

	2025-26 Approved	2025-26 Actual (as of 8/31/26)	2026-27 Approved
REVENUE			
Annual Installation Event			
Annual Installation Event Tickets	\$5,000.00	\$1,200.00	\$5,000.00
Annual Installation Event Sponsors	\$200,000.00	\$461,950.00	\$200,000.00
Membership Dues			
Municipal Dues	\$152,477.00	\$152,477.00	\$152,477.00
Regular Associate Member Dues	\$65,000.00	\$48,300.00	\$65,000.00
Trustee Member Dues	\$83,000.00	\$69,000.00	\$83,000.00
Program Income			
Youth Leadership Prgms (Scholarships)	\$10,000.00	\$2,750.00	\$10,000.00
FLC Breakfast (Gold Coast)	\$1,300.00	\$8,130.00	\$1,300.00
General Membership Meetings	\$16,500.00	\$8,688.50	\$16,500.00
Miscellaneous Income			
Florida League of Cities Stipend	\$95,000.00	\$122,077.00	\$95,000.00
Interest Income	\$9,000.00	\$12,939.15	\$9,000.00
TOTAL REVENUE	\$637,277.00	\$887,511.65	\$637,277.00
EXPENSES			
Salaries and Benefits			
Executive Director Salary	\$160,500.00	\$147,125.00	\$176,550.00
Executive Director Retirement	\$45,100.00	\$45,100.00	\$49,610.00
Executive Director Auto Allowance	\$6,400.00	\$5,866.67	\$6,400.00
Executive Director Cell Phone Allowance	\$1,200.00	\$1,100.00	\$1,200.00
Deputy Executive Director Salary	\$98,000.00	\$89,833.33	\$107,800.00
Deputy Executive Director Retirement	\$30,250.00	\$30,250.00	\$33,275.00
Deputy Executive Director Auto Allowance	\$3,867.00	\$3,544.75	\$3,867.00
Health Insurance	\$40,000.00	\$36,666.67	\$45,000.00
Workers Comp/Unemployment Comp Ins.	\$5,100.00	\$2,086.90	\$6,000.00
Employer Payroll Taxes	\$30,000.00	\$18,127.31	\$35,000.00
Performance Bonus	\$55,000.00	\$55,000.00	\$70,000.00
Staff Development	\$5,000.00	\$0.00	\$5,000.00
Taxes			
Sales/Use & Property Taxes (Copier)	\$850.00	\$212.59	\$850.00
Insurance			
General/Professional Liability & Property	\$14,000.00	\$8,347.60	\$17,000.00
Office Expense			
Bank Charges/Supplies/IPN Charges	\$5,000.00	\$1,209.05	\$5,000.00
Computer Services/Software	\$3,500.00	\$834.29	\$3,500.00
Corporate Fees	\$200.00	\$70.00	\$200.00
Dues & Memberships	\$3,000.00	\$30.00	\$3,000.00
Internet Security/Hosting Expenses	\$1,500.00	\$587.81	\$1,500.00
Miscellaneous	\$5,000.00	\$818.05	\$5,000.00
Office Supplies	\$3,500.00	\$3,444.39	\$4,000.00

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Printing/Copies	\$2,000.00	\$0.00	\$2,000.00
Postage	\$800.00	\$0.00	\$800.00
Subscriptions (Zoom, Constant Contact,Lobbytools)	\$10,000.00	\$6,344.94	\$10,000.00
Telephone	\$1,400.00	\$0.00	\$0.00
Office Equipment			
Equipment Leased	\$7,500.00	\$3,762.60	\$7,500.00
Equipment Purchased	\$3,000.00	\$0.00	\$3,000.00
Communications & Marketing			
Directory	\$3,000.00	\$203.88	\$3,000.00
Membership Promotion	\$4,500.00	\$1,709.54	\$4,500.00
Website Updates	\$3,500.00	\$1,350.00	\$3,500.00
Professional Services			
Accounting	\$5,000.00	\$4,583.33	\$5,000.00
IT Consultant	\$3,000.00	\$0.00	\$3,000.00
Legal	\$0.00	\$0.00	\$0.00
Public Relations Consultant (RFP amount)	\$45,000.00	\$48,780.00	\$48,000.00
Program Expense			
Annual Dinner Expense	\$150,000.00	\$167,330.94	\$150,000.00
President's Initiative	\$12,000.00	\$13,361.11	\$15,000.00
Gold Coast League	\$500.00	\$1,130.76	\$1,000.00
Legislative Workshops (BCC, BCPS, Legislative Delegation)	\$1,000.00	\$0.00	\$1,000.00
Meetings - Board/Strategic Planning	\$4,000.00	\$0.00	\$4,000.00
Meetings - Committee	\$5,000.00	\$3,329.53	\$5,000.00
Meetings - General Membership	\$35,000.00	\$12,918.30	\$30,000.00
Student Scholarship Fund	\$10,000.00	\$9,500.00	\$10,000.00
Professional Development Wkshps.& Misc Mtgs.	\$8,000.00	\$5,000.00	\$8,000.00
Travel			
Seminars Conferences Conventions	\$2,000.00	\$0.00	\$2,000.00
Travel - Legislative	\$57,000.00	\$33,461.81	\$60,000.00
Travel - Officers	\$3,500.00	\$750.00	\$3,500.00
President Auto/Mileage Allowance	\$1,200.00	\$0.00	\$1,200.00
Travel - Staff	\$3,500.00	\$9.00	\$3,500.00
Bad Debt Write Off	\$7,000.00	\$350.00	\$7,000.00
TOTAL EXPENSES	\$905,367.00	\$764,130.15	\$971,252.00
Reserve (Increase/Decrease)	\$268,090.00	\$123,381.50	-\$333,975.00