Budget 2017 - Summary

	2017 Budget	2016 Budget
Operating Revenue	1,282,900	1,252,000
Operating Expense	(1,402,637)	(1,414,816)
Net Operating	**(119,737)**	**(162,816)**
Restricted Capital Revenue	399,000	404,000
Restricted General Revenue	-	-
Restricted Capital Expense	(460,000)	(301,500)
Restricted General Expense	-	-
Net Restricted	**(61,000)**	**102,500**
Net Operating plus Net Restricted	**(180,737)**	**(60,316)**

Operating - Budget 2017

	2017 Budget	2016 Budget
Operating Revenues		
Fundraising Events (Schedule A)	506,100	509,000
General Donations	380,000	375,000
Donations in Honor & Memory	40,000	42,000
Quarterly Newsletter Donations	60,000	60,000
Year-End Mailing	-	-
Direct Mail Income	250,000	220,000
Room Rental	15,000	15,000
Family Room Income	16,800	16,000
Interest & Dividend Income	15,000	15,000
Total Operating Revenue	**1,282,900**	**1,252,000**
Operating Expenses		
House Operations (Schedule B)	618,993	626,995
Family Room (Schedule B)	59,200	59,800
Administration (Schedule C)	212,129	220,691
Fundraising Events (Schedule A)	105,225	120,950
Communications (Schedule D)	249,650	221,500
Volunteer (Schedule E)	1,740	4,160
Human Resources (Schedule F)	15,700	20,720
Total Operating Expenses before Deprecia	**1,262,637**	**1,274,816**
Unrealized Gain McCIP	-	-
Depreciation Expense	140,000	140,000
Total Operating Expenses	**1,402,637**	**1,414,816**
Excess Operating Revenues	**(119,737)**	**(162,816)**

Restricted - Budget 2017

	2017 Budget	2016 Budget
Restricted Capital Revenue		
McDonald's Collection Boxes (75%)	255,000	255,000
McDonald's ProAm Golf	120,000	120,000
McDonald's World Children's Day	20,000	25,000
McCIP Interest & Dividends	1,000	1,000
Gifts & Grants for Building	3,000	3,000
Total Restricted Capital Revenue	**399,000**	**404,000**
Restricted Capital Expenses		
Interest Expense & Taxes on Land	-	-
House Equipment and Furnishings	50,000	50,000
House Refurbishing	300,000	145,000
McDonald's Drive Thru Canisters	15,000	1,500
McDonald's Canister Pick Ups	55,000	60,000
Capital Campaign Consultant	25,000	30,000
Capital Campaign Feasibility Study	15,000	15,000
Total Restricted Capital Expenses	**460,000**	**301,500**
Restricted General		
General Restricted Donations	-	-
General Restricted Expenses	-	-
Total Restricted General	-	-
Excess Restricted Revenue	**(61,000)**	**102,500**

Schedule A
Fundraising Revenue & Expense - Budget 2017

	2017 Budget	2016 Budget
Fundraising Revenue		
Telecast	120,000	125,000
Golf Ball	60,000	60,000
Hustle for the House	55,000	55,000
McDonalds 365, Coinstar, USA Today	40,000	40,000
The Triple Sip	25,000	25,000
Red Shoe Crew	100	2,000
Giving Tree Income	9,000	9,000
Pull Tabs	10,000	13,000
Share A Night	20,000	20,000
Fabulous Night at Flemings	-	-
Kids & Clays Sporting Clays	30,000	30,000
Vehicle Donation	2,000	2,000
Annual Benefits		
Dillards	18,000	20,000
Tennessee Trucking	12,000	10,000
ADPi	15,000	13,000
Outside Benefits		
Miscellaneous Events	80,000	75,000
Wells Fargo Golf	-	-
Southwest Airlines Golf	10,000	10,000
Total Fundraising Revenue	506,100	509,000

Schedule of Telecast Expense	2017 Budget	2016 Budget
TV Cost	30,000	28,000
Postage	600	450
Phones	1,000	1,000
Printing	250	250
Office Supplies	100	100
Recognition	500	500
Hospitality	800	800
VIP	-	-
Total Telecast Expenses	33,250	31,100

Schedule of Golf Ball Expense	2017 Budget	2016 Budget
Tournament Cost	15,000	15,000
Food	6,000	6,000
Beer/Wine/Liquor	100	100

Volunteer Shirts	-	-
Printing	1,000	1,000
Hole Sign Printing	400	150
Postage	500	200
Awards	3,000	3,100
Hole In One Insurance	1,400	1,400
Total Golf Ball Expenses	**27,400**	**26,950**

Schedule of Triple Sip Expenses	**2017 Budget**	**2016 Budget**
Food	900	1,500
Location Rental/Cleaning	2,800	1,800
Printing	1,100	1,600
Postage	700	300
Liquor License	100	100
Rentals	1,000	1,000
Entertainment	300	300
Parking	500	600
Advertising/PR	600	250
Wine Glasses	1,000	1,000
Total D'Vine Selection Expenses	**9,000**	**8,450**

Schedule of Hustle for the House Expense	**2017 Budget**	**2016 Budget**
Road Closure Cost / Police Security	6,000	5,000
Start Finish / Chip Timing	2,700	2,700
Bibs	500	600
Food	900	700
Rentals	500	300
Awards	1,300	1,300
Printing	150	100
Postage	-	-
Signage Printing	300	350
Participants Shirts	4,000	6,500
Entertainment	225	400
PortaJohns/Cones/Barricades	1,600	1,500
Volunteer Shirts	300	400
Total Hustle for the House Expenses	**18,475**	**19,850**

Schedule of Kids & Clays Expenses	**2017 Budget**	**2016 Budget**
Shooters Cost + C&C per shooter	5,050	5,050
Food	3,000	3,000
Entertainment	300	300
Volunteer Shirts	200	200
Printing	1,000	1,000
Stand Sign Printing	250	250
Postage	200	200
Awards	600	600

Crazy Quail	350	350
Shipping	100	100
Rentals/Scoring	100	100
Insurance	1,000	1,000
Total Golf Ball Expenses	**12,150**	**12,150**

Other Fundraising	**2017 Budget**	**2016 Budget**
Other Fundraising Expenses	2,000	4,000
Giving Tree Expenses	700	700
Pull Tab House Expenses	700	750
Red Shoe Crew Expenses	50	500
County Campaign Expense	1,000	1,000
Birthday Party Expenses	-	15,000
First Giving Online Fundraising	500	500
Total Other Fundraising Expenses	**4,950**	**22,450**

Schedule B
House Operations Expense - Budget 2017

	2017 Budget	2016 Budget
House Operations Expense		
Salaries - HouseMan./Relief/Vol.Coor./ResidentMan./HouseOpCoordinator	190,008	183,232
Salaries - Executive Director/Administrative Assistant	76,700	77,694
Salaries - Maintenance Position	34,320	33,530
Salaries - Housekeeper Position	-	34,070
Payroll Taxes / Employee Insurance / Retirement / Grief Counseling	109,315	131,294
Night Security Guard	-	-
Additional Human Resources Assistance 1/2 in House Ops	-	-
Electricity	41,000	41,000
Telephone	25,000	23,000
Water / Sewer	17,000	17,000
House Supplies	2,000	2,000
Maintenance / Service & Contracts	18,000	18,000
Insurance	23,200	21,000
Gas	13,000	13,000
Van Insurance / Tags	1,600	1,600
Janitorial Services	50,200	16,000
Mileage / Van Gas	1,600	1,600
Education / Travel / Meals	1,000	1,000
Postage	500	550
Temporary Labor	500	500
House Forms / Printing	500	500
Alarm Contract	300	425
Alarm / Elevator Permits	250	250
Family Emergency Fund	500	500
Parents Night Out	-	-
Milk for Families	3,500	3,500
Computer Accessibility	3,500	3,500
Family Background Checks	2,250	1,500
Open House	750	750
Pet Therapy Dog	2,500	
Total House Operations Expense	618,993	626,995
Family Room Income		
Sponsors/Grants	16,000	16,000
Donations in Family Room	800	-
Total Family Room Income	16,800	16,000
Family Room Expenses		
Staff/Volunteer Background Checks (@ $ 52 each)	100	200
Staff/Volunteer Shots (30 x $227) (40 x $40)	300	300
Sign-In Forms & Office Supplies	100	100
Food / Kitchen Supplies (12 x $500)	10,000	12,000
Replacement Furnishings	7,000	3,000
Volunteer Recognition	200	200
Family Room Computer/Ink	200	200
Salaries - Family Room Staff Persons	30,000	32,000
Payroll Taxes & Benefits	10,000	10,500
Milk for Families	1,300	1,300
Total Family Room Expenses	59,200	59,800

Schedule C
Administration Expense - Budget 2017

	2017 Budget	2016 Budget
Administration Expense		
Salaries - Executive Director/Administrative Assistant/Development	114,140	114,084
Payroll Taxes / Employee Insurance / Retirement / Grief Counseling	38,064	41,307
Bookkeeping Service / Audit / Legal ($25/hour)	23,000	23,000
Additional Human Resources Assistance 1/2 in Administration	-	-
Printing	2,000	2,000
Postage - General	2,500	3,000
Supplies - General Office	3,000	3,000
Color Printer Ink	1,000	1,500
Office Equipment	1,000	1,000
Computer Maintenance	2,500	5,800
Postage Meter	2,000	2,600
Annual Bulk Mail Permit	225	250
Education / Travel: Executive Director/Development Director	1,500	1,500
Plaques and Other Recognition	1,000	1,300
Mileage Expense Allowance	100	100
Meals and Entertainment	700	700
Professional Membership / Journals	2,000	2,000
State Solicitation Permit	300	350
Payroll Service	9,400	9,700
Regional Conference	-	-
Bank Charges & Credit Card Fees	7,700	7,500
Total Administration Expense	**212,129**	**220,691**

Schedule D
Communications Expenses - Budget 2017

	2017 Budget	2016 Budget
Communication Expenses		
Newsletter Printing (4 @ $ 8000)	32,000	22,300
Newsletter Postage (4 @ 3500)	14,000	14,600
Newsletter Bulk Mail/Label Service (4 @ 1875)	7,500	9,700
Year-End Mailing Printing	-	-
Year-End Mailing Postage	-	-
Year-End Mailing Bulk Mail/Label Service	-	-
Direct Mail Appeal Expense	185,000	152,000
Promotional Ads & Materials	1,000	1,000
Open House	1,400	750
Family Room Brochure (1000 x $.20)	-	-
House Brochure (5,000 x $.20)	-	1,000
Social Media / Publications Coordinator	100	1,000
World's Childrens Day/Pull Tab Challenge	100	100
RMH "101" Open House	200	400
Website Administration	8,000	18,500
E-newsletter service	350	150
Total Communications Expenses	**249,650**	**221,500**

Schedule E
Volunteer Expenses - Budget 2017

	2017 Budget	2016 Budget
Volunteer Expenses		
Recognition - Promo Gifts	1,200	1,800
Postage	50	50
Name Tags	200	200
Volunteer Award Board	90	90
Volunteer Training Manual	20	20
Volunteer Background Checks	180	2,000
Total Volunteer Expenses	**1,740**	**4,160**

Schedule F
Human Resources Expenses - Budget 2017

	2017 Budget	2016 Budget
Human Resource Expenses		
Annual Board Event	3,000	3,000
Directors & Officers Insurance	2,200	2,220
Personnel	2,500	2,500
Meetings	2,000	2,000
Strategic Planning	6,000	11,000
Total Human Resource Expenses	**15,700**	**20,720**