

To: Executive Committee From: Glenn Hegar, Treasurer

Date: July 31, 2024

Subject: The FY 2025 Budget

I. Commission Budget Process

Each year at a spring meeting, the Executive Committee sets the fee levels for major programs:

- Membership assessments for compact members and sovereignty members,
- Audit fees for Joint Audit Program states, and
- Nexus fees for National Nexus Program states.

At its meeting in May this year the Executive Committee also reviewed and approved the expenditures budget for FY 2025.

The FY 2025 budget as approved at the May Executive Committee meeting is now presented for ratification by the Commission at its annual 2024 business meeting.

II. The FY 2025 Budget

Overall

As has been MTC's practice when presenting a budget for review and approval, the FY 2025 budget has been prepared with the overall budget surplus/deficit set at a "break-even" level. That has been done for the FY 2025 requested budget with an overall surplus of \$259. Having no rent payments for this fiscal year due to the re-negotiation of our lease creates some anomalies in the budget that show a deficit in one part of the budget (general operations) and surpluses elsewhere. Overall, however, the budget is in balance.

The unusual aspects for the FY 2025 budget behind this overall break-even request are:

- A \$363,385 deficit in general operations. That is caused by a shortfall in the membership fee assessment from California of approximately \$375,000 mitigated with FY 2025 rental savings related to a new lease agreement for MTC's DC office.
- A \$195,202 surplus in the Audit Program. That surplus is caused by the benefit of its share of the FY 2025 rental savings (free rent for all of FY 2025) related to a new lease agreement for MTC's DC office.
- A \$168,001 surplus in the Nexus Program. That surplus is primarily the result of its share of the FY 2025 rental savings (free rent for all of FY 2025) related to a new lease agreement for MTC's DC office.

Revenues

The fees of the Multistate Tax Commission are traditionally expenditure driven by and based on the anticipated costs of operating the various programs.

Membership Assessments:

The Multistate Tax Commission was informed by the two California tax agencies which participate in MTC that due to a potential budget deficit it would only be able to pay \$60,000 of Sovereignty membership fees for FY 2025. Therefore, the FY 2025 total membership fee assessments have been requested at \$1,136,850. That amount is \$569,150 less than the approved membership fees for FY 2024. The requested FY 2025 membership fee assessment was derived as follows:

- It would not be possible for those other members states (those other than California) to cover the approximately \$375,000 shortfall. That shortfall is computed as the difference between what California's membership fee otherwise would have been for FY 2025 (\$434,636) and what California is able to pay in FY 2025 (\$60,000) and is shown on page 3 of the Fiscal Year 2025 Budget document.
- To mitigate the effect on these other members states (excluding California) the membership fee of each state for FY 2026 is less than the membership fee assessed for each of those states in FY 2022. Those fees for FY 2022 were budgeted and approved prior to California joining the MTC as Sovereignty member effective October 1, 2021.

Audit Program Fees:

The basic 2-tax audit fee is requested for FY 2025 at \$235,500 versus the FY 2024 approved amount of \$238,400, a decrease of \$2,900 per year. The total requested FY 2025 Audit Program Fees will increase to \$5,720,042 from the FY 2024 approved amount of \$5,561,155. The continued three-year phase-in process of certain participating states allows the total Audit Program fees to increase while at the same time reducing the basic per state Audit Program fee.

Nexus Program Fees:

The total Nexus Program fee for FY 2025 is requested to be set at \$1,026,046 which is a \$19,580 increase over the approved FY 2024 fee and with the fees at the individual state level showing only very little change from the FY 2024 fee amounts. It is projected that the total Nexus Program fee will then remain unchanged for FY 2026.

General Operations Support Surcharge

This 20% surcharge is added to the Joint Audit Program fee and National Nexus Program fee for states which are neither a Compact nor Sovereignty member. This amount is assessed on non-Compact and non-Sovereignty members to support the general operations of the Commission. As such this amount is transferred from either the Audit Program or the Nexus Program to support the General Operations of the Commission. For FY 2025 the general operations support surcharges

total \$270,590 from the Audit Program and total \$77,140 from the Nexus Program. These surcharges help mitigate the need for additional increases in the total Membership fees.

Expenditures

In general, the requested expenditure amounts in the attached requested FY 2025 budget reflect a continuation of current activities.

Important factors related to the FY 2025 expenditures budget are:

- MTC's DC office lease agreement has been renegotiated such that the MTC will be the beneficiary of 15 months of free rent: July 1, 2024, through September 30, 2025. The savings under the renegotiated lease versus the current lease cost for the 12 months of FY 2025 are approximately \$500,000. That lease cost is usually spread between MTC's General Operations, Audit, and Nexus Programs via formula.
- The FY 2025 requested expenditures total is \$8,133,180. That amount is \$361,253 below the total FY 2024 approved expenditures of \$8,494,433, largely from the free DC office rent for all 12 months of FY 2024 as noted above.
- An estimated 5.0% health insurance premium increase over the current premium amount. This estimated percentage increase is considered reasonable and falls within the relevant range of premium increases in the health insurance marketplace.
- No COLA salary adjustment is being requested for FY 2025.
- Audit Program-wide salary adjustments are requested to be made for the Auditor 1, Auditor 2, and Senior Auditor level positions. This needed salary upgrade is being done so that the salaries of these MTC auditor positions remain competitive with the current labor market. This will help ensure the retention and hiring of qualified audit staff. The total amount of this upward adjustment in salaries will be at a cost of approximately \$110,000.
- No additional positions have been added to the FY 2025 budget request. The full-time accounting position has been removed from the budget for FY 2025 and into the future. Accounting functions will now be fulfilled by an accounting services firm.

Staffing levels as budgeted for FY 2025 (1.0 FTE less than FY 2024) are as follows:

| | <u>FTEs</u> |
|--|-------------|
| General Operations (Executive, Legal, Legislative, and Uniformity) | 7.60 |
| Audit Program | 28.42 |
| Training & Education | .09 |
| Nexus Program | 4.48 |

| Administration (Information Technology and General Administration) | <u>6.11</u> |
|--|-------------|
| TOTAL | 46.70 |

Staff time is allocated to and charged to Training & Education as staff perform duties associated with the various schools (Nexus schools, Statistical Sampling schools, etc.). Two in-person schools are included in the requested budget for FY 2025.

III. The FY 2026, FY 2027, and FY 2028 Budget Projections

Revenue Increases

The fee increases (percentages) projected for fiscal years beyond the FY 2025 budget year are:

| Description | FY 2026 | FY 2027 | FY 2028 |
|--------------------------------|-----------|---------|---------|
| Membership Assessments - Total | 50.4% [*] | 5.6% | 3.3% |
| Audit Program Fees – Base Fee | 2.5% | 4.6% | 3.3% |
| Nexus Program Fees - Total | 0.0% | 6.0% | 3.1% |

[*] A substantial portion of this fee increase is related to the anticipated status of California paying its Sovereignty membership fee at an amount in accordance with the formula for Sovereignty membership in effect at that time.

The percentage fee increases in FY 2027 versus FY 2026 are to some extent the effect of nine months paid rent (and three months free rent) for MTC's DC office in FY 2026 followed by a return to twelve months paid rent in FY 2027 for the DC office.

Expenditure Increases

The percentage increases used for each annual expenditure increase shown *beyond* the FY 2025 budget year are:

| Description | FY 2026 | FY 2027 | FY 2028 |
|--------------------------|---------|---------|---------|
| Salaries and Retirement | 2.5% | 2.5% | 2.5% |
| Employee Insurance | 6.0% | 6.0% | 6.0% |
| Other Operating Expenses | 3.0% | 3.0% | 3.0% |

Note that a substantial portion of "Employee Insurance" is group health insurance for which large annual rate increases may occur each year.

Attachment

SUMMARY OF MEMBERSHIP & PROGRAM FEES

General Membership Assessment (Compact & Sovereignty Members)

The general membership assessment (GMA) finances the uniformity, research, legal and administrative support for programs, legislative efforts and both federal and state levels, litigation and amicus curiae support for states, and other activities of the Commission as well as supporting the annual conference.

The total membership assessment is set to cover the above activities and departments. Then the total membership assessment is distributed to the states according to a formula in the Multistate Tax Compact whereby 10 percent of the fees are divided on an equal basis, and 90 percent on the basis of relative shares of certain state and local revenues (as specified in Art. VI, Sec. 4(b) of the Compact). The state and local revenues are determined using information from the U.S. Bureau of the Census.

Joint Audit Program Fees

Overall audit fees are set on a reimbursement basis to cover the costs of operating the program as required by Article VIII of the Multistate Tax Compact. The audit fees support the audit services provided to states through the Joint Audit Program. Overall audit fees are set on a reimbursement basis to cover the costs of operating the program. They are distributed among the states by a schedule approved by the Executive Committee. The distribution of the fees among participating states is based on a long-range schedule of fee changes adopted in May 1991.

States participating in both income and sales tax audits pay a base fee amount that is equal for each state and is based on a cost reimbursement method. States participating in only income or sales tax audits pay an amount equal to 60 percent of the base fee amount for participating in both types of audits. States that are not compact or sovereignty members also pay an additional 20 percent general operations support surcharge. Those participating states which are among the 10 smallest states by population (and the District of Columbia) have their audit fees reduced by 10 percent.

National Nexus Program Fees

Total nexus fees are set to cover the costs of operating the program (the Commission interprets Article VIII of the Compact limiting reimbursement to costs as applying to any of its compliance programs). Nexus fees support the compliance activities of the National Nexus Program. Total nexus fees are set to cover the costs of operating the program. The nexus fees are apportioned among participating states according to a formula whereby 60 percent of the costs are divided on an equal basis, and 40 percent on the basis of relative shares of state tax revenues of participating states (obtained from the Bureau of the Census). States participating in only the income or sales tax aspects of the program pay

FY 2025 Budget 07/31/2024 Page 6

60 percent of the equal share, but otherwise pay the 40 percent component just as those participating in both.

Nexus fees are also capped such that no state pays more than five percent of the total program fees. States that are not compact or sovereignty members also pay an additional 20 percent general operations support surcharge.

Training Fees

Training fees are set on a full cost recovery basis in accordance with the policy set by the Executive Committee.

Multistate Tax Commission

Fiscal Year 2025 Budget



May 2024

Table of Contents

| BUDGET SUMMARY – REVENUES AND EXPENSES | 1 |
|--|----|
| REVENUE / MEMBER ASSESSMENTS – COMPACT & SOVEREIGNTY MEMBER STATES | 2 |
| APPORTIONMENT OF 2023/2024 MEMBERSHIP ASSESSMENTS | 3 |
| AUDIT PROGRAM FEES | 4 |
| NEXUS PROGRAM FEES | 5 |
| REVENUES BY PROGRAM AND BY TYPE | 6 |
| REVENUES – GENERAL OPERATIONS. | 7 |
| REVENUES – AUDIT & NEXUS PROGRAMS. | 8 |
| APPROPRIATED FUND BALANCES – STATEMENT OF CHANGES | 9 |
| RESTRICTED FUND BALANCES – STATEMENT OF CHANGES. | 10 |
| FUND BALANCE SUMMARY | 11 |
| EXPENDITURES SUMMARY - BY PROGRAM AND BY TYPE | 12 |
| EXPENDITURES DETAIL - BY PROGRAM AND TYPE | 13 |
| GENERAL OPERATIONS PROGRAM EXPENDITURES | 14 |
| TRAINING & EDUCATION PROGRAM EXPENDITURES | 15 |
| AUDIT PROGRAM EXPENDITURES | 16 |
| ADMINISTRATIVE SERVICES EXPENDITURES | 17 |

| | BUDGE' | T SUMM | ARY - REV | ENUES A | ND EXPI | ENSES | |
|--|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|---|---|
| | 2022/23 | 2023 | 3/24 | 2024/25 | 2025/26 | 2026/27 | 2027/28 |
| DESCRIPTION- linked | ACTUAL | APPROVED | <u>ESTIMATED</u> | PROPOSED | PROJECTED | PROJECTED | PROJECTED |
| General Operations Program - Revenues - Expenses | 2,119,237 (2,239,744) | 2,195,593 (2,194,563) | 2,294,364 (2,319,957) | 1,692,080 (2,055,465) | 2,275,481 (2,275,283) | 2,388,928 (2,387,320) | 2,461,205 (2,459,574 |
| Surplus/Deficit - General Operation | (120,507) | 1,030 | (25,593) | (363,385) | 198 | 1,608 | 1,631 |
| Training and Education - Revenues - Expenses | 80,010 (80,297) | 42,000 (41,756) | 46,050 (34,934) | 43,000 (42,559) | 43,750 (43,261) | 45,000 (44,879) | 47,200 (46,569 |
| Surplus/Deficit - Training & Education | (287) | 244 | 11,116 | 441 | 489 | 121 | 631 |
| Audit Program - Revenues | 4,936,346 | 5,329,168 | 5,306,937 | 5,449,452 | 5,581,922 | 5,836,328 | 6,027,716 |
| - Expenses | (4,812,442) | (5,327,729) | (4,832,011) | (5,254,250) | (5,581,690) | (5,835,048) | (6,027,300 |
| Surplus/Deficit - Audit | 123,904 | 1,439 | 474,926 | 195,202 | 232 | 1,280 | 416 |
| Nexus Program - Revenues | 886,983 | 930,844 | 930,844 | 948,907 | 948,907 | 1,005,841 | 1,037,023 |
| - Expenses | (905,054) | (930,385) | (865,225) | (780,906) | (939,975) | (1,005,632) | (1,036,845 |
| Surplus/Deficit - Nexus | (18,071) | 459 | 65,619 | 168,001 | 8,932 | 209 | 178 |
| TOTAL OPERATIONS - | | | | | | | |
| - Revenues | 8,022,576 | 8,497,604 | 8,578,195 | 8,133,439 | 8,850,060 | 9,276,097 | 9,573,144 |
| - Expenses | (8,037,537) | (8,494,433) | (8,052,127) | (8,133,180) | (8,840,209) | (9,272,879) | (9,570,288 |
| Surplus/Deficit - Total All Programs | (14,961) | 3,171 | 526,068 | 259 | 9,851 | 3,218 | 2,856 |
| | | | | 2000 | | *************************************** | |
| | | | | | | | *************************************** |

| | | REVENUE | / MEMBERS | SHIP ASSESSM | IENTS - COMP | PACT & SOVER | REIGNTY MEM | IBER STATES |
|----------------------|-----------|-----------|-----------|---|--------------|--|-------------|-------------|
| | 2021/22 | 2022/23 | 202 | 3/24 | 2024/25 | 2025/26 | 2026/27 | 2027/28 |
| | ACTUAL | ACTUAL | APPROVED | ESTIMATED | PROPOSED | PROJECTED | PROJECTED | PROJECTED |
| Alabama | 54,749 | 39,785 | 46,731 | 46,731 | 44,355 | 59,855 | 63,181 | 65,247 |
| Alaska | 7,981 | 7,999 | 8,031 | 8,031 | 7,812 | 10,542 | 11,128 | 11,492 |
| Arkansas | 44,836 | 32,646 | 36,965 | 36,965 | 34,524 | 46,588 | 49,177 | 50,785 |
| California | 414,306 | 547,939 | 559,798 | 559,798 | 60,000 | 256,440 | 270,690 | 279,540 |
| Colorado | 84,612 | 60,586 | 67,827 | 67,827 | 65,164 | 87,936 | 92,822 | 95,857 |
| Delaware | 21,884 | 17,468 | 19,685 | 19,685 | 18,965 | 25,593 | 27,015 | 27,898 |
| District of Columbia | 26,175 | 20,559 | 22,336 | 22,336 | 20,283 | 27,371 | 28,892 | 29,837 |
| Hawaii | 37,080 | 27,718 | 29,699 | 29,699 | 27,110 | 36,584 | 38,617 | 39,879 |
| Idaho | 24,734 | 18,354 | 22,004 | 22,004 | 21,902 | 29,556 | 31,198 | 32,218 |
| Kansas | 46,575 | 33,686 | 36,391 | 36,391 | 35,656 | 48,116 | 50,790 | 52,450 |
| Kentucky | 56,676 | 40,979 | 48,308 | 48,308 | 42,846 | 57,819 | 61,032 | 63,027 |
| Louisiana | 44,885 | 32,435 | 35,840 | 35,840 | 31,739 | 42,830 | 45,210 | 46,688 |
| Michigan | 112,086 | 74,089 | 77,439 | 77,439 | 78,820 | 106,364 | 112,274 | 115,945 |
| Minnesota | 100,146 | 71,124 | 76,177 | 76,177 | 76,888 | 103,758 | 109,524 | 113,104 |
| Missouri | 74,150 | 51,608 | 56,790 | 56,790 | 54,085 | 72,985 | 77,041 | 79,559 |
| Montana | 13,054 | 11,177 | 12,078 | 12,078 | 12,860 | 17,354 | 18,318 | 18,917 |
| New Jersey | 142,361 | 104,408 | 116,211 | 116,211 | 109,367 | 147,585 | 155,786 | 160,879 |
| New Mexico | 28,264 | 24,930 | 27,847 | 27,847 | 23,214 | 31,328 | 33,069 | 34,150 |
| North Dakota | 13,804 | 12,074 | 13,076 | 13,076 | 11,804 | 15,929 | 16,814 | 17,364 |
| Oregon | 53,728 | 40,494 | 42,964 | 42,964 | 46,072 | 62,172 | 65,627 | 67,772 |
| Rhode Island | 18,027 | 14,565 | 15,996 | 15,996 | 15,681 | 21,161 | 22,337 | 23,067 |
| Texas | 222,475 | 154,177 | 178,340 | 178,340 | 148,369 | 200,217 | 211,343 | 218,252 |
| Utah | 42,481 | 35,538 | 37,300 | 37,300 | 42,255 | 57,020 | 60,189 | 62,156 |
| Vermont | 0 | 10,670 | 11,449 | 11,449 | 12,179 | 16,435 | 17,348 | 17,915 |
| Washington | 104,196 | 74,544 | 87,355 | 87,355 | 76,299 | 102,962 | 108,683 | 112,237 |
| West Virginia | 22,507 | 18,265 | 19,364 | 19,364 | 18,601 | 25,100 | 26,495 | 27,361 |
| TOTAL | 1,811,772 | 1,577,817 | 1,706,000 | 1,706,000 | 1,136,850 | 1,709,600 | 1,804,600 | 1,863,600 |
| | | | | 000000000000000000000000000000000000000 | | Out of the second of the secon | 18-Apr-24 | 08:23:24 AM |

| | APPORTI | UNMENT OF | ' 2024/25 N | MEMBERSHIP A | 133E33MEN IS | | |
|---------------------------------|----------------------------------|------------------------|-----------------|---|------------------------|------------------|---|
| | | | | | | ADJUSTMENT | |
| | STATES' FISCAL 2021 | | EQUAL | APPORTIONED | | TO LIMIT A | 000000000000000000000000000000000000000 |
| | REVENUES | | SHARE | SHARE | TOTAL SHARE | SOVEREIGNTY | TOTAL SHARE |
| | UNDER COMPACT | | OF 10% | OF 90% | BEFORE | MEMBERSHIP | 2024/25 |
| | (THOUSANDS) | % OF TOTAL | | OCCUPATION OF THE PROPERTY OF | ADJUSTMENT | FEE FOR FY 2025 | PROPOSED |
| Alabama | 13,244,395 | 2.400% | 4,373 | 24,551 | 28,924 | 15,431 | 44,355 |
| Alaska | 389,225 | 0.071% | 4,373 | 722 | 5,094 | 2,718 | 7,812 |
| Arkansas | 9,786,114 | 1.773% | 4,373 | 18,141 | 22,513 | 12,011 | 34,524 |
| California - DTFA & FTB | 232,110,413 | 42.052% | 4,373 | 430,264 | 434,636 | (374,636) | 60,000 |
| Colorado | 20,564,916 | 3.726% | 4,373 | 38,121 | 42,494 | 22,671 | 65,164 |
| Delaware | 4,312,821 | 0.781% | 4,373 | 7,995 | 12,367 | 6,598 | 18,965 |
| District of Columbia | 4,776,300 | 0.865% | 4,373 | 8,854 | 13,226 | 7,056 | 20,283 |
| Hawaii | 7,178,116 | 1.300% | 4,373 | 13,306 | 17,679 | 9,432 | 27,110 |
| Idaho | 5,346,087 | 0.969% | 4,373 | 9,910 | 14,283 | 7,620 | 21,902 |
| Kansas | 10,184,426 | 1.845% | 4,373 | 18,879 | 23,251 | 12,405 | 35,656 |
| Kentucky | 12,713,685 | 2.303% | 4,373 | 23,567 | 27,940 | 14,906 | 42,846 |
| Louisiana | 8,806,531 | 1.596% | 4,373 | 16,325 | 20,697 | 11,042 | 31,739 |
| Michigan | 25,368,770 | 4.596% | 4,373 | 47,026 | 51,399 | 27,422 | 78,820 |
| Minnesota | 24,689,016 | 4.473% | 4,373 | 45,766 | 50,139 | 26,749 | 76,888 |
| Missouri | 16,667,297 | 3.020% | 4,373 | 30,896 | 35,269 | 18,816 | 54,085 |
| Montana | 2,165,167 | 0.392% | 4,373 | 4,014 | 8,386 | 4,474 | 12,860 |
| New Jersey | 36,114,445 | 6.543% | 4,373 | 66,945 | 71,318 | 38,049 | <i>109,367</i> |
| New Mexico | 5,807,480 | 1.052% | 4,373 | 10,765 | 15,138 | 8,076 | <i>23,214</i> |
| North Dakota | 1,793,733 | 0.325% | 4,373 | 3,325 | 7,698 | 4,107 | 11,804 |
| Oregon | 13,848,382 | 2.509% | 4,373 | 25,671 | 30,043 | 16,028 | 46,072 |
| Rhode Island | 3,157,586 | 0.572% | 4,373 | 5,853 | 10,226 | 5,456 | 15,681 |
| Texas | 49,834,637 | 9.029% | 4,373 | 92,379 | 96,751 | 51,617 | <i>148,369</i> |
| Utah | 12,505,788 | 2.266% | 4,373 | 23,182 | 27,555 | 14,701 | 42,255 |
| Vermont | 1,925,626 | 0.349% | 4,373 | 3,570 | 7,942 | 4,237 | 12,179 |
| Washington | 24,481,813 | 4.435% | 4,373 | 45,382 | 49,755 | 26,544 | <i>76,299</i> |
| West Virginia | 4,184,568 | 0.758% | 4,373 | 7,757 | 12,129 | 6,471 | 18,601 |
| TOTAL | 551,957,337 | 100.000% | 113,685 | 1,023,165 | 1,136,850 | 0 | 1,136,850 |
| Revenue Source for apportionmen | t of memebership fees: U.S. Cens | us Bureau, Table 1 - S | State and Local | Government Finances by | Level of Government an | d by State: 2021 | |
| | | | | 18-Apr-24 | | | 08:23:24 AM |

| | -} | | | | | | |
|-----------------------------|-----------|-----------------|------------------|-----------------|----------------------|------------------|------------------------|
| | 2022/23 | 202 | 3/24 | 2024/25 | 2025/26 | 2026/27 | 2027/28 |
| <u>STATE</u> | ACTUAL | APPROVED | ESTIMATED | PROPOSED | PROJECTED | PROJECTED | PROJECTED |
| Alabama | 224,850 | 238,400 | 238,400 | 235,500 | 238,300 | 249,200 | 257,400 |
| Alaska | 121,419 | 128,736 | 128,736 | 127,170 | 128,682 | 134,568 | 138,996 |
| Arkansas | 224,850 | 238,400 | 238,400 | 235,500 | 238,300 | 249,200 | 257,400 |
| Colorado | 224,850 | 238,400 | 238,400 | 235,500 | 238,300 | 249,200 | 257,400 |
| Delaware | 121,419 | 128,736 | 128,736 | 127,170 | 128,682 | 134,568 | 138,996 |
| District of Columbia | 202,365 | 214,560 | 214,560 | 211,950 | 214,470 | 224,280 | 231,660 |
| Georgia | 121,419 | 128,736 | 128,736 | 169,560 | 171,576 | 179,424 | 185,328 |
| Hawaii | 224,850 | 238,400 | 238,400 | 235,500 | 238,300 | 249,200 | 257,400 |
| Idaho | 224,850 | 238,400 | 238,400 | 235,500 | 238,300 | 249,200 | 257,400 |
| Iowa | 269,820 | 286,080 | 286,080 | 282,600 | 285,960 | 299,040 | 308,880 |
| Kansas | 224,850 | 238,400 | 238,400 | 235,500 | 238,300 | 249,200 | 257,400 |
| Kentucky | 224,850 | 238,400 | 238,400 | 235,500 | 238,300 | 249,200 | 257,400 |
| Louisiana | 224,850 | 238,400 | 143,040 | 141,300 | 142,980 | 149,520 | 154,440 |
| Maryland | 269,820 | 286,080 | 286,080 | 282,600 | 285,960 | 299,040 | 308,880 |
| Minnesota | 0 | 0 | 50,064 | 105,975 | 142,980 | 149,520 | 154,440 |
| Missouri | 134,910 | 143,040 | 143,040 | 141,300 | 142,980 | 149,520 | 154,440 |
| Montana | 121,419 | 128,736 | 128,736 | 127,170 | 128,682 | 134,568 | 138,996 |
| Nebraska | 161,892 | 171,648 | 171,648 | 169,560 | 171,576 | 179,424 | 185,328 |
| New Hampshire | 145,703 | 154,483 | 154,483 | 152,604 | 154,418 | 161,482 | 166,795 |
| New Jersey | 224,850 | 238,400 | 238,400 | 235,500 | 238,300 | 249,200 | 257,400 |
| New Mexico | 134,910 | 143,040 | 143,040 | 141,300 | 142,980 | 149,520 | 154,440 |
| North Dakota | 202,365 | 214,560 | 214,560 | 211,950 | 214,470 | 224,280 | 231,660 |
| Oregon | 134,910 | 143,040 | 143,040 | 141,300 | 142,980 | 149,520 | 154,440 |
| Pennsylvania | 161,892 | 171,648 | 171,648 | 169,560 | 171,576 | 179,424 | 185,328 |
| Pennsylvania, Philjadelphia | 0 | 54,069 | 40,552 | 114,453 | 154,418 | 161,482 | 166,795 |
| Rhode Island | 149,750 | 158,774 | 193,104 | 211,950 | 214,470 | 224,280 | 231,660 |
| Tennessee | 269,820 | 286,080 | 286,080 | 282,600 | 285,960 | 299,040 | 308,880 |
| Utah | 224,850 | 238,400 | 238,400 | 235,500 | 238,300 | 249,200 | 257,400 |
| Vermont | 42,497 | 96,552 | 96,552 | 127,170 | | 134,568 | 138,996 |
| Washington | 20,000 | 20,000 | 20,000 | 20,000 | 20,000 | 20,000 | 20,000 |
| West Virginia | 134,910 | 143,040 | 143,040 | 141,300 | 142,980 | 149,520 | 154,440 |
| TOTAL | 5,169,740 | 5,585,639 | 5,561,155 | 5,720,042 | 5,862,163 | 6,129,387 | 6,330,418 |
| Base Audit Fee (2-Tax) | 224,850 | 238,400 | 238,400 | 235,500 | 238,300 18-Apr-24 | 249,200 | 257,400 08:51:03 AM |

| | | TOTAL FEE RE | VENUE - NATIO | OGRAM | | | |
|----------------------------------|----------------------|--------------------|------------------|---------------------|------------|---------------------|------------------|
| | 2022/23 | 2023 | 3/24 | 2024/25 | 2025/26 | 2026/27 | 2027/28 |
| | <u>ACTUAL</u> | <u>APPROVED</u> | <u>ESTIMATED</u> | <u>PROPOSED</u> | PROJECTED_ | PROJECTED PROJECTED | <u>PROJECTED</u> |
| Alabama | 22,023 | 23,267 | 23,267 | 23,730 | 23,730 | 25,154 | 25,934 |
| Arizona | 29,462 | 30,964 | 30,964 | 31,878 | 31,878 | 33,791 | 34,838 |
| Arkansas | 20,756 | 21,788 | 21,788 | 22,023 | 22,023 | 23,344 | 24,068 |
| Colorado | 23,749 | 25,481 | 25,481 | 26,023 | 26,023 | 27,584 | 28,439 |
| Connecticut | 30,481 | 32,292 | 32,292 | 31,586 | 31,586 | 33,481 | 34,519 |
| Delaware | 12,102 | 12,784 | 12,784 | 13,085 | 13,085 | 13,870 | 14,300 |
| District of Columbia | 18,999 | 19,839 | 19,839 | 20,411 | 20,411 | 21,636 | 22,306 |
| Florida | 45,213 | 46,668 | 46,668 | 48,780 | 48,780 | 51,707 | 53,310 |
| Georgia | 33,281 | 34,957 | 34,957 | 36,570 | 36,570 | 38,764 | 39,966 |
| Hawaii | 20,090 | 20,745 | 20,745 | 21,567 | 21,567 | 22,861 | 23,570 |
| Idaho | 18,886 | 20,053 | 20,053 | 20,566 | 20,566 | 21,800 | 22,476 |
| Iowa | 25,867 | 26,882 | 26,882 | 27,110 | 27,110 | 28,737 | 29,627 |
| Kansas | 20,671 | 21,956 | 21,956 | 22,141 | 22,141 | 23,469 | 24,197 |
| Kentucky | 22,578 | 23,323 | 23,323 | 23,728 | 23,728 | 25,152 | 25,931 |
| Louisiana | 21,870 | 22,551 | 22,551 | 23,169 | 23,169 | 24,559 | 25,320 |
| Maryland | 33,232 | 33,485 | 33,485 | 34,370 | 34,370 | 36,432 | 37,562 |
| Massachusetts | 38,361 | 39,815 | 39,815 | 41,409 | 41,409 | 43,894 | 45,254 |
| Michigan | 29,021 | 31,293 | 31,293 | 31,016 | 31,016 | 32,877 | 33,896 |
| Minnesota | 29,193 | 30,830 | 30,830 | 30,867 | 30,867 | 32,719 | 33,733 |
| Missouri | 22,407 | 23,826 | 23,826 | 24,127 | 24,127 | 25,575 | 26,367 |
| Montana | 11,247 | 11,970 | 11,970 | 12,286 | 12,286 | 13,023 | 13,427 |
| Nebraska | 23,005 | 24,321 | 24,321 | 24,569 | 24,569 | 26,043 | 26,850 |
| New Hampshire | 13,267 | 13,977 | 13,977 | 14,195 | 14,195 | 15,047 | 15,513 |
| New Jersey | 35,097 | 36,412 | 36,412 | 38,128 | 38,128 | 40,416 | 41,669 |
| New Mexico | 19,769 | 20,452 | 20,452 | 20,868 | 20,868 | 22,120 | 22,806 |
| North Carolina | 36,383 | 38,963 | 38,963 | 39,059 | 39,059 | 41,403 | 42,686 |
| North Dakota | 18,413 | 18,924 | 18,924 | 19,644 | 19,644 | 20,823 | 21,468 |
| Oklahoma | 25,628 | 26,610 | 26,610 | 27,241 | 27,241 | 28,875 | 29,771 |
| Oregon | 16,174 | 18,228 | 18,228 | 17,977 | 17,977 | 19,056 | 19,646 |
| Rhode Island | 18,012 | 19,115 | 19,115 | 19,428 | 19,428 | 20,594 | 21,232 |
| South Carolina | 26,519 | 27,617 | 27,617 | 28,540 | 28,540 | 30,252 | 31,190 |
| South Dakota | 13,010 | 13,628 | 13,628 | 13,907 | 13,907 | 14,741 | 15,198 |
| Tennessee | 29,512 | 31,189 | 31,189 | 31,667 | 31,667 | 33,567 | 34,608 |
| Texas | 44,349 | 45,952 | 45,952 | 47,408 | 47,408 | 50,252 | 51,810 |
| Utah | 20,598 | 22,761 | 22,761 | 22,934 | 22,934 | 24,310 | 25,064 |
| Vermont | 17,390 | 18,482 | 18,482 | 18,800 | 18,800 | 19,928 | 20,546 |
| Washington | 22,394 | 22,838 | 22,838 | 22,970 | 22,970 | 24,348 | 25,103 |
| West Virginia | 18,975 | 19,862 | 19,862 | 20,311 | 20,311 | 21,530 | 22,197 |
| Wisconsin | 31,443 | 32,364 | 32,364 | 31,959 | 31,959 | 33,877 | 34,927 |
| TOTAL PER BUDGET | 959,427 | 1,006,466 | 1,006,466 | 1,026,047 | 1,026,047 | 1,087,610 | 1,121,326 |
| Revenue Source for apportions | , | | 1,000,700 | 1,020,047 | 1,020,047 | 1,007,010 | 1,121,320 |
| 2024 Statistical Abstract of the | | | overnment Tay Ca | illections by State | | | |
| 2024 Staustical Abstract of the | U.S., 1 able 497 (20 | 122 uala), Slate G | overnment rax C | mechons by state | 18-Apr-24 | 08:23:24 AM | 12:28:48 AM |
| | | | 200 | | 18-Apr-24 | U0:23:24 AM | 12:28:48 AM |

| | | REVENUE | SUMMARY | | | | |
|-----------------------|-----------|-----------|----------------|---------------------------------------|-----------|-----------|-----------|
| | | | | | | | |
| | 2022/23 | 202 | 3/24 | 2024/25 | 2025/26 | 2026/27 | 2027/28 |
| | ACTUAL | | ESTIMATED | · · · · · · · · · · · · · · · · · · · | | | |
| REVENUES BY PROGRAM | | | | | | | |
| General Operations | 2,119,237 | 2,195,593 | 2,294,364 | 1,692,080 | 2,275,481 | 2,388,928 | 2,461,205 |
| Training Programs | 80,010 | 42,000 | 46,050 | 43,000 | 43,750 | 45,000 | 47,200 |
| Audit | 4,936,346 | 5,329,168 | 5,306,937 | 5,449,452 | 5,581,922 | 5,836,328 | 6,027,716 |
| Nexus | 886,983 | 930,844 | 930,844 | 948,907 | 948,907 | 1,005,841 | 1,037,023 |
| Total | 8,022,576 | 8,497,604 | 8,578,195 | 8,133,439 | 8,850,060 | 9,276,097 | 9,573,144 |
| REVENUES BY TYPE | | | | | | | |
| Member Assessments | 1,577,817 | 1,706,000 | 1,706,000 | 1,136,850 | 1,709,600 | 1,804,600 | 1,863,600 |
| Audit Program Fees | 5,169,740 | 5,585,639 | 5,561,155 | 5,720,042 | 5,862,163 | 6,129,387 | 6,330,418 |
| Investment Income | 198,976 | 130,000 | 217,214 | 180,000 | 180,000 | 180,000 | 180,000 |
| Nexus Program Fees | 959,427 | 1,006,466 | 1,006,466 | 1,026,047 | 1,026,047 | 1,087,610 | 1,121,326 |
| Training Program Fees | 80,010 | 42,000 | 46,050 | 43,000 | 43,750 | 45,000 | 47,200 |
| Legal Training - Fees | 12,150 | 0 | 0 | 0 | 0 | 0 | 0 |
| Annual Seminar Fees | 23,850 | 27,000 | 40,205 | 27,000 | 28,000 | 29,000 | 30,000 |
| Miscellaneous | 606 | 500 | 1,105 | 500 | 500 | 500 | 600 |
| Total | 8,022,576 | 8,497,604 | 8,578,195 | 8,133,439 | 8,850,060 | 9,276,097 | 9,573,144 |

| | | REVENUE | ES - GENER | AL OPERA | TIONS | | |
|---|-----------|-----------|------------|-----------|-----------|-----------|-------------|
| | 2022/23 | 202 | 3/24 | 2024/25 | 2025/26 | 2026/27 | 2027/28 |
| | ACTUAL | APPROVED | ESTIMATED | PROPOSED | PROJECTED | PROJECTED | PROJECTED |
| GENERAL OPERATIONS | | | | | | | |
| Member Assessments | 1,577,817 | 1,706,000 | 1,706,000 | 1,136,850 | 1,709,600 | 1,804,600 | 1,863,600 |
| Investment Income | 198,976 | 130,000 | 217,214 | 180,000 | 180,000 | 180,000 | 180,000 |
| Annual Seminar Fees | 23,850 | 27,000 | 40,205 | 27,000 | 28,000 | 29,000 | 30,000 |
| Operations Support Surcharge - (From Audit Program) | 233,394 | 256,471 | 254,218 | 270,590 | 280,241 | 293,059 | 302,702 |
| Operations Support Surcharge - (From Nexus Program) | 72,444 | 75,622 | 75,622 | 77,140 | 77,140 | 81,769 | 84,303 |
| Legal Training - Fees | 12,150 | 0 | 0 | 0 | 0 | 0 | 0 |
| Miscellaneous | 606 | 500 | 1,105 | 500 | 500 | 500 | 600 |
| Total General Operations Revenue | 2,119,237 | 2,195,593 | 2,294,364 | 1,692,080 | 2,275,481 | 2,388,928 | 2,461,205 |
| | | | | | 18-Apr-24 | | 08:23:24 AM |

| | | REVENU | ES - AUDIT | | | | |
|--|-----------|-----------|------------------|-----------|------------------|-----------|------------------|
| | 2022/23 | 2023 | 3/24 | 2024/25 | 2025/26 | 2026/27 | 2027/28 |
| | ACTUAL | APPROVED | ESTIMATED | PROPOSED | PROJECTED | PROJECTED | PROJECTED |
| | | | | | | | |
| Total Audit Program Fees (Gross) | 5,169,740 | 5,585,639 | 5,561,155 | 5,720,042 | 5,862,163 | 6,129,387 | 6,330,418 |
| Less: Transfer to General Operations Support Surcharge | (233,394) | (256,471) | (254,218) | (270,590) | (280,241) | (293,059) | (302,702) |
| Audit Program Fees - Net | 4,936,346 | 5,329,168 | 5,306,937 | 5,449,452 | 5,581,922 | 5,836,328 | 6,027,716 |
| Other Revenue | | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Audit Program Revenues | 4,936,346 | 5,329,168 | 5,306,937 | 5,449,452 | 5,581,922 | 5,836,328 | 6,027,716 |

| | 2022/23 | REVENU | ES - NEXU | S PROGRA | M | 2026/27 | |
|--|----------|-----------|------------------|-----------|-----------|-----------|-------------|
| | | 2023 | 3/24 | 2024/25 | 2025/26 | | 2027/28 |
| | ACTUAL | APPROVED | ESTIMATED | PROPOSED | PROJECTED | PROJECTED | PROJECTED |
| Nexus Program Fees (Gross) | 959,427 | 1,006,466 | 1,006,466 | 1,026,047 | 1,026,047 | 1,087,610 | 1,121,326 |
| Less: Transfer to General Operations Support Surcharge | (72,444) | (75,622) | (75,622) | (77,140) | (77,140) | (81,769) | (84,303) |
| Other Revenue - Investment Income | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Nexus Program Revenues | 886,983 | 930,844 | 930,844 | 948,907 | 948,907 | 1,005,841 | 1,037,023 |
| | | | | | 18-Apr-24 | | 08:23:24 AM |

| Funds ed June | 30, | |
|------------------|------------|--------------------|
| d June | 30, | |
| | | |
| | Enterprise | |
| ent | Automation | |
| re e | Project | Total |
|),206 | \$555,715 | \$675,92 |
| \$0 | \$0 | \$(|
| \$0 | \$0 | \$ |
|),206 | \$555,715 | \$675,92 |
| \$0 | \$0 | \$ |
| 1,172) | \$0 | (\$21,17 |
| 0,034 | \$555,715 | \$654,74 |
| \$0 | \$0 | \$ |
| \$0 | \$0 | \$ |
| ,034 | \$555,715 | \$654,74 |
| \$0 | \$0 | \$ |
| \$0 | \$0 | \$ |
| ,034 | \$555,715 | \$654,74 |
| \$0 | \$0 | \$ |
| \$0 | \$0 | \$ |
| ,034 | \$555,715 | \$654,74 |
| \$0 | \$0 | \$ |
|),000) | \$0 | (\$70,00 |
| ,034 | \$555,715 | \$584,74 |
| \$0 | \$0 | \$ |
| \$0 | \$0 | \$ |
| ,034 | \$555,715 | \$584,74 |
| | \$0 | \$0 \$0 \$0 \$0 |

| 9 | n Fund Balance - Restricted Funds | |
|--|-----------------------------------|-------------|
| For the Y | ears Ended June 30, | |
| | National Nexus | |
| | Program | Total |
| Fund Balance - June 30, 2022 - audited | \$1,200,518 | \$1,200,518 |
| Revenues | \$886,983 | \$886,983 |
| Expenses | \$905,054 | \$905,054 |
| Surplus (Deficit) | (\$18,071) | (\$18,071 |
| Annual Audit related accruals | (\$10,332) | (\$10,332 |
| Fund Balance - June 30, 2023 - audited | \$1,172,115 | \$1,172,115 |
| Revenues | \$930,844 | \$930,844 |
| Expenses | \$865,225 | \$865,225 |
| Surplus (Deficit) | \$65,619 | \$65,619 |
| Annual Audit related accruals | (\$4,000) | (\$4,000 |
| Fund Balance - June 30, 2024 - estimated | \$1,233,734 | \$1,233,734 |
| Revenues | \$948,906 | \$948,900 |
| Expenses | \$780,906 | \$780,900 |
| Surplus (Deficit) | \$168,000 | \$168,000 |
| Annual Audit related accruals | (\$4,000) | (\$4,000 |
| Fund Balance - June 30, 2025 - estimated | \$1,397,734 | \$1,397,734 |
| Revenues | \$948,906 | \$948,900 |
| Expenses | \$939,974 | \$939,974 |
| Surplus (Deficit) | \$8,932 | \$8,932 |
| Annual Audit related accruals | (\$4,000) | (\$4,000 |
| Fund Balance - June 30, 2026 - estimated | \$1,402,666 | \$1,402,666 |
| Revenues | \$1,005,841 | \$1,005,841 |
| Expenses | \$1,005,631 | \$1,005,631 |
| Surplus (Deficit) | \$210 | \$210 |
| Annual Audit related accruals | (\$4,000) | (\$4,000 |
| Fund Balance - June 30, 2027 - estimated | \$1,398,876 | \$1,398,876 |
| Revenues | \$1,037,022 | \$1,037,022 |
| Expenses | \$1,036,845 | \$1,036,845 |
| Surplus (Deficit) | \$177 | \$177 |
| Annual Audit related accruals | (\$4,000) | (\$4,000 |
| Fund Balance - June 30, 2028 - estimated | \$1,395,053 | \$1,395,053 |

| | | FUND BA | LANCE SU | J MMARY | | | |
|---|-----------|-----------|-----------|---|-----------|-----------|-----------|
| | 2022/23 | 2023 | 3/24 | 2024/25 | 2025/26 | 2026/27 | 2027/28 |
| | ACTUAL | APPROVED | ESTIMATED | PROPOSED | PROJECTED | PROJECTED | PROJECTED |
| BEGINNING FUND BALANCES: Unappropriated (TOTAL) | 3,556,297 | 3,421,829 | 3,421,829 | 3,852,278 | 3,654,536 | 3,625,455 | 3,668,464 |
| Appropriated (TOTAL) | 675,921 | 654,749 | 654,749 | 654,749 | 654,749 | 654,749 | 584,749 |
| Restricted (TOTAL) | 1,200,524 | 1,172,114 | 1,172,114 | 1,233,733 | 1,397,734 | 1,402,666 | 1,398,874 |
| TOTAL | 5,432,742 | 5,248,692 | 5,248,692 | 5,740,760 | 5,707,019 | 5,682,870 | 5,652,088 |
| UNAPPROPRIATED | | | | | | | |
| General Operations Program - Change from Current Operations | (120,507) | 1,030 | (25,593) | (363,385) | 198 | 1,608 | 1,631 |
| Training & Education - Change from Current Operations | (287) | -{ | 11,116 | 441 | 489 | 121 | 631 |
| Audit Program - Change from Current Operations | 123,904 | 1,439 | 474,926 | 195,202 | 232 | 1,280 | 416 |
| Automation Plan - Transfer to this fund of value of purchased hardware & software | 21,172 | 0 | 0 | 173,202 | 232 | 70,000 | 110 |
| TOTAL - UNAPPROPRIATED | 24,282 | 2,713 | 460,449 | (167,742) | 919 | 73,009 | 2,678 |
| | , | | , | (| | , | _,,,,, |
| APPROPRIATED | (01.170) | | | | | (50,000) | |
| Equipment Reserves - Purchases | (21,172) | | 0 | | | (70,000) | |
| TOTAL - APPROPRIATED | (21,172) | 0 | 0 | 0 | 0 | (70,000) | 0 |
| RESTRICTED FUNDS | | | | | | | |
| National Nexus Program - Changes from Current Operations | (18,071) | 459 | 65,619 | 168,001 | 8,932 | 209 | 178 |
| TOTAL - RESTRICTED | (18,071) | 459 | 65,619 | 168,001 | 8,932 | 209 | 178 |
| Audit Accruals & Unrealized Gains and Losses: Unappropriated | (158,750) | (30,000) | (30,000) | (30,000) | (30,000) | (30,000) | (30,000) |
| Appropriated | () | (0.0,000) | (00,000) | (00,000) | (0.3,000) | (00,000) | (00,000) |
| Restricted | (10,339) | (4,000) | (4,000) | (4,000) | (4,000) | (4,000) | (4,000) |
| TOTAL - Audit Related Accruals | (169,089) | (34,000) | (34,000) | (34,000) | (34,000) | (34,000) | (34,000) |
| Surplus/Deficit (Net of Adjustments): Unappropriated | (134,468) | (27,287) | 430,449 | (197,742) | (29,081) | 43,009 | (27,322) |
| Appropriated | (21,172) | 0 | 0 | 0 | 0 | (70,000) | 0 |
| Restricted | (28,410) | | 61,619 | 164,001 | 4,932 | (3,791) | (3,822) |
| TOTAL - Surplus / (Deficits) | (184,050) | | 492,068 | (33,741) | (24,149) | (30,782) | (31,144) |
| ENDING FUND BALANCES: Unappropriated (TOTAL) | 3,421,829 | 3,394,542 | 3,852,278 | 3,654,536 | 3,625,455 | 3,668,464 | 3,641,143 |
| Appropriated (TOTAL) | 654,749 | 654,749 | 654,749 | 654,749 | 654,749 | 584,749 | 584,749 |
| Restricted (TOTAL) | 1,172,114 | 1,168,573 | 1,233,733 | 1,397,734 | 1,402,666 | 1,398,874 | 1,395,052 |
| TOTAL FUND BALANCES | 5,248,692 | 5,217,863 | 5,740,760 | 5,707,019 | 5,682,870 | 5,652,088 | 5,620,944 |
| | | | | *************************************** | | | |
| | | | | | | | |

| | | EXPENDI | TURES SUM | IMARY | | | |
|------------------------------------|-----------|-----------|-----------|--------------|-----------|-----------|-------------|
| | 2022/23 | 202 | 3/24 | 2024/25 | 2025/26 | 2026/27 | 2027/28 |
| | ACTUAL | APPROVED | ESTIMATED | PROPOSED | PROJECTED | PROJECTED | PROJECTED |
| EXPENDITURES BY PROGRAM | | | | | | | |
| General Operations | 2,239,744 | 2,194,563 | 2,319,957 | 2,055,465 | 2,275,283 | 2,387,320 | 2,459,574 |
| Training & Education | 80,297 | 41,756 | 34,934 | 42,559 | 43,261 | 44,879 | 46,569 |
| Audit | 4,812,442 | 5,327,729 | 4,832,011 | 5,254,250 | 5,581,690 | 5,835,048 | 6,027,300 |
| Nexus | 905,054 | 930,385 | 865,225 | 780,906 | 939,975 | 1,005,632 | 1,036,845 |
| TOTAL EXPENDITURES | 8,037,537 | 8,494,433 | 8,052,127 | 8,133,180 | 8,840,209 | 9,272,879 | 9,570,288 |
| EXPENDITURES BY MAJOR TYPE | È | | | | | | |
| Personnel | 6,417,045 | 6,977,693 | 6,536,853 | 7,002,951 | 7,272,953 | 7,547,050 | 7,792,742 |
| Operating Expenses | 1,570,946 | 1,511,239 | 1,488,441 | 1,124,730 | 1,560,256 | 1,720,079 | 1,772,046 |
| Equipment | 49,547 | 5,500 | 26,833 | <i>5,500</i> | 7,000 | 5,750 | 5,500 |
| Administrative Services Allocation | (1) | 1 | 0 | (1) | 0 | 0 | 0 |
| TOTAL EXPENDITURES | 8,037,537 | 8,494,433 | 8,052,127 | 8,133,180 | 8,840,209 | 9,272,879 | 9,570,288 |
| | | | | | | 18-Apr-24 | 08:23:24 AM |

| | | EXPENDI | TURES DET | 'AIL - BY PR | OGRAM | | |
|--------------------------------------|---|-------------|---|--------------|------------------|-------------|-------------|
| | 2022/23 | 202 | 3/24 | 2024/25 | 2025/26 | 2026/27 | 2027/28 |
| | ACTUAL | APPROVED | ESTIMATED | PROPOSED | PROJECTED | PROJECTED | PROJECTED |
| GENERAL OPERATIONS | | | | | | | |
| Personnel | 1,255,102 | 1,291,620 | 1,319,057 | 1,306,641 | 1,346,664 | 1,388,129 | 1,431,099 |
| Operating Expenses | 595,067 | 545,292 | 597,141 | 461,350 | 574,498 | 619,867 | 638,373 |
| Equipment | 0 | 5,500 | 5,500 | 5,500 | 5,500 | 5,250 | 5,000 |
| Administrative Services Allocation | 389,575 | 352,151 | 398,259 | 281,974 | 348,621 | 374,074 | 385,102 |
| Subtotal - General Operations | 2,239,744 | 2,194,563 | 2,319,957 | 2,055,465 | 2,275,283 | 2,387,320 | 2,459,574 |
| TRAINING & EDUCATION | | | | | | | |
| Personnel | 12,945 | 12,106 | 6,267 | 12,909 | 13,317 | 13,740 | 14,180 |
| Operating Expenses | 67,352 | 29,650 | 28,667 | 29,650 | 29,444 | 30,639 | 31,889 |
| Equipment | 0 | 0 | 0 | 0 | 500 | 500 | 500 |
| Administrative Services Allocation | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Subtotal - Training & Education | 80,297 | 41,756 | 34,934 | 42,559 | 43,261 | 44,879 | 46,569 |
| AUDIT | | | | | | | |
| Personnel | 3,761,722 | 4,212,966 | 3,834,964 | 4,283,824 | 4,469,519 | 4,656,223 | 4,811,297 |
| Operating Expenses | 183,808 | 257,700 | 163,347 | 247,700 | 254,867 | 262,504 | 270,372 |
| Equipment | 36,132 | 0 | 4,166 | 0 | 0 | 0 | 0 |
| Administrative Services Allocation | 830,780 | 857,063 | 829,534 | 722,726 | 857,304 | 916,321 | 945,631 |
| Subtotal - Audit | 4,812,442 | 5,327,729 | 4,832,011 | 5,254,250 | 5,581,690 | 5,835,048 | 6,027,300 |
| NEXUS | | | | | | | |
| Personnel | 573,931 | 613,424 | 545,221 | 625,542 | 644,942 | 665,052 | 685,904 |
| Operating Expenses | 169,489 | 167,292 | 171,246 | 47,950 | 149,814 | 182,658 | 188,269 |
| Equipment | 5,098 | 0 | 0 | 0 | 1,000 | 0 | 0 |
| Administrative Services Allocation | 156,536 | 149,669 | 148,758 | 107,414 | 144,219 | 157,922 | 162,672 |
| Subtotal - Nexus | 905,054 | 930,385 | 865,225 | 780,906 | 939,975 | 1,005,632 | 1,036,845 |
| STATE INTERCOMPANY TRANS. ADVISORY S | ERVICE | 0 | 0 | 0 | 0 | 0 | |
| ADMINISTRATIVE SERVICES | Link William Control of the Control | | 200000000000000000000000000000000000000 | | | | |
| Personnel | 813,345 | 847,577 | 831,344 | 774,035 | 798,511 | 823,906 | 850,262 |
| Operating Expenses | 555,230 | 511,305 | 528,040 | 338,080 | 551,633 | 624,411 | 643,143 |
| Equipment | 8,317 | 0 | 17,167 | 0 | 0 | 0 | 0 |
| Administrative Services Allocation | (1,376,892) | (1,358,882) | (1,376,551) | (1,112,115) | (1,350,144) | (1,448,317) | (1,493,405 |
| Subtotal - Administrative Services | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| TOTAL EXPENDITURES | 8,037,537 | 8,494,433 | 8,052,127 | 8,133,180 | 8,840,209 | 9,272,879 | 9,570,288 |
| | | | | | | 18-Apr-24 | 08:23:24 AM |

| | | GENERAL C | PERATIONS | EXPENDITU | RES | | 2027/28 |
|------------------------------------|-----------|-----------|------------------|-----------|-----------|-----------|-------------|
| | 2022/23 | 202 | 3/24 | 2024/25 | 2025/26 | 2026/27 | |
| | ACTUAL | APPROVED | ESTIMATED | PROPOSED | PROJECTED | PROJECTED | PROJECTED |
| <u>Executive</u> | | | | | | | |
| Personnel Expenses | 235,630 | 246,346 | 250,968 | 259,056 | 266,821 | 274,857 | 283,176 |
| Operating Expenses | 184,659 | 157,471 | 154,899 | 98,500 | 151,609 | 170,209 | 175,255 |
| Furniture & Equipment | 0 | 2,500 | 2,500 | 2,500 | 2,500 | 2,250 | 2,000 |
| Administrative Services Allocation | 88,496 | 77,415 | 84,405 | 57,026 | 75,930 | 82,912 | 85,308 |
| Subtotal Executive | 508,785 | 483,732 | 492,772 | 417,082 | 496,860 | 530,228 | 545,739 |
| <u>Legal</u> | | | | | | | |
| Personnel Expenses | 1,019,472 | 1,045,274 | 1,068,089 | 1,047,585 | 1,079,843 | 1,113,272 | 1,147,923 |
| Operating Expenses | 393,711 | 352,221 | 404,752 | 322,250 | 381,071 | 406,585 | 418,753 |
| Furniture & Equipment | 0 | 3,000 | 3,000 | 3,000 | 3,000 | 3,000 | 3,000 |
| Administrative Services Allocation | 297,563 | 267,911 | 305,848 | 218,473 | 265,103 | 283,138 | 291,538 |
| Subtotal Legal | 1,710,746 | 1,668,406 | 1,781,689 | 1,591,308 | 1,729,017 | 1,805,995 | 1,861,214 |
| Annual Meeting Seminar | | | | | | | |
| Personnel Expenses | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Operating Expenses | 16,697 | 35,600 | 37,490 | 40,600 | 41,818 | 43,073 | 44,365 |
| Furniture & Equipment | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Administrative Services Allocation | 3,516 | 6,825 | 8,006 | 6,475 | 7,588 | 8,024 | 8,256 |
| Subtotal Annual Meeting | 20,213 | 42,425 | 45,496 | 47,075 | 49,406 | 51,097 | 52,621 |
| Total General Operating Expenses | | | | | | | |
| Personnel Expenses | 1,255,102 | 1,291,620 | 1,319,057 | 1,306,641 | 1,346,664 | 1,388,129 | 1,431,099 |
| Operating Expenses | 595,067 | 545,292 | 597,141 | 461,350 | 574,498 | 619,867 | 638,373 |
| Furniture & Equipment | 0 | 5,500 | 5,500 | 5,500 | 5,500 | 5,250 | 5,000 |
| Administrative Services Allocation | 389,575 | 352,151 | 398,259 | 281,974 | 348,621 | 374,074 | 385,102 |
| Total | 2,239,744 | 2,194,563 | 2,319,957 | 2,055,465 | 2,275,283 | 2,387,320 | 2,459,574 |
| | | | | | | 18-Apr-24 | 08:23:24 AM |

| Stat Sampling & CAAT Schools | | ΓURES | M EXPENDIT | N PROGRA | & EDUCATIO | TRAINING | | |
|---|-----------------------|-----------|------------|----------|------------------|----------|--------|--------------------------------------|
| Stat Sampling & CAAT Schools | 2027/28 | 2026/27 | 2025/26 | 2024/25 | 3/24 | 202 | | |
| Personnel Expenses | PROJECTED | PROJECTED | PROJECTED | PROPOSED | ESTIMATED | APPROVED | | |
| Operating Expenses | | | | | | | | Stat Sampling & CAAT Schools |
| Operating Expenses | 6,952 | 6,727 | 6,511 | 6,303 | 0 | 5,839 | 0 | Personnel Expenses |
| Administrative Services Allocation | 11,673 | 11,012 | 10,389 | 9,650 | 4,228 | 9,650 | 0 | |
| Subtotal Stat Sampling/CAAT Schools | C | 0 | 0 | 0 | 0 | 0 | 0 | Furniture & Equipment |
| Nexus Schools | C | 0 | 0 | 0 | 0 | 0 | 0 | Administrative Services Allocation |
| Personnel Expenses | 18,625 | 17,739 | 16,900 | 15,953 | 4,228 | 15,489 | 0 | Subtotal Stat Sampling/CAAT Schools |
| Operating Expenses | | | | | | | | Nexus Schools |
| Furniture & Equipment | 7,228 | 7,013 | 6,806 | 6,606 | 6,267 | 6,267 | 12,945 | Personnel Expenses |
| Administrative Services Allocation 0 0 0 0 0 0 Subtotal Nexus Schools 29,446 18,267 18,267 18,606 19,166 19,744 Corporate Income Tax Schools Bersonnel Expenses 0< | 13,113 | 12,731 | 12,360 | 12,000 | 12,000 | 12,000 | 16,501 | Operating Expenses |
| Subtotal Nexus Schools 29,446 18,267 18,267 18,606 19,166 19,744 | C | 0 | 0 | 0 | 0 | 0 | 0 | Furniture & Equipment |
| Corporate Income Tax Schools | C | 0 | 0 | 0 | 0 | 0 | 0 | Administrative Services Allocation |
| Personnel Expenses | 20,341 | 19,744 | 19,166 | 18,606 | 18,267 | 18,267 | 29,446 | Subtotal Nexus Schools |
| Operating Expenses 0 1,500 0 0 0 0 Furniture & Equipment 0 0 0 0 0 0 0 0 Administrative Services Allocation 0 0 0 0 0 0 0 0 Subtotal Corp. Income Tax Schools 0 1,500 | | | | | | | | Corporate Income Tax Schools |
| Furniture & Equipment | C | 0 | 0 | 0 | 0 | 0 | 0 | |
| Administrative Services Allocation 0 0 0 0 0 0 Subtotal Corp. Income Tax Schools 0 1,500 0 0 0 0 Training Program Management & Other 0 0 0 0 0 0 0 Personnel Expenses 0 </td <td>C</td> <td>0</td> <td>0</td> <td>0</td> <td>0</td> <td>1,500</td> <td>0</td> <td></td> | C | 0 | 0 | 0 | 0 | 1,500 | 0 | |
| Subtotal Corp. Income Tax Schools 0 1,500 0 0 0 0 Training Program Management & Other 0 0 0 0 0 0 0 Personnel Expenses 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 6,896 6,896 Furniture & Equipment 0 0 0 0 0 0 500 500 500 500 500 Administrative Services Allocation 0 </td <td>C</td> <td>0</td> <td>0</td> <td>0</td> <td>0</td> <td>0</td> <td>0</td> <td>Furniture & Equipment</td> | C | 0 | 0 | 0 | 0 | 0 | 0 | Furniture & Equipment |
| Training Program Management & Other Personnel Expenses 0 0 0 0 0 0 0 0 0 | C | 0 | 0 | 0 | 0 | 0 | 0 | Administrative Services Allocation |
| Personnel Expenses 0 0 0 0 0 Operating Expenses 50,851 6,500 12,439 8,000 6,695 6,896 Furniture & Equipment 0 0 0 0 0 500 500 Administrative Services Allocation 0 0 0 0 0 0 0 Subtotal Training Program Management 50,851 6,500 12,439 8,000 7,195 7,396 Total Training & Education Expenses 12,945 12,106 6,267 12,909 13,317 13,740 Operating Expenses 67,352 29,650 28,667 29,650 29,444 30,639 Furniture & Equipment 0 0 0 0 500 500 Administrative Services Allocation 0 0 0 0 0 0 0 | C | 0 | 0 | 0 | 0 | 1,500 | 0 | Subtotal Corp. Income Tax Schools |
| Operating Expenses 50,851 6,500 12,439 8,000 6,695 6,896 Furniture & Equipment 0 0 0 0 500 500 Administrative Services Allocation 0 0 0 0 0 0 Subtotal Training Program Management 50,851 6,500 12,439 8,000 7,195 7,396 Total Training & Education Expenses 12,945 12,106 6,267 12,909 13,317 13,740 Operating Expenses 67,352 29,650 28,667 29,650 29,444 30,639 Furniture & Equipment 0 0 0 0 500 500 Administrative Services Allocation 0 0 0 0 0 0 | | | | | | | | Training Program Management & Other |
| Furniture & Equipment 0 0 0 0 500 500 Administrative Services Allocation 0 0 0 0 0 0 0 Subtotal Training Program Management 50,851 6,500 12,439 8,000 7,195 7,396 Total Training & Education Expenses Personnel Expenses Personnel Expenses 12,945 12,106 6,267 12,909 13,317 13,740 Operating Expenses 67,352 29,650 28,667 29,650 29,444 30,639 Furniture & Equipment 0 0 0 0 500 500 Administrative Services Allocation 0 0 0 0 0 0 | C | 0 | 0 | 0 | 0 | 0 | | Personnel Expenses |
| Administrative Services Allocation 0 0 0 0 0 0 Subtotal Training Program Management 50,851 6,500 12,439 8,000 7,195 7,396 Total Training & Education Expenses Personnel Expenses Personnel Expenses 12,945 12,106 6,267 12,909 13,317 13,740 Operating Expenses 67,352 29,650 28,667 29,650 29,444 30,639 Furniture & Equipment 0 0 0 500 500 Administrative Services Allocation 0 0 0 0 0 | 7,103 | 6,896 | 6,695 | 8,000 | 12,439 | 6,500 | 50,851 | |
| Subtotal Training Program Management 50,851 6,500 12,439 8,000 7,195 7,396 Total Training & Education Expenses 8,000 7,195 7,396 8,000 7,195 7,396 7,396 7,396 7,396 9,396 9,396 9,396 9,396 9,444 30,639 9,639 9,444 <td>500</td> <td>500</td> <td>500</td> <td>0</td> <td>0</td> <td>0</td> <td>0</td> <td>Furniture & Equipment</td> | 500 | 500 | 500 | 0 | 0 | 0 | 0 | Furniture & Equipment |
| Total Training & Education Expenses 12,945 12,106 6,267 12,909 13,317 13,740 Operating Expenses 67,352 29,650 28,667 29,650 29,444 30,639 Furniture & Equipment 0 0 0 500 500 Administrative Services Allocation 0 0 0 0 0 | C | 0 | 0 | 0 | 0 | 0 | 0 | Administrative Services Allocation |
| Personnel Expenses 12,945 12,106 6,267 12,909 13,317 13,740 Operating Expenses 67,352 29,650 28,667 29,650 29,444 30,639 Furniture & Equipment 0 0 0 500 500 Administrative Services Allocation 0 0 0 0 0 | 7,603 | 7,396 | 7,195 | 8,000 | 12,439 | 6,500 | 50,851 | Subtotal Training Program Management |
| Operating Expenses 67,352 29,650 28,667 29,650 29,444 30,639 Furniture & Equipment 0 0 0 0 500 500 Administrative Services Allocation 0 0 0 0 0 0 0 | | | | | | | | Total Training & Education Expenses |
| Furniture & Equipment 0 0 0 0 500 500 Administrative Services Allocation 0 0 0 0 0 0 | 14,180 | | 13,317 | 12,909 | , | 12,106 | 12,945 | |
| Administrative Services Allocation 0 0 0 0 0 | 31,889 | | | 29,650 | 28,667 | 29,650 | 67,352 | |
| | 500 | 500 | 500 | 0 | 0 | 0 | 0 | Furniture & Equipment |
| Total Training & Education 80.297 41.756 34.934 42.559 43.261 44.879 | C | | 0 | 0 | | · · | 0 | Administrative Services Allocation |
| 8 1 8 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 | 46,569 08:23:24 AM | 44,879 | 43,261 | 42,559 | 34,934 | 41,756 | 80,297 | Total Training & Education |

| | | AUDIT PI | ROGRAM E | XPENDITU | RES | | |
|--|-----------|-----------|---|-----------|-----------|--|-------------|
| | 2022/23 | 202 | 3/24 | 2024/25 | 2025/26 | 2026/27 | 2027/28 |
| | ACTUAL | APPROVED | ESTIMATED | PROPOSED | PROJECTED | PROJECTED | PROJECTED |
| Income Tax | | | | | | | |
| Personnel Expenses | 2,025,534 | 2,242,900 | 2,088,455 | 2,274,137 | 2,389,820 | 2,508,875 | 2,593,670 |
| Operating Expenses | 86,358 | 108,750 | 81,724 | 108,750 | 112,013 | 115,373 | 118,834 |
| Furniture & Equipment | 12,044 | 0 | 0 | 0 | 0 | 0 | 0 |
| Administrative Services Allocation | 444,685 | 450,830 | 450,279 | 380,043 | 453,992 | 488,877 | 504,761 |
| Total Income Tax | 2,568,621 | 2,802,480 | 2,620,458 | 2,762,930 | 2,955,825 | 3,113,125 | 3,217,265 |
| Sales Tax | | | | | | | |
| Personnel Expenses | 972,224 | 1,132,160 | 934,163 | 1,162,367 | 1,206,479 | 1,247,297 | 1,289,775 |
| Operating Expenses | 32,100 | 70,850 | 30,128 | 70,350 | 72,461 | 74,634 | 76,873 |
| Furniture & Equipment | 12,044 | 0 | 0 | 0 | 0 | 0 | 0 |
| Administrative Services Allocation | 211,473 | 230,627 | 199,985 | 196,604 | 232,081 | 246,266 | 254,315 |
| Total Sales Tax | 1,227,841 | 1,433,637 | 1,164,276 | 1,429,321 | 1,511,021 | 1,568,197 | 1,620,963 |
| Management/Administrative | | | | | | | |
| Personnel Expenses | 763,964 | 837,906 | 812,346 | 847,320 | 873,220 | 900,051 | 927,852 |
| Operating Expenses | 65,350 | 78,100 | 51,495 | 68,600 | 70,393 | 72,497 | 74,665 |
| Furniture & Equipment | 12,044 | 0 | 4,166 | 0 | 0 | 0 | 0 |
| Administrative Services Allocation | 174,622 | 175,606 | 179,270 | 146,079 | 171,231 | 181,178 | 186,555 |
| Total Management/Administrative | 1,015,980 | 1,091,612 | 1,047,277 | 1,061,999 | 1,114,844 | 1,153,726 | 1,189,072 |
| Total Audit Program Operating Expenses | | | | | | | |
| Personnel Expenses | 3,761,722 | 4,212,966 | 3,834,964 | 4,283,824 | 4,469,519 | 4,656,223 | 4,811,297 |
| Operating Expenses | 183,808 | 257,700 | 163,347 | 247,700 | 254,867 | 262,504 | 270,372 |
| Furniture & Equipment | 36,132 | 0 | 4,166 | 0 | 0 | 0 | 0 |
| Administrative Services Allocation | 830,780 | 857,063 | 829,534 | 722,726 | 857,304 | 916,321 | 945,631 |
| <u>Total</u> | 4,812,442 | 5,327,729 | 4,832,011 | 5,254,250 | 5,581,690 | 5,835,048 | 6,027,300 |
| | | | 000000000000000000000000000000000000000 | | 18-Apr-24 | operation of the state of the s | 08:23:24 AM |
| | | | | | | | |
| | | | | | | | |

| | | ADMINIST | TRATIVE SEF | RVICES EXPE | ENDITURES | | |
|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | 2022/23 | 202 | 23/24 | 2024/25 | 2025/26 | 2026/27 | 2027/28 |
| | ACTUAL | APPROVED | ESTIMATED | PROPOSED | PROJECTED | PROJECTED | PROJECTED |
| Personnel Expenses | 813,345 | 847,577 | 831,344 | 774,035 | 798,511 | 823,906 | 850,262 |
| Operating Expenses | 555,230 | 511,305 | 528,040 | 338,080 | 551,633 | 624,411 | 643,143 |
| Furniture & Equipment | 8,317 | 0 | 17,167 | 0 | 0 | 0 | 0 |
| Administrative Services Allocation | (1,376,892) | (1,358,882) | (1,376,551) | (1,112,115) | (1,350,144) | (1,448,317) | (1,493,405 |
| Total Administrative Services | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| | | | | | | | |
| | | | | | 18-Apr-24 | | 08:23:24 AM |