

### Analysis – Revenue and Expense Increases: 2012-13 to 2022-23 (budget)

The Association is financed primarily by Member Dues, regular member dues has been set at \$12 per year since the Association was founded in the 1970's. Although dues have not increased, the expenses of running and maintaining the Association certainly have risen dramatically.

Revenue and Expense Increases			
	2013-14 Actual	2022-23 Budgeted	% Change
Revenue: Dues	\$ 44,000.00	\$ 52,500.00	16.19%
			membership increase
Expense:			
Rent	730.00	3,400.00	78.53%
Luncheon Meals	21,700.00	23,000.00	5.65%
Printing (Newsletter)	6,900.00	14,900.00	53.69%
Postage (Newsletter)	3,200.00	7,000.00	54.29%

We are in early discussions of inventorying the documents in the Rental facility to determine if scanning and maintaining them digitally (utilizing Cloud technology for backup) would be effective and allow us to utilize less expensive rental facilities (this one is extremely secure and climate controlled).

We are also in discussions to reduce printing costs, including:

- Less expensive paper/format

- Utilizing advertising to subsidize printing (and mailing) costs

- Beginning a campaign to migrate more members to electronic version of the newsletter

Luncheons is another area where we have various elements to consider:

- Price of meals and facilities are going up

- These events are considered a critical element of our Association

We have discussed the idea of increasing the annual dues for a member from \$12 to \$24. As the matrix of other 1937 Act Retiree Associations show (separate document), our dues would be in the middle of the pack.