

The Branch - Budget FY20

Fiscal Year 2020, Board Approved on 11.21.2019

Account Num	Account Name	Expense Type	Actual	19 Act Projected (Jan-O	2019 Annual Budget	2020 Annual Budget
Income						
Direct Public Support						
400	Unassigned - Aplos Bookkeeping	Income	0.00	0.00	0.00	0.00
4005	Contributions	Income	58,641.70	70,370.04	0.00	65,000.00
4010	Corporate Contributions	Income	5,485.27	6,582.32	24,000.00	35,000.00
4015	Individual Contributions	Income	53,402.33	64,082.80	55,022.00	40,000.00
4020	Pledge Contributions	Income	3,855.00	4,626.00	50,000.00	0.00
4025	Employer Match	Income	1,310.00	1,572.00	0.00	0.00
4030	Donor-advised Fund	Income	8,500.00	10,200.00	0.00	0.00
Total 4005 - Contributions			131,194.30	157,433.16	129,022.00	140,000.00
4100	Fundraisers	Income	0.00	0.00	0.00	0.00
4105	Fundraiser Donation	Income	13,381.89	16,058.27	48,000.00	40,000.00
4106	Annual Dinner Auction gift	Income	0.00	0.00	0.00	0.00
4107	Auction purchase	Income	0.00	0.00	0.00	0.00
4108	Annual Dinner Event Fee	Income	0.00	0.00	0.00	0.00
4110	Annual Dinner Donation	Income	0.00	0.00	0.00	0.00
4120	Table Sponsorship	Income	8,545.40	10,254.48	12,000.00	10,000.00
4125	Event Sponsorship	Income	8,100.00	9,720.00	15,000.00	10,000.00
4140	Annual Dinner In-kind goods	Income	0.00	0.00	0.00	0.00
4180	Merchandise Fundraiser	Income	820.00	984.00	0.00	0.00
Total 4100 - Fundraisers			30,847.29	37,016.75	75,000.00	60,000.00
Total Direct Public Support			162,041.59	194,449.91	204,022.00	200,000.00
Grant Income						
4205	Community Foundation	Income	0.00	0.00	10,000.00	4,000.00
4210	Dollar General	Income	15,000.00	18,000.00	8,000.00	15,000.00
4215	Food Lion Grant	Income	2,000.00	2,400.00	0.00	2,000.00
4220	Frist	Income	0.00	0.00	2,000.00	0.00
4225	Predators Grant	Income	4,300.00	5,160.00	5,000.00	2,000.00
4230	Mission Increase	Income	0.00	0.00	10,000.00	0.00
	Ezell Foundation	Income	0.00	0.00	0.00	25,000.00
Total Grant Income			21,300.00	25,560.00	35,000.00	48,000.00
Investments						
4300	Interest-Savings	Income	21.78	26.14	26.00	26.00

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Total Investments			21.78	26.14	26.00	26.00
Other Types of Income						
4500	Gifts in Kind Service	Income	0.00	0.00	0.00	0.00
4510	Indirect Public Support	Income	1,894.10	2,272.92	900.00	950.00
4520	Miscellaneous Revenue	Income	-1,471.81	-1,766.17	0.00	0.00
4525	Reimbursement	Income	345.64	414.77	0.00	0.00
Total Other Types of Income			767.93	921.52	900.00	950.00
Program Income						
4600	ESL	Income	58,337.31	70,004.77	68,130.00	73,500.00
Total Program Income			58,337.31	70,004.77	68,130.00	73,500.00
Total Income			242,468.61	290,962.33	308,078.00	322,476.00
Expense						
Business Expense						
5001	Background Checks	Fixed	278.10	333.72	0.00	350.00
5005	Bank Fees	Fixed	80.14	96.17	0.00	0.00
5010	Bookkeeping Fees	Fixed	40.40	48.48	50.00	50.00
5015	Business Registration Fees	Fixed	220.47	264.56	180.00	275.00
5020	Charitable Giving	Fixed	0.00	0.00	0.00	0.00
5025	Consultation	Fixed	750.00	900.00	1,500.00	1,500.00
5030	Gift Given	Fixed	0.00	0.00	0.00	0.00
5035	Insurance - Liability, D and O	Fixed	3,076.00	3,691.20	2,499.00	3,750.00
5050	Merchant Fees	Fixed	1,708.62	2,050.34	2,000.00	2,150.00
5055	Office Equipment	Fixed	0.00	0.00	1,000.00	250.00
5060	Office Supplies	Variable	1,438.66	1,726.39	2,000.00	1,750.00
5065	Postage, Mailing Service	Variable	61.00	73.20	300.00	150.00
5070	Printing and Copying	Variable	187.50	225.00	100.00	250.00
5075	Subscriptions, Memberships	Fixed	2,235.41	2,682.49	1,400.00	2,750.00
5100	Marketing & Development	Fixed	0.00	0.00	0.00	0.00
5105	Advertising, Promotion	Fixed	0.00	0.00	50.00	50.00
5120	Meals & Entertainment	Fixed	381.92	458.30	250.00	250.00
5125	Software&Website	Fixed	4,938.72	5,926.46	2,000.00	6,000.00
5141	Fundraising	Fixed	0.00	0.00	0.00	0.00
5142	Fundraising Dinner	Fixed	0.00	0.00	0.00	10,000.00

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5143	Fundraising Dinner Food	Fixed	4,800.00	5,760.00	6,000.00	0.00
5144	Fundraising Dinner Other event expen	Fixed	3,434.70	4,121.64	4,700.00	0.00
5145	Fundraising Dinner Printing and postag	Fixed	241.18	289.42	700.00	0.00
5146	Fundraising Dinner Rentals	Fixed	50.00	60.00	600.00	0.00
Total 5100 - Marketing & Development			13,846.52	16,615.82	14,300.00	16,300.00
Total Business Expense			23,922.82	28,707.38	25,329.00	29,525.00
<u>Contract Services</u>						
5205	Accounting Fees	Fixed	950.00	1,140.00	1,000.00	1,000.00
5210	Legal Fees	Fixed	0.00	0.00	0.00	0.00
5215	Outside Contract Services	Fixed	0.00	0.00	0.00	0.00
5220	Cleaning Service	Fixed	1,500.00	1,800.00	2,000.00	2,000.00
5225	Lawn Care	Fixed	785.00	942.00	0.00	800.00
Total Contract Services			3,235.00	3,882.00	3,000.00	3,800.00
<u>Facilities & Equipment</u>						
5305	Facility Supplies	Fixed	322.69	387.23	400.00	400.00
5310	Depr and Amort - Allowable	Fixed	0.00	0.00	0.00	0.00
5315	Garbage	Fixed	1,093.91	1,312.69	1,452.00	1,450.00
5320	Maintenance and Repair	Fixed	721.36	865.63	3,500.00	2,000.00
5325	Pest Control	Fixed	400.00	480.00	600.00	600.00
5330	Security Equipment	Fixed	2,697.64	3,237.17	1,700.00	300.00
5335	Telephone	Fixed	46.12	55.34	42.00	50.00
5400	Utilities	Fixed	506.21	607.45	0.00	500.00
5405	Electric	Fixed	6,322.62	7,587.14	8,800.00	8,400.00
5410	Gas	Fixed	1,473.48	1,768.18	3,400.00	2,000.00
5415	Internet	Fixed	921.29	1,105.55	1,200.00	1,300.00
5420	Water	Fixed	1,331.67	1,598.00	2,600.00	1,800.00
Total 5400 - Utilities			10,555.27	12,666.32	16,000.00	14,000.00
Total Facilities & Equipment			15,836.99	19,004.39	23,694.00	18,800.00
<u>Payroll Expenses</u>						
5500	Wages	Fixed	19,340.18	23,208.22	0.00	45,600.00
5501	Management Wages	Fixed	58,465.55	70,158.66	88,880.00	72,000.00
5502	Admin Wages	Fixed	9,669.80	11,603.76	38,076.00	12,000.00
5503	Teacher Wages	Fixed	35,047.32	42,056.78	53,143.00	43,000.00

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5504	Childcare Wages	Fixed	17,266.89	20,720.27	27,600.00	22,000.00
Total 5500 - Wages			139,789.74	167,747.69	207,699.00	194,600.00
5510	Federal Withholding	Fixed	0.00	0.00	0.00	0.00
5515	Medicare Tax	Fixed	1,650.84	1,981.01	3,011.64	2,000.00
5520	Social Security Tax	Fixed	7,058.99	8,470.79	12,877.34	8,600.00
5525	TN Unemployment Ins	Fixed	3,024.05	3,628.86	3,969.00	3,700.00
5530	Bonus	Fixed	0.00	0.00	0.00	0.00
Total Payroll Expenses			151,523.62	181,828.34	227,556.98	208,900.00
Program Expense						
5600	ESL		0.00	0.00	0.00	0.00
5601	Books & Student Materials	Variable	6,899.55	8,279.46	11,278.00	9,600.00
5602	ESL Office Supplies	Variable	4,059.00	4,870.80	1,500.00	1,500.00
5603	Printing	Variable	0.00	0.00	0.00	0.00
5604	Student Expense	Variable	73.31	87.97	500.00	100.00
5605	Teacher Expense	Variable	90.93	109.12	200.00	100.00
5606	Tech equipment/Software	Fixed	5,404.92	6,485.90	0.00	5,500.00
Total 5600 - ESL			16,527.71	19,833.25	13,478.00	16,800.00
5690	Gifts to clients	Fixed	0.00	0.00	0.00	0.00
5695	Volunteer Expense	Fixed	133.78	160.54	300.00	300.00
5700	Pantry	Fixed	0.00	0.00	0.00	0.00
5705	Pantry Delivery	Fixed	140.00	168.00	420.00	420.00
5710	Pantry Food	Variable	8,742.42	10,490.90	14,400.00	12,100.00
5715	Pantry Garden	Fixed	0.00	0.00	500.00	500.00
5720	Pantry Supplies	Fixed	1,047.72	1,257.26	500.00	1,300.00
5725	Food Pantry Equipment	Fixed	4,114.10	4,936.92	0.00	2,000.00
5750	Pantry Management Wages	Fixed	0.00	0.00	0.00	0.00
Total 5700 - Pantry			14,044.24	16,853.09	15,820.00	16,620.00
Total Program Expense			30,705.73	36,846.88	29,598.00	33,420.00
Travel and Meetings						
5800	Conference, Convention, Meeting	Fixed	231.39	277.67	0.00	500.00
5805	Travel	Fixed	0.00	0.00	0.00	0.00
Total Travel and Meetings			231.39	277.67	0.00	500.00
Other Expense						

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5905	Reimbursements	Fixed	0.00	0.00	0.00	0.00
5990	Ask My Accountant	Fixed	0.00	0.00	0.00	0.00
5999	Misc Expense	Fixed	19.81	23.77	0.00	0.00
Total Other Expense			19.81	23.77	0.00	0.00
Total Expense			225,475.36	270,570.43	309,177.98	294,945.00
Income (Loss)			16,993.25	20,391.90	-1,099.98	27,531.00