

CLFA
ANNUAL FINANCIAL PRESENTATION
TO THE MEMBERSHIP

Presenter: Kathleen Burr, Executive Director

March 2023

Account Balances as of 2/12/2023

- CLFA Checking \$ 32,443.44
- CLFA Money Market \$ 258,217.54
 - This account is pending to pay for expenses associated with the Arch May refresher classes.
- Hazel Jackson/CLFA
Scholarship \$ 40,696.77 – Managed Account
- Roy Richards Scholarship \$ 10,716.25 – Managed Account
- Cal Fire ARC Reserves \$ 32,443.44 – Managed Account

2022 - INCOME BY PROGRAM

- Programs \$ 26,285.00 – Spring/Fall Conferences & Prep Class
- Membership Dues \$87,725.00 - All categories
- ARCH – CLFA 18% \$ 15,790.50 - Two 5-day initial & two refreshers
- Interest \$ 31.01

Managed Accounts

- Scholarships & ARC classes are not included CLFA Income only the 18% from CLFA's management fee for the archaeology classes.

2022 - EXPENSES

- Board \$ 1,513.20
- Contract Services \$ 73,899.71
 - Executive Director \$30,030.00
 - BOF Representative \$16,869.71
 - KP Public Affairs \$27,000.00
- General Operations \$ 5,747.00
- Archaeology 5-day \$42,651.81
- Archaeology Refreshers \$11,784.36
 - Archaeology class expenses are not included in CLFA expenses

P&L Overview ending 11/30/2022

Expenses – Major Categories

- Board meeting \$ 3,027.50
- Contract Services \$73,899.71
- Credit Card fees \$ 2,612.00
- General Operations \$ 5,747.08
- Fall workshop \$ 6,409.62
- Prep Exam \$ 426.32
- Spring Workshop \$11,808.69

BUDGET RECAP 2022

Membership dues for 2019 came in 83.59% of budget

Membership dues for 2020 came in 89.73 % of budget

Membership dues for 2021 came in 97.96% of budget

▫ ***Membership dues for 2022 came in 4.6% over budget***

Program Income - 89.2% of budget

Contract Services

- Came in 7.26% under budget

- Archaeology expenses came in 16.29% under budget

CLFA P&L ending November 30, 2021 showed a profit of \$23,932.80

2019 - 2022 MEMBERSHIP NUMBERS

	<u>2019</u>	<u>2020</u>	<u>2021</u>	<u>2022</u>	<u>Diff.</u>
• VOTING	414	397	393	397	4 – increase
• AFFILIATE/ASSOCIATE	115	115	92	102	10 - increase
• HONORARY	1	1	1		-0-
• UNIVERSITY	106	109	97	96	1 - decrease

These are members who were billed for membership – may or may not have paid for the 2022 membership year.

Recap of 2022

- Companies continue to pay for their employees
- New RPFs are offered a 1-year free membership
- Membership goals for 2023
- CLFA currently covers credit card fees for memberships paid online – not events.

Any questions?

Thank you.