

OPERATING INCOME

	<i>Approved Budget FY 10-11</i>
1 <i>Annual Giving</i>	
2 General campaign	\$ 550,000
3 General campaign-United Way Designations	\$ 25,000
4 Family partnership	\$ 45,000
5 Planned Gifts - unrestricted	\$ -
6 Government & Special Grants	\$ 30,000
7 Golf Tournament	\$ 51,000
8 Community Events	\$ 41,500
9 <i>Subtotal - Annual Giving</i>	\$ 742,500
10 United Way Allocations	\$ 110,000
11 <i>Total Public Support</i>	\$ 852,500
12 <i>Other Operating Income</i>	
13 Camp and Outdoor Program Fees	\$ 442,900
14 Council Sponsored Program Fees	\$ 84,860
15 Interest Income	\$ 25,000
16 Retail Sales (net)	\$ 92,880
17 <i>Subtotal - Other Operating Income</i>	\$ 645,640
18 <i>Total - Adult Generated Operating Income</i>	\$ 1,498,140
19 <i>Girl Generated Income</i>	
20 Fall Product Sale (net)	\$ 128,325
21 Cookie Sale allocated to Operations	\$ 2,605,413
22 <i>Total Girl Generated Operating Income</i>	\$ 2,733,738
23 <i>Total Operating Income</i>	\$ 4,231,878

	<i>Approved Budget FY 10-11</i>
<i>OPERATING EXPENSES</i>	
24 Salaries	\$ 2,100,231
25 Program Consultants	\$ 99,020
26 Employee Benefits	\$ 520,756
27 Professional Fees	\$ 94,500
28 Supplies	\$ 236,163
29 Telephone	\$ 60,855
30 Postage & Shipping	\$ 29,535
31 Occupancy	\$ 446,745
32 Rental of Equipment	\$ 61,800
33 Printing & Subscriptions	\$ 91,300
34 Travel	\$ 98,450
35 Training, Conferences and Food for Events	\$ 183,519
36 Financial Assistance	\$ 85,195
37 Membership Dues	\$ 6,850
38 General Insurance	\$ 80,350
39 Miscellaneous	\$ 13,750
<i>40 Total Operating Expenses</i>	<i>\$ 4,209,018</i>
<i>41 Net Income (Loss) from Normal Operating Activities</i>	<i>\$ 22,861</i>