



# Marine Corps League, Inc.

## National Budget and Finance Committee

**Date:** 24 February 2023  
**To:** Johnny Baker, National Commandant  
MCL National Board of Trustees  
Marine Corps League Members  
**From:** Robert Ziltz, Chair, Budget Committee  
**Subject:** Midwinter Conference Budget Report

The Budget Committee conducted a review of the National HQ Budget covering the time period July 1 through December 31, 2022. During the review, the committee examined the National HQ revenue and expense reports, checking account balances, investment account balances as well as supplemental information provided by the National Executive Director. The review was conducted at the National Midwinter Conference on 23 February 2023. Preliminary work was completed by the Committee Chair at National Headquarters on 25 January and the Committee met using ZOOM on 1 February 2023.

The Committee determined that the revenue and expenses for the first six months of the fiscal year and projected to the end of the year are in general agreement with the anticipated revenue and expense in the approved National HQ Budget. Several items were noted during the Committee report at the Conference:

Revenue from annual member renewals is expected to fall short of the budget, due primarily to members dropping out after two or more years of unpaid dues; there simply are not enough unpaid members renewing to meet budgeted annual dues. Revenue from the Card & Label program through Innovairre will run above budget and will largely offset the reduced revenue from membership renewals. The good news is that the revenue from the Modern Day Marine expo will be realized in the current fiscal year; there had been uncertainty about the timing of the expo earlier in the year.

Expenses are generally tracking to budget.

One important point to keep in mind for both expenses and for revenue is that our budget is prepared for a full year and doesn't identify when expense (or revenue) will occur during the year. Consequently, both revenue and expense – even though both are 40% of budget (+/-) after half of the fiscal year – are expected to come in at or near budget by the end of June 2023.