

# The Branch of Nashville, Inc

## Profit & Loss Budget Overview

January through December 2017

	ACTUAL 2016	BUDGET 2017	VARIANCE	% DIFFERENCE
Ordinary Income/Expense				
Income				
Direct Public Support				
Contributions				
Individual/Business	41,800.00	45,000.00	3200.00	7%
Sponsors	20,425.00	30,000.00	9575.00	32%
Total Contributions	62,225.00	75,000.00	12775.00	17%
Fundraisers				
Annual Dinner	20,772.00	30,000.00	9228.00	31%
Merchandise Fundraiser	1,325.00	2,500.00	1175.00	47%
The Big Payback	6,905.00	10,000.00	3095.00	31%
Fundraisers - Other	516.00	0.00		
Total Fundraisers	29,518.00	42,500.00	12982.00	31%
Gifts in Kind - Goods	22,164.00	30,000.00	7836.00	26%
Gifts in Kind Service				quantify volunteer time
Total Direct Public Support	113,907.00	147,500.00	33593.00	23% \$25,757 cash (without in-kind)
Grant Income	10,000.00	25,000.00	15000.00	60% 5 grant goal
Indirect Public Support	753.00	1,500.00	747.00	50% Kroger & Amazonsmile
Investments				
Interest-Savings	0.00	0.00	0.00	0%
Total Investments	0.00	0.00	0.00	0%
Program Income				
ESL	18,907.00	28,000.00	9093.00	32% adding more classes
Total Program Income	18,907.00	28,000.00	9093.00	32%
Total Income	143,570.00	202,000.00	58430.00	29%
Gross Profit	143,570.00	202,000.00	58430.00	29%
Expense				
Business Expenses				
Advertising, Promotion	672.50	1,440.00	767.50	53% signage, Facebook, tshirts
Business Registration Fees	215.00	216.00	1.00	0%

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Insurance - Liability, D and O	2,513.00	2,513.00	0.00	0%
Marketing & Development				
Fundraising				
Dinner	5,462.00	8,900.00	3438.00	39% 320 people/40 tables
Fundraising - Other	209.00	504.00	295.00	59%
Total Fundraising	5,671.00	9,404.00	3733.00	40%
Meals & Entertainment	370.00	804.00	434.00	54%
Software&Website	195.50	1,280.00	1084.50	85% \$1000 for database
Marketing & Development - Other	342.00	504.00	162.00	32% training, gifts, etc.
Total Marketing & Development	6,562.00	11,992.00	5430.00	45%
Merchant Fees	481.00	804.00	323.00	40% increase in online giving
Office Equipment	95.00	600.00	505.00	84% laptop
Office Supplies	1,107.00	1,500.00	393.00	26%
Postage, Mailing Service	290.00	400.00	110.00	28%
Printing and Copying	123.00	600.00	477.00	80% update/increase printed media
Subscriptions, Memberships	705.00	708.00	3.00	0% CNM, Emma, Amazon
Volunteer Expense	552.00	600.00	48.00	8%
Total Business Expenses	14,382.00	21,373.00	6991.00	33%
Contract Services				
Accounting Fees	0.00	600.00	600.00	100% Form 990
Total Contract Services	0.00	600.00	600.00	100%
ESL				
Books & Student Materials	4,702.00	6,675.00	1973.00	30%
Childcare	3,957.00	5,300.00	1343.00	25%
Contracted Teachers	27,168.00	60,000.00	32832.00	55% Goal of \$78,200 to add 1 f/t 4 p/t
ESL Office Supplies	422.00	600.00	178.00	30%
Printing	86.00	122.00	36.00	30%
Student Expense	120.00	175.00	55.00	31%
Teacher Expense	87.00	150.00	63.00	42%
Total ESL	36,542.00	73,022.00	36480.00	50%
Facilities and Equipment				
Cleaning & Supplies	636.00	700.00	64.00	9%

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Garbage	0.00	100.00	100.00	100%
Maintenance and Repair	370.00	500.00	130.00	26%
Pest Control	275.00	300.00	25.00	8%
Utilities				
Electric	4,428.00	4,428.00	0.00	0%
Gas	1,191.00	1,200.00	9.00	1%
Internet	563.00	582.48	19.48	3%
Water	858.00	861.00	3.00	0%
Total Utilities	7,041.00	7,071.48	30.48	0%
Total Facilities and Equipment	8,222.00	8,671.48	449.48	5%
Grants				
Grants - Other	10,000.00	25,000.00	15000.00	60%
Total Grants	10,000.00	25,000.00	15000.00	60%
Other Types of Expenses				
In-Kind Service Expense	0.00	0.00		100% of income
Total Other Types of Expenses		0.00		
Pantry Expenses				
Delivery	105.00	420.00	315.00	75%
Food				
Food - Other	9,517.00	12,000.00	2483.00	21% 30 more families/mo.
Total Food	9,517.00	12,000.00	2483.00	21%
Garden	550.00	498.00	-52.00	-10%
In-Kind Goods Expense	33,613.00	30,000.00	-3613.00	-12%
Pantry Supplies	612.00	700.00	88.00	13%
Total Pantry Expenses	44,397.00	43,618.00	-779.00	-2%
Payroll Expenses				
Bonus	600.00	1,000.00	400.00	40%
Medicare Tax	22.00	178.35	156.35	88%
Social Security Tax	93.00	762.60	669.60	88%
Wages	11,700.00	21,000.00	9300.00	44%
Total Payroll Expenses	12,415.00	22,940.95	10525.95	46%

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ROOTS				
Tutoring Expense	4,350.00	5,000.00	650.00	13%
Total ROOTS	4,350.00	5,000.00	650.00	13%
Total Expense	134,823.00	200,225.43	65402.43	33%
Net Ordinary Income	8,747.00	1,774.57	-6972.43	-393%
Net Income	8,747.00	1,774.57	-6972.43	-393%