

# GAPA Budget

## Ordinary Income/Expense

### Income

2022 Conference Income

Dues Income

**Total Income**

### Expense

2022 Conference Expense

#### Federal Affairs

AFSA

Association Oversight

Congressional Counsel

FTC NPRM on Auto Sales 1/3

Media

Postage

Subscriptions

Travel

Telephone

VPP Website

**Total Federal Affairs**

#### State Lobbying

Alabama

California

Colorado

Connecticut

Delaware

Florida

Georgia

Illinois

Kansas

Lobbying Expenses

Maryland

Massachusetts

Michigan

Missouri

New Mexico

North Carolina

Oklahoma

Texas

Travel (lobbying)

Wyoming

**Total Lobbying**

#### Operations

Accounting Fees

Association Management

Business Registration Fees

Filing Fees

Insurance - Liability, D and O

Legal Fees

Membership

Miscellaneous Expense

Online Research

Photocopying Expense

Postage/FedEx

PPAM Fee 1/3

Registered Agent Fee

Supplies

Telephone

	<u>2022</u> Approved Budget	<u>2022</u> Revised Budget	<u>Variance</u>
2022 Conference Income	24,000	24,000	-
Dues Income	632,500	632,500	-
<b>Total Income</b>	<u>656,500</u>	<u>656,500</u>	<u>-</u>
2022 Conference Expense	22,660	22,660	-
<b>Federal Affairs</b>			
AFSA	1,000	1,000	-
Association Oversight	30,000	20,000	10,000
Congressional Counsel	60,000	60,000	-
FTC NPRM on Auto Sales 1/3			
Media	39,000	36,600	2,400
Postage		34	(34)
Subscriptions	100	100	-
Travel	3,333	1,000	2,333
Telephone	100	100	-
VPP Website	667	667	-
<b>Total Federal Affairs</b>	<u>134,200</u>	<u>119,501</u>	<u>14,699</u>
<b>State Lobbying</b>			
Alabama	72,000	48,000	24,000
California		36,000	(36,000)
Colorado	20,000	48,000	(28,000)
Connecticut	17,500	17,500	-
Delaware	30,000	30,000	-
Florida			
Georgia	40,000	25,000	15,000
Illinois		-	-
Kansas	63,000	28,000	35,000
Lobbying Expenses	3,100	3,100	-
Maryland	60,000	37,500	22,500
Massachusetts			
Michigan	12,000	24,000	(12,000)
Missouri		-	-
New Mexico	20,000	-	20,000
North Carolina		-	-
Oklahoma	36,000	36,000	-
Texas		-	-
Travel (lobbying)	10,000	10,000	0
Wyoming	20,000	5,000	15,000
<b>Total Lobbying</b>	<u>403,600</u>	<u>348,100</u>	<u>55,500</u>
<b>Operations</b>			
Accounting Fees	1,850	3,583	(1,733)
Association Management	100,000	66,667	33,333
Business Registration Fees		149	(149)
Filing Fees	130	307	(177)
Insurance - Liability, D and O	3,000	3,000	-
Legal Fees		-	-
Membership		800	(800)
Miscellaneous Expense	60	265	(205)
Online Research	4,000	5,143	(1,143)
Photocopying Expense	700	1,661	(961)
Postage/FedEx	200	367	(167)
PPAM Fee 1/3		151,657	(151,657)
Registered Agent Fee	430	452	(22)
Supplies	375	633	(258)
Telephone	500	140	360

Travel (non-lobbying)	5,000	3,000	2,000
Website Hosting/Development	<u>3,000</u>	<u>1,800</u>	<u>1,200</u>
Total Operations	<u>119,245</u>	<u>239,626</u>	<u>(120,381)</u>
Total Expense	<u>679,705</u>	<u>729,886</u>	<u>(50,181)</u>
Net Ordinary Income	<u>(23,205)</u>	<u>(73,386)</u>	<u>(50,181)</u>
Net Income	<u><b>(23,205)</b></u>	<u><b>(73,386)</b></u>	

Bank Balance 12.31.2021	847,239
Profit/(Loss) 2022	<u>(73,386)</u>
Forecast Balance 12.31.2022	<u><b>773,853</b></u>