

## **2020 KOTESOL National Budget**

This is the 2020 KOTESOL national budget as approved at the December 1, 2019 National Council meeting.

On the next page, you will find the overall budgeted income and expenses for KOTESOL for 2020.

As in the past, the expected income is conservative (i.e., we have reasonable expectation that the final number could be higher) and the authorized expenses are inflated with the expectation that council members and committee chairs will be judicious with their spending.

Following that are budgets for all KOTESOL National events, national committees, and national council members. These numbers are included in the overall budget.

Specific event budgets, committee budgets, council budgets are at the discretion of their directors.

## 2020 KOTESOL NATIONAL BUDGET

Income		Expense	
4111 · Member Dues - Individual	12,000,000.00	5111 · Chapter Dues Share	10,000,000.00
4121 · Member Dues - International	4,000,000.00	5511 · SIG Grants - General	1,000,000.00
4131 · Member Dues -Lifetime	1,000,000.00	5611 · Committee Grants - General	17,450,000.00
4221 · OP Dues - Assoc	3,000,000.00	5612 · Expense KOTESOL Items	1,500,000.00
4241 · OP Dues - Educa Assoc	1,500,000.00	5711 · Special Event Grants - Internal	800,000.00
4411 · Revenue Invest - General	50,000.00	6111 · Leaders Discretionary Funds	7,975,000.00
4711 · Gross Sales KOTESOL Items	200,000.00	6112 · Leaders Domestic Travel	1,500,000.00
4721 · Gross Sales Snackbar/etc	1,500,000.00	6311 · Speaker Honorarium	2,000,000.00
4731 · Print Advertising Revenue	2,940,000.00	6312 · Speaker Per-Diem	800,000.00
4735 · Web Advertising Revenue	500,000.00	6313 · Speaker Travel	7,600,000.00
4801 · Event Admiss Sales Prereg Mem	7,350,000.00	6315 · Speaker Accommodations	3,750,000.00
4802 · Event Admiss Sales Prereg Presn	10,410,000.00	6316 · Speaker Meals	50,000.00
4803 · Event Admiss Sales Prereg NonMm	4,475,000.00	6412 · Cash Gift for Services	100,000.00
4804 · Event Admiss Sales Prereg Group	12,660,000.00	6413 · Non-cash Gift Personal Services	100,000.00
4805 · Event Admiss Sales Prereg Stud	125,000.00	6613 · Meetings Travel	9,350,000.00
4806 · Event Admiss Sales OnSite Mem	4,000,000.00	6614 · Meetings Refreshments	570,000.00
4807 · Event Admiss Sales OnSite NonMe	7,430,000.00	6616 · Meetings Meals	700,000.00
4808 · Event Admiss Sales OnSite Stud	230,000.00	6833 · Event-staff Eventday Travel	4,750,000.00
4812 · Event Presenta Sales Revenue	1,100,000.00	6834 · Event-staff Eventday Refreshm	600,000.00
4821 · Event Display Sales Revenue	1,700,000.00	6835 · Event-staff Eventday Accomodate	4,375,000.00
		6836 · Event-staff EventdayMeal	2,435,000.00
		6857 · Event-staff Attire	600,000.00
		6860 · Event-Guest Eventday Hospitalit	3,900,000.00
		7211 · Office Supplies - Consumables	1,000,000.00
		7212 · Photocopies and minor printing	310,000.00
		7213 · Postage & Shipping	4,710,000.00
		7214 · Telephone/Fax/Communications	1,500,000.00
		7216 · Awards, Gifts	750,000.00
		7311 · Affiliate Dues	500,000.00
		7411 · Printing (Bound publications)	22,050,000.00
		7421 · Printing (Publicity-type)	1,460,000.00
		7431 · Printing (Consumables)	1,000,000.00
		7441 · Printing-related Materials	100,000.00
		7451 · Promotion-related Non-print	2,700,000.00
		7521 · Badge-holders	600,000.00
		7531 · Signs & Banners	750,000.00
		7811 · Meetings Facilities (room)	300,000.00
		7861 · Conference Facilities	18,500,000.00
		7862 · Conference Equipment	7,000,000.00
		8111 · External Services - Webhosting	80,000.00
		8211 · Consultancy - Prof Services	16,000,000.00
		8501 · Refund Membership	100,000.00
		8502 · Refund Event Admiss	100,000.00
		8510 · Refund Other	100,000.00
		8711 · Bank Transfer Fees	300,000.00
<b>Total</b>	<b>76,710,000.00</b>	<b>Total</b>	<b>161,815,000.00</b>

## National Events

International Conference			
Income		Expense	
4721 · Gross Sales Snackbar/etc	1,500,000.00	6111 · Leaders Discretionary Funds	2,700,000.00
4731 · Print Advertising Revenue	2,600,000.00	6311 · Speaker Honorarium	2,000,000.00
4801 · Event Admiss Sales Prereg Mem	6,900,000.00	6312 · Speaker Per-Diem	800,000.00
4802 · Event Admiss Sales Prereg Presn	9,960,000.00	6313 · Speaker Travel	7,000,000.00
4803 · Event Admiss Sales Prereg NonMm	3,975,000.00	6315 · Speaker Accommodations	3,500,000.00
4804 · Event Admiss Sales Prereg Group	12,660,000.00	6412 · Cash Gift for Services	100,000.00
4805 · Event Admiss Sales Prereg Stud	125,000.00	6413 · Non-cash Gift Personal Services	100,000.00
4806 · Event Admiss Sales OnSite Mem	3,800,000.00	6613 · Meetings Travel	5,000,000.00
4807 · Event Admiss Sales OnSite NonMe	7,130,000.00	6614 · Meetings Refreshments	100,000.00
4808 · Event Admiss Sales OnSite Stud	210,000.00	6616 · Meetings Meals	700,000.00
4812 · Event Presenta Sales Revenue	1,100,000.00	6833 · Event-staff Event day Travel	3,000,000.00
4821 · Event Display Sales Revenue	<u>1,400,000.00</u>	6834 · Event-staff Event day Refreshm	500,000.00
		6835 · Event-staff Event day Accomodate	4,000,000.00
		6836 · Event-staff Event day Meals	2,250,000.00
		6857 · Event-staff Attire	600,000.00
		6860 · Event-Guest Event day Hospitalit	1,400,000.00
		7211 · Office Supplies - Consumables	400,000.00
		7214 · Telephone/Fax/Communications	1,500,000.00
		7216 · Awards, Gifts	200,000.00
		7411 · Printing (Bound publications)	3,500,000.00
		7421 · Printing (Publicity-type)	400,000.00
		7431 · Printing (Consumables)	1,000,000.00
		7451 · Promotion-related Non-print	500,000.00
		7511 · Conf Bags	0.00
		7521 · Badge-holders	500,000.00
		7531 · Signs & Banners	600,000.00
		7811 · Meetings Facilities (room)	300,000.00
		7861 · Conference Facilities	14,000,000.00
		7862 · Conference Equipment	<u>7,000,000.00</u>
<b>Total Income:</b>	<b>51,360,000.00</b>	<b>Total Expense:</b>	<b>63,650,000.00</b>

National Conference			
Income		Expense	
4731 · Print Advertising Revenue	300,000.00	6313 · Speaker Travel	600,000.00
4801 · Event Admiss Sales Prereg Mem	450,000.00	6315 · Speaker Accommodations	250,000.00
4802 · Event Admiss Sales Prereg Presn	450,000.00	6316 · Speaker Meals	50,000.00
4803 · Event Admiss Sales Prereg NonMm	500,000.00	6318 · Speaker Other Cost – Reimb	50,000.00
4806 · Event Admiss Sales OnSite Mem	200,000.00	6834 · Event-staff Eventday Refreshm	100,000.00
4807 · Event Admiss Sales OnSite NonMe	300,000.00	6836 · Event-staff Eventday Meals	175,000.00
4808 · Event Admiss Sales OnSite Stud	20,000.00	7211 · Office Supplies - Consumables	50,000.00
4821 · Event Display Sales Revenue	<u>300,000.00</u>	7212 · Photocopies and minor printing	50,000.00
		7213 · Postage & Shipping	20,000.00
		7216 · Awards, Gifts	50,000.00
		7411 · Printing (Bound publications)	750,000.00
		7421 · Printing (Publicity-type)	100,000.00
		7521 · Badge-holders	100,000.00
		7531 · Signs & Banners	150,000.00
		7861 · Conference Facilities	<u>1,000,000.00</u>
<b>Total Income:</b>	<b>2,520,000.00</b>	<b>Total Expense:</b>	<b>3,495,000.00</b>

Annual Business Meeting	
<b>Expense</b>	
7211 · Office Supplies - Consumables	50,000.00
<b>Total</b>	<b>50,000.00</b>
Chapter Presidents Meeting	
<b>Expense</b>	
6613 · Meetings Travel	1,000,000.00
6614 · Meetings Refreshments	150,000.00
7212 · Photocopies and minor printing	30,000.00
<b>Total</b>	<b>1,180,000.00</b>

Leadership Retreat	
<b>Expense</b>	
6833 · Event-staff Event day Travel	1,750,000.00
6614 · Meetings Refreshments	150,000.00
6835 · Event-staff Event day Accommodate	375,000.00
7211 · Office Supplies - Consumables	30,000.00
<b>Total</b>	<b>2,305,000.00</b>

Next National Conference (2021)	
<b>Expense</b>	
6111 · Leaders Discretionary Funds	100,000.00
6112 · Leaders Domestic Travel	50,000.00
7861 · Conference Facilities	1,500,000.00
<b>Total</b>	<b>1,650,000.00</b>

Next International Conference (2021)	
<b>Expense</b>	
6111 · Leaders Discretionary Funds	250,000.00
6112 · Leaders Domestic Travel	50,000.00
7861 · Conference Facilities	2,000,000.00
<b>Total</b>	<b>2,300,000.00</b>

## National Committees

Teacher of the Year	
<b>Expense</b>	
5611 · Committee Grants - General	500,000.00
6111 · Leaders Discretionary Funds	250,000.00
<b>Total</b>	<b>750,000.00</b>

Employment Center	
<b>Expense</b>	
6111 · Leaders Discretionary Funds	75,000.00
<b>Total</b>	<b>75,000.00</b>

Financial Affairs	
<b>Expense</b>	
6111 · Leaders Discretionary Funds	50,000.00
6613 · Meetings Travel	350,000.00
6614 Meetings Refreshments	70,000.00
<b>Total</b>	<b>470,000.00</b>

International Outreach	
<b>Expense</b>	
5611 · Committee Grants - General	6,000,000.00
6111 · Leaders Discretionary Funds	200,000.00
6860 · Event-Guest Event day Hospitality	1,500,000.00
7213 · Postage & Shipping	100,000.00
<b>Total</b>	<b>7,800,000.00</b>

KTT	
<b>Expense</b>	
6111 · Leaders Discretionary Funds	100,000.00
<b>Total</b>	<b>100,000.00</b>

Membership	
<b>Income</b>	
4711 · Gross Sales KOTESOL Items	100,000.00
<b>Total Income</b>	<b>100,000.00</b>

<b>Expense</b>	
5612 · Expense KOTESOL Items	1,500,000.00
5711 · Special Event Grants - Internal	800,000.00
6111 · Leaders Discretionary Funds	275,000.00
7211 · Office Supplies - Consumables	25,000.00
7213 · Postage & Shipping	100,000.00
7421 · Printing (Publicity-type)	160,000.00
7441 · Printing-related Materials	100,000.00
7451 · Promotion-related Non-print	1,200,000.00
<b>Total Expense</b>	<b>4,160,000.00</b>

Publications	
<b>Expense</b>	
6111 · Leaders Discretionary Funds	225,000.00
<b>Total</b>	<b>225,000.00</b>

Publications (Journal)	
<b>Expense</b>	
7213 · Postage & Shipping	1,000,000.00
7411 · Printing (Bound publications)	7,600,000.00
<b>Total</b>	<b>8,600,000.00</b>

Publications (Proceedings)	
<b>Expense</b>	
7411 · Printing (Publishing)	1,200,000.00
<b>Total</b>	<b>1,200,000.00</b>

Publications (TEC)	
<b>Expense</b>	
7213 · Postage & Shipping	3,400,000.00
7411 · Printing (Bound publications)	9,000,000.00
<b>Total</b>	<b>12,400,000.00</b>

Publicity	
<b>Expense</b>	
6111 · Leaders Discretionary Funds	100,000.00
6112 · Leaders Domestic Travel	300,000.00
7421 · Printing (Publicity-type)	800,000.00
7451 · Promotion-related Non-print	1,000,000.00
<b>Total</b>	<b>2,200,000.00</b>

Research	
<b>Expense</b>	
5611 · Committee Grants - General	600,000.00
6111 · Leaders Discretionary Funds	175,000.00
6614 · Meetings Refreshments	75,000.00
<b>Total</b>	<b>850,000.00</b>

Technology	
<b>Expense</b>	
6111 · Leaders Discretionary Funds	250,000.00
8211 · Consultancy - Prof Services	15,000,000.00
<b>Total</b>	<b>15,250,000.00</b>

Nominations and Elections	
<b>Expense</b>	
6111 · Leaders Discretionary Funds	50,000.00
7212 · Photocopies and minor printing	30,000.00
8111 · External Services - Webhosting	80,000.00
<b>Total</b>	<b>160,000.00</b>

Diversity Committee	
<b>Expense</b>	
6111 · Leaders Discretionary Funds	100,000.00
6112 · Leaders Domestic Travel	200,000.00
<b>Total</b>	<b>300,000.00</b>

## National Council

President	
<b>Expense</b>	
6111 · Leaders Discretionary Funds	850,000.00
6860 · Event-Guest Event day Hospitality	1,000,000.00
<b>Total</b>	<b>1,850,000.00</b>
2 <sup>nd</sup> VP	
<b>Expense</b>	
5511 · SIG Grants - General	1,000,000.00
6111 · Leaders Discretionary Funds	300,000.00
<b>Total</b>	<b>1,300,000.00</b>
Treasurer	
<b>Expense</b>	
6111 · Leaders Discretionary Funds	175,000.00
8211 · Consultancy - Prof Services	700,000.00
7211 · Office Supplies - Consumables	500,000.00
<b>Total</b>	<b>875,000.00</b>
Council	
<b>Expense</b>	
6613 · Meetings Travel	3,000,000.00
<b>Total</b>	<b>3,000,000.00</b>

1 <sup>st</sup> VP	
<b>Expense</b>	
5611 · Committee Grants - General	450,000.00
6111 · Leaders Discretionary Funds	150,000.00
6112 · Leaders Domestic Travel	150,000.00
<b>Total</b>	<b>750,000.00</b>
Secretary	
<b>Expense</b>	
6111 · Leaders Discretionary Funds	75,000.00
<b>Total</b>	<b>75,000.00</b>
OP Liaison	
<b>Expense</b>	
6111 · Leaders Discretionary Funds	100,000.00
6112 · Leaders Domestic Travel	250,000.00
7213 · Postage & Shipping	50,000.00
<b>Total</b>	<b>400,000.00</b>
Immediate Past President	
<b>Expense</b>	
6111 · Leaders Discretionary Funds	150,000.00
7531 · Signs & Banners	100,000.00
<b>Total</b>	<b>250,000.00</b>

Uncategorized National			
<b>Income (National – other)</b>		<b>Expense (National – other)</b>	
4111 · Member Dues - Individual	12,000,000.00	5111 · Chapter Dues Share	10,000,000.00
4121 · Member Dues - International	4,000,000.00	6112 · Leaders Domestic Travel	500,000.00
4131 · Member Dues -Lifetime	1,000,000.00	7211 · Office Supplies - Consumables	35,000.00
4221 · OP Dues - Assoc	3,000,000.00	7212 · Photocopies and minor printing	200,000.00
4241 · OP Dues - Educa Assoc	1,500,000.00	7213 · Postage & Shipping	25,000.00
4411 · Revenue Invest - General	50,000.00	7216 · Awards, Gifts	500,000.00
4711 · Gross Sales KOTESOL Items	100,000.00	7311 · Affiliate Dues	500,000.00
4731 · Print Advertising Revenue	250,000.00	8211 · Consultancy - Prof Services	250,000.00
4735 · Web Advertising Revenue	500,000.00	8501 · Refund Membership	100,000.00
<b>Total</b>	<b>22,400,000.00</b>	8502 · Refund Event Admiss	100,000.00
		8510 · Refund Other	100,000.00
		8711 · Bank Transfer Fees	300,000.00
		<b>Total</b>	<b>12,610,000.00</b>