

Tennessee Conference on Social Welfare  
Budget FY 2017-18  
Modified 7-17

|  |  |  |                          |                     |                          |                           |          |
|--|--|--|--------------------------|---------------------|--------------------------|---------------------------|----------|
|  |  |  |                          |                     |                          |                           |          |
|  |  |  | <b>FY 2017-18 Budget</b> | <b>2017-18 YTD</b>  | <b>FY 2018-19 Budget</b> | <b>FY 2018-19 Actuals</b> | <b>%</b> |
|  |  | <b>Revenue</b>                               |                          | <b>Actuals</b>      |                          |                           |          |
|  |  | <b>4000 · Donations</b>                      |                          |                     |                          |                           |          |
|  |  | 4010 · Community Shares                      | \$0.00                   |                     |                          |                           |          |
|  |  | 4020 · Individual Donations                  |                          |                     |                          |                           |          |
|  |  | 4030 · In Kind Donations                     | \$0.00                   |                     | \$52,760.00              |                           |          |
|  |  | <b>Total 4000 · Donations</b>                | \$0.00                   |                     | \$52,760.00              |                           |          |
|  |  | <b>4100 · Grants</b>                         | \$18,000.00              | \$5,000.00          | \$5,000.00               |                           |          |
|  |  | <b>4300 · Refunds</b>                        | \$0.00                   | \$279.88            | \$0.00                   |                           |          |
|  |  | <b>4325 · Other Income</b>                   | \$500.00                 | \$3,902.86          | \$1,000.00               |                           |          |
|  |  | <b>4350 · Interest Income</b>                | \$4.00                   | \$4.05              | \$4.00                   |                           |          |
|  |  | <b>5000 · Spring Conference Income</b>       |                          |                     |                          |                           |          |
|  |  | 5010 · Registration                          | \$19,000.00              | \$19,820.00         | \$19,850.00              |                           |          |
|  |  | 5020 · Sponsorships                          | \$30,000.00              | \$31,220.00         | \$32,000.00              |                           |          |
|  |  | 5040 · Board Dinner                          | \$600.00                 | \$386.00            | \$420.00                 |                           |          |
|  |  | <b>Total 5000 · Spring Conference Income</b> | \$49,600.00              | \$51,426.00         | \$52,270.00              |                           |          |
|  |  | <b>5100 · Regional Income</b>                |                          |                     |                          |                           |          |
|  |  | 5110 · Middle TN                             | \$3,000.00               | \$6,159.00          | \$3,000.00               |                           |          |
|  |  | 5120 · SE TN                                 | \$10,000.00              | \$10,860.00         | \$10,500.00              |                           |          |
|  |  | 5130 · West TN                               | \$3,000.00               |                     | \$2,000.00               |                           |          |
|  |  | 5140 · East/Northeast TN                     | \$5,500.00               | \$4,970.00          | \$5,100.00               |                           |          |
|  |  | <b>Total 5100 · Regional Income</b>          | \$21,500.00              | \$21,989.00         | \$20,600.00              |                           |          |
|  |  | <b>6000 · Membership</b>                     |                          |                     |                          |                           |          |
|  |  | 6050 · Agency Membership                     | \$20,000.00              | \$21,130.00         | \$21,500.00              |                           |          |
|  |  | 6080 · Individual membership                 | \$4,000.00               | \$3,025.00          | \$3,000.00               |                           |          |
|  |  | 6090 · Centennial Club                       | \$1,200.00               | \$1,510.00          | \$1,200.00               |                           |          |
|  |  | <b>Total 6000 · Membership</b>               | \$25,200.00              | \$25,665.00         | \$25,700.00              |                           |          |
|  |  | <b>Total Revenue</b>                         | <b>\$114,804.00</b>      | <b>\$108,266.79</b> | <b>\$157,334.00</b>      |                           |          |

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|                |   | FY 2017-18 Budget | 2017-18 YTD       | FY 2018-19 Budget  | FY 2018-19 Actuals | % |  |
|----------------|---|-------------------|-------------------|--------------------|--------------------|---|--|
| <b>Expense</b> |   |                   |                   |                    |                    |   |  |
|                | <b>6700 · Fees</b>                        |                   |                   |                    |                    |   |  |
|                | 6770 · Business Operating Fees            | \$300.00          | \$349.53          | \$300.00           |                    |   |  |
|                | 6720 · Transaction Fees                   | \$0.00            |                   |                    |                    |   |  |
|                | 6790 · Square Fees                        | \$50.00           |                   | \$0.00             |                    |   |  |
|                | 6780 · Paypal Fees                        | \$900.00          | \$1,166.56        | \$1,100.00         |                    |   |  |
|                | 6760 · Bank Fees                          | \$100.00          |                   | \$0.00             |                    |   |  |
|                | <b>Total 6700 · Fees</b>                  | <b>\$1,350.00</b> | <b>\$1,516.09</b> | <b>\$1,400.00</b>  |                    |   |  |
|                | <b>8300 · Refunds/Other Returns</b>       | <b>\$600.00</b>   | <b>\$264.56</b>   | <b>\$300.00</b>    |                    |   |  |
|                | <b>6100 · Occupancy</b>                   |                   |                   |                    |                    |   |  |
|                | 6110 · Rent                               | 0.00              |                   | 51,840.00          |                    |   |  |
|                | 6140 · Phone                              | 0.00              |                   | 420.00             |                    |   |  |
|                | 6150 · Internet & Copying                 | \$0.00            |                   | \$500.00           |                    |   |  |
|                | <b>Total 6100 · Occupancy</b>             | <b>\$0.00</b>     | <b>\$0.00</b>     | <b>\$52,760.00</b> |                    |   |  |
|                | <b>6200 · Travel</b>                      |                   |                   |                    |                    |   |  |
|                | 6210 · Parking                            | \$50.00           | \$28.00           | \$40.00            |                    |   |  |
|                | 6220 · Mileage Reimbursement              | \$150.00          |                   | \$100.00           |                    |   |  |
|                | 6230 · Lodging                            | \$350.00          | \$266.81          | \$350.00           |                    |   |  |
|                | 6240 · Meals                              | \$150.00          | \$20.69           | \$100.00           |                    |   |  |
|                | 6235 · Fuel Cost                          | \$150.00          | \$36.25           | \$100.00           |                    |   |  |
|                | 6245 · Car Rental                         | \$225.00          | \$156.51          | \$225.00           |                    |   |  |
|                | <b>Total 6200 · Travel</b>                | <b>\$1,075.00</b> | <b>\$508.26</b>   | <b>\$915.00</b>    |                    |   |  |
|                | <b>6300 · Business Operations - Other</b> |                   |                   |                    |                    |   |  |
|                | 6310 · Meetings & Webinars                | \$0.00            |                   | \$0.00             |                    |   |  |
|                | 6320 · QuickBooks Online Payroll          | \$492.00          | \$516.00          | \$500.00           |                    |   |  |
|                | 6340 · Constant Contact                   | \$840.00          | \$917.76          | \$917.76           |                    |   |  |
|                | 6345 · Wufoo Forms                        | \$180.00          | \$187.60          | \$187.60           |                    |   |  |
|                | 6350 · Subscriptions/Memberships/Spon     | \$725.00          | \$600.00          | \$600.00           |                    |   |  |
|                | <b>Total 6300 · Business Operations</b>   | <b>\$2,237.00</b> | <b>\$2,221.36</b> | <b>\$2,205.36</b>  |                    |   |  |
|                |   |                   |                   |                    |                    |   |  |

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|--|--|--------------------|--------------------|--------------------|--------------------|---|--|
|  | <b>6400 · Website</b>                          |                    |                    |                    |                    |   |  |
|  | 6410 · Domain Name                             | \$114.00           | \$119.97           | \$0.00             |                    |   |  |
|  | 6420 · Website Hosting                         | \$165.00           | \$179.40           | \$179.40           |                    |   |  |
|  | <b>Total 6400 · Website</b>                    | <b>\$279.00</b>    | <b>\$299.37</b>    | <b>\$179.40</b>    |                    |   |  |
|  | <b>6450 · Professional Development</b>         | <b>\$225.00</b>    | <b>\$330.00</b>    | <b>\$225.00</b>    |                    |   |  |
|  | <b>6560 · Payroll Expenses</b>                 |                    |                    |                    |                    |   |  |
|  | 6570 · Taxes                                   | \$11,706.60        | \$11,987.21        | \$4,000.00         |                    |   |  |
|  | 6580 · Wages                                   | \$47,320.00        | \$43,046.81        | \$55,000.00        |                    |   |  |
|  | 6590 · Health Insurance                        | \$7,680.00         | \$3,201.10         | \$0.00             |                    |   |  |
|  | <b>Total 6560 · Payroll Expenses</b>           | <b>\$66,706.60</b> | <b>\$58,235.12</b> | <b>\$59,000.00</b> |                    |   |  |
|  | <b>6800 · Insurance</b>                        | <b>\$1,600.00</b>  | <b>\$1,532.40</b>  | <b>\$1,550.00</b>  |                    |   |  |
|  | <b>7000 · Supplies</b>                         | <b>\$200.00</b>    | <b>\$143.30</b>    | <b>\$100.00</b>    |                    |   |  |
|  | <b>7100 · Postage</b>                          | <b>\$220.00</b>    |                    | <b>\$0.00</b>      |                    |   |  |
|  | <b>7130 · Printing</b>                         | <b>\$150.00</b>    | <b>\$678.72</b>    | <b>\$150.00</b>    |                    |   |  |
|  | <b>7200 · Food/Entertainment</b>               | <b>\$0.00</b>      |                    | <b>\$0.00</b>      |                    |   |  |
|  | <b>7300 · Gifts/Donations</b>                  | <b>\$50.00</b>     |                    | <b>\$50.00</b>     |                    |   |  |
|  | <b>7350 · Marketing and Promotion</b>          | <b>\$150.00</b>    | <b>\$193.94</b>    | <b>\$200.00</b>    |                    |   |  |
|  | <b>7500 · Equipment</b>                        | <b>\$3,000.00</b>  | <b>\$436.51</b>    | <b>\$300.00</b>    |                    |   |  |
|  | <b>8000 · Professional Fees</b>                |                    |                    |                    |                    |   |  |
|  | 8010 · Financial Consultant                    | \$0.00             |                    |                    |                    |   |  |
|  | 8030 · Tax Preparation                         | \$450.00           | \$447.00           | \$450.00           |                    |   |  |
|  | <b>Total 8000 · Professional Fees</b>          | <b>\$450.00</b>    | <b>\$447.00</b>    | <b>\$450.00</b>    |                    |   |  |
|  | <b>8500 · Spring Conference Expenses</b>       |                    |                    |                    |                    |   |  |
|  | 8510 · Refunds                                 | \$400.00           | \$1,040.00         | \$300.00           |                    |   |  |
|  | 8520 · Hotel                                   | \$28,000.00        | \$28,500.50        | \$29,000.00        |                    |   |  |
|  | 8500 · Spring Conference Expenses - Other      | \$600.00           | \$545.80           | \$600.00           |                    |   |  |
|  | <b>Total 8500 · Spring Conference Expenses</b> | <b>\$29,000.00</b> | <b>\$30,086.30</b> | <b>\$29,900.00</b> |                    |   |  |

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|----------------------|---------------------------------------|---------------------|---------------------|---------------------|--------------------|---|--|
|                      |                                       |                     |                     |                     |                    |   |  |
|                      | <b>9000 · Regional Expenses</b>       |                     |                     |                     |                    |   |  |
|                      | 9010 · Middle TN Expenses             | \$100.00            | \$491.32            | \$250.00            |                    |   |  |
|                      | 9020 · Southeast Expenses             | \$5,000.00          | \$4,369.98          | \$5,000.00          |                    |   |  |
|                      | 9030 · West TN Expenses               | \$100.00            |                     | \$150.00            |                    |   |  |
|                      | 9040 · East/Northeast TN Expenses     | \$2,100.00          | \$1,189.42          | \$2,000.00          |                    |   |  |
|                      | 9050 · Other Regional Expenses        | \$0.00              | \$4,341.31          | \$0.00              |                    |   |  |
|                      | <b>Total 9000 · Regional Expenses</b> | <b>\$7,300.00</b>   | <b>\$10,392.03</b>  | <b>\$7,400.00</b>   |                    |   |  |
| <b>Total Expense</b> |                                       | <b>\$114,592.60</b> | <b>\$107,284.96</b> | <b>\$157,084.76</b> |                    |   |  |
|                      | <b>Profit/Loss</b>                    | <b>\$211.40</b>     | <b>\$981.83</b>     | <b>\$249.24</b>     |                    |   |  |
|                      |                                       |                     |                     |                     |                    |   |  |
|                      |                                       |                     |                     |                     |                    |   |  |