

Illinois State Association of Counties (ISACo)
Fiscal Year 2024 Proposed Budget
DECEMBER 2023 - DRAFT

Projected Revenues	
NACo FSC Payments	\$376,542
Membership Dues	\$205,269*
Corporate Partner Revenue	\$15,000**
Interest Payments (Money Market)	\$18,000 (Estimate)
TOTAL REVENUES	\$614,811

Projected Expenditures	
Personnel (Salary and Benefits)	\$331,600
Office Lease	\$27,840
Website Hosting	\$4,920
Software	\$1,000
Lobbyist Registration	\$1,000
Office Supplies/Branded Materials	\$1,500
Insurance	\$3,500
Office Equipment	\$3,500
Board/Caucus Meetings	\$3,000
Subscriptions	\$1,500
Postal Services	\$500
Internet/Phones	\$2,900
Conference Call Service	\$500
Conferences	\$20,000
Travel/Lodging (Staff)	\$17,000
Contracts and Services	\$6,000
Events	\$40,000
Legislator Entertainment	\$3,000
County Quarterly Newsletter	\$15,000
Organization Dues/Coalitions	\$4,500
Taxes (State and Federal)	\$30,000
TOTAL EXPENDITURES	\$518,760

*Assuming 100% renewal rate

**Assuming 100% renewal rate for current partners. Expected PMA-IPrime revenue based on FY2023 income and Public Surplus residual revenues are unknown due to no experience in FY2023.

The FY2024 budget projects an increase in revenues of 0.08% above FY2023 levels and an increase in expenditures of 9.9% above what was budgeted in FY2023. Increased expenditures are primarily based upon hiring additional staff along with adding an employee benefits package. The estimated \$96,051 surplus provides an opportunity to hire at least one additional staff member and/or finance another Association need (member education opportunities, events, property ownership, additional investments, etc.).

The proposed budget contemplates non-renewal of contractual lobbying services for a savings of \$111,000. Maintaining these contracts would create an **estimated budget deficit of \$14,949 in FY2024**.