · Active Dues	\$60,000.00
4000.02 · Deputy/Associate Dues	\$23,750.00
4000.03 · Alumni Dues	\$1,200.00
4000.04 · Corporate Dues	\$7,000.00
4000.05 · Corporate Associate Dues	\$150.00
4000.06 · State Association Dues	\$5,350.00
<b>Total 4000.00 · Membership</b>	<b>\$97,450.00</b>
<b>4100.00 · CPL Certification Fees</b>	<b>\$17,000.00</b>
GL Code TBD · CPO Fees	\$1,500.00
<b>Total Certification</b>	<b>\$18,500.00</b>
<b>4110.00 · Advertising/Sales</b>	
4110.02 · Website Advertising	\$0.00
4110.04 · eNews Advertising	\$1,500.00
<b>Total 4110.00 · Advertising/Sales</b>	<b>\$1,500.00</b>
<b>4500.00 · Other Income</b>	
4500.01 · Interest	\$300.00
4500.03 · Scholarships	\$2,500.00
4500.04 · Webinar	\$25.00
GL Code TBD · Proposed Education Reserve	\$0.00
<b>Total 4500.00 · Other Income</b>	<b>\$2,825.00</b>
<b>5000.00 · Annual Conference</b>	

5000.01 · Registration Fees	\$164,000.00
5000.02 · Exhibitor Fees	\$68,750.00
5000.03 · Vendor Sponsorships	\$55,000.00
5000.05 · Ticket Sales	\$500.00
5000.06 · Advertisement	\$2,000.00
<b>Total 5000.00 · Annual Conference</b>	<b>\$290,250.00</b>

5100.00 · Winter Edu./Semi-Annual Conf	
5100.01 · Registration Fees	\$32,550.00
5100.02 · Sponsorships	\$12,000.00
Other	\$200.00
<b>Total 5100.00 · Winter Edu./Semi-Annual Conf</b>	<b>\$44,700.00</b>

\$453,725.00

**Total Income**

**Expense**

6000.00 · General Administration Expenses	
6001.01 · Management Fees - IMI	\$25,000.00
6001.02 · Management Fees - Brenda Bell	\$25,000.00
6001.03 · Management Fee - Peggy Sparks	\$8,000.00
6002.00 · Contingency/Misc.	\$500.00
6003.00 · Copies/labels/printing	\$300.00
6005.00 · Insurance	\$1,500.00
6006.00 · Postage/Mailing Services	\$300.00
6007.00 · Professional Fees/Legal & Acct.	\$4,000.00
6008.00 · Supplies	\$500.00
6009.00 · Telephone/Fax	\$720.00
6010.00 · Flowers/Gifts	\$200.00
6012.00 · Bank Charges/CC Fees	\$6,000.00
6014.00 · Webinar/Misc. Meetings	\$2,600.00
6017.00 · Strategic Planning	\$3,000.00
6018.00 · Scholarship	\$3,000.00
<b>Total 6000.00 · General Administration Expenses</b>	<b>\$80,620.00</b>

6100.00 · Membership Maintenance	
6100.01 · Member Awards	\$0.00
6100.02 · Copies/Labels/Printing	\$300.00
6100.03 · Postage/Mailing Services	\$600.00
6100.07 · Membership Marketing Campaign	\$5,000.00
<b>Total 6100.00 · Membership Maintenance</b>	<b>\$5,900.00</b>

6115.00 · Certification	
6115.01 · Course/Speaker Expenses	\$16,000.00
6115.02 · Awards/Supplies	\$1,000.00

<b>Total 6115.00 · Certification</b>	<b>\$17,000.00</b>
<b>6120.00 · Administrative Travel</b>	
6120.01 · Misc Travel	
6120.02 · President's Contingency Fund	\$0.00
6120.03 · President and Counsel Travel	\$4,000.00
6120.04 · Staff Travel	\$6,000.00
6120.05 · Admin Travel - Consultant	\$1,200.00
<b>Total 6120.00 · Administrative Travel</b>	<b>\$11,200.00</b>
<b>6200.00 · Publicity/Public Relations</b>	
6200.03 · Website & Database	\$8,900.00
<b>Total 6200.00 · Publicity/Public Relations</b>	<b>\$8,900.00</b>
<b>6500.00 · Divisions</b>	
6500.07 · Board of Directors	\$1,000.00
6500.08 · Executive Board	\$0.00
6500.09 · Affiliate Membership	\$0.00
<b>Total 6500.00 · Divisions</b>	<b>\$1,000.00</b>
<b>7000.00 · Annual Conference Expenses</b>	
Food & Beverage	\$160,000.00
Audio/Visual	\$12,750.00
Copies/Labels/Printing	\$500.00
Postage/Mailing Services	\$3,600.00
Programs	\$2,500.00
Supplies & Signs	\$1,500.00
Travel	\$0.00
Entertainment & Theme	\$10,000.00
Badges/Ribbons	\$1,500.00
Transportation	\$5,000.00
Education, Speakers Fee & Travel	\$35,000.00
Bags & Gifts	\$8,000.00
Miscellaneous	\$7,000.00
Trade Show	\$30,000.00
Trade Show Director Travel	\$1,500.00
<b>Total 7000.00 · Annual Conference Expenses</b>	<b>\$278,850.00</b>
<b>7100.00 · Winter Edu/Semi-Annual Conf</b>	
Food & Beverage	\$34,000.00
Audio Visual	\$4,500.00
Copies/Labels/Printing	\$100.00
Postage/Mailing Service	\$200.00
Programs	\$50.00
Supplies & Signs	\$200.00

Badges/Ribbons	\$100.00
Entertainment	\$300.00
Team Building Education	\$1,000.00
Education, Speaker Fees & Travel	\$6,500.00
Transportation	\$1,600.00
Conference Bag/Gift	\$0.00
Travel	\$0.00
Miscellaneous	\$500.00
<b>Total 7000.00 · Winter Edu/Semi-Annual Conf Expenses</b>	<b>\$49,050.00</b>

<b>9000.00 · Restricted Expenses</b>	
<b>9000.01 · Scholarships</b>	0.00
<b>Total 9000.00 · Restricted Expenses</b>	0.00
<b>GL Code TBD · Strategic Planning</b>	0.00

\$452,520.00

**Total Expense**  
**Net Income**

**\$1,205.00**