

	Option 1 Budget FY 20-21
OPERATING INCOME	
1 <i>Annual Giving</i>	
2 General campaign - Davidson County	\$ 279,000
3 General campaign - Outlying Counties	\$ 115,000
4 General campaign-United Way Designations	\$ 12,000
5 Gift to Girls Campaign	\$ 11,000
6 Gold Community Luncheon - Nashville	\$ 128,000
7 Golf Tournament (net)	\$ 43,000
8 Bequest	\$ -
9 Community Events	\$ 21,450
10 <i>Subtotal - Annual Giving</i>	<u>\$ 609,450</u>
11 United Way Allocations	\$ 24,000
12 <i>Total Public Support</i>	<u>\$ 633,450</u>
13 <i>Other Operating Income</i>	
14 Camp and Outdoor Program Fees	\$ 852,750
15 Council Sponsored Program Fees	\$ 81,875
16 Interest Income	\$ 16,000
17 Insurance Proceeds	\$ -
18 Administrative Fee (SPF)	\$ 6,000
19 Retail Sales (net)	\$ 91,148
20 <i>Subtotal - Other Operating Income</i>	<u>\$ 1,047,773</u>
21 <i>Total - Adult Generated Operating Income</i>	<u>\$ 1,681,223</u>
22 <i>Girl Generated Income</i>	
23 Fall Product Sale (net)	\$ 159,796
24 Cookie Program (net)	\$ 3,446,009
25 <i>Total Girl Generated Operating Income</i>	<u>\$ 3,605,805</u>
26 Total Operating Income	<u>\$ 5,287,028</u>

OPERATING EXPENSES	
27 Salaries	\$ 2,362,409
28 Program Consultants	\$ 120,690
29 Employee Benefits	\$ 450,534
30 Total Personnel	<u>\$ 2,933,633</u>
31 Professional Fees	\$ 320,000
32 Supplies	\$ 286,304
33 Telephone	\$ 78,855
34 Postage & Shipping	\$ 22,511
35 Occupancy	\$ 658,826
36 Rental of Equipment	\$ 36,450
37 Printing & Subscriptions	\$ 79,511
38 Travel	\$ 85,692
39 Training, Conferences and Food for Events	\$ 212,614
40 Financial Assistance	\$ 86,040
41 Membership Dues	\$ 5,225
42 General Insurance	\$ 33,617
43 Miscellaneous	\$ 52,790
44 Total Operating Expenses	<u>\$ 4,892,068</u>
45 Net Income (Loss) from Normal Operating Activities	<u>\$ 394,960</u>

	Other Uses of Cash	
46	Membership Dues Subsidy	\$ 149,770
47	Capital Maintenance Expenditures	\$ 217,800
48	Net after all other uses:	<u>\$ 27,390</u>