

**National Organization for Women, Inc
2016 Budget - DRAFT**

REVENUE

4100 MEMBERSHIP DUES		
011	New Member	535,000
012	Renewed Members	1,100,000
013	Reinstatement	75,000
014	Other Membership	50,000
TOTAL DUES		1,760,000

4200 CONTRIBUTIONS		
021	Special Appeal	742,000
022	Sustainer	220,000
024	Major Gifts	90,000
026	Bequests	70,000
TOTAL CONTRIBUTIONS		1,122,000

4300 SALES		
031	Products	0
034	Commissions	3,000
035	List Rental	50,000
TOTAL SALES		53,000

4400 OTHER		
042	Conferences	55,000
043	Chargebacks	0
044	Office space rent	20,000
046	Speaking fees	3,000
TOTAL OTHER		78,000
TOTAL REVENUE		3,013,000

EXPENSES

10 REGIONS/STATES CHAPTERS		
110	Regions	
120	States	29,000
130	Chapters	13,000
140	Rebates	300,000
TOTAL		342,000

20 POLITICAL DEVELOPMENT PROJECTS		
210	Political Development	134,000
TOTAL		134,000

EXPENSES (CONTINUED)

40 GENERAL ISSUES		
410	Action Programs	146,000
430	Media	68,200
TOTAL		214,200

50 COMMUNICATIONS		
500	General Communications	114,500
TOTAL		114,500

60 CONFERENCES		
610 Conferences		108,000
TOTAL		108,000

EDUCATION AWARENESS & MEMBERSHIP DEVELOPMENT MAINTENANCE		
30 / 70		
310 / 710	New Member	722,500
320 / 720	Renewed Member	200,000
330 / 730	Reinstatement	78,900
740	Membership Maintenance	130,000
750	Member Services	196,500
TOTAL		1,327,900

80 FUNDRAISING		
810	General Fundraising	63,000
340 / 820	Special Appeals	280,000
360/830	Sustainer	74,400
370	Cultivation	50,000
TOTAL		467,400

90 GENERAL & ADMINISTRATIVE		
910	Financial Services	95,000
920	Litigation	0
930	Admin. Services	80,000
940	Natl Board Meetings	20,800
TOTAL		195,800

TOTAL EXPENSES		2,903,800
SURPLUS before special gift to FDN		109,200
Special gift to FDN		109,200
SURPLUS		0

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