

**Harmony Foundation International**  
**Statement of Activities Budget**  
**October 1, 2018 - September 30, 2019**  
*Adopted September 15, 2018*

|  | 2018 Budget         | 2019 Proposed Budget |
|--|---------------------|----------------------|
| <b>Revenue</b>   |                     |                      |
| Contributions  | \$ 3,040,000        | \$ 2,890,000         |
| Contributions-New Initiatives  |                     | 10,500               |
| Allowance for doubtful accounts  | (26,200)            | (24,500)             |
| Life Insurance Premium Donations   | 2,700               | 2,800                |
| Special Events   | 4,000               | 2,000                |
| Endowment Investment Earnings  | 102,000             | 120,000              |
| Available for Spending - Operations  | 40,000              | 117,000              |
| Release Endowment-Allowable Spending   | (40,000)            | (117,000)            |
| Endowment fee revenue  | 6,000               | 7,700                |
| Other  | 500                 | 1,500                |
| Release from restriction   | 530,000             | 415,500              |
|  | (530,000)           | (415,500)            |
| <b>Total Revenue</b>   | <b>\$ 3,129,000</b> | <b>\$ 3,010,000</b>  |
| <b>Expense</b>   |                     |                      |
| Programs   |                     |                      |
| Direct-BHS HQ Programs   | \$ 600,000          | \$ 610,000           |
| Donor Choice   | 450,000             | 460,000              |
| Connect. Give. Enrich. Sing.<br>( Visionary program, Other programs & Program oversight) | 332,600             | 377,300              |
| Grants from Endowment Funds  | 21,000              | 62,000               |
| Endowment Management and Oversight   | 69,400              | 79,900               |
| <b>Total Program Services Budget</b>   | <b>1,473,000</b>    | <b>1,589,200</b>     |
| <br>Fundraising Budget   | <br>1,100,000       | <br>961,300          |
| Management and General Budget  | 456,000             | 414,500              |
| <b>Total Non-Program Budget</b>  | <b>1,556,000</b>    | <b>1,375,800</b>     |
|  |                     | -                    |
| <b>Total Expenses</b>  | <b>\$ 3,029,000</b> | <b>\$ 2,965,000</b>  |
| <b>Change in Net Assets - Surplus (Deficit)</b>  | <b>\$ 100,000</b>   | <b>\$ 45,000</b>     |

|   |                 |                 |
|---|-----------------|-----------------|
| <b>Total Operating/Temp Restricted Change in Net Assets</b> | <b>\$20,000</b> | <b>\$35,000</b> |
| <b>Total Permanently Restricted Change in Net Assets</b>    | <b>\$80,000</b> | <b>\$10,000</b> |

|   |            |  |
|---|------------|--|
|   |            | HFI Budget Relief:<br>Program services |
| Contingency budget                          |            |  |
| Major Gifts / Restricted project breakdown  | \$25,000   |  |
| Contributions                               | 17,500     | \$7,500                                |
| BHS Program- Additional Project support     |            |  |
| <br>Harmony, Inc Project                    | <br>10,500 |  |
| Contributions                               | 8,400      | 2,100                                  |
| BHS HU Scholarships restricted to HI awards |            |  |
| Additional Revenue - Goal 2                 |            | \$9,600                                |