

	A	B	C	D	E
1		2001 Year-end	2002 Budget	2002 Projected Year-end	NOTES
2	REVENUE				
3	Memberships and Fees				
4	Voting member-renewals	\$367,740	\$342,100	\$320,000	
5	Voting members new	\$11,800	\$27,000	\$15,000	
6	LS Alliance	\$15,920	\$46,000	\$20,000	Renewals and new LSA members
7	Subtotal	\$395,460	\$415,100	\$355,000	
8					
9	Publishing/NISO Press				
10	Sales: Standards/ISQ/books	\$30,595	\$25,000		
11	Royalties & licensing	\$22,421	\$25,000		
12	Subtotal	\$53,016	\$50,000		
13					
14	Gross Publishing Revenue	\$53,016	\$50,000		
15	Cost of Goods Sold	\$4,796	\$6,000		
16	Net Publishing Revenue	\$48,220	\$44,000	\$44,000	
17					
18	Other Revenue				
19	Unearned income	\$29,983	\$30,000	\$30,000	Investment income
20	Restricted grants	\$44,000	\$32,000	\$60,000	NCLIS, thesaurus project funding, DLF, Sheridan Press, other funding sources
21	Workshops/Conferences	\$6,440	\$15,000	\$7,500	
22	Ebook or other Conference	\$46,000	\$0	\$0	
23	Other Revenue	\$10	\$500	\$1,500	
24	Subtotal	\$126,433	\$77,500	\$99,000	
25					
26	TOTAL REVENUE	\$570,113	\$536,600	\$498,000	

	A	B	C	D	E
27	EXPENSES				
28	General & Administrative	2001 Year-end	2002 BUDGET	2002 Projected Year-end	NOTES
29	Salaries	\$149,000	\$165,000	\$158,000	3 staff: ED, Asst. to the ED; PT Program officer
30	Contractual Services	\$721	\$5,250	\$5,250	Office network maintenance
31	Medical/Health Insurance	\$6,930	\$12,000	\$12,000	
32	Retirement annuity	\$9,100	\$11,554	\$11,554	
33	Depreciation	\$4,000	\$3,000	\$3,000	
34	Telecommunications	\$8,000	\$8,500	\$8,500	
35	Insurance	\$4,000	\$4,200	\$4,200	
36	Benefits	\$10,500	\$12,650	\$12,650	
37	Legal and accounting	\$9,500	\$10,500	\$10,500	
38	Office expense	\$12,000	\$12,500	\$12,500	
39	Equipment maintenance	\$1,000	\$1,200	\$1,200	
40	Membership & training	\$1,500	\$3,200	\$3,200	
41	Postage & delivery	\$1,800	\$1,600	\$1,600	
42	Rent & parking	\$36,000	\$37,000	\$37,000	\$3068/month
43	Furnishings & equipment	\$1,500	\$0	\$5,000	Replacement of server, purchase of new computer
44	Other	\$500	\$1,000	\$1,000	
45	TOTAL	\$256,051	\$289,154	\$287,154	
46					
47	NISO Press				
48	Contractual Services	\$10,000	\$15,000	\$15,000	Editorial and production for 3 booklets, 4 standards
49	Fulfillment services	\$21,000	\$20,000	\$18,000	
50	Postage	\$2,200	\$1,500	\$1,200	
51	Supplies	\$150	\$150	\$150	
52	Administrative fees	\$0	\$0	\$0	
53	Promotion expense	\$3,000	\$2,000	\$2,000	Advertising
54	ISQ	\$13,000	\$15,000	\$15,000	Editorial and production
55	Reserve for bad inventory	\$0	\$500	\$500	
56	Allowance for bad debt	\$250	\$500	\$500	
57					
58	TOTAL	\$49,600	\$54,650	\$52,350	
59					

	A	B	C	D	E
60	Standards Development & Assessment				
61	Domestic	2001 Year-end	2002 BUDGET	2002 Projected Year-end	
62	Travel	\$6,244	\$10,000	\$10,000	2 SDC meetings in 2002
63	Standards committees	\$56,648	\$65,000	\$55,000	
64	ANSI membership	\$4,910	\$5,000	\$5,000	
65	Standards initiatives	\$0	\$2,000	\$0	
66	Workshops	\$71,987	\$15,000	\$7,500	3 Workshops
67	Thesaurus Standard: Revision			\$40,000	
68	Other	\$0	\$1,500	\$1,500	
69	Subtotal	\$139,789	\$98,500	\$119,000	
70					
71	International				
72	ANSI-ISO participation fee	\$17,620	\$19,000	\$19,000	
73	Representation	\$9,040	\$8,000	\$8,000	
74	Duplicating	\$0	\$250	\$250	
75	Postage & delivery	\$100	\$500	\$500	
76	Communications	\$398	\$2,500	\$2,500	SC4 website maintenance, document production
77	Other	\$231	\$500	\$500	
78	Subtotal	\$27,389	\$30,750	\$25,000	
79					
80	TOTAL	\$167,178	\$129,250	\$144,000	
81					
82	Governance and Membership				
83	Governance				
84	Travel	\$1,849	\$6,000	\$3,000	4 BOD meetings
85	Annual Meeting & Retreat	\$828	\$8,000	\$20,000	
86	Contractual services	\$0	\$2,000	\$0	
87	Other	\$1,671	\$1,000	\$3,000	
88	Subtotal	\$4,348	\$17,000	\$26,000	
89					
90	Membership Services				
91	Travel-Staff	\$9,245	\$20,000	\$18,000	
92	Exhibit & Printing	\$2,311	\$3,500	\$0	
93	Standards Dissemination	\$5,214	\$0	\$0	Payment to Techstreet for free pdf is eliminated in 2002
94	Contractual Services	\$32,198	\$48,000	\$25,000	Membership recruitment, communications
95	Website Maintenance	\$8,000	\$12,000	\$6,500	
96	Subtotal	\$48,968	\$71,500	\$43,000	
97					

	A	B	C	D	E
98	Organizational Development	2001 Year-end	2002 BUDGET	2002 Projected Year-end	
99	Contractual Services	\$68,243	\$72,000	\$40,000	Consultant to identify funding and collaborative opportunities
100	Travel	\$11,825	\$8,000	\$4,000	
101	Postage/delivery/printing	\$15,032	\$750	\$500	
102	LS Alliance	\$0	\$5,000	\$2,000	
103	Communications	\$12,793	\$6,000	\$6,000	Development and production of print materials
104	Meetings	\$0	\$3,000	\$1,500	
105	Other	\$2,595	\$2,000	\$2,000	
106	Subtotal	\$110,488	\$96,750	\$56,000	
107					
108	Ebook/Other Conference				
109	Management	\$10,070			
110	Reception	\$0			
111	Registrations	\$0			
112	Other	\$16,352			
113	Subtotal	\$26,422	\$0	\$0	
114					
115					
116	TOTAL	\$190,226	\$185,250	\$125,000	
117					
118	GRAND TOTAL EXPENSES	\$663,055	\$658,304	\$608,504	
119					
120	TOTAL REVENUE	\$570,113	\$536,600	\$498,000	
121	SURPLUS/(DEFICIT)	-\$92,942	-\$121,704	-\$110,504	
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