

Center for Nonprofit Management
2021 Operating Budget - Approved

2021
Budget
Best Case

Revenue

Individual & Other Support	2,500
Board Support	20,000
Corporate/Foundation Support	325,000
Training Support	25,000
Consulting Support	226,819
CI Support	268,210
Other Support - Educ/Membership	-
	-
Training Income	236,500
Consulting Income	560,718
Membership Income	285,005
Marketing Income	180,000
Other Earned Income	15,000
	-
Event Revenue	-
Salute	168,500
Salute Awards	95,250
CNM Intensives/Conference	16,000
Frist Mini-Grant Award Contributions	-
Investment Income/Loss	20,000
Total Revenue	2,444,502

Direct Cost of Sales

Trainers/Facilitators	88,200
Consultants	661,776
Other Professional Services	13,200
Rental Fees	-
Food/Beverage	17,856
Printing	9,200
Direct Supplies	6,100
Travel/Misc	18,490
Salute Event Expense	55,900
Grant Awards	95,250
CNM Intensives/Conference Expense	32,000
Frist Fdn Mini-Grant Awards	-
Total Direct Cost of Sales	997,972

Operating Expenses

Salaries	860,949
Benefits	114,285
Taxes	66,710
Phone Stipend	5,040
Total Compensation	<u>1,046,984</u>

Professional Fees

Accounting/Audit	13,600
Technology	10,000
Legal	-
Database	-
Payroll fees	30,624
Other Consulting	129,500
Sponsorships	2,000
Marketing & Advertising	48,000
Equipment/Furniture	2,500
Office Supplies	12,000
Computers/Software	-
Meetings Food/Beverage	9,000
Networking	-
Postage	2,300
Printing	11,250
Travel/Training	18,000
Dues & Subscriptions	23,157
Telephone/Internet/Email	15,500
Equipment Rent/Main	16,550
Rent	97,250
Building Repairs/Maint	11,088
Utilities	7,500
Insurance	7,800
Bank & Merchant Fees	13,000
Miscellaneous Exp	-
Business Taxes	-
Uncollectible Accounts	1,000
Depreciation	41,500
Total Operating Expenses	<u>1,570,103</u>

Total Expenses**2,568,075****Surplus/(Deficit)****(123,573)**