



ICMA Budget 2007

	2004 actuals	2005 actuals	2006 budget	2007 proposed budget
Membership revenue:				
01.01. membership fees	€ 251,940	€ 242,160	€ 242,560	€ 245,685
01.04. budget extension	€ 0	€ 0	€ 0	€ 0
01.05. entrance fees ICMA	€ 5,950	€ 2,000	€ 2,000	€ 2,000
Total membership revenue	€ 257,890	€ 244,160	€ 244,560	€ 247,685
Ad Exchange revenue:				
01.03. system usage fees	€ 58,476	€ 50,479	€ 0	€ 0
01.06. entrance fees FAPCOM	€ 2,000	€ 0	€ 0	€ 0
01.02. installation/licence fees	€ 57,660	€ 54,472	€ 56,715	€ 44,980
Phoenix entrance fee		€ 0	€ 1,500	€ 4,000
Phoenix print ads tax		€ 0	€ 52,000	€ 28,000
Phoenix network ads tax		€ 951	€ 15,000	€ 8,000
NANI incoming ads		€ 1,880	€ 7,500	€ 3,000
NANI outgoing ads			€ 1,500	€ 0
German ad exchange fees				€ 0
Total ad exchange revenue	€ 118,136	€ 107,782	€ 134,215	€ 87,980
Events revenue:				
General Meeting fees	€ 77,849	€ 101,422	€ 95,000	€ 145,220
other events				€ 34,915
Total events revenue	€ 77,849	€ 101,422	€ 95,000	€ 180,135
Other revenues:				
01.07. currency translation differences	(€ 42)	-€ 427	€ 0	€ 0
01.08. penalties	(€ 1)	€ 0	€ 250	€ 500
01.09. deposit interest	€ 2,986	€ 3,227	€ 3,000	€ 3,000
01.10. other assets/liabilities	(€ 586)	-€ 3,450	€ 3,000	€ 3,000
VAT refund		€ 15,902	€ 18,000	€ 0
Total other revenue	€ 2,357	€ 15,252	€ 24,250	€ 6,500
TOTAL REVENUE	€ 456,232	€ 468,616	€ 498,025	€ 522,300
Running costs:				
02.01. total personnel costs	€ 172,841	€ 182,390	€ 180,265	€ 192,037
02.02. rent/electricity	€ 15,617	€ 14,584	€ 16,200	€ 16,276
02.03. general travel costs	€ 3,229	€ 1,764	€ 5,000	€ 2,750
02.04. general travel expenses	€ 2,283	€ 452	€ 2,000	€ 1,000
02.06. comm. meeting travel costs	€ 1,573	€ 417	€ 1,250	€ 1,250
02.07. accountant	€ 26,625	€ 28,178	€ 23,360	€ 12,350
02.08. salary administration	€ 1,414	€ 1,488	€ 1,800	€ 900
02.09. office supplies	€ 6,140	€ 6,974	€ 4,000	€ 4,500
02.10. computer maintenance	€ 4,737	€ 14,265	€ 15,380	€ 9,450
02.11. telephone/fax	€ 6,014	€ 6,553	€ 5,616	€ 4,812
02.12. postage/printed matter	€ 13,661	€ 3,982	€ 4,205	€ 4,641



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02.13. insurance	€ 469	€ 736	€ 700	€ 900
02.15. legal advice	€ 827	€ 0	€ 3,000	€ 2,000
02.16. bank charges	€ 2,463	€ 1,881	€ 4,000	€ 4,000
02.17. business gifts	€ 806	€ 2,175	€ 500	€ 500
02.18. representation costs	€ 1,030	€ 864	€ 950	€ 500
02.19. depreciation (capital expenditure)	€ 3,440	€ 3,277	€ 6,000	€ 3,940
02.21. office maintenance	€ 237	€ 359	€ 1,500	€ 1,000
02.22. dictionaries & subscriptions	€ 447	€ 1,099	€ 500	€ 250
02.23. staff training	€ 919	€ 120	€ 1,000	€ 500
07.04. committee/other meeting costs	€ 6,176	€ 4,877	€ 5,000	€ 6,000
07.05. reimbursement Committee travel	€ 10,501	€ 3,612	€ 15,000	€ 8,000
07.06. webhosting			€ 3,150	€ 3,000
07.01. marketing	€ 4,699	€ 7,831	€ 20,000	€ 14,886
04.05. homepage/internet research	€ 2,825	€ 3,579	€ 1,500	€ 0
Total running costs	€ 288,973	€ 291,457	€ 321,876	€ 295,442
Events costs				
07.03. GM speakers, equipment & extras	€ 76,725	€ 96,911	€ 94,000	€ 128,635
GM travel costs	€ 5,591	€ 6,289	€ 4,000	€ 1,150
GM travel expenses	€ 5,242	€ 4,567	€ 7,000	€ 5,000
other events				€ 23,950
Total events costs	€ 87,558	€ 107,767	€ 105,000	€ 158,735
Development:				
04.00. new projects	€ 24,480	€ 22,758	€ 16,000	€ 16,000
Total development	€ 24,480	€ 22,758	€ 16,000	€ 16,000
Ad Exchange running costs				
05.01. communication costs FAPHOST	€ 3,397	€ 1,680	€ 0	€ 0
05.02. maintenance/insurance host	€ 153	€ 150	€ 0	€ 0
05.03. hardware/software upgrades	€ 0	€ 0	€ 0	€ 0
05.04. ICMA related admin by InfraSoft	€ 1,630	€ 1,427	€ 0	€ 0
05.06. host operation service charge	€ 16,511	€ 16,759	€ 2,833	€ 0
03.01. rcc support fees	€ 4,087	€ 4,486	€ 4,000	€ 4,000
03.02. direct support by InfraSoft	€ 11,342	€ 10,342	€ 750	€ 0
PHOENIX hosting			€ 7,500	€ 12,000
PHOENIX support			€ 12,000	€ 12,000
PHOENIX training			€ 3,000	€ 2,000
PHOENIX marketing			€ 0	€ 2,000
PHOENIX Joshua tax			€ 0	€ 15,000
PHOENIX development			€ 25,000	€ 5,000
Total Ad Exchange costs	€ 37,120	€ 34,844	€ 55,083	€ 52,000
TOTAL EXPENSES	€ 438,131	€ 456,826	€ 497,959	€ 522,177
SURPLUS / (DEFICIT)	€ 18,101	€ 11,790	€ 66	€ 123



Assumptions for the proposed 2007 budget

	2006 budget	2007 proposed budget
Members	58	55
Membership Fee	€ 3,900	€ 3,995
Associate members	2	2
Associate member fee	€ 2,000	€ 2,000
New members at full rate	2	4
ICMA entrance fee	€ 500	€ 500
New members at half year rate	2	4
Half year rate	€ 2,280	2,495
Number of NANI European ads received	7	
Number of NANI int'l ads received	5	
Number of NANI ads sent	5	
Margin on NANI European ads received	€ 500	
Margin on NANI int'l ads received	€ 800	
Margin on NANI ads sent	€ 300	
Number of PHOENIX licence fees		42
New PHOENIX licences	5	2
Cost of PHOENIX licence fee	€ 995	€ 995
Number of new PHOENIX half-year fees		2
Cost of PHOENIX half-year licence fee	€ 600	€ 600
Entrance fee for PHOENIX	€ 1000	€ 1,000
Number of PHOENIX print ads sent	400,000	200,000
Average revenue of a PHOENIX print ad	€ 2.60	€ 6
Number of network PHOENIX ads sent	2500	2000
Average revenue of a PHOENIX network ad	€ 40	€ 30
% ICMA tax on print ads	5%	5%
% ICMA tax on network ads	15%	15%
% Joshua tax on print ads	1%	1%
% Joshua tax on network ads	5%	5%
Floor on ICMA print ads tax	€ 0.13	€ 0.14
Floor on ICMA Network Online ads tax	€ 4	€ 4
Ceiling on ICMA print ads tax	€ 0.25	€ 0.25