



**American Land  
Title Association**  
Protect your property rights

## PROPOSED FY 2018 BUDGET

	2018 Budget	2017 Budget	%age Change	Notes
<b>INCOME</b>				
Membership Dues	\$5,500,000	\$5,400,000	2%	This line item includes all levels/types of ALTA member dues.
Licensing Policy Forms	\$1,100,000	\$1,200,000	-8%	This line item includes all new and renewing license payments; as membership increases, licenses have decreased.
Meetings	\$2,039,700	\$1,996,705	2%	This line item includes exhibit, sponsor, advertising and registration income from the ALTA ONE, ALTA SPRINGBOARD, ALTA Advocacy Summit and Innovation Boot Camps
Title News/Title News Online	\$235,500	\$200,500	17%	This line item includes all advertising in the print and online versions of TitleNews as well as subscription income.
Website & E-News Advertising	\$140,000	\$120,000	17%	This line item includes all advertising on the ALTA website as well as in the News You Can Use publication.
Education & Training	\$120,000	\$100,000	20%	This line item includes sales of LTI's products/programs (licensed to and administered by ALTA).
ALTA Products/Publications	\$301,150	\$340,800	-12%	This line item includes sales of ALTA produced publications, logo merchandise, Elite Providers and sales of the Bush-Nielsen book and newsletter subscriptions.
Professional Designation (NTP)	\$3,135	\$3,990	-21%	This line item includes certification income for ALTA's National Title Professional program.
State LTA	\$24,250	\$18,300	33%	This line item includes all levels/types of dues income from state LTA partnerships (currently only Kentucky).
Other Income	\$18,000	\$18,000	0%	This line item includes bank account interest income, affiliate administration fees and miscellaneous income.
<b>TOTAL INCOME</b>	<b>\$ 9,481,735</b>	<b>\$ 9,398,295</b>	<b>1%</b>	
<b>EXPENSES</b>				
General & Administrative	\$5,112,020	\$4,916,851	4%	This line item includes all personnel, office, overhead and general expenses.
Meetings & Committees	\$2,059,055	\$2,143,025	-4%	This line item includes all meeting and committee meeting expenses.
Government Affairs	\$307,375	\$351,175	-12%	This line item includes all federal and state lobbying and regulatory expenses.
Communications	\$599,075	\$609,150	-2%	This line item includes the HOP Program, public relations, TitleNews, ALTA-wide subscriptions and state association relations expenses.
Information Technology	\$497,854	\$401,722	24%	This line item includes all system maintenance and technology replacement expenses.
Licensing Policy Forms	\$101,400	\$100,399	1%	This line item includes all compliance and administrative expenses to maintain the licensing process.
Membership	\$166,400	\$147,300	13%	This line item includes all printing, postage and marketing expenses associated with maintaining and expanding ALTA's membership. Also includes state association convention travel.
Research & Policy	\$245,332	\$310,891	-21%	This line item includes all research on new ALTA issues and publications as well as the maintenance and publication of current ALTA products, including Best Practices training expenses and Our Values.
TAN Contribution	\$95,800	\$117,695	-19%	This line item represents ALTA's annual support of the Title Action Network (TAN).
State LTA	\$67,515	\$43,615	55%	This line item includes all expenses to maintain the ALTA state LTA partnerships (currently only Kentucky).
Education & Training	\$119,150	\$61,150	95%	This line item includes expenses relating to the marketing, sale and fulfillment of the LTI programs/products and the development of Talent Focus resources.
Professional Designation (NTP)	\$8,250	\$8,520	-3%	This line item includes legal fees, recognition and advertising expenses associated with the National Title Professional program.
<b>TOTAL EXPENSES</b>	<b>\$ 9,379,226</b>	<b>\$ 9,211,493</b>	<b>2%</b>	
<b>NET INCOME</b>	<b>\$ 102,509</b>	<b>\$ 186,802</b>		