

Bethesda Workshops

2020 Operating Budget

as of 3/13/20

| | | | 2020 BUDGET | 2019 ACTUAL-UNAUDITED | 2019 BUDGET | VARIANCE of 2019 Actual vs 2019 | VARIANCE of 2019 Actual vs 2020 Budget |
|--|------------------------------------|------|----------------|-----------------------|----------------|------------------------------------|---|
| Participant fees | (FEES \$2,750 / \$4,000 / \$5,000) | | 996,825 | 911,325 | 891,250 | 20,075 | 85,500 |
| Less: Discounts/Scholarships | | 5.0% | (49,841) | (43,766) | (40,108) | (3,660) | (6,075) |
| Net participant fees | | | 946,984 | 867,559 | 851,144 | 16,415 | 79,425 |
| Contributions - Scholarships | | | 20,000 | 20,427 | 15,000 | 5,427 | (427) |
| Consulting & training income | | | 6,800 | 6,993 | 2,500 | 4,493 | (193) |
| Product sales | | | 8,000 | 8,419 | 7,800 | 619 | (419) |
| Other income (USE OF BLDG) | | | - | - | 1,500 | (1,500) | - |
| Interest income | | | 300 | 327 | 400 | (73) | (27) |
| Total Income | | | 982,084 | 903,725 | 878,344 | 25,381 | 78,359 |
| EXPENSES | | | | | | | |
| Workshop expenses: | | | | | | | |
| Leader fees (incl travel-2019) | | | 203,790 | 190,210 | 184,166 | (6,044) | (13,580) |
| Travel | | | 26,545 | 25,544 | - | (25,544) | (1,001) |
| Lodging | | | 78,000 | 68,969 | 75,000 | 6,031 | (9,031) |
| Meals (increased to incl composting) | | | 45,000 | 31,706 | 28,000 | (3,706) | (13,294) |
| Supplies (incl dng COS-inventory) | | | 21,000 | 18,526 | 14,000 | (4,526) | (2,474) |
| Giveaways | | | 7,700 | 6,811 | 4,200 | (2,611) | (889) |
| Helpers/Cleanup | | | 10,200 | 9,420 | 11,284 | 1,864 | (780) |
| Credit Card Processing | | 3.5% | 33,100 | 29,593 | 25,000 | (4,593) | (3,507) |
| Total Workshop expenses | | | 425,335 | 380,779 | 341,650 | (39,129) | (44,556) |
| Salaries | | | 230,973 | 208,785 | 223,508 | 14,723 | (22,188) |
| Benefits | | 17% | 39,265 | 35,876 | 40,232 | 4,356 | (3,389) |
| Total Salaries & Benefits | | | 270,238 | 244,661 | 263,740 | 19,079 | (25,577) |
| Professional expenses | | | 31,775 | 37,912 | 36,100 | (1,812) | 6,137 |
| Marketing-Operations | | | 18,980 | 38,046 | 39,470 | 1,424 | 19,066 |
| Marketing-Development | | | 19,350 | 12,640 | 17,000 | 4,361 | (6,711) |
| Alumni Development | | | 200 | 97 | 1,500 | 1,403 | (103) |
| General overhead | | | 19,900 | 22,710 | 19,850 | (2,860) | 2,810 |
| Total Professional/Marketing/Overhead | | | 90,205 | 111,405 | 113,920 | 2,516 | 21,200 |
| Building Expenses: | | | | | | | |
| Mortgage Payments - Interest | | | 33,700 | 35,873 | 27,000 | (8,873) | 2,173 |
| Utilities/Internet/Phone/Cameras | | | 19,800 | 17,946 | 19,240 | 1,294 | (1,854) |
| Property Tax | | | 17,000 | 16,732 | 18,000 | 1,268 | (268) |
| Garden & Grounds incl Trash/Compost pickup | | | 4,800 | 1,886 | | | (2,914) |
| Property & Gen Liability Insurance | | | - | - | 5,000 | 5,000 | - |
| Maintenance & Repairs | | | 4,000 | 3,851 | 10,000 | 6,149 | (149) |
| Total Building & Occupancy | | | 79,300 | 76,288 | 79,240 | 2,952 | (3,012) |
| Total Expenses | | | 865,078 | 813,133 | 798,550 | (14,583) | (51,946) |
| PROFIT/LOSS | | | 117,005 | 90,593 | 79,794 | 10,799 | 26,413 |
| Depreciation | | | 52,776 | 49,215 | 55,000 | 5,785 | (3,561) |
| PROFIT/LOSS BEFORE DEVELOPMENT | | | 64,229 | 41,378 | 24,794 | 16,584 | 22,852 |
| Development: | | | | | | | |
| Donations | | | 50,000 | 69,592 | 50,000 | 19,592 | (19,592) |
| Expenses | | | - | - | - | - | - |
| Net Development | | | 50,000 | 69,592 | 50,000 | 19,592 | (19,592) |
| NET INCOME | | | 114,229 | 110,970 | 74,794 | 36,176 | 3,260 |

Workshop and Census Information

ACTUAL 2019: 23 WORKSHOPS 315 PARTICIPANTS

BUDGETED 2020: 24 WORKSHOPS 351 PARTICIPANTS