

United Way of Metropolitan Nashville
Revised 2009 Budget
Summary of Operations Activity (Unaudited)

April 2, 2009

	2008 Actual		2009 Interim Budget		Revised 2009 Budget		2009 Revised to 2008 Actual	2009 Revised to 2009 Interim
	\$	%	\$	%	\$	%	\$	\$
SOURCES:								
Public support and revenue:								
Traditional campaign	17,047,185	66.0	17,000,000	72.5	16,000,000	71.7	(1,047,185)	(1,000,000)
Provision for uncollectible pledges	(1,016,400)	(3.9)	(1,054,000)	(4.5)	(1,120,000)	(5.0)	(103,600)	(66,000)
Other public support	8,971,574	34.7	6,680,677	28.5	6,587,182	29.4	(2,384,392)	(93,495)
Investment income, fees, and other miscellaneous income	845,000	3.3	833,100	3.6	854,075	3.8	9,075	20,975
Total public support and revenue	25,847,359	100.0	23,459,777	100.0	22,321,257	100.0	(3,526,102)	(1,138,520)
							-13.6%	-4.9%
USES:								
Program services								
Community impact								
Funded by the annual campaign	8,317,244	32.2	8,525,853	36.3	8,100,577	36.3	(216,667)	(425,275)
Funded by non-campaign grants	8,664,102	33.5	6,385,677	27.2	6,292,182	28.2	(2,371,920)	(93,495)
Total community impact	16,981,346	65.7	14,911,530	63.6	14,392,760	64.5	(2,588,586)	(518,770)
Designations	4,612,901	17.8	4,454,836	19.0	4,136,609	18.5	(476,292)	(318,227)
Total program services	21,594,247	83.5	19,366,366	82.6	18,529,369	83.0	(3,064,878)	(836,997)
							-14.2%	-4.3%
Supporting services:								
Cost to raise funds	2,622,156	10.1	2,844,802	12.1	2,512,367	11.3	(109,789)	(332,436)
Cost to operate	1,245,586	4.8	1,248,609	5.3	1,279,522	5.7	33,936	30,914
Total supporting services	3,867,742	15.0	4,093,411	17.4	3,791,888	17.0	(75,853)	(301,522)
							-2.0%	-7.4%
Total uses of funds	25,461,989	98.5	23,459,777	100.0	22,321,257	100.0	(3,140,731)	(1,138,519)
							-12.3%	-4.9%
Public support and revenue over (under) expenses	385,370		-	0.0	-		(385,370)	-

United Way of Metropolitan Nashville

Revised 2009 Budget

Statement of Operations Activities (Unaudited) - Comparisons to 2008 Actual and 2009 Interim Budget

April 2, 2009

	2008 Actual		2009 Interim Budget		Revised 2009 Budget		2009 Revised Budget to 2008 Actual		2009 Revised Budget to 2009 Interim	
	\$	%	\$	%	\$	%	\$	%	\$	%
SOURCES OF FUNDS FOR OPERATIONS:										
Public support and revenue:										
Public support from the annual campaign										
Traditional campaign	17,047,185	66.0	17,000,000	72.5	16,000,000	71.7	(1,047,185)	(6.1)	(1,000,000)	(5.9)
Provision for uncollectible pledges	(1,016,400)	(3.9)	(1,054,000)	(4.5)	(1,120,000)	(5.0)	(103,600)	10.2	(66,000)	6.3
Prior year campaign	173,000	0.7	100,000	0.4	100,000	0.4	(73,000)	(42.2)	-	0.0
Incoming designations	134,000	0.5	195,000	0.8	195,000	0.9	61,000	45.5	-	0.0
Net public support - campaign	16,337,785	63.2	16,241,000	69.2	15,175,000	68.0	(1,162,785)	(7.1)	(1,066,000)	(6.6)
Public support from grants										
Early Literacy - Read to Succeed	479,775	1.9	176,000	0.8	176,000	0.8	(303,775)	(63.3)	-	0.0
Family Resource Centers - Parenting	-	0.0	305,240	1.3	-	0.0	-	-	(305,240)	-
Nashville Alliance Financial Independence	273,419	1.1	447,957	1.9	630,080	2.8	356,641	-	182,103	-
Ryan White - HIV/AIDS	6,946,437	27.0	5,000,266	21.3	5,000,266	22.4	(1,946,171)	(28.0)	-	0.0
2-1-1	444,500	1.7	456,214	1.9	485,856	2.2	41,356	9.3	29,642	6.5
Early Literacy - Family Literacy	25,551	0.1	-	0.0	-	0.0	(25,551)	-	-	-
Early Literacy - Early Reading First	344,420	1.3	-	0.0	-	0.0	(344,420)	(100.0)	-	0.0
Family Resource Centers - Metro Govt	-	0.0	-	0.0	-	0.0	-	-	-	0.0
Governor's preK initiative	150,000	0.6	-	0.0	-	0.0	(150,000)	-	-	0.0
Net public support - grants	8,664,102	33.4	6,385,677	27.2	6,292,182	28.2	(2,371,920)	(27.4)	(93,495)	(1.5)
Revenue:										
Investment income	88,000	0.3	80,000	0.4	80,000	0.4	(8,000)	(9.1)	-	0.0
Long term investment income used for operations approved spending policy	620,000	2.4	630,000	2.7	630,000	2.8	10,000	1.6	-	0.0
Miscellaneous	137,000	0.5	123,100	0.5	144,075	0.6	7,075	5.2	20,975	17.0
Total revenue	845,000	3.3	833,100	3.6	854,075	3.8	9,075	1.1	20,975	2.5
Total sources of funds	25,847,359	100.0	23,459,777	100.0	22,321,257	100.0	(3,525,630)	(13.6)	(1,138,520)	(4.9)

United Way of Metropolitan Nashville
Revised 2009 Budget

Statement of Operations Activities (Unaudited) - Comparisons to 2008 Actual and 2009 Interim Budget

April 2, 2009

	2008 Actual		2009 Interim Budget		Revised 2009 Budget		2009 Revised Budget to 2008 Actual		2009 Revised Budget to 2009 Interim	
	\$	%	\$	%	\$	%	\$	%	\$	%
USES OF FUNDS FOR OPERATIONS:										
Program services:										
Community investments										
Funded by the annual campaign										
Core services and FRC programs	6,245,100	24.3	7,088,000	30.2	6,510,914	29.2	265,814	4.3	(577,086)	(8.1)
Family Resource Center coordination	615,000	2.4	400,000	1.7	604,000	2.7	(11,000)	(1.8)	204,000	51.0
Nashville Alliance Financial Independence	49,900	0.2	47,000	0.2	94,602	0.4	44,702	89.6	47,602	101.3
2-1-1 (board initiatives and donors)	385,000	1.5	265,000	1.2	240,484	1.1	(144,516)	(37.5)	(24,516)	0.0
Early Literacy - Read to Succeed	255,000	1.0	-	0.0	-	0.0	(255,000)	(100.0)	-	0.0
Board directed - contingent on revenue	100,000	0.4	-	0.0	-	0.0	(100,000)	-	-	-
Community investments	667,244	2.6	725,853	3.1	650,577	2.9	(16,667)	(2.5)	(75,275)	(10.4)
Total funded by the annual campaign	8,317,244	32.2	8,525,853	36.4	8,100,577	36.3	(216,667)	(2.6)	(425,275)	(5.0)
Funded by non-campaign grants										
Early Literacy - Read to Succeed	479,775	1.9	176,000	0.8	176,000	0.8	(303,775)	(63.3)	-	0.0
Family Resource Centers - Parenting	-	0.0	305,240	1.3	-	0.0	-	0.0	-	0.0
Nashville Alliance Financial Independence	273,419	1.1	447,957	1.9	630,060	2.8	356,641	130.4	182,103	40.7
Ryan White - HIV/AIDS	6,946,437	27.0	5,000,266	21.3	5,000,266	22.4	(1,946,171)	(28.0)	-	0.0
2-1-1	444,500	1.7	456,214	1.9	485,856	2.2	41,356	9.3	29,642	6.5
Early Literacy - Family Literacy	25,551	0.1	-	0.0	-	0.0	(25,551)	(100.0)	-	0.0
Early Literacy - Early Reading First	344,420	1.3	-	0.0	-	0.0	(344,420)	(100.0)	-	0.0
Family Resource Center Coordination	-	0.0	-	0.0	-	0.0	-	0.0	-	0.0
Governor's preK initiative	150,000	0.6	-	0.0	-	0.0	(150,000)	(100.0)	-	0.0
Total funded by non-campaign grants	8,664,102	33.4	6,385,677	27.2	6,292,162	28.2	(2,371,920)	(27.4)	211,745	(1.5)
Total community impact	16,981,346	65.7	14,911,530	63.6	14,392,760	64.5	(2,588,586)	(15.2)	(518,770)	(3.5)
Designations	4,612,901	17.8	4,454,836	19.0	4,136,609	18.5	(476,292)	(10.3)	(318,227)	(7.1)
Total program services	21,594,247	83.5	19,366,366	82.6	18,529,369	83.0	(3,064,878)	(14.2)	(836,997)	(4.3)
Supporting services:										
Cost to raise funds:										
Fund raising and marketing	2,622,156	10.1	2,844,802	12.1	2,512,367	11.3	(109,789)	(4.2)	(332,436)	(11.7)
Total fundraising costs	2,622,156	10.1	2,844,802	12.1	2,512,367	11.3	(109,789)	(4.2)	(332,436)	(11.7)
Cost to operate:										
Management and general	1,245,586	4.8	1,248,609	5.3	1,279,522	5.7	33,936	2.7	30,914	2.5
United Way of America dues	-	0.0	-	0.0	-	0.0	-	0.0	-	0.0
Total operating costs	1,245,586	4.8	1,248,609	5.3	1,279,522	5.7	33,936	2.7	30,914	2.5
Total supporting services	3,867,742	15.0	4,093,411	17.4	3,791,888	17.0	(75,853)	(2.0)	(301,523)	(7.4)
Total uses of funds	25,461,989	98.5	23,459,777	100.0	22,321,257	100.0	(3,140,731)	(12.3)	(1,138,520)	(4.9)
Total operations activity - public support and revenue over (under) expenses	385,370	1.5	-	0.0	0	0.0	(385,370)	(1.5)	-	0.0

United Way of Metropolitan Nashville
Proposed 2009 Budget
Statement of Functional Expenses (Unaudited)
Comparisons to 2008 Actual and 2009 Interim Budget

OPERATING EXPENSES INCLUDED IN PROGRAM AND SUPPORTING SERVICES	Program Expenses					
	Funded by Campaign Revenue			Funded by Grant Revenue		
	2008 Actual	2009 Interim	2009 Revised	2008 Actual	2009 Interim	2009 Revised
Salaries and seasonal employees	438,443	444,100	386,166	372,893	343,864	322,989
Employee benefits	46,906	53,251	43,348	37,190	32,877	31,962
Payroll taxes	31,365	34,849	29,484	27,949	22,987	22,495
Professional fees, training, and recruitment	10,542	37,070	43,690	390,703	107,627	90,320
Supplies	693	1,500	1,500	7,551	5,416	5,416
Telephone	3,335	3,504	3,204	3,623	2,964	3,204
Postage and delivery	6,165	5,958	5,444	5,210	5,044	5,447
Occupancy: utilities, building and equipment costs, licenses and fees	20,066	21,269	19,539	20,916	17,743	19,239
Equipment leases and maintenance	29,137	47,776	46,245	19,639	15,614	16,921
Printing and publications, advertising and promotion, copying	3,725	3,560	3,331	114,112	128,912	129,085
Travel, including local mileage	2,777	5,200	5,200	11,045	26,485	26,485
Events and meetings	4,949	6,306	6,110	5,651	6,535	6,700
Dues, including United Way of America	53,905	49,522	46,315	509	150	150
Miscellaneous	-	-	-	1,095	240	240
Depreciation	15,236	11,989	11,000	15,881	10,145	11,000
Total Operating Expenses in Program and Supporting Services	667,244	725,853	650,577	1,033,966	726,602	691,663
	<i>Revised to Forecast %</i>		<i>(2.5)</i>	<i>Revised to Forecast %</i>		<i>(33.1)</i>
	<i>Revised to Forecast \$</i>		<i>\$ (16,667)</i>	<i>Revised to Forecast \$</i>		<i>\$ (342,303)</i>
	<i>Revised to Interim %</i>		<i>(10.4)</i>	<i>Revised to Interim %</i>		<i>(4.8)</i>
	<i>Revised to Interim \$</i>		<i>\$ (75,276)</i>	<i>Revised to Interim \$</i>		<i>\$ (34,939)</i>
PROGRAM EXPENSE PAYMENTS TO DIRECT SERVICE PROVIDERS						
Community impact funded by the annual campaign and by non-campaign grants						
Core services and FRC programs	6,245,100	7,088,000	6,510,914	-	-	-
Early Literacy - Read to Succeed	255,000	-	-	350,836	176,000	176,000
Family Resource Center Coordination	615,000	400,000	604,000	-	-	-
Family Resource Center Parenting	-	-	-	-	284,877	-
Nashville Alliance for Financial Independence	49,900	47,000	94,602	135,755	290,920	471,787
Ryan White - HIV/AIDS	-	-	-	6,527,604	4,595,566	4,591,596
2-1-1	385,000	265,000	240,484	319,603	331,712	361,136
Early Literacy - Early Reading First	-	-	-	146,337	-	-
Governor's preK initiative	-	-	-	150,000	-	-
Board directed - contingent on revenue	100,000	-	-	-	-	-
Total Community Impact Funding	7,650,000	7,800,000	7,450,000	7,630,136	5,659,075	5,600,519
Designations	4,612,901	4,454,836	4,136,609	-	-	-
Total Program Expense Payments to Direct Service Providers	12,262,901	12,254,836	11,586,609	7,630,136	5,659,075	5,600,519
Total All Uses of Funds	12,930,145	12,980,689	12,237,187	8,664,102	6,385,677	6,292,182

April 2, 2009

Supporting Services				TOTALS			2009 Revised to 2008 Actual		2009 Interim Budget to 2009 Revised Budget	
2008 Actual	2009 Interim	2009 Revised		2008 Actual	2009 Interim	2009 Revised	Change		Change	
							\$	%	\$	%
1,920,769	2,070,512	1,949,265	Sal	2,732,104	2,858,476	2,658,420	(73,685)	(2.7)	(200,057)	(7.0)
207,432	231,430	211,365	Ben	291,527	317,557	286,675	(4,852)	(1.7)	(30,882)	(9.7)
136,929	147,625	138,277	Tax	196,244	205,460	190,256	(5,988)	(3.1)	(15,204)	(7.4)
210,739	136,293	197,980	Fees	611,984	280,990	331,990	(279,994)	(45.8)	51,000	18.2
4,270	7,125	7,125	Sup	12,514	14,041	14,041	1,527	12.2	-	-
17,882	22,112	22,172	Tele	24,840	28,580	28,580	3,740	15.1	-	-
30,193	32,591	32,702	Post	41,568	43,593	43,593	2,025	4.9	-	-
114,202	125,771	126,004	Occ	155,184	164,782	164,782	9,598	6.2	-	-
129,432	152,055	152,278	Eqpt	178,208	215,445	215,445	37,237	20.9	-	-
694,821	760,943	535,673	Adv	812,658	893,415	668,099	(144,559)	(17.8)	(225,316)	(25.2)
31,353	51,188	51,188	Trav	45,175	82,873	82,873	37,698	83.4	-	-
118,651	131,129	151,160	Evnt	129,250	143,970	163,970	34,720	26.9	20,000	13.9
145,239	146,728	138,655	Dues	199,653	196,400	185,120	(14,533)	(7.3)	(11,280)	(5.7)
35,347	17,042	17,043	Misc	36,444	17,282	17,283	(19,161)	(52.6)	1	0.0
70,483	60,868	61,001	Depr	101,600	83,002	83,002	(18,598)	(18.3)	-	0.0
3,867,742	4,093,411	3,791,888		5,568,952	5,545,866	5,134,129	(434,824)	(7.8)	(411,737)	(7.4)
Revised to Forecast %							Total Campaign Funded Operations:			
Revised to Forecast \$							Revised to Budget	\$	(92,520)	(2.0)
Revised to Interim %							Revised to Interim	\$	(376,799)	(7.8)
Revised to Interim \$										
-	-	-	Core	6,245,100	7,088,000	6,510,914	265,814	4.3	(577,086)	(8.1)
-	-	-	RTS	605,836	176,000	176,000	(429,836)	(70.9)	-	-
-	-	-	FRC	615,000	400,000	604,000	(11,000)	(1.8)	204,000	51.0
-	-	-		-	264,877					
-	-	-	NAFI	185,655	337,920	566,389	380,734	-	228,469	-
-	-	-	AIDS	6,527,604	4,595,566	4,591,596	(1,936,009)	(29.7)	(3,970)	(0.1)
-	-	-	2-1-1	704,603	596,712	601,820	(102,983)	(14.6)	4,908	0.8
-	-	-	ERF	146,337	-	-	(146,337)	(100.0)	-	#DIV/0!
-	-	-	PRK	150,000	-	-	(150,000)	-	-	#DIV/0!
-	-	-	Cont	100,000	-	-	(100,000)	-	-	-
-	-	-		15,280,136	13,459,075	13,050,519	(2,229,617)	(14.6)	(408,556)	(3.0)
-	-	-	Desig	4,612,901	4,454,836	4,136,809	(476,292)	(10.3)	(318,227)	(7.1)
-	-	-		19,893,037	17,913,911	17,187,128	(2,705,909)	(13.6)	(726,783)	(4.1)
3,867,742	4,093,411	3,791,888		25,461,989	23,459,777	22,321,257	(3,140,733)	(12.3)	(1,138,520)	(4.9)