

	A	B	C	D	E	F
1		2001 Budget	2001 Proj. Year-end	2002 Budget	2002 BUDGET NOTES	
2	REVENUE					
3	Memberships and Fees					
4	Voting member-renewals	\$381,940	\$376,000	\$342,100		
5	Voting members new	\$30,000	\$11,800	\$27,000		
6	IS Forum	\$32,500	\$15,920	\$46,000		
7	Subtotal	\$444,440	\$403,720	\$415,100		
8						
9						
10	Publishing/NISO Press					
11	Sales: Standards/ISQ/books	\$27,000	\$25,000	\$25,000		
12	Royalties & licensing	\$15,000	\$24,000	\$25,000		
13	Subtotal	\$42,000	\$49,000	\$50,000		
14						
15	Gross Publishing Revenue	\$42,000	\$49,000	\$50,000		
16	Cost of Goods Sold	\$5,040	\$5,880	\$6,000		
17	Net Publishing Revenue	\$36,960	\$43,120	\$44,000		
18						
19	Other Revenue					
20	Unearned income	\$24,000	\$38,000	\$30,000	Investment income	
21	Restricted grants	\$44,000	\$44,000	\$32,000	NCLIS and other funding sources	
22	Workshops/Conferences	\$10,000	\$6,500	\$15,000		
23	Ebook or other Conference	\$156,000	\$41,500	\$0		
24	Other Revenue	\$1,000	\$50	\$500		
25	Subtotal	\$235,000	\$130,050	\$77,500		
26						
27	TOTAL REVENUE	\$716,400	\$576,890	\$536,600		

	A	B	C	D	E	F
28	EXPENSES					
29	General & Administrative	Y2001 Budget	2001 Proj. Year-end	2002 BUDGET	NOTES	
30	Salaries	\$151,000	\$149,000	\$165,000	3 FT staff: ED, Asst. to the ED, Program officer	
31	Contractual Services	\$5,000	\$2,500	\$5,250	Office network maintenance	
32	Medical/Health Insurance	\$9,000	\$8,000	\$12,000		
33	Retirement annuity	\$9,866	\$9,100	\$11,554		
34	Depreciation	\$4,000	\$4,000	\$3,000		
35	Telecommunications	\$8,000	\$8,000	\$8,500		
36	Insurance	\$3,700	\$4,000	\$4,200		
37	Benefits	\$10,500	\$10,500	\$12,650		
38	Legal and accounting	\$12,400	\$9,500	\$10,500		
39	Office expense	\$12,500	\$12,000	\$12,500		
40	Equipment maintenance	\$1,000	\$1,000	\$1,200		
41	Membership & training	\$1,500	\$1,500	\$3,200		
42	Postage & delivery	\$1,400	\$1,800	\$1,600		
43	Rent & parking	\$36,000	\$36,000	\$37,000		
44	Furnishings & equipment	\$12,000	\$1,500	\$0		
45	Other	\$1,000	\$500	\$1,000		
46	TOTAL	\$278,866	\$258,900	\$289,154		
47						
48	NISO Press					
49	Contractual Services	\$25,000	\$10,000	\$15,000	Editorial and production for 3 booklets, 4 standards	
50	Fulfillment services	\$21,000	\$21,000	\$20,000	Eliminate fulfillment of paper by Nov. 1, 2002.	
51	Postage	\$3,000	\$2,200	\$1,500		
52	Supplies	\$300	\$150	\$150		
53	Administrative fees	\$150	\$0	\$0		
54	Promotion expense	\$12,000	\$3,000	\$2,000	Advertising	
55	ISQ	\$12,000	\$13,000	\$15,000	Editorial and production	
56	Reserve for bad inventory	\$900	\$0	\$500		
57	Allowance for bad debt	\$800	\$250	\$500		
58						
59	TOTAL	\$75,150	\$49,600	\$54,650		

	A	B	C	D	E	F
60						
61	Standards Development & Assessment					
62	Domestic	Y2001 Budget	2001 Proj. Year-end	2002 BUDGET		
63	Travel	\$10,000	\$7,500	\$10,000	2 SDC meetings in 2002	
64	Standards committees	\$85,000	\$58,000	\$65,000		
65	ANSI membership	\$4,000	\$4,910	\$5,000		
66	Standards initiatives	\$2,000	\$0	\$2,000	World Standards Day	
67	Workshops	\$40,000	\$51,087	\$15,000	3 Workshops @ \$5000 each	
68	Other	\$1,500	\$500	\$1,500		
69	Subtotal	\$142,500	\$121,997	\$98,500		
70						
71	International					
72	ANSI-ISO participation fee	\$19,000	\$17,620	\$19,000		
73	Representation	\$12,000	\$8,000	\$8,000		
74	Duplicating	\$500	\$100	\$250		
75	Postage & delivery	\$500	\$100	\$500		
76	Communications	\$2,500	\$500	\$2,500	SC4 website maintenance, document production	
77	Other	\$500	\$500	\$500		
78	Subtotal	\$35,000	\$26,820	\$30,750		
79						
80	TOTAL	\$177,500	\$148,817	\$129,250		
81						
82	Governance and Membership					
83	Governance					
84	Travel	\$6,000	\$1,800	\$6,000	3 BOD meetings	
85	Annual Meeting & Retreat	\$1,000	\$850	\$8,000		
86	Contractual services	\$1,200	\$0	\$2,000		
87	Other	\$1,000	\$1,500	\$1,000		
88	Subtotal	\$9,200	\$4,150	\$17,000		
89						
90	Membership Services					
91	Travel-Staff	\$20,000	\$16,000	\$20,000		
92	Exhibit & Printing	\$3,500	\$2,500	\$3,500		
93	Standards Dissemination	\$8,000	\$6,200	\$0	Payment to Techstreet for free pdf is eliminated in 2002	
94	Contractual Services	\$45,000	\$30,000	\$48,000	Membership recruitment, communications	
95	Website Maintenance		\$8,000	\$12,000		
96	Subtotal	\$76,500	\$54,700	\$71,500		
97						

	A	B	C	D	E	F
98	Organizational Development	2001 Budget	2001 Proj. Year-end	2002 BUDGET		
99	Contractual Services	\$69,000	\$66,000	\$72,000	Consultant to identify funding and collaborative opportunities	
100	Travel	\$10,000	\$10,000	\$8,000		
101	Postage & delivery	\$500	\$150	\$750		
102	Library Standards Alliance	\$2,500	\$0	\$5,000		
103	Communications/Printing	\$20,000	\$10,500	\$6,000	Development and production of print materials	
104	Meetings	\$0	\$0	\$3,000		
105	Other	\$3,500	\$2,000	\$2,000		
106	Subtotal	\$105,500	\$88,650	\$96,750		
107						
108	Ebook/Other Conference					
109	Management	\$25,000	\$29,652			
110	Reception	\$48,750	\$12,500			
111	Registrations	\$12,000	\$2,400			
112	Other	\$5,000	\$2,000			
113	Subtotal	\$90,750	\$46,552	\$0		
114						
115						
116	TOTAL	\$281,950	\$194,052	\$185,250		
117						
118	GRAND TOTAL EXPENSES	\$813,466	\$651,369	\$658,304		
119						
120	TOTAL REVENUE	\$716,400	\$576,890	\$536,600		
121	SURPLUS/(DEFICIT)	-\$97,066	-\$74,479	-\$121,704		
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