

Alignment Nashville

Budget Overview: Alignment Nashville FY 20-21 MASTER BUDGET - FY21 P&L Classes
July 2020 - June 2021

	1 - AN	100 - OPERATING (AN GENERAL)	101 SEL	101 - SEL2021	TOTAL 101 SEL	TOTAL 1 - AN	3 - HUB	300 - OPERATING (HUB)	301 - HUB EVENTS	301 ASV FALL (OCT 2020)	301 ASV SPRING (MAR 2021)	301 ASV WINTER (JAN 2021)	TOTAL 301 - HUB EVENTS	TOTAL 3 - HUB	TOTAL
Income															
41000 Funds Transfer															\$0.00
41022 Transfer From - HUB Events		65,434.44				65,434.44									\$65,434.44
Total 41000 Funds Transfer		65,434.44				65,434.44									\$65,434.44
42000 Support Services															\$0.00
42100 AUSA Network		39,000.00				39,000.00									\$39,000.00
42500 Consulting Services								178,000.00					178,000.00		\$178,000.00
42700 Freshman Seminar								75,000.00					75,000.00		\$75,000.00
Total 42000 Support Services		39,000.00				39,000.00		253,000.00					253,000.00		\$292,000.00
43300 Direct Public Grants															\$0.00
43330 Foundation and Trust Grants		100,000.00				100,000.00									\$100,000.00
Total 43300 Direct Public Grants		100,000.00				100,000.00									\$100,000.00
43400 Direct Public Support															\$0.00
43450 Individ, Business Contributions		560.00				560.00									\$560.00
Total 43400 Direct Public Support		560.00				560.00									\$560.00
44500 Government Grants															\$0.00
44530 Local Government Grants		350,000.00				350,000.00									\$350,000.00
Total 44500 Government Grants		350,000.00				350,000.00									\$350,000.00
46410 Money Market Account Interest		2,875.00				2,875.00		2,875.00						2,875.00	\$5,750.00
46425 Office Sub-Lease Income		12,000.00				12,000.00									\$12,000.00
46440 Publications Income								5,400.00						5,400.00	\$5,400.00
49000 Events Income															\$0.00
49100 Registration Fees															\$0.00
49110 ASV - SPRING											448,900.20		448,900.20	448,900.20	\$448,900.20
49115 ASV Fall - 1st (deleted)									22,387.50				22,387.50	22,387.50	\$22,387.50
49116 ASV - WINTER															\$0.00
49140 SEL Conference			176,050.00		176,050.00	176,050.00						22,387.50	22,387.50	22,387.50	\$22,387.50
49200 Event Sponsorship			20,750.00		20,750.00	20,750.00									\$176,050.00
Total 49100 Registration Fees			196,800.00		196,800.00	196,800.00				22,387.50	448,900.20	22,387.50	493,675.20	493,675.20	\$690,475.20
Total 49000 Events Income			196,800.00		196,800.00	196,800.00				22,387.50	448,900.20	22,387.50	493,675.20	493,675.20	\$690,475.20
Total Income	\$0.00	\$569,869.44	\$0.00	\$196,800.00	\$196,800.00	\$766,669.44	\$0.00	\$261,275.00	\$0.00	\$22,387.50	\$448,900.20	\$22,387.50	\$493,675.20	\$754,950.20	\$1,521,619.64
Cost of Goods Sold															
50000 Cost of Goods Sold								3,063.00						3,063.00	\$3,063.00
Total Cost of Goods Sold	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$3,063.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$3,063.00	\$3,063.00
GROSS PROFIT	\$0.00	\$569,869.44	\$0.00	\$196,800.00	\$196,800.00	\$766,669.44	\$0.00	\$258,212.00	\$0.00	\$22,387.50	\$448,900.20	\$22,387.50	\$493,675.20	\$751,887.20	\$1,518,556.64
Expenses															
60005 Events Expenses															\$0.00
60010 Event Mgmt and Consultants			5,000.00		5,000.00	5,000.00				1,000.00	8,100.00	1,000.00	10,100.00	10,100.00	\$15,100.00
60015 Event Facility, Food/Catering, Audio/Visual			57,000.00		57,000.00	57,000.00				400.00	39,719.25	400.00	40,519.25	40,519.25	\$97,519.25
60020 Event Hotels/Transportation			9,700.00		9,700.00	9,700.00					165,216.60		165,216.60	165,216.60	\$174,916.60
60025 CVENT and Merchant Card Fees			21,181.50		21,181.50	21,181.50				6,519.24	13,796.09	6,519.24	26,834.57	26,834.57	\$48,016.07
60030 Event Printing/Supplies/Postage			3,900.00		3,900.00	3,900.00				1,000.00	1,305.00	1,000.00	3,305.00	3,305.00	\$7,205.00
60035 Event Honorarium/Stipend/Awards			29,750.00		29,750.00	29,750.00				1,000.00	27,090.00	1,000.00	29,090.00	29,090.00	\$58,840.00
60037 Event Expenses - Other			3,206.00		3,206.00	3,206.00					495.00		495.00	495.00	\$3,701.00
60040 Event Transfer															\$0.00
60041 Event Transfer To - Board Designated									2,493.65			2,493.65	4,987.30	4,987.30	\$4,987.30
60042 Event Transfer To - AN									3,740.48		57,953.48	3,740.48	65,434.44	65,434.44	\$65,434.44
Total 60040 Event Transfer									6,234.13		57,953.48	6,234.13	70,421.74	70,421.74	\$70,421.74
Total 60005 Events Expenses			129,737.50		129,737.50	129,737.50				16,153.37	313,675.42	16,153.37	345,982.16	345,982.16	\$475,719.66
60050 Community Expenses															\$0.00
60055 Billable Consultant Services								98,000.00						98,000.00	\$98,000.00
60080 Billable Direct Cost ComCo		10,000.00				10,000.00									\$10,000.00
60090 Billable Freshman Seminar Consultant								1,000.00					1,000.00		\$1,000.00
Total 60050 Community Expenses		10,000.00				10,000.00		99,000.00						99,000.00	\$109,000.00
60920 Business Registration Fees/Taxes		192.50				192.50		192.50						192.50	\$385.00
62800 Facilities and Equipment															\$0.00
62801 Rent		51,186.50				51,186.50		51,186.50						51,186.50	\$102,373.00
62840 Equipment- Buy,Rent,Maintenance		4,440.00				4,440.00		4,440.00						4,440.00	\$8,880.00
62845 Buildings-Maintenance & Repair		150.00				150.00		150.00						150.00	\$300.00
Total 62800 Facilities and Equipment		55,776.50				55,776.50		55,776.50						55,776.50	\$111,553.00
65000 Operations															\$0.00
62110 Accounting Fees		5,000.00				5,000.00		5,000.00						5,000.00	\$10,000.00
62140 Legal Fees		1,000.00				1,000.00		1,000.00						1,000.00	\$2,000.00
62150 Outside Contract Services		600.00				600.00		600.00						600.00	\$1,200.00
62160 Professional Services		9,000.00				9,000.00		37,125.00					37,125.00	46,125.00	\$83,250.00
62170 Web Developer (not Comco)		500.00				500.00		250.00					250.00	750.00	\$1,250.00
62180 Graphic Design		1,800.00				1,800.00		1,200.00					1,200.00	3,000.00	\$4,800.00
65010 Books, Subscriptions, Reference		500.00				500.00		500.00					500.00	1,000.00	\$1,500.00
65020 Postage, Mailing Service		375.00				375.00		375.00					375.00	750.00	\$1,125.00
65030 Printing and Copying		500.00				500.00		500.00					500.00	1,000.00	\$1,500.00
65040 Supplies		2,250.00				2,250.00		2,250.00					2,250.00	4,500.00	\$6,750.00
65050 Phone, fax, inet, conf calls		7,241.00				7,241.00		7,241.00					7,241.00	14,482.00	\$21,723.00
65110 Advertising Expenses								1,750.00					1,750.00	1,750.00	\$3,500.00
65115 Banking Fees		725.00				725.00		725.00					725.00	1,450.00	\$2,175.00
65120 Insurance		4,157.50				4,157.50		4,157.50					4,157.50	8,315.00	\$12,472.50
65130 Communications and publications		4,000.00				4,000.00		4,000.00					4,000.00	8,000.00	\$12,000.00
65140 Website, Cloud Svc, Quickbooks		5,000.00				5,000.00		5,000.00					5,000.00	10,000.00	\$15,000.00
65150 Memberships and Dues		1,837.50				1,837.50		1,837.50					1,837.50	3,675.00	\$5,512.50
65160 Other Operational Costs		500.00				500.00		500.00					500.00	1,000.00	\$1,500.00
65170 Staff Development		3,340.00				3,340.00		2,770.00					2,770.00	6,110.00	\$9,150.00
Total 65000 Operations		48,326.00				48,326.00		76,781.00					76,781.00	125,107.00	\$204,107.00
66000 Payroll Expenses															\$0.00
66100 Wages/Salaries		407,490.00				407,490.00		181,846.00					181,846.00	589,336.00	\$991,176.00
66200 Benefits Exp		56,463.39				56,463.39		25,367.61					25,367.61	81,831.00	\$138,300.00
66300 ER Payroll Taxes Exp		31,116.29				31,116.29		13,885.93					13,885.93	45,002.22	\$76,001.51
66306 ER Payroll Taxes - SUTA		1,306.82				1,306.82		583.18					583.18	1,890.00	\$2,196.00
66307 ER Payroll Taxes - FUTA		290.40				290.40		129.60					129.60	420.00	\$519.60
66400 Payroll Service Fees		952.20				952.20		427.80					427.80	1,380.00	\$1,732.00
Total 66000 Payroll Expenses		497,619.10				497,619.10		222,240.12					222,240.12	719,859.22	\$1,219,859.22
68300 Travel and Meetings															\$0.00
68310 Conference Registration & Travel								2,050.00					2,050.00	2,050.00	\$4,100.00
68340 Ground Transportation		1,548.00				1,548.00		492.00					492.00	2,040.00	\$2,532.00
68350 Conference Meals and Per Diem								150.00					150.00	150.00	\$300.00
68370 In Town Meetings and Conferences		2,100.00				2,100.00		500.00					500.00	2,600.00	\$2,600.00
Total 68300 Travel and Meetings		3,648.00				3,648.00		3,192.00					3,192.00	6,840.00	\$9,488.00
69800 Transfer of Funds															\$0.00
69801 Transfer - Freshman Seminar to Board Designated								25,000.00					25,000.00	25,000.00	\$25,000.00
Total 69800 Transfer of Funds								25,000.00					25,000.00	25,000.00	\$25,000.00
Total Expenses	\$0.00	\$615,562.10	\$0.00	\$129,737.50	\$129,737.50	\$745,299.60	\$0.00	\$482,182.12	\$0.00	\$16,153.37	\$313,675.42	\$16,153.37	\$345,982.16	\$828,164.28	\$1,573,463.88
NET OPERATING INCOME	\$0.00	\$ -45,692.66													