

TREASURER'S REPORT

Twelve Months Ending May 31, 1982

This report will be prepared and distributed following the end of the month.

For your reference, the following is provided:

- The approved budget and funding for the fiscal year beginning June 1, 1981 and ending May 31, 1982.
- The approved budget for the separately funded Biomedical and Environmental Special Program area.
- A summary recap of the approved budget and funding for all Communications expenditures through CMA.

CMA
EC-6/02/82
BD-6/02/82

CMA 073704

CHEMICAL MANUFACTURERS ASSOCIATION
 APPROVED BUDGET AND FUNDING FOR THE
 Fiscal Year Beginning June 1, 1981 and ending May 31, 1982

| <u>REVENUE :</u> | <u>1981-82 Annual Budget</u> |
|---|----------------------------------|
| Membership Dues | \$ 9,500,000 |
| Investment Revenue | 800,000 |
| Meetings (Net of Expenses) | <u>232,000</u> |
| GENERAL OPERATIONS REVENUE | \$10,532,000 |
| Communications Assessment @ 40% of Dues | 3,800,000 |
| Utilization of Communications Assessment collected during prior year | <u>160,000</u> |
| TOTAL REVENUE | <u>\$14,492,000</u> |
| <u>PROGRAM AND MANAGEMENT EXPENSES:</u> | |
| General Counsel | \$ 760,600 |
| Government Relations | 722,400 |
| International Trade Activities | 222,300 |
| State Activities Program | 204,400 |
| Communications Program | 5,091,400 |
| Technical Administration | 181,200 |
| Health, Safety & Chemical Regulations | 734,300 |
| Environmental Activities | 662,500 |
| Distribution, Energy, Engineering | 417,600 |
| Chemtrec | 621,500 |
| Outside Legal Fees | 1,600,000 |
| Outside Technical Consulting | 1,166,800 |
| Executive Department | 1,222,100 |
| Accounting, Purchasing & Building Services | 469,200 |
| Printing, Distribution & Computer Services | <u>415,700</u> |
| TOTAL EXPENSES | <u>\$14,492,000</u> |

| | |
|----------------------|-----|
| AUTHORIZED PERSONNEL | 147 |
|----------------------|-----|

Note: The above budget and funding does not include the activities and 14 staff of the separately funded Biomedical and Environmental Special Programs area.

CMA 073705

CHEMICAL MANUFACTURERS ASSOCIATION
 APPROVED BUDGET AND FUNDING FOR
 BIOMEDICAL AND ENVIRONMENTAL SPECIAL PROGRAMS
 Fiscal Year Beginning June 1, 1981 and ending May 31, 1982

| <u>REVENUE:</u> | <u>1981-82 Annual Budget</u> | <u>Budget Amendment*</u> | <u>1981-82 Annual Budget As Amended</u> |
|--|----------------------------------|------------------------------|---|
| Overhead reimbursement @ \$500 per day | \$ 641,300 | \$ 39,200 | \$ 680,500 |
| Investment Revenue @ 9% | 324,000 | - | 324,000 |
| Less: Direct Credit of Investment Revenue to the Fluorocarbon Program @ 9% | (162,000) | - | (162,000) |
| Publication Sales | <u>1,000</u> | <u>-</u> | <u>1,000</u> |
| TOTAL REVENUE | <u><u>\$ 804,300</u></u> | <u><u>\$ 39,200</u></u> | <u><u>\$ 843,500</u></u> |
| <u>EXPENSES:</u> | | | |
| Salaries & Related Expenses | \$ 349,200 | \$ 29,400 | \$ 378,600 |
| Employee Benefits | 65,600 | 5,500 | 71,100 |
| Travel & Staff Training | 8,400 | 800 | 9,200 |
| Dues, Subscriptions & Pubs. | 1,200 | 200 | 1,400 |
| Meetings & Workshops | 800 | 100 | 900 |
| Outside Printing, Artwork & Graphics | 500 | - | 500 |
| Direct Postage, Freight & Delivery | 11,000 | 500 | 11,500 |
| Direct Supplies & General Office Expense | 25,800 | 500 | 26,300 |
| Taxes & Insurance | 27,300 | 2,200 | 29,500 |
| Special Insurance | 56,000 | - | 56,000 |
| Rent & Occupancy | 44,300 | - | 44,300 |
| Common Cost Expenses | 66,700 | - | 66,700 |
| Administrative Support: | | | |
| Technical Administration | 48,700 | - | 48,700 |
| Office of General Counsel | 74,100 | - | 74,100 |
| Accounting | 13,700 | - | 13,700 |
| Printing & Distribution | <u>11,000</u> | <u>-</u> | <u>11,000</u> |
| TOTAL EXPENSES | <u><u>\$ 804,300</u></u> | <u><u>\$ 39,200</u></u> | <u><u>\$ 843,500</u></u> |

| | | | |
|----------------------|----|---|----|
| AUTHORIZED PERSONNEL | 12 | 2 | 14 |
|----------------------|----|---|----|

*The addition of a program administrator and secretary to the Special Programs staff was approved at the September, 1981 Executive Committee meeting.

CHEMICAL MANUFACTURERS ASSOCIATION
SUMMARY RECAP OF COMMUNICATIONS
EXPENDITURES
Fiscal Year Beginning June 1, 1981 and ending May 31, 1982

The following detail summarizes total funding and expenditures through CMA in the Communications Department. The portions funded by member dues and those funded by the special Communications assessment are presented both separately and as a combined total.

| | 1981-82 Approved Communications Budget | 1981-82 Approved ChemCAP Budget | 1981-82 Combined Communications Budget |
|---|---|--|---|
| PROGRAM FUNDING: | | | |
| Dues & Other General Revenue Required to support program | \$ 1,131,400 | \$ N/A | \$ 1,131,400 |
| Communications Assessment @ 40% of Dues | N/A | 3,800,000 | 3,800,000 |
| Utilization of Communications Assessment collected during prior year | N/A | 160,000 | 160,000 |
| TOTAL FUNDING | <u>\$ 1,131,400</u> | <u>\$ 3,960,000</u> | <u>\$ 5,091,400</u> |
| PROGRAM EXPENSES: | | | |
| Salaries & Related Expense | \$ 555,800 | \$ * | \$ 555,800 |
| Employee Benefits | 99,700 | * | 99,700 |
| Travel & Staff Training | 70,700 | * | 70,700 |
| Dues, Subscriptions & Publications | 9,200 | - | 9,200 |
| Meetings & Workshops | 9,900 | - | 9,900 |
| News Materials/Workshops | - | 86,000 | 86,000 |
| Media & Public Relations | 112,000 | 180,000 | 292,000 |
| Community Committees | - | 50,000 | 50,000 |
| Public Opinion Poll | - | 85,000 | 85,000 |
| Outside Printing, Artwork & Graphics (net of sales of \$170,000) | 276,100 | 160,000 | 436,100 |
| Audio Visual Material & Distribution (net of sales of \$10,000) | - | 150,000 | 150,000 |
| Outside Publication Distribution | - | 40,000 | 40,000 |
| Speakers Program | - | 20,000 | 20,000 |
| Scientific/Academic Programing | - | 50,000 | 50,000 |
| Direct Postage, Freight, Delivery | 142,500 | 60,000 | 202,500 |
| Direct Supplies & General Office | 11,000 | - | 11,000 |
| Taxes & Insurance | 46,000 | * | 46,000 |
| Rent & Occupancy | 87,100 | * | 87,100 |
| Common Cost Expenses | 123,500 | * | 123,500 |
| *Administrative Allocation of Salaries, Benefits and Overhead Charges of Communications Personnel | (412,100) | 412,100 | * |
| PROGRAM EXPENSES EXCLUDING ALL ADVERTISING | \$ 1,131,400 | \$ 1,293,100 | \$ 2,424,500 |
| Print Advertising development, space costs, etc. | - | 2,631,900 | 2,631,900 |
| SUB - TOTAL | \$ 1,131,400 | \$ 3,925,000 | \$ 5,056,400 |
| T.V. Ad Test | - | 35,000 | 35,000 |
| TOTAL PROGRAM EXPENSES | <u>\$ 1,131,400</u> | <u>\$ 3,960,000</u> | <u>\$ 5,091,400</u> |