

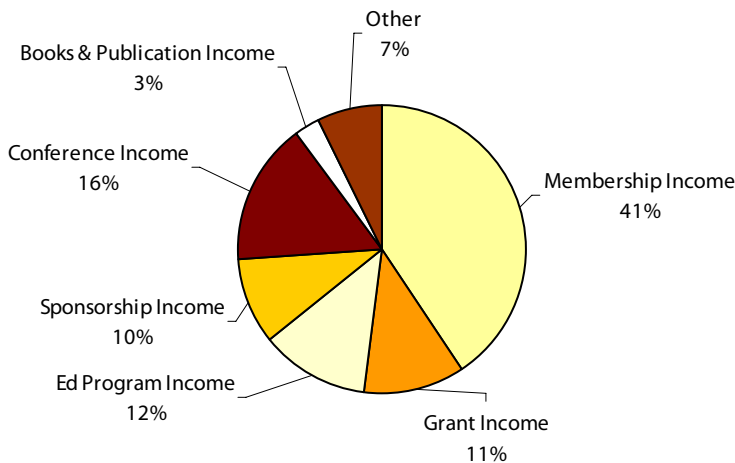
# FINANCES

The Michigan Association of Planning ended the 2006 – 2007 fiscal year with a surplus of \$30,770: budgeted revenues were \$662,243 (actual \$662,877) with budgeted expenses of \$656,808 (actual \$632,107). Our total assets are \$387,109 and total cash on hand at the fiscal year end is \$306,795. Total for all fund balances is \$359,380.

## Revenues

The majority of MAP's operating funds come from membership dues revenue, totaling or 41% of total revenues.

2006-2007 Revenue



Other sources include income generated at education events like conference (16%) and workshops (12%). Grants for special projects totaled 11% of income. Sponsorships for conference, specialty programs, golf outing, and for special issues of the *Michigan Planner* magazine totaled 10%. For many years MAP relied almost solely on membership dues to advance our mission. Today, we aggressively seek outside revenue sources such as grants, gifts and sponsorships, allowing us to expand our programming, produce new publications, increase advocacy efforts, and generally provide our members with enhanced service.

## Expenses

Thirty-five percent of MAP's budget is expended on general management and administrative costs including wages, payroll taxes, medical insurance, and retirement. In a typical non-profit, the cost of personnel is usually the largest single item in a budget; at 35%, this holds true for MAP. Building operations consume 7% of our budget, including rent, phone, and equipment purchase and maintenance. Conference and workshops cost another 22% (of course the costs associated with educational programming are offset by revenues generated by said programs.) The second largest expense category is printing and postage. The total expense to print the monthly *Michigan Planner* magazine alone is almost \$39,900 annually and the annual conference brochure and onsite materials are \$7,600. Brochures for workshops and events, letterhead, publications, membership renewals, new member packets, and more complete this category. Postage expenses for the organization total approximately \$30,830. Finally, outside services for items such as the annual audit, lobbying expenses, and contract services consume 10% of the annual budget.

2006-2007 Expense

