

## 2020 DRAFT Budget

| Proposed Budget<br>FY 2020                  | 2019              |                   | 2020              |
|---|-------------------|-------------------|-------------------|
|   | Actual            | Budget            | Proposed          |
| <b>FY 2019 Year Ending Balance</b>          |                   | 172,881.03        | 220,192.26        |
| <b>Revenue</b>                              |                   |                   |                   |
| <b>General Revenue</b>                      |                   |                   |                   |
| Board of Directors & Advisory Council       | 30,089.04         | 35,000.00         | 15,000.00         |
| Advertising                                 |                   |                   | 1,000.00          |
| Unrestricted Contributions                  | 57,890.60         | 53,000.00         | 12,000.00         |
| Grants                                      | 15,000.00         |                   |                   |
| Foundations & Corporate Sponsors            |                   | 10,000.00         | -                 |
| Fee for Service                             |                   | -                 | -                 |
| In-Kind Donations                           |                   | -                 | -                 |
| Individuals & Memberships                   |                   | -                 | 3,000.00          |
| Interest Earned                             | 416.51            | -                 | 350.00            |
| Refunds & Reimbursements                    |                   | -                 | -                 |
| <b>Subtotal General Revenue</b>             | <b>103,396.15</b> | <b>98,000.00</b>  | <b>31,350.00</b>  |
| <b>Special Events</b>                       |                   |                   |                   |
| In-kind                                     |                   | -                 | -                 |
| Sponsorship                                 |                   | -                 | -                 |
| Tickets                                     |                   | -                 | -                 |
| <b>Subtotal Special Events</b>              |                   | -                 | -                 |
| <b>Special Projects-Restricted</b>          |                   |                   |                   |
| <b>Subtotal Special Projects-Restricted</b> |                   | -                 | -                 |
| <b>Regional Summit</b>                      |                   |                   |                   |
| Corporate Sponsors                          | 50,250.00         | 40,000.00         | 57,000.00         |
| Registrations                               | 16,150.00         | 20,000.00         | 15,000.00         |
| <b>Subtotal Regional Summit</b>             | <b>66,400.00</b>  | <b>60,000.00</b>  | <b>72,000.00</b>  |
| <b>Total Revenue</b>                        | <b>169,796.15</b> | <b>158,000.00</b> | <b>103,350.00</b> |
| <b>Expenditures</b>                         |                   |                   |                   |
| <b>Staffing &amp; Consultants</b>           |                   |                   |                   |
| Staffing Support                            | 50,500.00         | 50,000.00         | 50,000.00         |
| Depreciation                                | 1,454.03          |                   |                   |
| Content Manager                             |                   | -                 | 30,000.00         |
| Fundraising Consultant                      |                   |                   | 12,000.00         |
| Other Consulting Services                   |                   | 35,000.00         | 5,000.00          |
| <b>Subtotal Consultants</b>                 | <b>51,954.03</b>  | <b>85,000.00</b>  | <b>97,000.00</b>  |
| <b>Grant Expenses</b>                       |                   |                   |                   |
| Grant Expenses                              |                   | -                 | -                 |
| <b>Subtotal Grant Expenses</b>              |                   | -                 | -                 |

## 2020 DRAFT Budget

| Proposed Budget<br>FY 2020              | 2019              |                   | 2020               |
|---|-------------------|-------------------|--------------------|
|   | Actual            | Budget            | Proposed           |
| <b>Administrative Services</b>          |                   |                   |                    |
| Accounting                              | 6,340.00          | 5,000.00          | 1,590.00           |
| AP Accrual (FY17)                       | -                 | -                 | -                  |
| Independent Audit & Tax Prep            | 7,902.50          | 7,500.00          | 500.00             |
| Insurance                               | 3,216.00          | 2,000.00          | 2,100.00           |
| Other Services/Comm                     | 1,109.67          | 600.00            | 1,200.00           |
| <b>Subtotal Administrative Services</b> | <b>18,568.17</b>  | <b>15,100.00</b>  | <b>5,390.00</b>    |
| <b>Special Events</b>                   |                   |                   |                    |
| Food & Beverage                         | -                 | 2,500.00          | 2,500.00           |
| Other Direct Costs                      | -                 | 7,500.00          | 7,500.00           |
| <b>Subtotal Special Events</b>          | <b>-</b>          | <b>10,000.00</b>  | <b>10,000.00</b>   |
| <b>Regional Summit</b>                  |                   |                   |                    |
| Summit Food & Beverage                  | 40,732.95         | 15,000.00         | 44,000.00          |
| Other Direct Costs                      | 6,779.69          | 25,000.00         | 8,000.00           |
| <b>Subtotal Regional Summit</b>         | <b>47,512.64</b>  | <b>40,000.00</b>  | <b>52,000.00</b>   |
| <b>Support Services</b>                 |                   |                   |                    |
| Advertising & Misc                      |                   | -                 | -                  |
| Bank and Collection Fees                | 1,756.53          | 500.00            | 500.00             |
| Dues & Subscriptions                    | 25.00             | 500.00            | 100.00             |
| Telecommunications                      | 402.77            | 400.00            | 400.00             |
| Licenses & Permits                      | 272.52            | 200.00            | 200.00             |
| Meetings                                | 384.67            | 500.00            | 500.00             |
| Office Supplies                         | -                 | -                 | -                  |
| PO/Postage                              | -                 | 200.00            | -                  |
| Printing                                | -                 | 1,400.00          | 1,500.00           |
| Employee Parking                        | -                 | -                 | -                  |
| Rent (In-Kind)                          | -                 | -                 | -                  |
| Web Hosting, Email, CRM                 | 1,593.59          | 1,680.00          | 1,000.00           |
| <b>Subtotal Support Services</b>        | <b>4,435.08</b>   | <b>5,380.00</b>   | <b>4,200.00</b>    |
| <b>Travel and Training</b>              |                   |                   |                    |
| Airfare/Lodging/Per Diem                |                   | -                 | -                  |
| Mileage Reimbursement & Parking         | 15.00             | -                 | -                  |
| Training/Conference Registrations       |                   | 1,000.00          | 1,000.00           |
| <b>Subtotal Travel and Training</b>     | <b>15.00</b>      | <b>1,000.00</b>   | <b>1,000.00</b>    |
| <b>Total Expenditures</b>               | <b>122,484.92</b> | <b>156,480.00</b> | <b>169,590.00</b>  |
| <b>Net Operating Revenue</b>            | <b>47,311.23</b>  | <b>1,520.00</b>   | <b>(66,240.00)</b> |
| <b>Forwarded Opening Balance</b>        | <b>172,881.03</b> | <b>172,881.03</b> | <b>220,192.26</b>  |
| <b>Projected Year End Balance</b>       | <b>220,192.26</b> | <b>174,401.03</b> | <b>153,952.26</b>  |