

North Central - Tennessee, Southeast - Tennessee
December 2022

		2023 Budget	2022 Actuals
Events & Peer to Peer		6,282,251	5,589,494
	Relay for Life - Walk	1,314,217	1,220,805
	Making Strides - Walk	880,000	877,541
	Other - Walk	-	-
	Distinguished Events	2,240,000	1,825,283
	Real Men Wear Pink	670,000	694,655
	ACS Empowered	-	-
	Network Fundraising	195,000	130,275
	Golf Events	500,000	466,370
	Endurance	-	-
	Other Events	483,033	374,566
Relationships		1,156,300	945,964
	Planned Giving	-	-
	Individual Dev & BrightEdge	650,000	273,540
	Corporate & Sports Alliances	506,300	672,424
	<i>Consumer Activated & Royalties</i>	101,000	610
	<i>Employee Activated</i>	70,300	51,453
	<i>Program Service Fees</i>	-	-
	<i>Corporate Gifts</i>	335,000	620,361
Marketing		-	-
Merchandise, Memberships & Other		-	(0)
Total Ongoing Operations		7,438,551	6,535,458
Non-Recurring		-	351,100
Total Operations		7,438,551	6,886,558
Investment, Exchange & Other		-	-
Total Revenue		7,438,551	6,886,558
Salaries		1,720,459	1,580,492
Employee Benefits		318,606	312,703
Payroll Taxes		130,301	121,005
Professional and Contractual Service		237,637	115,474
Grants and Awards		-	-
Grants to Affiliates		-	-
Education and Marketing		81,028	104,602
Direct Assistance to Patients		-	-
Travel		49,830	52,473
Meetings and Conferences		596,975	530,775
Postage and Shipping		5,216	2,154
Community and Hope Lodge Facilities		185,616	250,037
Technology		14,655	4,340
Telecommunications		9,540	5,639
Depreciation and Amortization		-	-
Miscellaneous		86,125	125,134
Data Migration		-	-
Expense Clearing		-	-
Total Expenses		3,435,988	3,204,827
Net Income		4,002,563	3,681,731
Total Non-Personnel Expense		1,266,622	1,190,626
ROI		1.16	1.15

2022 September Forecast	Budget vs. Forecast	Budget vs. Actuals	
4,900,114	1,382,137	692,756	12%
1,206,651	107,566	93,413	8%
809,200	70,800	2,460	0%
-	-	-	0%
1,228,000	1,012,000	414,717	23%
695,000	(25,000)	(24,655)	-4%
-	-	-	0%
105,050	89,950	64,725	50%
478,727	21,273	33,630	7%
-	-	-	0%
377,486	105,547	108,467	29%
915,982	240,318	210,336	22%
-	-	-	0%
459,225	190,775	376,460	138%
456,757	49,543	(166,124)	-25%
40,950	60,050	100,390	16457%
56,189	14,111	18,847	37%
-	-	-	0%
359,618	(24,618)	(285,361)	-46%
-	-	-	0%
(0)	0	0	-100%
5,816,096	1,622,455	903,093	14%
100,800	(100,800)	(351,100)	-100%
5,916,896	1,521,655	551,993	8%
-	-	-	0%
5,916,896	1,521,655	551,993	8%
1,580,449	140,010	139,966	9%
341,071	(22,465)	5,902	2%
119,587	10,714	9,297	8%
142,278	95,359	122,163	106%
-	-	-	0%
-	-	-	0%
64,996	16,032	(23,574)	-23%
-	-	-	0%
48,371	1,459	(2,643)	-5%
408,843	188,132	66,200	12%
4,942	274	3,062	142%
114,260	71,356	(64,421)	-26%
4,214	10,441	10,315	238%
6,162	3,378	3,901	69%
-	-	-	0%
139,166	(53,041)	(39,009)	-31%
-	-	-	0%
-	-	-	0%
2,974,339	461,649	231,161	7%
2,942,557	1,060,006	320,832	9%
			0%
933,232	333,390	75,996	6%
0.99	0.18	0.02	

Variance Explanation