



MAGCS

"Inside the Numbers"

The fiscal year for the MAGCS runs from January 1 through December 31. Each year, the Executive Committee meets to develop the budget for the upcoming fiscal year. The Executive Committee consists of the president, vice president and secretary/treasurer. Once the budget has been prepared, it is presented to the MAGCS Board of Directors for approval. For the 2005 fiscal year, the MAGCS operating budget was \$363,300. The MAGCS operates as a nonprofit organization. The Association retains the services of an independent auditor to perform an annual audit of the Association's financial position. For the past several years, the Association has used Arnold N. Schorn & Co., LLC to perform the annual audit.

The operating budget is your typical "two-headed monster" that poses the perpetual challenge of balancing income with expenses. Each year, the Board approves a balanced budget with income equal to expenses. Looking at a historical period dating back to the year 2000, the MAGCS has seen an increase in the operating budget from \$300,650 in the year 2000 to \$363,300 in the year 2005 (see Figure A). This represents a growth of 21% over a six-year period or an average annual growth of 3.5% per year. This growth has been consistent on both the income and expense side of the budget.

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The major sources of income include:

INCOME CATEGORIES	% OF TOTAL INCOME FOR FISCAL 2005
Revenue from <i>On Course</i>	34%
Revenue from member dues	25%
Revenue from monthly meeting registration	15%
Sponsorship revenue for the hospitality suite	11%
Other income	10%
Sponsorship revenue for monthly meetings	5%
TOTAL 100%	

The major expense items include:

EXPENSE CATEGORIES	% OF TOTAL EXPENSES FOR FISCAL 2005
Expenses related to <i>On Course</i>	33%
Member services/other expenses	21%
Expenses related to monthly meetings	14%
Expenses related to the hospitality suite	12%
Expenses related to operations	12%
Research and scholarship	8%
TOTAL 100%	

In December of 2004, the Board of Directors held a strategic planning meeting. Several goals were established during this meeting. These goals covered all areas of the Association and included: mission statement, vision for the year 2020, membership, communications, public relations, finances, professional development, education, governance and member participation. Relative to Association finances, the following goals were established:

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Goal: MAGCS will work to establish a more diverse revenue stream.

Goal: MAGCS will continue to produce a high-quality publication (*On Course*) that will operate at a profit.

Goal: Develop the MAGCS Web site as a possible revenue stream.

Goal: So as to diversify our revenue stream, switch from GCSAA local seminars that are cohosted to GCSAA local seminars that are chapter-administered.

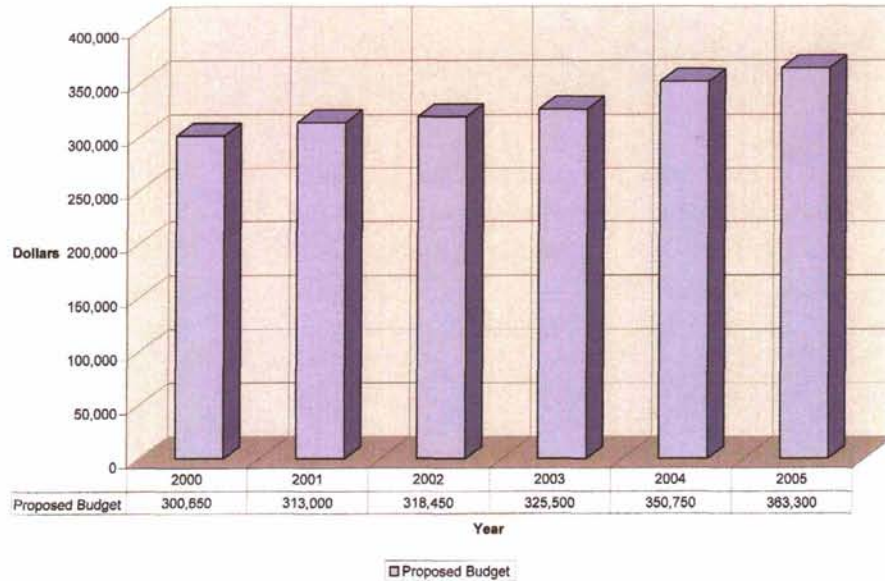
Goal: Define an annual and ongoing revenue stream for the scholarship program. Investigate set-


ting up an endowment fund for the scholarship program.

The Board of Directors is already working to accomplish these goals.



MAGCS Approved Operating Budget




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