



Operating Budget
7/1/20 - 6/30/21

| | | |
|------------------------|--|--------------------|
| Revenue | | |
| | Exchange & ECON Clubs | \$150,000 |
| | Individuals & Major Gifts | \$120,000 |
| | Foundations/Corporations | \$106,500 |
| | United Way | \$70,816 |
| | Program Fees & Community Presentations | \$11,000 |
| | Government Grants/Contracts | \$294,074 |
| | Agency Annual Event/3rd Party Events | \$221,500 |
| | Rental, Interest & Investment Income | \$10,000 |
| | Reinvestment from Reserves | \$69,124 |
| | In-Kind Contributions | |
| Total Revenue | | \$1,053,014 |
| Expenses | | |
| | Salaries & Benefits | \$830,026 |
| | Contract Wages | \$21,100 |
| | Legal & Professional Fees | \$13,750 |
| | Travel & Mileage | \$8,575 |
| | Personnel & Board Costs | \$3,795 |
| | Dues & Licenses | \$7,656 |
| | Equipment Rental | \$9,150 |
| | Meals & Entertainment | \$2,500 |
| | Merchant & Bank Fees | \$3,000 |
| | Occupancy (Utilities/Lawncare/Maintenance) | \$20,780 |
| | Postage | \$4,400 |
| | Marketing/Advertising | \$13,488 |
| | Communications & Technology | \$14,250 |
| | Professional Development/Conferences | \$3,550 |
| | Printing & Publications | \$3,250 |
| | Client Assistance | \$2,500 |
| | Supplies | \$15,300 |
| | Insurance | \$17,700 |
| | Fundraising | \$55,694 |
| | Volunteer & Misc Expenses | \$2,550 |
| Total Expenses | | \$1,053,014 |
| Surplus/Deficit | | \$0 |