

AV EDGE 25/26 Proposed Budget

As of September 2025

Revenue	2024-25 BUDGET	2024-25 ACTUAL	Difference	Variance %	2025-26 PROPOSED BUDGET
Events					
Business Summit	\$150,000.00	\$127,413.16	-\$22,586.84	-15.06%	\$ 150,000.00
Fall Forum	\$50,000.00	\$18,968.95	-\$31,031.05	-62.06%	\$ 25,000.00
Other Events	\$0.00	\$0.00	\$0.00	0.00%	
Fall Luncheon	\$2,000.00	\$2,416.46	\$416.46	20.82%	\$ 2,000.00
Holiday Breakfast	\$8,000.00	\$2,265.00	-\$5,735.00	-71.69%	\$ 7,000.00
Installation Dinner	\$3,000.00	\$8,904.85	\$5,904.85	196.83%	\$ 4,000.00
Spring Luncheon	\$2,000.00	\$3,306.44	\$1,306.44	65.32%	\$ 2,000.00
Other Events	\$0.00	\$0.00	\$0.00	0.00%	
Total:	\$215,000.00	\$163,274.86	-\$51,725.14	-24.06%	\$ 190,000.00
Grants					
Grants-Other	\$0.00	\$0.00	\$0.00	0.00%	
SPA Grant	\$0.00	\$90,000.00	\$0.00	0.00%	
Total:	\$0.00	\$90,000.00	\$0.00	0.00%	\$ -
Membership					
LA County SPA Grant	\$90,000.00	\$90,000.00	\$0.00	0.00%	\$ 90,000.00
City of Lancaster	\$300,000.00	\$300,000.00	\$0.00	0.00%	\$ 300,000.00
City of Palmdale	\$300,000.00	\$225,000.00	-\$75,000.00	-25.00%	\$ 300,000.00
Membership - Other	\$80,000.00	\$119,852.00	\$39,852.00	49.82%	\$ 100,000.00
Total:	\$770,000.00	\$734,852.00	-\$35,148.00	-4.56%	\$ 790,000.00
Other					
Labor Market Study Sponsorship	\$25,000.00	\$0.00	-\$25,000.00	-100.00%	\$ 25,000.00
Misc. Income	\$0.00	\$2,158.97	\$2,158.97	100.00%	\$ -
Mission Bank ICS Interest	\$3,000.00	\$4,346.80	\$1,346.80	44.89%	\$ 3,000.00
Roundtable Report Sponsorship	\$0.00	\$0.00	\$0.00	0.00%	
Website					\$ 12,000.00
Total:	\$28,000.00	\$6,505.77	-\$21,494.23	-76.77%	\$ 40,000.00
REVENUE TOTAL:	\$1,013,000.00	\$994,632.63	-\$108,367.37	-1.81%	\$ 1,020,000.00

EXPENSES	2024-25 BUDGET	2024-25 ACTUAL	Difference	Variance %	2025-26 PROPOSAL
Business					
Community Outreach	\$10,000.00	\$9,750.00	-\$250.00	-2.50%	\$ 10,000.00
Grant Writing	\$7,500.00	\$0.00	-\$7,500.00	-100.00%	\$ 7,500.00
Labor Market Study	\$12,000.00	\$30,000.00	\$18,000.00	150.00%	\$ -
Lobbying	\$15,000.00	\$0.00	-\$15,000.00	-100.00%	\$ -
Memberships/Conferences	\$35,000.00	\$13,101.89	-\$21,898.11	-62.57%	\$ 25,000.00
Conference Sponsorships (External)	\$15,000.00	\$7,000.00	-\$8,000.00	-53.33%	\$ 15,000.00
Research & Data Collection	\$0.00	\$0.00	\$0.00	0.00%	
Roundtable Report	\$35,000.00	\$24,600.76	-\$10,399.24	-29.71%	\$ 35,000.00
Travel Expense	\$10,000.00	\$9,338.36	-\$661.64	-6.62%	\$ 15,000.00
Total:	\$139,500.00	\$93,791.01	-\$45,708.99	-32.77%	\$ 107,500.00
Events					
Business Summit	\$150,000.00	\$162,688.49	\$12,688.49	8.46%	\$ 150,000.00
Fall Forum	\$25,000.00	\$8,383.63	-\$16,616.37	-66.47%	\$ 15,000.00
Broker & Developer Mixer	\$2,000.00	\$1,973.09	-\$26.91	-1.35%	\$ 3,000.00
Developer Agency Working Group Meetings	\$4,500.00	\$2,889.84	-\$1,610.16	-35.78%	\$ 3,500.00
Directors Meetings/Retreat	\$2,500.00	\$369.49	-\$2,130.51	-85.22%	\$ 2,500.00
Fall Luncheon	\$4,000.00	\$2,540.29	-\$1,459.71	-36.49%	\$ 4,000.00
Holiday Breakfast	\$12,000.00	\$6,127.14	-\$5,872.86	-48.94%	\$ 12,000.00
Installation Dinner	\$8,000.00	\$15,083.50	\$7,083.50	88.54%	\$ 8,000.00
Spring Luncheon	\$4,000.00	\$5,072.61	\$1,072.61	26.82%	\$ 4,000.00
Other Events	\$0.00	\$0.00	\$0.00	0.00%	
Total:	\$212,000.00	\$205,128.08	-\$6,871.92	-3.24%	\$ 202,000.00
Executive Director					
Automobile Expense	\$2,400.00	\$1,586.20	-\$813.80	-33.91%	\$ 2,400.00
ExecDirector - Discretionary	\$5,000.00	\$816.45	-\$4,183.55	-83.67%	\$ 5,000.00
Meals and Entertainment	\$1,000.00	\$879.70	-\$120.30	-12.03%	\$ 1,000.00
Telephone Expense	\$2,000.00	\$1,500.00	-\$500.00	-25.00%	\$ 2,000.00
Total:	\$10,400.00	\$4,782.35	-\$5,617.65	-54.02%	\$ 10,400.00

General & Administrative					
Accounting (Burkey Cox)	\$6,000.00	\$4,702.50	-\$1,297.50	-21.63%	\$ 8,000.00
Administrative Assistant(s)	\$0.00	\$0.00	\$0.00	0.00%	
Executive Director	\$165,000.00	\$170,798.94	\$5,798.94	3.51%	\$ 180,000.00
Full-Time Administrative Asst.	\$57,000.00	\$54,976.10	-\$2,023.90	-3.55%	\$ 60,000.00
Intern(s) / Office Assistant	\$9,000.00	\$3,960.00	-\$5,040.00	-56.00%	\$ 18,000.00
Intuit Payroll	\$700.00	\$222.00	-\$478.00	-68.29%	\$ 700.00
Payroll Taxes	\$25,000.00	\$22,302.10	-\$2,697.90	-10.79%	\$ 28,000.00
Project Manager	\$57,000.00	\$52,070.70	-\$4,929.30	-8.65%	\$ 60,000.00
Wages	\$0.00	\$0.00	\$0.00	0.00%	
Taxes	\$1,000.00	\$242.54	-\$757.46	-75.75%	
Total:	\$320,700.00	\$309,274.88	-\$11,425.12	-3.56%	\$ 354,700.00
	2024-25 BUDGET	2024-25 ACTUAL	Difference	Variance %	2025-26 PROPOSED BUDGET
Insurance					
Insurance Expense	\$6,000.00	\$4,775.00	-\$1,225.00	-20.42%	\$ 6,000.00
Medical Insurance	\$20,000.00	\$18,279.60	-\$1,720.40	-8.60%	\$ 27,000.00
Total:	\$26,000.00	\$23,054.60	-\$2,945.40	-11.33%	\$ 33,000.00
Marketing					
LookUp Communications	\$65,000.00	\$55,008.75	-\$9,991.25	-15.37%	\$ 60,000.00
Advertising and Promotion	\$5,000.00	\$1,895.00	-\$3,105.00	-62.10%	\$ 30,000.00
Constant Contact	\$500.00	\$586.00	\$86.00	17.20%	\$ 700.00
Social Media	\$2,000.00	\$0.00	-\$2,000.00	-100.00%	\$ 2,000.00
Website	\$45,000.00	\$42,118.40	-\$2,881.60	-6.40%	\$ 70,000.00
Total:	\$117,500.00	\$99,608.15	-\$17,891.85	-15.23%	\$ 162,700.00

Operational					
Bank Service Charges	\$1,000.00	\$248.74	-\$751.26	-75.13%	\$ 1,000.00
Merchant Banking Fees	\$1,000.00	\$1,017.93	\$17.93	1.79%	\$ 1,000.00
Computer/Internet/Tech Support	\$5,000.00	\$4,391.76	-\$608.24	-12.16%	\$ 5,000.00
Equipment Lease/Purchase	\$5,000.00	\$2,584.27	-\$2,415.73	-48.31%	\$ 5,000.00
Legal	\$3,000.00	\$3,646.50	\$646.50	21.55%	\$ 3,000.00
Licenses, Dues & Subscriptions	\$2,000.00	\$2,955.39	\$955.39	47.77%	\$ 2,000.00
Office Expenses	\$5,000.00	\$2,652.46	-\$2,347.54	-46.95%	\$ 5,000.00
Publications	\$2,000.00	\$0.00	-\$2,000.00	-100.00%	\$ 2,000.00
Rent Expense	\$36,000.00	\$32,436.00	-\$3,564.00	-9.90%	\$ 36,000.00
Repairs and Maintenance	\$2,000.00	\$0.00	-\$2,000.00	-100.00%	\$ 2,000.00
Electricity	\$0.00	\$0.00	\$0.00	0.00%	
Extra Space Storage	\$0.00	\$95.00	\$95.00	100.00%	
Gas	\$0.00	\$0.00	\$0.00	0.00%	
Internet	\$0.00	\$0.00	\$0.00	0.00%	
Security	\$0.00	\$0.00	\$0.00	0.00%	
Other	\$0.00	\$1,100.00	\$1,100.00	100.00%	\$ -
Moving	\$0.00	\$0.00	\$0.00	0.00%	
Total:	\$62,000.00	\$51,128.05	-\$10,871.95	-17.54%	\$62,000.00

TOTAL EXPENSES	\$888,100.00	\$786,767.12	-\$101,332.88	-137.68%	\$932,300.00
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TOTAL REVENUE INCOME	\$1,013,000.00	\$994,632.63	-\$108,367.37	-1.81%	\$ 1,020,000.00
TOTAL OPERATING EXPENSE	\$888,100.00	\$786,767.12	-\$101,332.88	-11.41%	\$932,300.00
NET INCOME	\$124,900.00	\$207,865.51	-\$7,034.49	66%	\$ 87,700.00