

	Approved YE2022	Actual 6.30.22	Approved YE 2023
<b>REVENUE</b>			
<b>MEMBERSHIP</b>			
New Membership	\$110,000	\$124,737	\$140,000
Membership-student	\$22,000	\$19,070	\$20,000
Membership-international	\$9,000	\$10,035	\$10,000
Membership renewals	\$165,000	\$128,920	\$145,000
Renewals-student	\$5,000	\$4,480	\$5,000
Renewals-international	\$9,000	\$6,460	\$7,000
<b>Membership revenue</b>	<b>\$320,000</b>	<b>\$293,702</b>	<b>\$327,000</b>
<b>IRE SALES &amp; SERVICES</b>			
Data analysis/visualization & database sales	\$15,000	\$11,572	\$9,000
IRE Journal subscriptions/advertising	\$5,000	\$7,722	\$8,000
Book sales and royalty	\$25,000	\$27,170	\$25,000
Story/tipsheet sales & Research Desk	\$2,000	\$1,215	\$1,000
Award Contest fees	\$40,000	\$42,125	\$42,000
Web ads/services	\$40,000	\$63,595	\$65,000
Fiscal Agent fees	\$20,000	\$37,257	\$35,000
Other	\$4,000	\$4,815	\$5,000
<b>IRE Services / Products revenue</b>	<b>\$151,000</b>	<b>\$195,471</b>	<b>\$190,000</b>

## CONFERENCES

Registrations and fees	\$839,195	\$653,518	\$714,000
Hands-on training classes	\$40,000	\$24,020	\$40,000
Other revenues	\$38,000	\$28,640	\$40,000
Sponsorships	\$386,250	\$375,749	\$345,000
<b>Conference revenue</b>	<b>\$1,303,445</b>	<b>\$1,081,927</b>	<b>\$1,139,000</b>

## Program Revenue

Watchdog workshops	\$0	\$0	\$0
TV watchdog workshops	\$0	\$0	\$0
Custom newsroom training	\$75,000	\$61,318	\$125,000
Boot camps	\$75,000	\$62,575	\$90,000
<b>Program Revenue</b>	<b>\$150,000</b>	<b>\$123,893</b>	<b>\$215,000</b>

## GRANTS / FOUNDATIONS Released

Google News Initiative: Data in Local Newsrooms (restricted)	\$16,000	\$16,000	\$0
John S. and James L. Knight Foundation: TV initiative (restricted)	\$45,000	\$45,000	\$0
TNT Program	\$150,000	\$100,000	\$125,000
Fellowship grant	\$100,000	\$100,000	\$100,000
Inasmuch Foundation: Watchdog workshops (unrestricted)	\$100,000	\$100,000	\$0
Lumina Foundation: IRE On Campus (restricted)	\$80,000	\$0	\$160,000

Colorado Trust	\$0	\$10,765	\$11,000
Dow Jones Newspaper Fund: intern data boot camp (restricted)	\$0	\$41,200	\$0
McCormick (\$50,000) Chicago newsrooms	\$50,000	\$50,000	\$0
Arnold Ventures (unrestricted)	\$0	\$150,000	\$150,000
James Richard Bennett-support of IRE Journal	\$0	\$5,000	\$5,000
Community Wealth Partners	\$0		\$5,000
Jonathan Logan Family Foundation (unrestricted)	\$75,000	\$75,000	\$0
Park Foundation (unrestricted)	\$0	\$70,000	\$0
<b>Grants / Foundations revenue</b>	<b>\$616,000</b>	<b>\$762,965</b>	<b>\$556,000</b>

#### INDIVIDUAL DONATIONS

Unrestricted/temporary restricted	\$40,000	\$67,760	\$75,000
Perm. Restricted-Goes to Endowment-	\$20,000	\$123,427	\$50,000
<b>Individual donations revenue</b>	<b>\$60,000</b>	<b>\$191,187</b>	<b>\$125,000</b>

#### INVESTMENT INCOME

Income released-fellowships, administrative	\$225,000	\$218,896	\$300,000
Reimbursement of prior year expenses-NFOIC and Freelance	\$0	\$0	\$0
<b>Investment income revenue</b>	<b>\$225,000</b>	<b>\$218,896</b>	<b>\$300,000</b>

General Operating funds-from YE21	\$200,000	\$200,000	
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<b>TOTAL REVENUE</b>	<b>\$3,025,445</b>	<b>\$3,068,041</b>	<b>\$2,852,000</b>
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## EXPENSES

### PERSONNEL

Salaries: full-time staff	\$1,008,000	\$1,029,137	\$1,039,000
Benefits: full-time staff	\$339,000	\$340,985	\$357,000
Part-time wages	\$45,000	\$27,048	\$28,000
Student wages	\$25,000	\$17,069	\$20,000
<b>Personnel expenses</b>	<b>\$1,417,000</b>	<b>\$1,414,239</b>	<b>\$1,444,000</b>

### IRE SALES & SERVICES

Membership	\$2,000	\$1,900	\$2,000
Data Library	\$2,000	\$1,756	\$5,000
Journal	\$37,000	\$36,328	\$37,000
Book costs	\$15,000	\$12,117	\$10,000
Resource Center	\$7,500	\$13,126	\$5,000
Contest (platform, plaques, awards)	\$12,000	\$16,682	\$14,000
Web services	\$2,000	\$1,425	\$2,000
Other	\$1,000	\$1,054	\$1,000
<b>Sales/Products</b>	<b>\$78,500</b>	<b>\$84,388</b>	<b>\$76,000</b>

**PROGRAM EXPENSES**

Conferences	\$987,000	\$898,216	\$733,000
Watchdog workshops	\$0	\$0	\$0
TV watchdog workshops	\$0	\$21,060	\$0
Total Newsroom Training (TNT)	\$53,000	\$22,216	\$30,000
Lumina-IRE on Campus	\$53,000	\$0	\$50,000
Mccormick	\$0	\$15,000	\$0
Custom newsroom training	\$15,000	\$9,090	\$10,000
Boot camps	\$10,000	\$27,507	\$10,000
Fellowships/scholarships	\$120,000	\$216,763	\$172,000
<b>Program Expenses</b>	<b>\$1,238,000</b>	<b>\$1,209,852</b>	<b>\$1,005,000</b>

**PROFESSIONAL SERVICES**

Investment management fees	\$18,000	\$15,637	\$16,000
Accounting	\$25,000	\$22,645	\$25,000
Legal	\$2,000	\$0	\$2,000
Consulting services	\$0	\$9,614	\$0
<b>Professional services expenses</b>	<b>\$45,000</b>	<b>\$47,896</b>	<b>\$43,000</b>

**BOARD OF DIRECTORS**

Retreat-audio/visual, room rental, Board development	\$5,000	\$6,988	\$17,000
Board travel assistance	\$1,000	\$876	\$1,000
Election software	\$2,500	\$2,060	\$2,000
<b>Board of directors expenses</b>	<b>\$8,500</b>	<b>\$9,924</b>	<b>\$20,000</b>

**GENERAL OFFICE**

Telephone and internet	\$10,000	\$8,640	\$9,000
Postage	\$3,000	\$2,501	\$3,000
Office supplies	\$5,000	\$3,466	\$5,000
Photocopying	\$2,000	\$2,367	\$0
Insurance	\$18,000	\$22,492	\$20,000
Computer supplies	\$2,000	\$2,590	\$2,000
Credit card service fees	\$50,000	\$36,622	\$35,000
Dues/fees/subscriptions	\$3,000	\$1,872	\$2,000
Office Travel/Executive Director Travel	\$5,000	\$8,228	\$10,000
Marketing/promotions	\$6,000	\$2,344	\$3,000
Staff retreat / professional development	\$2,000	\$948	\$17,000
Software/equipment/maintenance/hosting	\$35,000	\$36,376	\$35,000
Web design/updates	\$20,000	\$5,327	\$20,000
Office relocation expenses	\$10,000	\$5,614	\$0
Other office expense	\$5,000	\$6,716	\$5,000
<b>General office expenses</b>	<b>\$176,000</b>	<b>\$146,103</b>	<b>\$166,000</b>
Fundraising expenses	\$10,000	\$6,902	\$7,000
Depreciation	\$7,000	\$7,000	\$7,000
<b>TOTAL EXPENSES</b>	<b>\$2,980,000</b>	<b>\$2,926,304</b>	<b>\$2,768,000</b>

Reinvested Investment Income

Permanently restricted-Goes to Endowment

-\$20,000

-\$123,427

-\$50,000

Reserve Fund

**REVENUE MINUS EXPENSES**

**\$25,445**

**\$18,310**

**\$34,000**

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	<b>Salaries 9.1.22</b>	<b>Benefits</b>
Diana Fuentes	\$141,800	49630
Heather F. Henry	\$71,578	21745.5
Cody Winchester	\$89,610	31363.5
Patti Divincenzo	\$79,406	27792.1
Francisco Vara-Orta	\$89,610	31363.5
Amy Johnston	\$52,979	18542.65
Lauren Grandestaff	\$62,703	19587.75
Stephanie Klimstra	\$84,938	28667.1
Anna Lopez	\$90,125	31543.75
Liz Lucas	\$72,100	25235
Adam Rhodes	\$72,100	25235
Laura Moscoso	\$72,100	25235
Doug Meigs	\$60,000	21000
	<b>\$1,039,049</b>	<b>\$356,941</b>