**Understanding SEWI-ATD Finances – Part 1: Income**

As the new VP, Finance, it’s been interesting to learn more about everything that is financially involved into running our association. As a non-profit, even though we don’t have “owners that make money,” we do want to ensure we can sustain all the great programs and benefits we offer to our members. It’s important for us to bring in revenue (income) to cover our costs, to create an emergency fund, and to save for expenses that support our core mission. This is the first of a three part series and covers our Income sources. Part 2 with discuss our expenses (costs) and in Part 3 we will share our 2020 Budget and what you can do as a member to help keep us thriving.

At SEWI-ATD, we budget and spend carefully. Our 2019 income budget of $48,600 was similar to the prior year’s budget. We will begin 2020 budgeting this fall.

**First, what are our income sources?**  
This year’s budget includes these anticipated income sources:

* Membership – 56%
* Sponsorship – 19%
* Special events – 16%
* Programming – 6%
* Operations – 2%
* Office of the President 1%

**Where is our focus this year?**

* A steady increase in membership income
* Continued success with income from our special events (example - gamification)
* Expanding contributions from Sponsorship (inserted link)

You may be curious on what income is associated with our Operations & Office of the President. Those income sources include items such as a) Job posting revenue (inserted link)and b) the revenue sharing we receive from ATD National when purchasing materials from their site (inserted link)

**What does SEWI-ATD do with income?**  
Stay tuned for Part 2 of our series to learn how the budget is allocated for our expenses.

And as we close out this Part 1, a **big thank you** for all the volunteer hours our members provide above and beyond their membership dues/financial contributions. (inserted link)