



**DEFENDING SOVEREIGNTY SINCE 1944**



# Fiscal Year 2023 Budget

Annual Convention



DEFENDING SOVEREIGNTY  
**SINCE 1944**

## Fiscal Year 2023 Budget

	Revenue	% Revenue/Expense
Revenues		
Grant Revenue	20,040,000.00	85.58%
Contributions	425,000.00	1.81%
Membership Dues Tribal	1,438,500.00	6.14%
Membership Dues Individual	78,750.00	0.34%
Membership Dues Associate Org	5,250.00	0.02%
Sponsorship Fees	450,000.00	1.92%
Registration Fees	710,000.00	3.03%
Exhibitor Fees	110,000.00	0.47%
Meeting Room	5,000.00	0.02%
Interest Income	8,000.00	0.03%
Unrealized Gain on Stock	2,000.00	0.01%
Miscellaneous Income	10,000.00	0.04%
Carriage House Rent	135,000.00	0.58%
<u>Total Revenues</u>	<u>23,417,500.00</u>	<u>100.00%</u>



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Expenses		
Salaries	4,450,000.00	69.70%
Bonus	30,000.00	0.47%
Vacation, Sick, Holiday	400,000.00	6.27%
FICA/Medicare	395,000.00	6.19%
Company 401K	185,000.00	2.90%
Employee Relations	32,500.00	0.51%
Professional Development Staff	32,000.00	0.50%
Group Insurance - Health, Life, WC	860,000.00	13.47%
<u>Total Personnel</u>	<u>6,384,500.00</u>	100.00%
Occupancy		
Property Tax	110,000.00	54.46%
Utilities	48,500.00	24.01%
Business Insurance	28,500.00	14.11%
Building Insurance	4,000.00	1.98%
Offsite Storage	11,000.00	5.45%
<u>Total Occupancy</u>	<u>202,000.00</u>	100.00%



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Professional Fees		
Relocation Expenses	4,500.00	0.03%
Audit Fees	150,000.00	0.99%
Professional Fees Accounting	70,000.00	0.46%
Legal Fees	125,000.00	0.82%
Consultants	1,200,000.00	7.89%
Sub-Grants	13,650,000.00	89.81%
<u>Total Professional Fees</u>	<u>15,199,500.00</u>	100.00%
Travel & Meetings		
Meals and Entertainment	70,000.00	16.67%
Health Scholarship	25,000.00	5.95%
NCAI Youth Ambassador	25,000.00	5.95%
Travel Hotel	125,000.00	29.76%
Travel Hotel - Public Officials	2,500.00	0.60%
Hotel Non-employee	12,500.00	2.98%
Participant Support Costs	12,000.00	2.86%
Employee Airfare	40,000.00	9.52%
Airfare Non-employee	33,000.00	7.86%
Local Transportation	30,000.00	7.14%
Employee Per Diem	45,000.00	10.71%
<u>Total Travel &amp; Meetings</u>	<u>420,000.00</u>	100.00%



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Communications		
Information Technology	65,000.00	33.81%
Telephone Expense Local	45,000.00	23.41%
Off-site Storage	7,250.00	3.77%
Online Services	75,000.00	39.01%
<u>Total Communications</u>	<u>192,250.00</u>	<u>100.00%</u>
Office Administration		
Dues and Subscriptions	62,500.00	13.40%
Computer Equipment	22,750.00	4.88%
Office Supplies	41,000.00	8.79%
Repairs and Maintenance	140,000.00	30.03%
Postage and Delivery	45,000.00	9.65%
Printing Expense	155,000.00	33.24%
<u>Total Office Administration</u>	<u>466,250.00</u>	<u>100.00%</u>



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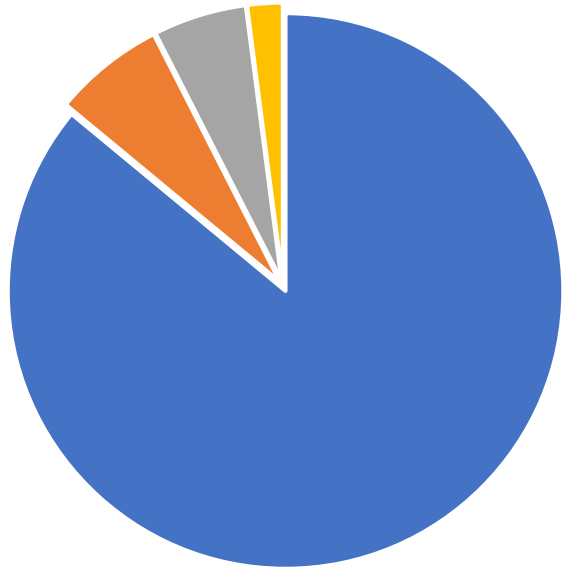
Other		
Other Taxes	30,000.00	5.42%
Credit Card Expense	2,000.00	0.36%
Embassy Mortgage Expense	260,000.00	47.02%
Merchant Fees	70,000.00	12.66%
Bank Charges	7,000.00	1.27%
Payroll & HR Fees	44,000.00	7.96%
Allowable Indirect	975,000.00	176.31%
Allocated Overhead	(975,000.00)	-176.31%
Depreciation	140,000.00	25.32%
<u>Total Other</u>	<u>553,000.00</u>	100.00%
<u>Total Expenses</u>	<u>23,417,500.00</u>	
<u>Revenues</u>	<u>23,417,500.00</u>	
Increase (Decrease) in Net Assets	0.00	



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### Revenue \$23,417,500

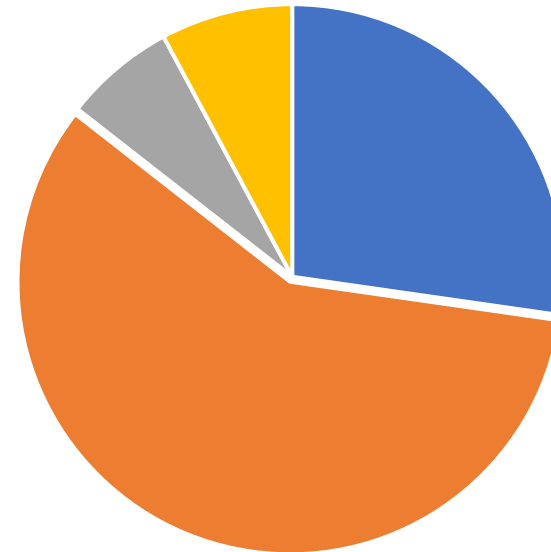
Revenue



■ Grant ■ Member Dues ■ Sponsors/Fees ■ Other

### Expense \$23,417,500

Expenses



■ Personnel ■ Pass Through ■ Professional Fees ■ Operating





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## Business Financial Processes

1. Standardized Reporting
2. Rework Accounts Receivable
3. Restructure General Ledger
  - a. Fund/Grant/Program/Restriction  
Department/General Ledger
  - b. Fund/Location/General Ledger
4. Execute System Attachments
5. Financial Policy Approval
6. SEFA Creation over Budget vs Actual
7. Establish Procurement Thresholds
8. Accounts Payable Workflows
  - a. Adding CFO/Grants – All
9. Budget Processes
10. Cash Handling/Banking



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