

**Florida Beer Wholesalers Association  
2024 Projections**

	Jan - Mar, 2024	Apr - Jun, 2024	Jul - Sep, 2024	Oct - Dec Projections	2024 Total w/ Projections	2024 Budget
<b>Income</b>						
Membership Dues	246,375.00	246,375.00	246,375.00	246,375.00	985,500.00	985,477
Refunds to customers		42.99			42.99	
Sponsorships	25,500.00	35,500.00	6,800.00	2,500.00	70,300.00	60,000
<b>Total Income</b>	<b>\$ 271,875.00</b>	<b>\$ 281,917.99</b>	<b>\$ 253,175.00</b>	<b>\$ 248,875.00</b>	<b>\$ 1,055,842.99</b>	<b>\$ 1,045,477.00</b>
<b>Gross Profit</b>	<b>\$ 271,875.00</b>	<b>\$ 281,917.99</b>	<b>\$ 253,175.00</b>	<b>\$ 248,875.00</b>	<b>\$ 1,055,842.99</b>	<b>\$ 1,045,477.00</b>
<b>Expenses</b>						
Advertising & marketing	12,000.00	12,000.00	12,000.00	12,000.00	48,000.00	85,000
Annual Meeting		8,000.00	25,056.40	34,313.50	67,369.90	64,000
Building & property rent	11,843.44	12,398.78	11,630.38	12,000.00	47,872.60	48,240
Cell Phone	300.00	300.00	300.00	300.00	1,200.00	0
Donations & Flowers	1,092.93	214.98		2,500.00	3,807.91	0
General business expenses						10,062
Bank fees & service charges	927.84	1,058.41	1,103.92	1,100.00	4,190.17	30
<b>Total General business expenses</b>	<b>\$ 927.84</b>	<b>\$ 1,058.41</b>	<b>\$ 1,103.92</b>	<b>\$ 1,100.00</b>	<b>\$ 4,190.17</b>	10,092
Insurance						
Business insurance	1,321.08	4,629.70		250.00	6,200.78	7,300
<b>Total Insurance</b>	<b>\$ 1,321.08</b>	<b>\$ 4,629.70</b>	<b>\$ 0.00</b>	<b>\$ 250.00</b>	<b>\$ 6,200.78</b>	<b>7,300</b>
Legal & accounting services	390.00		19,532.80		19,922.80	21,000
Legal fees	5,700.00	5,700.00	25,655.30	7,500.00	44,555.30	72,800
<b>Total Legal &amp; accounting services</b>	<b>\$ 6,090.00</b>	<b>\$ 5,700.00</b>	<b>\$ 45,188.10</b>	<b>\$ 7,500.00</b>	<b>\$ 64,478.10</b>	<b>93,800</b>
Licenses & Fees				\$ 120.07	\$ 120.07	0
Lobbyist Fees	49,050.00	31,100.00	30,450.00	31,000.00	141,600.00	150,775
Meals	470.91	962.34	1,703.96	1,250.00	4,387.21	5,000
Travel meals			94.17		94.17	
<b>Total Meals</b>	<b>\$ 470.91</b>	<b>\$ 962.34</b>	<b>\$ 1,798.13</b>	<b>\$ 1,250.00</b>	<b>\$ 4,481.38</b>	
Membership Meetings	6,840.71				6,840.71	12,000
Memberships & subscriptions	1,516.25	874.90	450.00	6,000.00	8,841.15	7,250
Office expenses	99.26	9.85	232.41	1,500.00	1,841.52	2,000
Office supplies	680.08	501.43	595.39	400.00	2,176.90	3,800
Shipping & postage			14.80	100.00	114.80	600
Software & apps	3,940.00	3,924.50	3,750.00	3,900.00	15,514.50	800
<b>Total Office expenses</b>	<b>\$ 4,719.34</b>	<b>\$ 4,435.78</b>	<b>\$ 4,592.60</b>	<b>\$ 11,900.00</b>	<b>\$ 25,647.72</b>	<b>5,400</b>
Payroll expenses		327.60			327.60	138
Dental Insurance	475.51	492.39	492.39	492.39	1,952.68	2,200
Employee benefits					0.00	
Employee retirement plans	5,634.26	4,558.74	4,558.74	4,558.74	19,310.48	20,000
Health & accident plans	5,921.07	8,380.20	6,285.15	5,800.00	26,386.42	30,000
<b>Total Employee benefits</b>	<b>\$ 11,555.33</b>	<b>\$ 12,938.94</b>	<b>\$ 10,843.89</b>	<b>\$ 10,851.13</b>	<b>\$ 46,189.29</b>	<b>50,000</b>
Payroll taxes	7,256.51	7,156.51	3,827.45	3,900.00	22,140.47	22,000
Salaries	19,537.50	19,537.50	19,537.50	19,537.50	78,150.00	78,750
Salaries Officer	71,637.51	71,637.51	71,637.51	71,637.51	286,550.04	288,750
<b>Total Payroll expenses</b>	<b>\$ 110,462.36</b>	<b>\$ 112,090.45</b>	<b>\$ 106,338.74</b>	<b>\$ 106,418.53</b>	<b>\$ 435,310.08</b>	<b>441,700</b>
Production Videos	6,000.00	6,000.00	6,000.00	6,000.00	24,000.00	25,000
QuickBooks Payments Fees	15.00	510.75	309.00	400.00	1,234.75	1,440
Technology Services	820.00	420.00	630.00	600.00	2,470.00	5,000
Travel	2,628.07	3,033.82	3,029.49	2,200.00	10,891.38	28,000
Airfare	620.20	1,298.86	598.95	500.00	3,018.01	
Automobile Expense	368.50	387.26	2,321.55	500.00	3,577.31	
Hotels	283.50	2,534.08	1,897.75	500.00	5,215.33	
Parking & tolls		138.05	195.84	100.00	433.89	
Taxi or shared rides		210.12			210.12	
<b>Total Travel</b>	<b>\$ 3,900.27</b>	<b>\$ 7,602.19</b>	<b>\$ 8,043.58</b>	<b>\$ 3,800.00</b>	<b>\$ 23,346.04</b>	28,000
Utilities					0.00	
Telephone, Internet & Cable	1,016.63	1,207.78	1,062.56	1,100.00	4,386.97	6,420
<b>Total Utilities</b>	<b>\$ 1,016.63</b>	<b>\$ 1,207.78</b>	<b>\$ 1,062.56</b>	<b>\$ 1,100.00</b>	<b>\$ 4,386.97</b>	4,400
Website			1,785.60		1,785.60	2,020
<b>Total Expenses</b>	<b>\$ 218,386.76</b>	<b>\$ 209,506.06</b>	<b>\$ 256,739.01</b>	<b>\$ 238,432.03</b>	<b>\$ 923,063.86</b>	<b>998,355</b>
<b>Net Operating Income</b>	<b>\$ 53,488.24</b>	<b>\$ 72,411.93</b>	<b>-\$ 3,564.01</b>	<b>\$ 10,442.97</b>	<b>\$ 122,336.16</b>	<b>47,122</b>

	Jan - Mar, 2024	Apr - Jun, 2024	Jul - Sep, 2024	Oct - Dec Projections	2024 Total w/ Projections	2024 Budget
<b>Other Income</b>						
<b>Other income</b>						
<b>Interest Income</b>	3,557.37	19,995.77	7,322.61	10,000.00	40,875.75	30,000
<b>Total Other income</b>	<b>\$ 3,557.37</b>	<b>\$ 19,995.77</b>	<b>\$ 7,322.61</b>	<b>\$ 10,000.00</b>	<b>\$ 40,875.75</b>	<b>30,000</b>
<b>Unrealized Gains/Losses</b>	-1,142.40	-60.22	888.80	300.00	-13.82	
<b>Total Other Income</b>	<b>\$ 2,414.97</b>	<b>\$ 19,935.55</b>	<b>\$ 8,211.41</b>	<b>\$ 10,300.00</b>	<b>\$ 40,861.93</b>	<b>30,000</b>
<b>Net Other Income</b>	<b>\$ 2,414.97</b>	<b>\$ 19,935.55</b>	<b>\$ 8,211.41</b>	<b>\$ 10,300.00</b>	<b>\$ 40,861.93</b>	<b>30,000</b>
<b>Net Income</b>	<b>\$ 55,903.21</b>	<b>\$ 92,347.48</b>	<b>\$ 4,647.40</b>	<b>\$ 20,742.97</b>	<b>\$ 173,641.06</b>	<b>77,122</b>

**Florida Beer Wholesalers Association  
2025 Budget**

	<b>Total</b>
<b>Income</b>	
Membership Dues	1,141,008.00
Sponsorships	75,000.00
<b>Total Income</b>	<b>\$ 1,216,008.00</b>
<b>Gross Profit</b>	<b>\$ 1,216,008.00</b>
<b>Other Income</b>	
Other income	
Interest Income	45,000.00
<b>Total Other income</b>	<b>\$ 45,000.00</b>
Unrealized Gains/Losses	0.00
<b>Total Other Income</b>	<b>\$ 45,000.00</b>
<b>Net Other Income</b>	<b>\$ 45,000.00</b>
<b>Expenses</b>	
Advertising & marketing	62,000.00
Annual Meeting	87,500.00
Building & property rent	50,000.00
Cell Phone	2,400.00
Donations & Flowers	7,500.00
General business expenses	
Bank fees & service charges	4,000.00
<b>Total General business expenses</b>	<b>\$ 4,000.00</b>
Insurance	
Business insurance	7,500.00
<b>Total Insurance</b>	<b>\$ 7,500.00</b>
Legal & accounting services	22,000.00
Legal fees	50,000.00
<b>Total Legal &amp; accounting services</b>	<b>\$ 72,000.00</b>
Licenses & Fees	120.07
Lobbyist Fees	260,000.00
Meals	9,500.00
Travel meals	

<b>Total Meals</b>	<b>\$ 9,500.00</b>
<b>Membership Meetings</b>	9,000.00
<b>Memberships &amp; subscriptions</b>	23,500.00
<b>Office expenses</b>	
<b>Office supplies</b>	2,000.00
<b>Shipping &amp; postage</b>	250.00
<b>Software &amp; apps</b>	1,000.00
<b>Total Office expenses</b>	<b>\$ 3,250.00</b>
<b>Payroll expenses</b>	2,500.00
<b>Dental Insurance</b>	1,788.55
<b>Employee benefits</b>	
<b>Employee retirement plans</b>	21,000.00
<b>Health &amp; accident plans</b>	32,000.00
<b>Total Employee benefits</b>	<b>\$ 53,000.00</b>
<b>Payroll taxes</b>	26,000.00
<b>Salaries</b>	85,000.00
<b>Salaries Officers</b>	412,000.00
<b>Total Payroll expenses</b>	<b>\$ 580,288.55</b>
<b>Production Videos</b>	24,000.00
<b>QuickBooks Payments Fees</b>	1,500.00
<b>Technology Services</b>	2,290.00
<b>Travel</b>	10,000.00
<b>Airfare</b>	4,000.00
<b>Automobile Expense</b>	4,500.00
<b>Hotels</b>	6,000.00
<b>Parking &amp; tolls</b>	600.00
<b>Taxis or shared rides</b>	1,500.00
<b>Total Travel</b>	<b>\$ 26,600.00</b>
<b>Utilities</b>	
<b>Telephone, Internet &amp; Cable</b>	4,000.00
<b>Total Utilities</b>	<b>\$ 4,000.00</b>
<b>Website</b>	2,000.00
<b>Total Expenses</b>	<b>\$ 1,238,948.62</b>
<b>Net Operating Income</b>	<b>-\$ 22,940.62</b>
<b>Net Income</b>	<b>\$ 22,059.38</b>

**Florida Beer Wholesalers Association  
2025 Budget vs 2024 Projections**

	2024 Total w/ Projections	2025 Budget	\$ Difference	% Difference
<b>Income</b>				
Membership Dues	\$ 985,500.00	\$ 1,141,008.00	\$ 155,508.00	16%
Refunds to customers	\$ 42.99		\$ (42.99)	-100%
Sponsorships	\$ 70,300.00	\$ 75,000.00	\$ 4,700.00	7%
<b>Total Income</b>	<b>\$ 1,055,842.99</b>	<b>\$ 1,261,008.00</b>	<b>\$ 205,165.01</b>	<b>19%</b>
<b>Gross Profit</b>	<b>\$ 1,055,842.99</b>	<b>\$ 1,261,008.00</b>	<b>\$ 205,165.01</b>	<b>19%</b>
<b>Other Income</b>				
Other income	\$ -			
Interest Income	\$ 40,875.75	\$ 45,000.00	\$ 4,124.25	10%
<b>Total Other income</b>	<b>\$ 40,875.75</b>	<b>\$ 45,000.00</b>	<b>\$ 4,124.25</b>	<b>10%</b>
Unrealized Gains/Losses	\$ (13.82)		\$ 13.82	-100%
<b>Total Other Income</b>	<b>\$ 40,861.93</b>	<b>\$ 45,000.00</b>	<b>\$ 4,138.07</b>	<b>10%</b>
<b>Net Other Income</b>	<b>\$ 40,861.93</b>	<b>\$ 45,000.00</b>	<b>\$ 4,138.07</b>	<b>10%</b>
<b>Expenses</b>				
Advertising & marketing	\$ 48,000.00	\$ 62,000.00	\$ 14,000.00	29%
Annual Meeting	\$ 67,369.90	\$ 87,500.00	\$ 20,130.10	30%
Building & property rent	\$ 47,872.60	\$ 50,000.00	\$ 2,127.40	4%
Cell Phone	\$ 1,200.00	\$ 2,400.00	\$ 1,200.00	100%
Donations & Flowers	\$ 3,807.91	\$ 7,500.00	\$ 3,692.09	97%
<b>General business expenses</b>				
Bank fees & service charges	\$ 4,190.17	\$ 4,000.00	\$ (190.17)	-5%
<b>Total General business expenses</b>	<b>\$ 4,190.17</b>	<b>\$ 4,000.00</b>	<b>\$ (190.17)</b>	<b>-5%</b>
<b>Insurance</b>				
Business insurance	\$ 6,200.78	\$ 7,500.00	\$ 1,299.22	21%
<b>Total Insurance</b>	<b>\$ 6,200.78</b>	<b>\$ 7,500.00</b>	<b>\$ 1,299.22</b>	<b>21%</b>
<b>Legal &amp; accounting services</b>				
Legal fees	\$ 44,555.30	\$ 50,000.00	\$ 5,444.70	12%
<b>Total Legal &amp; accounting services</b>	<b>\$ 64,478.10</b>	<b>\$ 72,000.00</b>	<b>\$ 7,521.90</b>	<b>12%</b>
Licenses & Fees	\$ 120.07	\$ 120.07		0%
Lobbyist Fees	\$ 141,600.00	\$ 260,000.00	\$ 118,400.00	84%
Meals	\$ 4,387.21	\$ 9,500.00	\$ 5,112.79	117%
Travel meals	\$ 94.17		\$ (94.17)	-100%
<b>Total Meals</b>	<b>\$ 4,481.38</b>	<b>\$ 9,500.00</b>	<b>\$ 5,018.62</b>	<b>112%</b>
Membership Meetings	\$ 6,840.71	\$ 9,000.00	\$ 2,159.29	32%
Memberships & subscriptions	\$ 8,841.15	\$ 23,500.00	\$ 14,658.85	166%
<b>Office expenses</b>				
Office supplies	\$ 2,176.90	\$ 2,000.00	\$ (176.90)	-8%
Shipping & postage	\$ 114.80	\$ 250.00	\$ 135.20	118%
Software & apps	\$ 15,514.50	\$ 1,000.00	\$ (14,514.50)	-94%

	2024 Total w/ Projections	2025 Budget	\$ Difference	% Difference
Total Office expenses	\$ 25,647.72	\$ 3,250.00	\$ (22,397.72)	-87%
Payroll expenses	\$ 327.60	\$ 2,500.00	\$ 2,172.40	663%
Dental Insurance	\$ 1,952.68	\$ 1,788.55	\$ (164.13)	-8%
Employee benefits	\$ -			
Employee retirement plans	\$ 19,310.48	\$ 21,000.00	\$ 1,689.52	9%
Health & accident plans	\$ 26,386.42	\$ 32,000.00	\$ 5,613.58	21%
Total Employee benefits	\$ 46,189.29	\$ 53,000.00	\$ 6,810.71	15%
Payroll taxes	\$ 22,140.47	\$ 26,000.00	\$ 3,859.53	17%
Salaries	\$ 78,150.00	\$ 85,000.00	\$ 6,850.00	9%
Salaries Officer	\$ 286,550.04	\$ 412,000.00	\$ 125,449.96	44%
Total Payroll expenses	\$ 435,310.08	\$ 580,288.55	\$ 144,978.47	33%
Production Videos	\$ 24,000.00	\$ 24,000.00		
QuickBooks Payments Fees	\$ 1,234.75	\$ 1,500.00	\$ 265.25	21%
Technology Services	\$ 2,470.00	\$ 2,290.00	\$ (180.00)	-7%
Travel	\$ 10,891.38	\$ 10,000.00	\$ (891.38)	-8%
Airfare	\$ 3,018.01	\$ 4,000.00	\$ 981.99	33%
Automobile Expense	\$ 3,577.31	\$ 4,500.00	\$ 922.69	26%
Hotels	\$ 5,215.33	\$ 6,000.00	\$ 784.67	15%
Parking & tolls	\$ 433.89	\$ 600.00	\$ 166.11	38%
Taxis or shared rides	\$ 210.12	\$ 1,500.00	\$ 1,289.88	614%
Total Travel	\$ 23,346.04	\$ 26,600.00	\$ 3,253.96	14%
Utilities				
Telephone, Internet & Cable	\$ 4,386.97	\$ 4,000.00	\$ (386.97)	-9%
Total Utilities	\$ 4,386.97	\$ 4,000.00	\$ (386.97)	-9%
Website	\$ 1,785.60	\$ 2,000.00	\$ 214.40	12%
Total Expenses	\$ 923,063.86	\$ 1,238,948.62	\$ 315,884.76	34%
Net Operating Income	\$ 122,336.16	\$ (22,940.62)	\$ (145,276.78)	-119%
Net Income	\$ 173,641.06	\$ 22,059.38	\$ (151,581.68)	-87%

**2024 FINAL INCOME/EXPENSES - 12 MONTHS DUES**

<i><b>INCOME</b></i>	<u><i><b>BUDGET 2024</b></i></u>	<u><i><b>PROJECTED 2024</b></i></u>	<u><i><b>BUDGET 2025</b></i></u>
Membership Dues	985,477	\$ 985,500	1,141,008
Sponsorships	60,000	70,300	75,000
Interest Earned	<u>30,000</u>	<u>40,876</u>	<u>45,000</u>
	\$ 1,075,477	\$ 1,096,676	\$ 1,261,008
<i><b>SUMMARY</b></i>	<u><i><b>BUDGET 2024</b></i></u>	<u><i><b>PROJECTED 2024</b></i></u>	<u><i><b>BUDGET 2025</b></i></u>
Income	\$ 1,075,477	\$ 1,096,676	\$ 1,261,008
<i><b>EXPENSES</b></i>			
Admin, OH & Mtgs.	177,680	162,298	212,940
Personnel	444,100	435,310	580,289
Assn Activities	<u>376,575</u>	<u>325,427</u>	<u>445,720</u>
<b>TOTAL EXPENSES</b>	<u>998,355</u>	<u>923,035</u>	<u>1,238,949</u>
	s		
<b>Net Balance</b>	<b>\$ 77,122</b>	<b>\$ 173,641</b>	<b>\$ 22,059</b>

**FBWA Account Balances 12-10-24**

Hancock Whitney Operating Account	\$ 180,985
Hancock Whitney Money Market Account	\$ 175,035
Fidelity Investment Account	\$ 1,085,800
<b>TOTAL</b>	<u><b>\$ 1,441,820</b></u>

<b>2025</b>	181,112,386	0.0063	1,141,008.03
<b>2024</b>	147,086,913	0.0067	985,482.32
<b>2023</b>	151,708,224	0.0067	1,016,445.10
<b>2022</b>	149,208,236	0.0085	1,268,270.01

Dues rate 0.0071 to be invoiced monthly for twelve equal payments