



**Proposed 5% Increase in Member Dues for FY21**

<b>GCD Member Tier</b>	<b>FY21 Dues</b>	<b>Associate Member Tier</b>	<b>FY21 Dues</b>
Tier 1 (\$0-\$99,999)	\$790	Individual or Sole Proprietor*	\$700
Tier 2 (\$100,000-\$249,999)	\$1,080	501(c)3 or educational Institution	\$180
Tier 3 (\$250,000-\$499,999)	\$1,440	Govt' Entity or Small Corporation (budget under \$500,000)	\$1440
Tier 4 (\$500,000-\$999,999)	\$1,800	Medium Corporation (budget \$500,000-\$1.0m)	\$1800
Tier 5 (\$1.0m and up)	\$2,170	Large Corporation (budget > \$1.0m)	\$2170

\*reflects \$10 increase

**FY21 Proposed Business Meeting Rates (no change):**

**\$180 Member**

**\$240 Non-member**

## Draft FY21 Budget May 7, 2020

	FY20 Budget	FY21 Proposed Budget
Income		
Interest Income	\$1,200.00	\$2,400
Meeting Income	\$89,900.00	\$88,700
Member Dues	\$163,564.00	\$158,000
<b>Total Income</b>	<b>\$254,664.00</b>	<b>\$246,700</b>
Expenses		
Meeting Expenses	\$15,530.00	\$14,500
Office Expense	\$22,395.00	\$23,170
Personnel	\$183,419.00	\$174,796
Professional Services	\$15,616.00	\$13,340
Travel/Confer/Dues/Outreach	\$11,500.00	\$11,500
<b>Total Expenses</b>	<b>\$248,460.00</b>	<b>\$237,306</b>
Net Operating Income	\$6,204.00	<b>\$9,394</b>
<b>Net Income</b>	<b>\$6,204.00</b>	<b>\$9,394</b>