

	July 2017 YTD Actual	Projected Final 09/30/2017	Budget FY 16-17	Proposed Budget FY 17-18
OPERATING INCOME				
1 <i>Annual Giving</i>				
2 General campaign - Davidson County	\$ 221,941	\$ 266,942	\$ 501,847	\$ 400,000
3 General campaign - Outlying Counties	\$ 91,508	\$ 92,000	\$ 69,400	\$ 69,300
4 General campaign-United Way Designations	\$ 10,787	\$ 13,618	\$ 18,000	\$ 14,500
5 Gift to Girls Campaign	\$ 33,804	\$ 33,804	\$ 40,000	\$ 40,000
6 Gold Community Luncheon - Nashville	\$ 30,396	\$ 30,396	\$ 165,000	\$ 200,000
7 Golf Tournament (net)	\$ 31,160	\$ 31,160	\$ 48,500	\$ 50,000
8 Bequest	\$ 33,809	\$ 33,809	\$ -	\$ -
9 Community Events	\$ 7,483	\$ 7,483	\$ 20,700	\$ 12,250
10 <i>Subtotal - Annual Giving</i>	\$ 460,888	\$ 509,212	\$ 863,447	\$ 786,050
11 United Way Allocations	\$ 32,717	\$ 40,967	\$ 35,000	\$ 33,000
12 <i>Total Public Support</i>	\$ 493,605	\$ 550,179	\$ 898,447	\$ 819,050
13 <i>Other Operating Income</i>				
14 Camp and Outdoor Program Fees	\$ 707,609	\$ 720,000	\$ 640,300	\$ 757,150
15 Council Sponsored Program Fees	\$ 54,243	\$ 60,000	\$ 61,325	\$ 58,035
16 Interest Income	\$ 12,312	\$ 15,000	\$ 20,000	\$ 15,000
17 Insurance Proceeds	\$ 34,854	\$ 34,854		
18 Administrative Fee (SPF)	\$ 5,000	\$ 6,000	\$ 6,000	\$ 6,000
19 Retail Sales (net)	\$ 117,362	\$ 135,000	\$ 118,508	\$ 118,014
20 <i>Subtotal - Other Operating Income</i>	\$ 931,379	\$ 970,854	\$ 846,133	\$ 954,199
21 <i>Total - Adult Generated Operating Income</i>	\$ 1,424,984	\$ 1,521,033	\$ 1,744,580	\$ 1,773,249
22 <i>Girl Generated Income</i>				
23 Fall Product Sale (net)	\$ 144,734	\$ 138,000	\$ 123,869	\$ 147,425
24 Cookie Program (net)	\$ 3,284,645	\$ 3,259,645	\$ 2,788,394	\$ 2,912,044
25 <i>Total Girl Generated Operating Income</i>	\$ 3,429,379	\$ 3,397,645	\$ 2,912,263	\$ 3,059,469
26 <i>Total Operating Income</i>	\$ 4,854,362	\$ 4,918,678	\$ 4,656,843	\$ 4,832,718
OPERATING EXPENSES				
27 Salaries	\$ 1,706,537	\$ 2,106,537	\$ 2,398,056	\$ 2,457,375
28 Program Consultants	\$ 102,276	\$ 115,000	\$ 71,050	\$ 108,980
29 Employee Benefits	\$ 313,119	\$ 385,000	\$ 434,621	\$ 420,841
28 <i>Total Personnel</i>	\$ 2,121,932	\$ 2,606,537	\$ 2,903,727	\$ 2,987,196
29 Professional Fees	\$ 110,481	\$ 137,000	\$ 99,120	\$ 115,930
30 Supplies	\$ 164,273	\$ 230,000	\$ 264,450	\$ 289,353
31 Telephone	\$ 71,933	\$ 86,400	\$ 80,185	\$ 88,295
32 Postage & Shipping	\$ 17,419	\$ 24,000	\$ 25,890	\$ 23,245
33 Occupancy	\$ 510,777	\$ 613,000	\$ 564,245	\$ 582,000
34 Rental of Equipment	\$ 22,463	\$ 30,000	\$ 39,800	\$ 34,450
35 Printing & Subscriptions	\$ 52,315	\$ 89,625	\$ 94,480	\$ 91,005
36 Travel	\$ 83,010	\$ 130,000	\$ 136,341	\$ 127,891
37 Training, Conferences and Food for Events	\$ 162,472	\$ 225,000	\$ 239,200	\$ 257,751
38 Financial Assistance	\$ 59,064	\$ 60,000	\$ 82,550	\$ 87,825
39 Membership Dues	\$ 3,407	\$ 5,000	\$ 5,504	\$ 5,400
40 General Insurance	\$ 24,454	\$ 34,800	\$ 35,100	\$ 33,575
41 Miscellaneous	\$ 79,684	\$ 106,000	\$ 82,550	\$ 90,400
42 <i>Total Operating Expenses</i>	\$ 3,483,683	\$ 4,377,362	\$ 4,653,142	\$ 4,814,316
43 <i>Net Income (Loss) from Normal Operating Activities</i>	\$ 1,370,680	\$ 541,316	\$ 3,701	\$ 18,402
Other Uses of Cash				
44 <i>Membership Dues Subsidy</i>				\$ 250,000
45 Capital Maintenance Expenditures	\$ 131,154	\$ 150,000	\$ 176,000	\$ 155,000
46 <i>Net after all other uses:</i>	\$ 1,239,526		\$ (172,299)	\$ (386,598)