

	unaudited actuals	approved budget	projected actuals	budget
	Jul '08 - Jun 09	Jul '09- Jun 10	Jul '09- Jun 10	Jul '10- Jun 11
Expense				
Accountant	0.00	12,000.00	25,740.00 (e)	13,000.00
Advertising	10,238.98	11,000.00	8,700.45	10,000.00
Bank Fees	1,944.60	2,000.00	1,679.08	2,000.00
Conference Fees	725.00	1,500.00	4,041.28	1,500.00
Employee Development	1,035.18	1,500.00	500.00	1,000.00
Equipment				
Equipment Maintenance/Rental	7,644.47	7,000.00	7,133.48	6,500.00
Equipment - Other	1,200.00	1,500.00	1,399.98	1,500.00
Total Equipment	8,844.47	8,500.00	8,533.46	8,000.00
Incentives/Campaign Supplies	12,542.55	2,500.00	7,971.33 (f)	10,000.00
Insurance	4,331.00	5,500.00	4,171.00	5,500.00
Meeting Expense	11,704.09	6,000.00	6,743.72	6,000.00
Memberships/Publications/Subscr				
Membership Dues/UWWW/UWTN/HON	0.00	48,000.00	59,662.03 (g)	40,000.00
Subscriptions/Memberships-Chambers/SB6/Pubs	2,934.93	1,500.00	1,400.18	5,000.00
Total Memberships/Publications/Subscr	2,934.93	49,500.00	61,062.21	45,000.00
misc	0.00	500.00	500.00	500.00
Moving Expense	375.00	3,000.00	3,027.50	0.00
Office Supplies	11,089.64	22,000.00	16,528.67 (f)(h)	13,000.00
Outside Professional Services				
Computer/Web Design & Hosting	945.73	2,500.00	2,705.00	2,500.00
Contract Help- UPIC/ANDAR	19,914.57	44,000.00	52,937.04 (i)	30,000.00
Outside Professional Services - Other	7,330.03	4,000.00	633.91	4,500.00
Total Outside Professional Services	28,190.33	50,500.00	56,275.95	37,000.00
Printing	16,808.94	13,000.00	14,957.02	13,000.00
Rent	19,800.00	30,000.00	28,800.00	28,800.00
Salaries				
Health Insurance	30,392.62	35,000.00	49,641.37 (j)	60,000.00
Life Insurance	1,263.70	2,100.00	1,751.00	2,100.00
Payroll Taxes				
Employer FICA	33,245.39	42,547.00	42,835.64	43,766.49
Total Payroll Taxes	33,245.39	42,547.00	42,835.64	43,766.49
6560 - Payroll Expenses				
Retirement Plan	4,064.26	7,250.00	1,283.91	8,500.00
6560 - Payroll Expenses - Other	352,466.95	405,205.96	371,288.14	416,823.75
Total 6560 - Payroll Expenses	356,531.21	412,455.96	372,572.05	425,323.75
Total Salaries	421,432.92	492,102.96	466,800.06	531,190.24
Signage	11,780.79	13,000.00	5,846.48	7,000.00
Software	704.99	4,000.00	1,000.00	3,000.00
Taxes/Permits	1,190.00	1,000.00	1,601.16	2,000.00
Telephone	6,076.77	7,000.00	11,620.69	12,000.00

(e) Accountant- 2 years of audit in 09/10

(f) Incentives/Office Supplies- broken out to show campaign supplies in Incentives and actual supplies in Office Supplies

(g) Membership- UWWW/UWTN two years paid in the FY

(h) Office Supplies in 09/10 includes furniture that will not be duplicated in 10/11

(i) Contract Help- heavy due to Andar clean up and contract fees for Int Pres/CEO- Board approved overage

(j) Health Ins- 24% Increase in premiums. In the past we had PT employees not taking policy, now all staff is on the plan.

	unaudited actuals	approved budget	projected actuals	budget
	Jul '08 - Jun 09	Jul '09- Jun 10	Jul '09- Jun 10	Jul '10- Jun 11
Travel				
Airfare	0.00	2,000.00	0.00	2,000.00
Lodging	1,512.35	2,000.00	2,415.08	2,000.00
Meals	229.28	2,000.00	1,000.00	2,000.00
Mileage	11,938.10	10,000.00	7,298.86	7,000.00
Travel - Other	95.75	1,000.00	0.00	1,000.00
Total Travel	13,775.48	17,000.00	10,713.94	14,000.00
Volunteer Appreciation	190.00	1,500.00	1,500.00	1,500.00
3050 - Postage	4,393.14	4,500.00	1,958.06	3,500.00
Total Expense	\$590,108.80	\$759,102.96	\$750,272.06	\$768,490.24
Net Ordinary Income	1,720,248.28	1,652,972.16	1,732,398.35	1,378,023.94
Other Income/Expense				
Other Income	110,141.91	10,000.00	3,200.00	360,000.00
EFSP Grant Award	1,086.50	2,000.00	2,436.00	3,500.00
Community Celebration	1,170.00	0.00	2,370.00	7,000.00
Total Other Income	112,398.41	12,000.00	8,006.00	370,500.00
Other Expense				
Allocation/Designation Payout	1,624,066.15	1,424,075.00	1,424,075.00	1,579,477.00
Non Partner/Member Designations	121,181.51	81,365.76 (k)	81,365.76 (k)	95,523.31
211 dues	17,511.00	43,000.00	43,110.00	40,000.00
Day of caring expense	0.00	1,500.00	750.00	750.00
DeTocqueville Expenses	0.00	2,000.00	0.00	2,000.00
Golf Tournament	20,823.59	0.00	0.00	0.00
Community Celebration	9,340.20	10,000.00	10,000.00	10,000.00
misc events	24,499.64	6,000.00	8,029.54	6,000.00
Total Other Expense	1,817,422.09	1,567,940.76	1,567,330.30	1,733,750.31
Net Other Income	-1,705,023.68	-1,555,940.76	-1,559,324.30	-1,363,250.31
Net Income	15,224.60	97,031.40 (k)	173,074.05 (k)	14,773.63

(k) note that for the designation amount to non member agencies for the 09/10 payout which was 08 campaign designations were originally near 171,000 rather than the less than 82,000 it was revised to after andar corrections

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	Jul '08 - Jun 09	Jul '09- Jun 10	Jul '09- Jun 10 (a)	Jul '10- Jun 11
Ordinary Income/Expense				
Income				
Campaign Revenue				
Campaign Revenue	2,285,938.50	2,324,075.12	2,449,648.61	2,339,460.19 (b)
Pledge Loss	0.00	0.00	0.00	-233,946.01 (c.)
Total Campaign Revenue	2,285,938.50	2,324,075.12	2,449,648.61	2,105,514.18 (d)
dividend income-endowment	-9,246.54	5,000.00	14,082.95	10,000.00
Grant Funding Received	7,276.50	30,000.00	2,473.43	5,000.00
Long Term Relief	1,243.40	0.00	0.00	0.00
realized gain/loss endowment	0.00	1,000.00	0.00	1,000.00
realized gain/loss investment	0.00	1,500.00	0.00	1,000.00
4009 · Sponsorships Recv'd				
Day of Caring Sponsor	2,000.00	3,000.00	0.00	3,000.00
4009 · Sponsorships Recv'd - Other	0.00	25,000.00	4,500.00	5,000.00
Total 4009 · Sponsorships Recv'd	2,000.00	28,000.00	4,500.00	8,000.00
4030 · Interest Income	8,811.72	15,000.00	11,965.42	10,000.00
5100 · - In-Kind Donations	0.00	7,500.00	0.00	3,500.00
5800 · Special events				
Event Sponsorship	1,000.00	0.00	0.00	2,500.00
5800 · Special events - Other	13,333.50	0.00	0.00	0.00
Total 5800 · Special events	14,333.50	0.00	0.00	2,500.00
Total Income	2,310,357.08	2,412,075.12	2,482,670.41	2,146,514.18

(a)-The totals for the 09/10 year include actuals for 7/1-3/31/10 and projected for 4/1-6/30/10

(b)- Indicates the total revenue pledge for the 2009 campaign

(c)- Indicates the expected pledge loss for the 2009 campaign pledges

(d)- Expected campaign revenue after pledge loss. This is different than presented in the past. In the past we presented only the amount after pledge loss.