

**AL-ANON FAMILY GROUP HEADQUARTERS, INC.
2021 OPERATING BUDGET**

	2021 Budget	2020 Actual
<u>Estimated Revenue</u>		
Literature Sales less cost of printing	1,924,400	1,846,492
Contributions	2,882,110	3,295,720
Magazine sales	295,000	291,963
Subscription income	38,400	4,662
Investment Income/Transfer from Reserve Fund	251,600	38,633
Total Estimated Revenue	5,391,510	5,477,470
 <u>Operating Expenses</u>		
Salaries	3,292,220	2,977,188
Payroll Taxes	246,770	215,355
Employee Benefits	453,390	428,355
Total Labor Costs	3,992,380	3,620,898
Building Occupancy	278,500	272,702
Packing & Shipping (Net)	(45,000)	(46,412)
Postage	186,050	157,665
Telephone (Phone & Internet)	51,100	50,442
Stationery & Office Supplies	51,900	43,880
Office Services & Expenses	270,000	236,449
Repairs & Maintenance	13,070	11,709
Travel & Meetings	102,090	25,991
Direct Conference Costs (Net)	9,750	8,616
Conference Interpretation	11,250	5,000
Legal & Audit	71,800	76,970
Printing	148,600	167,508
Canadian Office	1,820	1,780
General services meeting	-	-
In-Office Volunteers	100	10
Membership Survey	1,000	-
PSA Campaign	91,000	103,097
Bank and Credit Card Fees	117,000	112,237
Miscellaneous	11,880	7,549
Postretirement Health Benefits	65,000	69,690
Total Operating Expense	5,429,290	4,925,781
Depreciation (Exc. Bldg.)	36,000	42,500
Total Expense	5,465,290	4,968,281
 Net increase (decrease) from Operations	 (73,780)	 509,189