Alignment Nashville
Budget Overview: Alignment Nashville FY 2023 Budget - FY23 P&L Classes
July 2022 - June 2023

	100 - Operating (AN G	A (Community A	otal 101 AN Even	Total 1 - AN	0 - Operating (HU	ASV FALL (OCT	SV SPRING (MA	al 301 - HUB Eve	Total 3 - HUB	TOTAL
Income										
42000 Support Services			0.00	0.00				0.00	0.00	0.00
42100 AUSA Network	5,000.00		0.00	5,000.00				0.00	0.00	5,000.00
42500 Consulting Services			0.00	0.00	270,000.00			0.00	270,000.00	270,000.00
42700 Freshman Seminar			0.00	0.00	60,000.00			0.00	60,000.00	60,000.00
Total 42000 Support Services	**$ 5,000.00**	**$ 0.00**	**$ 0.00**	**$ 5,000.00**	**$ 330,000.00**	**$ 0.00**	**$ 0.00**	**$ 0.00**	**$ 330,000.00**	**$ 335,000.00**
43300 Direct Public Grants			0.00	0.00				0.00	0.00	0.00
43330 Foundation and Trust Grants	109,400.00		0.00	109,400.00				0.00	0.00	109,400.00
Total 43300 Direct Public Grants	**$ 109,400.00**	**$ 0.00**	**$ 0.00**	**$ 109,400.00**	**$ 0.00**	**$ 0.00**	**$ 0.00**	**$ 0.00**	**$ 0.00**	**$ 109,400.00**
43400 Direct Public Support			0.00	0.00				0.00	0.00	0.00
43450 Individ, Business Contributions	500.00		0.00	500.00				0.00	0.00	500.00
Total 43400 Direct Public Support	**$ 500.00**	**$ 0.00**	**$ 0.00**	**$ 500.00**	**$ 0.00**	**$ 0.00**	**$ 0.00**	**$ 0.00**	**$ 0.00**	**$ 500.00**
44500 Government Grants			0.00	0.00				0.00	0.00	0.00
44530 Local Government Grants	400,000.00		0.00	400,000.00				0.00	0.00	400,000.00
Total 44500 Government Grants	**$ 400,000.00**	**$ 0.00**	**$ 0.00**	**$ 400,000.00**	**$ 0.00**	**$ 0.00**	**$ 0.00**	**$ 0.00**	**$ 0.00**	**$ 400,000.00**
46410 Money Market Account Interest	792.00		0.00	792.00	408.00			0.00	408.00	1,200.00
46415 Rewards Earnings	7,500.00		0.00	7,500.00				0.00	0.00	7,500.00
46425 Office Sub-Lease Income	23,123.87		0.00	23,123.87	11,912.30			0.00	11,912.30	35,036.17
49000 Events Income			0.00	0.00				0.00	0.00	0.00
49100 Registration Fees			0.00	0.00				0.00	0.00	0.00
49110 ASV - SPRING			0.00	0.00			428,532.00	428,532.00	428,532.00	428,532.00
49120 ASV - 1ST FALL			0.00	0.00		342,186.00		342,186.00	342,186.00	342,186.00
49150 CA Summit		16,900.00	16,900.00	16,900.00				0.00	0.00	16,900.00
Total 49100 Registration Fees	**$ 0.00**	**$ 16,900.00**	**$ 16,900.00**	**$ 16,900.00**	**$ 0.00**	**$ 342,186.00**	**$ 428,532.00**	**$ 770,718.00**	**$ 770,718.00**	**$ 787,618.00**
Total 49000 Events Income	**$ 0.00**	**$ 16,900.00**	**$ 16,900.00**	**$ 16,900.00**	**$ 0.00**	**$ 342,186.00**	**$ 428,532.00**	**$ 770,718.00**	**$ 770,718.00**	**$ 787,618.00**
49996 Sales of Product Revenue			0.00	0.00	5,400.00			0.00	5,400.00	5,400.00
Total Income	**$ 546,315.87**	**$ 16,900.00**	**$ 16,900.00**	**$ 563,215.87**	**$ 347,720.30**	**$ 342,186.00**	**$ 428,532.00**	**$ 770,718.00**	**$ 1,118,438.30**	**$ 1,681,654.17**
Cost of Goods Sold										
50000 Cost of Goods Sold			0.00	0.00	3,900.00			0.00	3,900.00	3,900.00
Total Cost of Goods Sold	**$ 0.00**	**$ 0.00**	**$ 0.00**	**$ 0.00**	**$ 3,900.00**	**$ 0.00**	**$ 0.00**	**$ 0.00**	**$ 3,900.00**	**$ 3,900.00**
Gross Profit	**$ 546,315.87**	**$ 16,900.00**	**$ 16,900.00**	**$ 563,215.87**	**$ 343,820.30**	**$ 342,186.00**	**$ 428,532.00**	**$ 770,718.00**	**$ 1,114,538.30**	**$ 1,677,754.17**
Expenses										
60005 Events Expenses			0.00	0.00				0.00	0.00	0.00
60010 Event Mgmt and Consultants			0.00	0.00		4,000.00	4,000.00	8,000.00	8,000.00	8,000.00
60015 Event Facility, Food/Catering, Audio/Visual		300.00	300.00	300.00		34,040.00	35,820.00	69,860.00	69,860.00	70,160.00
60020 Event Hotels/Transportation			0.00	0.00		131,573.92	168,996.00	300,569.92	300,569.92	300,569.92
60025 CVENT/Pheedloop, Merchant & Bank Fees		2,223.00	2,223.00	2,223.00		16,206.00	20,215.00	36,421.00	36,421.00	38,644.00
60030 Event Printing/Supplies/Postage			0.00	0.00		625.00	500.00	1,125.00	1,125.00	1,125.00
60035 Event Honorarium/Stipend/Awards		2,000.00	2,000.00	2,000.00		20,000.00	25,000.00	45,000.00	45,000.00	47,000.00
60037 Event Expenses - Other			0.00	0.00		150.00	150.00	300.00	300.00	300.00
Total 60005 Events Expenses	**$ 0.00**	**$ 4,523.00**	**$ 4,523.00**	**$ 4,523.00**	**$ 0.00**	**$ 206,594.92**	**$ 254,681.00**	**$ 461,275.92**	**$ 461,275.92**	**$ 465,798.92**
60050 Community Expenses			0.00	0.00				0.00	0.00	0.00
60055 Billable Consultant Services			0.00	0.00	164,700.00			0.00	164,700.00	164,700.00
60090 Billable Freshman Seminar Consultant			0.00	0.00	750.00			0.00	750.00	750.00
Total 60050 Community Expenses	**$ 0.00**	**$ 0.00**	**$ 0.00**	**$ 0.00**	**$ 165,450.00**	**$ 0.00**	**$ 0.00**	**$ 0.00**	**$ 165,450.00**	**$ 165,450.00**
60920 Business Registration Fees/Taxes	254.10		0.00	254.10	130.90			0.00	130.90	385.00
62800 Facilities and Equipment			0.00	0.00				0.00	0.00	0.00
62801 Rent	73,307.61		0.00	73,307.61	37,764.53			0.00	37,764.53	111,072.14
62810 Depreciation Expense	4,950.00		0.00	4,950.00	2,550.00			0.00	2,550.00	7,500.00
62840 Equipment- Buy,Rent,Maintenance	2,722.50		0.00	2,722.50	1,402.50			0.00	1,402.50	4,125.00
62845 Buildings-Maintenance & Repair	198.00		0.00	198.00	102.00			0.00	102.00	300.00
Total 62800 Facilities and Equipment	**$ 81,178.11**	**$ 0.00**	**$ 0.00**	**$ 81,178.11**	**$ 41,819.03**	**$ 0.00**	**$ 0.00**	**$ 0.00**	**$ 41,819.03**	**$ 122,997.14**

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65000 Operations			0.00	0.00				0.00	0.00	0.00
62110 Accounting Fees	12,870.00		0.00	12,870.00	6,800.00			0.00	6,800.00	19,670.00
62140 Legal Fees	1,320.00		0.00	1,320.00	680.00			0.00	680.00	2,000.00
62150 Outside Contract Services	792.00		0.00	792.00	408.00			0.00	408.00	1,200.00
62160 Professional/Outside Services			0.00	0.00	12,500.00			0.00	12,500.00	12,500.00
62180 Graphic Design			0.00	0.00	130.00			0.00	130.00	130.00
65010 Books, Reference, Newspapers	330.00		0.00	330.00	170.00			0.00	170.00	500.00
65020 Postage, Mailing Service	231.00		0.00	231.00	119.00			0.00	119.00	350.00
65030 Outside Printing, Copying Svc	1,320.00		0.00	1,320.00	680.00			0.00	680.00	2,000.00
65040 Supplies	1,980.00		0.00	1,980.00	1,020.00			0.00	1,020.00	3,000.00
65050 Phones, Internet, ZOOM	9,266.40		0.00	9,266.40	4,773.60			0.00	4,773.60	14,040.00
65110 Promotional/Advertising Expenses			0.00	0.00	3,500.00			0.00	3,500.00	3,500.00
65115 Banking Fees	1,303.50		0.00	1,303.50	671.50			0.00	671.50	1,975.00
65120 Insurance	6,930.69		0.00	6,930.69	3,570.36			0.00	3,570.36	10,501.05
65130 Communications and publications	1,380.00		0.00	1,380.00	620.00			0.00	620.00	2,000.00
65140 Online Software/Subscriptions	13,110.00		0.00	13,110.00	5,890.00			0.00	5,890.00	19,000.00
65150 Memberships and Dues	2,227.50		0.00	2,227.50	1,147.50			0.00	1,147.50	3,375.00
65160 Other Operational Costs	660.00		0.00	660.00	340.00			0.00	340.00	1,000.00
65170 Staff Development	2,970.00		0.00	2,970.00	1,530.00			0.00	1,530.00	4,500.00
65171 Rewards Expenditures	7,500.00		0.00	7,500.00				0.00	0.00	7,500.00
65172 A-Team Incentives	6,000.00		0.00	6,000.00				0.00	0.00	6,000.00
Total 65000 Operations	**$ 70,191.09**	**$ 0.00**	**$ 0.00**	**$ 70,191.09**	**$ 44,549.96**	**$ 0.00**	**$ 0.00**	**$ 0.00**	**$ 44,549.96**	**$ 114,741.05**
66000 Payroll Expenses			0.00	0.00				0.00	0.00	0.00
66100 Wages/Salaries	382,581.66	2,758.39	2,758.39	385,340.05	166,611.65	16,227.18	16,227.17	32,454.35	199,066.00	584,406.05
66200 Benefits Exp	53,051.97	560.75	560.75	53,612.72	22,088.74	2,803.75	2,803.75	5,607.50	27,696.24	81,308.96
66300 ER Payroll Taxes Exp	29,271.22	211.02	211.02	29,482.24	12,747.71	1,241.38	1,241.38	2,482.76	15,230.47	44,712.71
66306 ER Payroll Taxes - SUTA	987.52	9.45	9.45	996.97	420.53	47.25	47.25	94.50	515.03	1,512.00
66400 Payroll Service Fees	1,306.56		0.00	1,306.56	673.08			0.00	673.08	1,979.64
Total 66000 Payroll Expenses	**$ 467,198.93**	**$ 3,539.61**	**$ 3,539.61**	**$ 470,738.54**	**$ 202,541.71**	**$ 20,319.56**	**$ 20,319.55**	**$ 40,639.11**	**$ 243,180.82**	**$ 713,919.36**
68300 Travel and Meetings			0.00	0.00				0.00	0.00	0.00
68310 Conference Registration & Travel			0.00	0.00	5,360.00			0.00	5,360.00	5,360.00
68340 Ground Transportation	1,267.27		0.00	1,267.27	652.83			0.00	652.83	1,920.10
68350 Conference Meals and Per Diem			0.00	0.00	600.00			0.00	600.00	600.00
68370 In Town Meetings and Conferences	1,716.00		0.00	1,716.00	884.00			0.00	884.00	2,600.00
Total 68300 Travel and Meetings	**$ 2,983.27**	**$ 0.00**	**$ 0.00**	**$ 2,983.27**	**$ 7,496.83**	**$ 0.00**	**$ 0.00**	**$ 0.00**	**$ 7,496.83**	**$ 10,480.10**
69800 Transfer of Funds			0.00	0.00				0.00	0.00	0.00
69801 Transfer - Freshman Seminar to Board Designated			0.00	0.00	20,000.00			0.00	20,000.00	20,000.00
Total 69800 Transfer of Funds	**$ 0.00**	**$ 0.00**	**$ 0.00**	**$ 0.00**	**$ 20,000.00**	**$ 0.00**	**$ 0.00**	**$ 0.00**	**$ 20,000.00**	**$ 20,000.00**
Total Expenses	**$ 621,805.50**	**$ 8,062.61**	**$ 8,062.61**	**$ 629,868.11**	**$ 481,988.43**	**$ 226,914.48**	**$ 275,000.55**	**$ 501,915.03**	**$ 983,903.46**	**$ 1,613,771.57**
Net Operating Income	**-$ 75,489.63**	**$ 8,837.39**	**$ 8,837.39**	**-$ 66,652.24**	**-$ 138,168.13**	**$ 115,271.52**	**$ 153,531.45**	**$ 268,802.97**	**$ 130,634.84**	**$ 63,982.60**
Net Income	**-$ 75,489.63**	**$ 8,837.39**	**$ 8,837.39**	**-$ 66,652.24**	**-$ 138,168.13**	**$ 115,271.52**	**$ 153,531.45**	**$ 268,802.97**	**$ 130,634.84**	**$ 63,982.60**