

NABSE



# FINANCIAL REPORT



# BUDGET TO ACTUALS

## FISCAL YEAR 2024



## Budget to Actuals 2024

January - December 2024

	2024 Actual	2024 Budget	Variance %
<b>Revenue</b>			
<b>Revenue-Contributions</b>			
Total Donations	\$ 80,102	\$ 90,000	
Total Membership	\$ 163,761	\$ 140,000	
Total Sponsorships	\$ 302,291	\$ 400,000	
<b>Total Revenue-Contributions</b>	<b>\$ 546,153</b>	<b>\$ 630,000</b>	<b>86.69%</b>
<b>Revenue-Grants</b>			
Unrestricted Grants	\$ -	\$ -	
<b>Total Revenue-Grants</b>	<b>\$ -</b>	<b>\$ -</b>	<b>0.00%</b>
<b>Revenue-Programming</b>			
NABSE Conference	\$ 1,517,735	\$ 1,400,000	
NABSE Superintendents Commission	\$ 1,100	\$ -	
National Teacher Institute	\$ 26,798	\$ -	
Superintendent Annual Summit	\$ 1,500	\$ -	
<b>Total Revenue-Programming</b>	<b>\$ 1,547,133</b>	<b>\$ 1,400,000</b>	<b>110.51%</b>
<b>Total Revenue</b>	<b>\$ 2,093,286</b>	<b>\$ 2,030,000</b>	<b>103.12%</b>
<b>Gross Profit</b>	<b>\$ 2,093,286</b>	<b>\$ 2,030,000</b>	<b>103.12%</b>
<b>Expenditures</b>			
<b>Expenses-Admin</b>			
Marketing and Technology	\$ 17,192	\$ 150,000	
Executive Director Fees	\$ 109,583	\$ 109,583	
Admin Liasion Fees	\$ 71,882	\$ 68,400	
Webmaster Fees	\$ 40,000	\$ 36,912	
Other Consultants	\$ -	\$ 139,982	
Total Legal and Accounting Fees	\$ 87,382	\$ 100,000	
General Operating Expenses @	\$ 107,393.79	\$ 75,000	
<b>Total Expenses-Admin</b>	<b>\$ 433,433</b>	<b>\$ 679,877</b>	<b>63.75%</b>
<b>Expenses-Programming</b>			
Total NABSE Conference	\$ 928,692	\$ 871,895	
National Teacher Institute	\$ 39,471	\$ -	
Superintendent Summit Expense	\$ -	\$ 20,000	
Youth Summit	\$ 21,515	\$ 5,000	
<b>Total Expenses-Programming</b>	<b>\$ 989,678</b>	<b>\$ 896,895</b>	<b>110.34%</b>
<b>Interest Paid</b>	<b>\$ 3,111</b>	<b>\$ -</b>	<b>0.00%</b>
<b>Total Expenditures</b>	<b>\$ 1,426,222</b>	<b>\$ 1,576,772</b>	<b>90.45%</b>
<b>Net Operating Revenue</b>	<b>\$ 667,064</b>	<b>\$ 453,229</b>	<b>147.18%</b>
<b>Net Revenue</b>	<b>\$ 667,064</b>	<b>\$ 453,229</b>	<b>147.18%</b>

\* includes Exec Director and Admin Support fees. Total budgeted \$354,877

\*\* includes legal and accounting fees

@ includes insurance, storage, and other general operating fees

# BUDGET TO ACTUALS

## FISCAL YEAR 2025

### YTD- OCT





## National Alliance of Black School Educators

### 2025 Budget to Actuals - Jan - Oct 2025

	2025 Actuals	2025 Budget	Variance %
<b>Revenue</b>			
<b>Revenue-Contributions</b>			
Total Donations	\$ 42,367	\$ 80,892	
Total Membership	\$ 185,745	\$ 77,224	
Total Sponsorships	\$ 170,500	\$ 396,000	
<b>Total Revenue-Contributions</b>	<b>\$ 398,613</b>	<b>\$ 554,116</b>	<b>71.94%</b>
<b>Revenue-Grants</b>			
Unrestricted Grants	\$ -	\$ -	
<b>Total Revenue-Grants</b>	<b>\$ -</b>	<b>\$ -</b>	<b>0.00%</b>
<b>Revenue-Programming</b>			
Annual Conference	\$ 778,614	\$ 1,174,604	
Pop-up Shop Revenue	\$ -	\$ 38,129	
Superintendent Annual Summit	\$ -	\$ 2,855	
National Teacher Institute	\$ 18,922	\$ 50,000	
<b>Total Revenue-Programming</b>	<b>\$ 797,536</b>	<b>\$ 1,265,587</b>	
<b>Total Revenue</b>	<b>\$ 1,194,149</b>	<b>\$ 1,819,703</b>	<b>65.62%</b>
<b>Gross Profit</b>			
<b>Expenditures</b>			
<b>Expenses-Admin</b>			
Marketing and Technology	\$ 22,930	\$ 6,426	
Admin Contractor Fees *	\$ -	\$ -	
Director of Engagement & Finance	\$ 4,167	\$ -	
Director of Regional & Affiliate Affairs	\$ 250	\$ -	
Director of Strategic Communications	\$ 2,000	\$ -	
Executive Director Fees	\$ 118,750	\$ 150,000	
Executive Liason Fees	\$ 57,000	\$ 68,400	
Webmaster Fees	\$ 21,652	\$ 32,470	
<b>Total Legal &amp; Professional Services **</b>	<b>\$ 45,345</b>	<b>\$ 144,914</b>	
General Operating Expenses @	\$ 213,535	\$ 130,766	
<b>Total Expenses-Admin</b>	<b>\$ 485,629</b>	<b>\$ 282,107</b>	<b>172.14%</b>
<b>Expenses-Programming</b>			
Total NABSE Conference	\$ 111,519	\$ 720,409	
NABSEF Payments	\$ 10,860	\$ 9,000	
Coalition of Allies (2025)	\$ 5,389	\$ 50,000	
100 Superintendent March	\$ -	\$ 25,000	
National Teacher Institute	\$ 112,440	\$ 75,000	
Superintendent Summit Expense	\$ 51,718	\$ 1,386	



## **National Alliance of Black School Educators Proposed 2025 Budget**

### **Assumptions**

#### **2025 Assumptions:**

- Location will drive higher attendance.
- Key note speaker drives attendance.
- Early and consistent marketing of conference and keynote drives higher registration.
- 10% increase from 2024 expenses.
- 10% increase from 2024 registration revenue.

#### **2025 Recommendations:**

- Develop a strategic plan for grants.
- Plan to announce location and/or key note speaker in advance (preferable at the current time).
- Develop a strategic plan for sponsorships.

# PROPOSED BUDGET

## FISCAL YEAR 2026





## National Alliance of Black School Educators

### 2026 Proposed Budget

January - December 2026

	<u>2026 Proposed</u>
<b>Revenue-Contributions</b>	
Total Donations (Unrestricted)	\$ 5,000
Total Donations (Restricted)	\$ 20,000
Total Membership	\$ 480,000
Total Sponsorships	\$ 400,000
<b>Total Revenue-Contributions</b>	<b>\$ 905,000</b>
<b>Revenue-Grants</b>	
Unrestricted Grants	\$ 1,000
<b>Total Revenue-Grants</b>	<b>\$ 1,000</b>
<b>Revenue-Programming</b>	
Annual Conferences	\$ 880,000
National Educational Policy Institute (NEPI)	\$ 37,500
National Teacher Institute (NTI)	\$ 40,000
Research Symposium	\$ 15,000
Superintendent Summit	\$ 42,500
<b>Total Revenue-Programming</b>	<b>\$ 1,015,000</b>
<b>Total Revenue</b>	<b>\$ 1,921,000</b>
<b>Gross Profit</b>	<b>\$ 1,921,000</b>
<b>Expenditures</b>	
<b>Expenses-Admin</b>	
Marketing and Technology	\$ 30,268
Conference Travel Expense	\$ 30,000
Admin Contractor-Executive Director	\$ 150,000
Admin Contractor-Executive Admin	\$ 74,100
Admin Contractor-Director Comm & Global Adv	\$ 50,000
Admin Contractor-Director Engagement & Fin	\$ 53,150
Admin Contractor-Director Pgm & Logistics	\$ 50,000
Admin Contractor-Director Reg Affiliate Affairs (2)	-
Admin Contractor-Director of Research Institute (NEPI)	\$ 5,000
Admin Contractor-Webmaster	\$ 10,000
Total Legal & Professional Services *	\$ 50,000
General Operating Expenses **	\$ 281,866
<b>Total Expenses-Admin</b>	<b>\$ 784,384</b>

## **Expenses-Programming**

NABSE Conference	\$ 725,000
Conference	\$ 725,000
NABSEF Payments	\$ 7,500
Total NABSE Conference	<b>\$ 732,500</b>
National Educational Policy Institute (NEPI)	\$ 20,000
National Teacher Institute (NTI)	\$ 60,000
Research Symposium	\$ 20,000
Superintendent Summit Expense	\$ 75,000
Coalition of Allies (2026)	\$ 10,000
Scholarship Award Expense	\$ 10,000
Commission Committees	\$ 7,000
<b>Total Expenses-Programming</b>	<b>\$ 934,500</b>
<b>Total Expenditures</b>	<b>\$ 1,718,884</b>
<b>Net Revenue</b>	<b>\$ 202,116</b>

\*includes legal, accounting and auditing fees

\*\* includes insurance, storage, subscription, and other general operating fees

# **National Alliance of Black School Educators**

## **2026 Budget Assumptions**

### **2026 Assumptions:**

Estimated a deduction in attendance at 1500.  
Membership increase based on Presidential Priority Plan.  
Additional staff included based on Presidential Priority Plan.  
10% increase from 2025 expenses.

### **2026 Recommendations:**

Develop a strategic plan for grants.  
Plan to announce location and key note speaker in advance.  
Develop a strategic plan for sponsorships.