

**Institute of Makers of Explosives**  
**2024 Budget Proposal**  
**September 18, 2023**

|                                       | <b>2023</b>             | <b>2023</b>             | <b>2024</b>             |                        |
|---------------------------------------|-------------------------|-------------------------|-------------------------|------------------------|
|                                       | <b>Total Estimated</b>  | <b>Approved</b>         | <b>Proposed</b>         | <b>Variance</b>        |
|                                       | <b>Expenses</b>         | <b>Budget</b>           | <b>Budget</b>           |                        |
| <b>Operating</b>                      |                         |                         |                         |                        |
| Rent                                  | 210,635                 | 210,635                 | 219,063                 | 8,428                  |
| Office Supplies                       | 2,045                   | 5,000                   | 3,750                   | (1,250)                |
| Communications                        | 24,245                  | 25,239                  | 30,822                  | 5,583                  |
| Furniture & Equipment                 | 8,000                   | 8,000                   | 3,500                   | (4,500)                |
| Operating Expenses                    | <u>36,142</u>           | <u>35,166</u>           | <u>47,284</u>           | <u>12,118</u>          |
|                                       | <b><u>281,066</u></b>   | <b><u>284,040</u></b>   | <b><u>304,419</u></b>   | <b><u>20,379</u></b>   |
| <b>Administrative</b>                 |                         |                         |                         |                        |
| Salaries                              | 1,077,821               | 1,103,845               | 1,138,299               | 34,454                 |
| Employment Taxes                      | 79,614                  | 82,245                  | 83,908                  | 1,663                  |
| Employee Benefits                     | 183,087                 | 179,935                 | 209,916                 | 29,981                 |
| Travel                                | 58,053                  | 81,970                  | 72,045                  | (9,925)                |
| Professional Development              | 18,744                  | 19,500                  | 24,500                  | 5,000                  |
| Administrative Services               | 46,434                  | 46,200                  | 38,030                  | (8,170)                |
| Consultants                           | <u>183,145</u>          | <u>195,000</u>          | <u>296,500</u>          | <u>101,500</u>         |
|                                       | <b><u>1,646,897</u></b> | <b><u>1,708,695</u></b> | <b><u>1,863,197</u></b> | <b><u>154,502</u></b>  |
| <b>Meetings</b>                       |                         |                         |                         |                        |
| Spring Meeting                        | 93,251                  | 97,500                  | 108,500                 | 11,000                 |
| Registration                          | (22,000)                | (25,000)                | (25,000)                | 0                      |
| Sponsorships                          | (50,000)                | (25,000)                | (25,000)                | 0                      |
| Annual Meeting                        | 99,100                  | 99,100                  | 99,000                  | (100)                  |
| Registration                          | (25,000)                | (25,000)                | (25,000)                | 0                      |
| Sponsorships                          | (35,000)                | (25,000)                | (25,000)                | 0                      |
| Other Meetings                        | <u>11,057</u>           | <u>6,000</u>            | <u>7,736</u>            | <u>1,736</u>           |
|                                       | <b><u>71,408</u></b>    | <b><u>102,600</u></b>   | <b><u>115,236</u></b>   | <b><u>12,636</u></b>   |
| <b>Legislative/Regulatory Affairs</b> | <b><u>29,231</u></b>    | <b><u>36,662</u></b>    | <b><u>32,461</u></b>    | <b><u>(4,201)</u></b>  |
| <b>Communications &amp; Marketing</b> | <b><u>88,148</u></b>    | <b><u>90,000</u></b>    | <b><u>34,000</u></b>    | <b><u>(56,000)</u></b> |
| <b>Safety Education</b>               | <b><u>93,315</u></b>    | <b><u>96,325</u></b>    | <b><u>32,750</u></b>    | <b><u>(63,575)</u></b> |
| <b>Research &amp; Development</b>     | <b><u>10,000</u></b>    | <b><u>25,000</u></b>    | <b><u>15,000</u></b>    | <b><u>(10,000)</u></b> |
|                                       | <b><u>2,220,066</u></b> | <b><u>2,343,322</u></b> | <b><u>2,397,063</u></b> | <b><u>53,741</u></b>   |