

WLTA 2026 Proposed Budget A

Expected January 1, 2026 Reserves (carryover from 2025) 7,400

Expenses Budgeted	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Year
Lobbyist contract ³	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	60,000
Executive Director contract	5,000	5,000	5,000	5,000	5,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	53,000
GlueUp Management Software	3,523	0	0	0	0	0	0	0	0	0	0	0	3,523
Corporate Filings	0	0	0	0	0	0	0	0	30	0	0	0	30
Dues (memberships)	0	300	0	0	0	0	0	0	0	0	0	0	300
Insurance (Officer/Director/Liab)	0	0	0	0	1,200	800	0	0	0	0	0	0	2,000
Accounting - QuickBooks	90	90	90	90	90	90	90	90	90	90	90	90	1,080
Accountant - Taxes	0	0	0	0	0	0	0	0	0	1,200	0	0	1,200
Banking fees	1	1	1	1	1	1	1	1	1	1	1	1	12
Travel - Executive Director	0	0	0	0	8,500	0	0	0	0	4,500	0	0	13,000
Travel - President	0	0	0	0	0	0	0	0	0	4,500	0	0	4,500
Travel - Lobbyist	0	0	0	0	2,000	0	0	0	0	0	0	0	2,000
Seminars ²	0	0	0	0	0	0	0	0	0	20,000	0	0	20,000
Convention (Remaining payment)	0	0	0	0	10,000	0	0	0	0	0	0	0	10,000
Printing/Postal	20	20	20	20	20	20	20	20	4,000	2,500	20	20	6,700
Tech & webpage (see GlueUp)	35	35	35	35	35	35	35	35	35	35	35	35	420
Misc & supplies (not with events)	50	50	50	50	50	50	50	50	50	50	50	50	600
Manual Update	835	835	835	835	835	835	835	835	835	835	835	835	10,020
Total Expenses	14,554	11,331	11,031	11,031	32,731	10,831	10,031	10,031	14,041	42,711	10,031	10,031	188,385

Income Budgeted	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Year
WTP Application Fees	75	0	0	75	0	0	75	0	0	75	0	0	300
Dues - Underwriters ¹	0	0	0	0	0	0	0	0	0	0	0	0	0
Dues - Agents ¹	0	0	0	0	0	0	0	0	0	0	0	0	0
Dues - Affiliates & Misc ¹	0	0	0	1,200	1,200	0	0	0	0	0	0	0	2,400
Seminars ²	0	0	0	0	0	0	0	0	0	20,000	0	0	20,000
Convention ⁴	0	0	0	0	10,000	0	0	0	0	0	0	0	10,000
Total Income	75	0	0	1,275	11,200	0	75	0	0	20,075	0	0	32,700

Intended 2026 year-end reserves (to carryover into 2027)	-20,000
Plus Reserves (carryover from 2025 - Line 2)	7,400
Expected 2026 available funds (income plus 2025 carryover reserves) (Line 32 EXCEPTING Member dues from lines 27 & 28)	32,700
Expected income (including reserve carryover from 2025 but excluding Member Dues) less expenses = This is dues amount for Underwriter & Agent Members	(168,285)

See following footnotes

NOTES

1 Regular Member Dues: **\$168,285** (line 37) [0.6% lower than 2025]
- 30% from agents (**\$168,285** x 30% = **\$50,485** [0.6% lower than 2025])
- 70% from underwriters (**\$168,285** x 70% = **\$117,800** [0.6% lower than 2025])
Anticipate about \$2,400 from existing Affiliates @ \$300/yr

2 Seminars - goal is for income & expenses to break even; cost to WLTA will increase by an additional 10% if it absorbs sales tax on registration

3 Lobbyist Tax info for members - Actual lobbying expenses are not deductible, and must be subtracted from fees paid to lobbyist to determine % of deductible amount of dues paid by Members; Per Carrie Tellefson, the non-deductible figure will continue to be 35%

4 Conventon - in Convention Year: Assume that income and expenses break even, in Non-Convention Year = deposits for following year