

2021-2022	Approved YE 2021	Actual 6.30.21	Approved YE2022
REVENUE			
MEMBERSHIP			
New Membership	\$75,000	\$180,630	\$110,000
Membership-student	\$10,000	\$26,275	\$22,000
Membership-international	\$6,000	\$9,935	\$9,000
Membership renewals	\$115,000	\$117,365	\$165,000
Renewals-student	\$5,000	\$5,210	\$5,000
Renewals-international	\$4,000	\$9,675	\$9,000
Membership revenue	\$215,000	\$349,090	\$320,000
IRE SALES & SERVICES			
Data analysis/visualization & database sales	\$7,500	\$12,318	\$15,000
IRE Journal subscriptions/advertising	\$3,000	\$5,401	\$5,000
Book sales and royalty	\$15,000	\$24,465	\$25,000
Story/tipsheet sales & Research Desk	\$2,500	\$470	\$2,000
Award Contest fees	\$40,000	\$37,785	\$40,000
Web ads/services	\$30,000	\$42,352	\$40,000
Fiscal Agent fees	\$12,000	\$13,502	\$20,000
Other	\$1,000	\$7,441	\$4,000
IRE Services / Products revenue	\$111,000	\$143,734	\$151,000

2021-2022	Approved YE 2021	Actual 6.30.21	Approved YE2022
CONFERENCES			
Registrations and fees (IRE20, NICAR21, IRE21 in Approved and Actual 21; DBEI, NICAR22, and IRE22 in Approved YE22)	\$766,000	\$735,963	\$839,195
Hands-on training classes	\$34,000	\$13,835	\$40,000
Other revenues	\$47,000	\$27,990	\$38,000
Sponsorships	\$495,000	\$462,250	\$386,250
Conference revenue	\$1,342,000	\$1,240,038	\$1,303,445
Program Revenue			
Watchdog workshops	\$20,000	\$0	\$0
TV watchdog workshops	\$4,000	\$6,370	\$0
Custom newsroom training	\$30,000	\$25,653	\$75,000
IRE on Campus program	\$0	\$0	\$0
Boot camps	\$96,000	\$51,000	\$75,000
Program Revenue	\$150,000	\$83,023	\$150,000
GRANTS / FOUNDATIONS Released			
Google News Initiative: Data in Local Newsrooms (restricted)	\$16,000	\$0	\$16,000
John S. and James L. Knight Foundation: TV initiative (restricted)	\$142,000	\$97,000	\$45,000

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TNT Program (restricted)	\$217,000	\$150,000	\$150,000
Fellowship grant (restricted)	\$0	\$0	\$100,000
Inasmuch Foundation (unrestricted)	\$100,000	\$100,000	\$100,000
Lumina Foundation: IRE On Campus (restricted)	\$94,000	\$94,000	\$80,000
Dow Jones Newspaper Fund: intern data boot camp (restricted)	\$0	\$21,560	\$0
McCormick (\$50,000) Chicago newsrooms (restricted)	\$0	\$0	\$50,000
Arnold Ventures (unrestricted)	\$150,000	\$150,000	\$0
Jonathan Logan Family Foundation (unrestricted)	\$75,000	\$75,000	\$75,000
Syracuse University-IRE on Campus Program (restricted)	\$0	\$9,500	\$0
Park Foundation (unrestricted)	\$0	\$50,000	\$0
Grants / Foundations revenue	\$794,000	\$747,060	\$616,000
INDIVIDUAL DONATIONS			
Unrestricted/temporary restricted	\$30,000	\$58,939	\$40,000
Perm. Restricted -Endowment	\$25,000	\$11,968	\$20,000
Individual donations revenue	\$55,000	\$70,907	\$60,000
INVESTMENT INCOME			

2021-2022	Approved YE 2021	Actual 6.30.21	Approved YE2022
Income released-fellowships,administrative	\$150,000	\$0	\$225,000
Income not released		\$150,000	\$0
Investment income revenue	\$150,000	\$150,000	\$225,000
General Operating funds-from YE21	\$0	\$0	\$200,000
TOTAL REVENUE	\$2,817,000	\$2,783,852	\$3,025,445
EXPENSES			
PERSONNEL			
Salaries: full-time staff	\$987,000	\$1,008,000	\$1,008,000
Benefits: full-time staff	\$326,000	\$322,000	\$339,000
Part-time wages	\$75,000	\$42,000	\$45,000
Student wages	\$40,000	\$25,000	\$25,000
Personnel expenses	\$1,428,000	\$1,397,000	\$1,417,000
IRE SALES & SERVICES			
Membership	\$2,000	\$1,464	\$2,000
Data Library	\$2,000	\$1,331	\$2,000

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Journal	\$35,000	\$33,488	\$37,000
Book costs	\$15,000	\$14,443	\$15,000
Resource Center	\$10,000	\$13,255	\$7,500
Contest (platform, plaques, awards)	\$15,000	\$13,768	\$12,000
Web services	\$2,000	\$2,166	\$2,000
Other	\$1,000	\$8,938	\$1,000
Sales/Products	\$82,000	\$88,853	\$78,500
PROGRAM EXPENSES			
Conferences	\$839,000	\$147,867	\$987,000
Watchdog workshops	\$5,000	\$0	\$0
TV watchdog workshops	\$5,000	\$0	\$0
Total Newsroom Training (TNT)	\$0	\$0	\$53,000
Lumina-IRE on Campus	\$5,000	\$0	\$53,000
Custom newsroom training	\$5,000	\$3,080	\$15,000
Boot camps	\$5,000	\$2,290	\$10,000
Fellowships/scholarships	\$100,000	\$158,175	\$120,000
Program Expenses	\$964,000	\$311,412	\$1,238,000
PROFESSIONAL SERVICES			
Investment management fees	\$18,000	\$18,000	\$18,000

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Accounting	\$25,000	\$31,231	\$25,000
Legal	\$5,000	\$658	\$2,000
Professional services expenses	\$48,000	\$49,889	\$45,000
BOARD OF DIRECTORS			
Retreat-audio/visual, room rental, faciliator	\$0	\$0	\$5,000
Board travel assistance	\$1,000	\$0	\$1,000
Election software	\$2,500	\$2,210	\$2,500
Board of directors expenses	\$3,500	\$2,210	\$8,500
GENERAL OFFICE			
Telephone and fax	\$6,000	\$7,574	\$10,000
Postage	\$3,000	\$1,941	\$3,000
Office supplies	\$6,000	\$1,302	\$5,000
Photocopying	\$3,000	\$1,800	\$2,000
Insurance	\$20,000	\$26,000	\$18,000
Computer supplies	\$2,000	\$655	\$2,000
Credit card service fees	\$40,000	\$51,658	\$50,000
Dues/fees/subscriptions	\$2,500	\$1,373	\$3,000
Office Travel/Executive Director Travel & search costs	\$5,000	\$1,846	\$5,000

2021-2022	Approved YE 2021	Actual 6.30.21	Approved YE2022
Marketing/promotions	\$9,000	\$1,254	\$6,000
Staff retreat / professional development	\$3,000	\$900	\$2,000
Software/equipment/maintenance/hosting	\$30,000	\$28,332	\$35,000
Web design/updates	\$40,000	\$48,175	\$20,000
Office relocation expenses	\$0	\$0	\$10,000
Other office expense	\$4,000	\$5,120	\$5,000
General office expenses	\$173,500	\$177,930	\$176,000
Fundraising expenses	\$10,000	\$4,711	\$10,000
Depreciation	\$10,000	\$10,000	\$7,000
TOTAL EXPENSES	\$2,719,000	\$2,042,005	\$2,980,000
Reinvested Investment Income	\$0	\$150,000	
Permanently restricted-Endowment	\$25,000	\$11,968	\$20,000
General operating funds deferred to YE22		\$200,000	
REVENUE MINUS EXPENSES	\$73,000	\$379,879	\$25,445

Employee					
	Salary 9.1.21	Benefits			
Diana Fuentes	\$141,800	\$49,630			
Malan, Denise	\$92,970	\$29,040			
Heather F. Henry	\$63,175	\$19,766			
Charles Minshew	\$72,142	\$25,250			
Cody Winchester	\$78,342	\$25,320			
Patti Divincenzo	\$72,093	\$25,233			
Francisco Vara-Orta	\$87,000	\$30,450			
Amy Johnston	\$46,760	\$16,366			
Lauren Grandestaff	\$60,877	\$17,807			
Madison Fleck	\$50,752	\$17,763			
Sarah Hutchins	\$72,093	\$25,233			
Stephanie Klimstra	\$82,464	\$26,062			
Anna Lopez	\$87,500	\$30,625			
	\$1,007,968	\$338,544			