

# 2022 Trust over IP Preliminary Budget

Discussion document for SC

# 2021 Overview

	<b>Budget / Forecast</b>	<b>Actual (Jan 1 - Sept 30)</b>
Membership Revenue	\$167,917	\$169,167
Community Engagement	(\$33,000)	(\$8,750)
Legal	\$0	\$0
Staff, Travel, & Board	(\$188,500)	(\$100,212)
Development	(\$18,000)	(\$11,248)
G&A	(\$15,112)	(\$15,225)
<b>Surplus / (Gap)</b>	<b>(\$86,696)</b>	<b>\$42,482</b>

# 2022 Estimated / Suggested

	<b>Budget / Forecast</b>
Membership Revenue	\$234,000
Community Engagement	(\$30,000)
Legal	(\$5,000)
Staff, Travel, & Board	(\$153,000)
Development	(\$19,000)
G&A	(\$21,075)
<b>Surplus / (Gap)</b>	<b>\$6,092</b>

# Membership Revenue

**2021: Jan. 1 through Sept. 30**

Forecast: \$167,917

Actual: \$169,167 less AR

**2022: Estimated**

Forecast: \$234,000

# Expense Type: Community Engagement

**2021: Jan. 1 through Sept. 30**

**Marketing Services:**

\$33,000 Budgeted

\$8,750 Actual

No budget allocated or spent toward:

- PR Services
- Creative Services
- Marketing Operations & Tools
- Social Media Management
- Other External Services

**2022: Suggested**

**Marketing Services:** \$20,000

**Other Ext. Service (Glossary):** \$10,000

No budget allocated or spent toward:

- PR Services
- Creative Services
- Marketing Operations & Tools
- Social Media Management

# Expense Type: Legal

**2021: Jan. 1 through Sept. 30**

No budget allocated or spent toward:

- Trademark
- Export Control
- Legal Support

**2022: Suggested**

**Legal Support: \$5,000**

No budget allocated or spent toward:

- Trademark
- Export Control

# Expense Type: Staff, Travel & Board

**2021: Jan. 1 through Sept. 30**

**Leadership :**

\$136,500 Budgeted  
\$81,617 Actual

**PMO:**

\$50,000 Budgeted  
\$16,667 Actual

**Misc. Operational Expenses:**

\$2,000 Budgeted  
\$1,928 Actual

No budget allocated or spent toward:

- Staff Travel
- Board Meetings

**2022: Suggested**

**Leadership:** \$66,000 (JF 6 mo contract)

**PMO:** \$80,000

**Staff Travel:** \$5,000

**Misc. Operational Expenses:** \$2,000

No budget allocated or spent toward:

- Board Meetings

# Expense Type: Development

**2021: Jan. 1 through Sept. 30**

**IT Services & Tools:**

\$11,000 Budgeted

\$8,892 Actual

**Hosting & Cloud Services:**

\$7,000 Budgeted

\$2,356 Actual

No budget allocated or spent toward:

- Technical Community Comms Platform

**2022: Suggested**

**IT Services & Tools: \$14,000**

**Hosting & Cloud Services: \$5,000**

No budget allocated or spent toward:

- Technical Community Comms Platform