

URBAN LEAGUE OF MIDDLE TN								
JULY 2017- JUNE 2018	Proposed 2017/2018 TOTAL BUDGET	Unrestricted Budget	Restricted Budget	2016/2017 TOTAL BUDGET	Unrestricted Budget	Restricted Budget	2016/2017 Budget vs Actual June 2017	Budget Narrative:
<b>Revenue</b>								<b>Revenue Source(s) Fundraising</b>
<b>Fundraising:</b>								
EOD Luncheon	\$ 200,000	\$ 200,000		\$200,000	\$200,000		\$ 182,340	Revenue from 35 table sales and corporate sponsorships w/ avg. gift o \$271 per person at ea. table.
Golf	\$ 100,000	\$ 92,500	\$ 7,500	\$100,000	\$100,000		\$ 89,540	Revenue from the sale of golf teams and sponsorships
Contributions/Gifts	\$ 5,000	\$ 5,000		\$5,000	\$5,000		\$ 1,585	Other Leadership Gifts: (Example - 20 churches at \$500 ea. and/or 5 businesses at \$2,000 ea.)
<b>Grants:</b>								<b>Grants</b>
Restricted Grants	\$ 100,000		\$ 100,000	\$208,557		\$208,557	\$ 179,050	Program support from Foundation (i.e. Memorial, Maddox,
Unrestricted Grants	\$ 15,000	\$ 15,000		\$33,730	\$33,730		\$ 31,666	Program support from Community Supporters (i.e. businesses, individuals, etc.)
<b>Membership:</b>								<b>Membership</b>
Board Members Commitment	\$ 27,000	\$ 27,000		\$25,000	\$25,000		\$ 16,472	Board Members personal commitment
Corporate	\$ 30,000	\$ 15,000	\$ 15,000	\$15,000	\$15,000		\$ 600	Revenue from 8 corporations (average gift \$5,500)
Individuals	\$ 5,000	\$ 5,000		\$10,000	\$10,000		\$ 2,232	Revenue from General Membership Levels ( Seniors, Students, Young Professionals, Guild, General) Avg. gift of \$50 x 200 members = \$10,000)
Society leadership Levels	\$ 10,000	\$ 10,000		\$0	\$0		\$ 2,500	Revenue from society leadership levels (I.E., Whitney M. Young 2 @ \$2,500; Dr. George E. Haynes 3 @ \$1,000; Sam Howard 4 @ \$500)
ULYPMT	\$ -			\$0	\$0		\$ 700	Contribution from YP
<b>Program Income:</b>	\$ -							<b>Program / Earned Revenue</b>
Program Revenue (NAZA / After School)	\$ 17,784	\$ 17,784		\$0			\$ -	Estimated revenue from afterschool program 12 slots at JFK Prep School only @ \$308 x 4 quarters.
Program Fees- Project Ready	\$ 2,500	\$ 2,500		\$0	\$0			Revenue from Project Ready Summer Leadership Academy (Application Fees: 33 students x \$75.00 ea.)
Program Fees- ETS	\$ 15,000		\$ 15,000	\$26,600	\$26,600		\$ 15,350	Estimate revenue from Praxis Testing (Ave. 50 tester per month (x 12 months) at \$25.00 ea.)=\$15,000
Program Fees - Workforce Learning Plan	\$ -		\$ -	\$0				Estimated revenue from the workforce development learning plan training modules with Corporations.
ULYPMT	\$ -	\$ -	\$ -	\$0			\$ -	Revenue erved by Young Professionals
Earned Income-LabFour & OIC	\$ 23,500	\$ 23,500		\$6,000	\$6,000		\$ 6,106	Revenue from sub-lease agreements
Miscellaneous Income:	\$ 600	\$ 600		\$0	\$0		\$ -	Estimated Sales Revenue - books and other items
<b>TOTAL REVENUE</b>	<b>\$ 551,384</b>	<b>\$ 413,884</b>	<b>\$ 137,500</b>	<b>\$629,887</b>	<b>\$421,330</b>	<b>\$208,557</b>	<b>\$ 528,141</b>	

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Operations:								Budget Narrative:
								<u>Operational Expenses</u>
Computer Tech Expense	\$ 5,000	\$ 5,000			\$4,200	\$1,200	\$3,000	\$ 1,564 Computer upgrade
Furniture purchase (non-capital)	\$ 1,500	\$ 1,500			\$3,000	\$3,000		\$ - Furniture purchase (25 chair for test center @ \$59.99 ea.)
Interest Expense	\$ 2,952	2,952			\$3,600	\$3,600		\$ 2,866 Interest on Loan
Rent Expense (includes 3K for CAM fee)	\$ 100,813	\$ 100,813			\$96,492	\$96,492		\$ 106,634 Rent and estimate of CAM chgs
Maintenance and Repair	\$ 500	\$ 500			\$300	\$300		\$ - General office repairs (i.e. locks, etc.)
Equipment Rental (copier)	\$ 1,300	\$ 1,300			\$3,600	\$3,600		\$ 1,262 Copy Machine
Insurance Expense	\$ 10,604	\$ 10,604			\$11,300	\$10,800	\$500	\$ 10,295 Organizational Insurance
Telephone Expense	\$ 3,856	\$ 3,856			\$6,000	\$6,000		\$ 3,744 Telephone Expense
Internet Expense	\$ 2,662	\$ 2,662			\$2,820	\$2,820		\$ 2,584 Internet cost
Miscellaneous Expense	\$ 1,264	\$ 1,264			\$2,530	\$2,530		\$ 1,227 Unknown Expenses
TOTAL OPERATIONS	\$ 130,450	\$ 130,450	\$ -		\$133,842	\$130,342	\$3,500	\$ 130,176
								<u>Payroll Expenses</u>
TOTAL PAYROLL AND BENEFITS	\$ 245,913	\$ 145,427	\$ 100,486		\$211,948	\$187,948	\$24,000	\$ 118,400 Staff Payroll and benefits (see Salary/Benefits Schedule)
TOTAL EXPENSES	\$ 530,133	\$ 353,396	\$ 176,737		\$577,690	\$419,090	\$158,600	\$ 465,394
CASH FLOW	\$ 21,251	\$ 60,488	\$ (39,237)		\$52,197	\$2,240	\$49,957	\$ 62,747