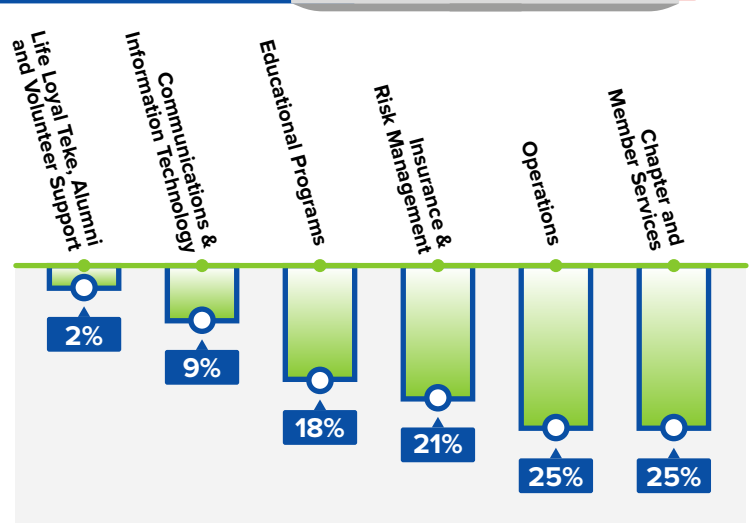
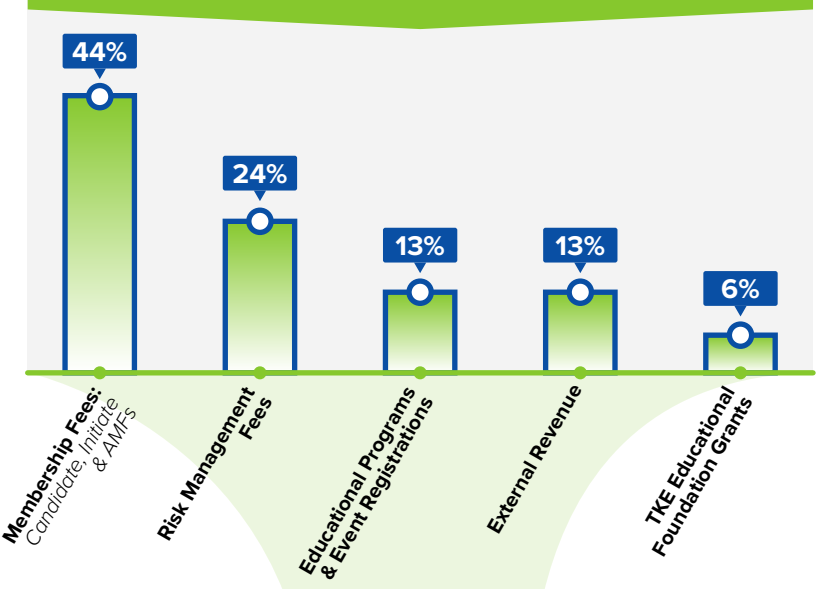


# WHAT DOES HEADQUARTERS DO? FINANCIAL MANAGEMENT



## WHERE THE MONEY COMES FROM:



## INVESTING BACK IN OUR MEMBERS:

### CHAPTER & MEMBER SERVICES

- New Member Materials (Teke Guides, Badges, Certificates)
- Recruitment & Chapter Supplies
- Chapter Visits
- Province Forums
- Expansion Efforts
- Bad Debt Reserves
- Chapter & Individual Awards
- Professional Development for TKE Professional Staff

### OPERATIONS

- Conferences & Events
- Audit & Other Finance Expenses
- Shipping & Postage
- Building Expense & Maintenance
- Office Supplies
- Senior Management Travel Expenses

### INSURANCE & RISK MANAGEMENT

- Risk Management Insurance Premiums and Reserves
- Legal Expenses
- Travel & Education
- Risk Incident Response Team

### EDUCATIONAL PROGRAMS

- Conclave
- Regional Leadership Conferences
- Leadership Academy
- Staff Training

### COMMUNICATIONS & TECH

- THE TEKE Magazine
- Chapter & Alumni Association Websites
- Software (Chapter Module, MyTKE.org, Email)
- Video Production & Advertising
- Staff Laptops, Office Phones, and additional equipment
- Guides and Other Printed Items

### LIFE LOYAL TEKE & ALUMNI

- Alumni Volunteer Academy
- Life Loyal Teke supplies
- Alumni Events
- Alumni Communications

## MEMBERSHIP FEES



These funds are generated by new members paying a Candidate and Initiation Fee. Initiated members pay an Annual Membership Fee (AMF). These fees account for a large portion of revenue that we use to keep TKE running at the highest level.

## RISK MANAGEMENT



Risk Management Fees account for the second largest area of revenue for the Fraternity and is one of the highest expense areas as well. This fee encompasses risk management insurance through James R. Favor & Co as well as the cost of various legal expenses, travel and education associated with Risk visits.

## PROGRAMS & REGISTRATIONS



Program and event registration costs are the third largest revenue area for the Fraternity. Similar to risk management, there is a direct correlation between income and expense. As of 5/31/18, TKE operates our programs at a loss to ensure our members continue to gain valuable educational and networking experiences.

## EXTERNAL REVENUE



Creating additional revenue streams helps TKE HQ lessen the financial burden on our members. We do this by licensing and trademarking the TKE brand as well as tenant and room rental revenue from the International Headquarters building in Indianapolis. The mortgage for TKE HQ is paid in full by two outside tenants of our building, saving collegiates significant amounts of money annually.

## THE TKE FOUNDATION GRANTS



Each year, the TKE Foundation grants Tau Kappa Epsilon money to help offset the cost of programs such as Leadership Academy and the Regional Leadership Conferences. This grant money has allowed conference attendance fees to remain flat for several years. To help offset the loss on programs, the Foundation doubled their grant money in fiscal year 2018.