	Approved 4/24/18	Financial Management & Administration					Financial Resource Development					Marketing, Communications & Technology					Planning & Community Affairs												
	FY 17-18 YTD (through 3/31/18)	FY17-18 YTD Actuals	FY17-18 YTD Budget	Variance	FY17-18 Approved Budget	FY 18-19 Proposed Budget	FY17-18 YTD Actuals	FY17-18 YTD Budget	Variance	FY17-18 Approved Budget	FY 18-19 Proposed Budget	FY17-18 YTD Actuals	FY17-18 YTD Budget	Variance	FY17-18 Approved Budget	FY 18-19 Proposed Budget	FY17-18 YTD Actuals	FY17-18 YTD Budget	Variance	FY17-18 Approved Budget	FY 18-19 Proposed Budget	FY17-18 YTD Actuals	FY17-18 YTD Budget	Variance	FY17-18 Approved Budget	FY 18-19 Proposed Budget	Variance	FY16-17 Actual Numbers	
	Direct Income																												
1	Observer Income											**160,873**	131,250	23%	175,000	175,000						**160,873**	131,250	23%	175,000	175,000	0%	180,057	1
2	Sponsorships/Program Income											**31,014**	13,125	136%	17,500	50,000						**31,014**	13,125	136%	17,500	50,000	186%	26,228	2
3	Endowment Admin Fee Income	**219,000**	219,000	0%	292,000	300,000																**219,000**	219,000	0%	292,000	300,000	3%	283,474	3
4	Akiva Bookkeeping Income	**54,229**	54,229	0%	72,305	72,305																**54,229**	54,229	0%	72,305	72,305	0%	69,525	4
5	Investment Income	**2,032**	9,000	-77%	12,000	5,000																**2,032**	9,000	-77%	12,000	5,000	-58%	4,960	5
6	Tohrner Memorial Fund Income						**86,250**	86,250	0%	115,000	115,000											**86,250**	86,250	0%	115,000	115,000	0%	115,000	6
7	Special Projects Fund																**2,176**	2,176	0%	2,176	-	**2,176**	2,176	0%	2,176	-	-100%	43,000	7
8	Technology Fund						**22,500**	22,500	0%	30,000	30,000											**22,500**	22,500	0%	30,000	30,000	0%	30,000	8
9	Grinspoon Life and Legacy Grant						**70,313**	70,313		93,750	93,750											**70,313**	70,313	0%	93,750	93,750	0%	-	9
10	Board Approved Overages											**20,355**	20,355		27,140	-						**20,355**	20,355	0%	27,140	-	-100%	-	10
11	Board Discretionary Fund	**15,000**	15,000	0%	20,000	30,000																**15,000**	15,000	0%	20,000	30,000	50%	-	11
	Total Income	**290,261**	**297,229**	**2%**	**396,305**	**407,305**	**179,063**	**179,063**	**0%**	**238,750**	**238,750**	**212,242**	**164,730**	**-29%**	**219,640**	**225,000**	**2,176**	**2,176**	**0%**	**2,176**	**-**	**683,742**	**643,198**	**6%**	**856,871**	**871,055**	2%	**752,244**	
	Staff Costs																												
12	Salaries	**225,156**	233,370	-4%	311,160	299,827	**258,310**	235,688	10%	314,250	301,995	**97,640**	96,735	1%	128,980	129,399	**164,796**	175,871	-6%	234,495	255,075	**745,902**	741,664	1%	988,885	986,296	0%	916,068	12
13	Payroll Taxes	**16,159**	17,853	-9%	23,804	22,937	**18,411**	18,030	2%	24,040	23,103	**6,960**	7,400	-6%	9,867	9,899	**12,148**	13,454	-10%	17,939	19,513	**53,678**	56,737	-5%	75,650	75,452	0%	65,320	13
14	Employee Insurance	**21,594**	18,987	14%	25,316	27,677	**9,821**	15,719	-38%	20,958	15,612	**3,067**	8,945	-66%	11,926	8,020	**4,121**	4,069	1%	5,425	11,988	**38,603**	47,720	-19%	63,625	63,297	-1%	53,260	14
15	Retirement Plan Expense	**14,457**	15,475	-7%	20,633	12,803	**9,429**	11,945	-21%	15,927	12,850	**986**	3,165	-69%	4,220	5,780	**8,748**	10,246	-15%	13,661	12,754	**33,620**	40,831	-18%	54,441	44,187	-19%	45,887	15
16	Employee Benefits	**1,212**	3,795	-68%	5,060	5,060						**-**	225		300	300						**1,212**	4,020	-70%	5,360	5,360	0%	1,703	16
	Total Staff Costs	**278,578**	**289,480**	**4%**	**385,973**	**368,304**	**295,971**	**281,382**	**5%**	**375,175**	**353,560**	**108,653**	**116,470**	**-7%**	**155,293**	**153,398**	**189,813**	**203,640**	**-7%**	**271,520**	**299,330**	**873,015**	**890,972**	**-2%**	**1,187,961**	**1,174,592**	-1%	**1,082,238**	
	Operating Costs																												
17	Observer Publication:Advertising Commission											**39,243**	33,750	16%	45,000	45,000						**39,243**	33,750	16%	45,000	45,000	0%	66,968	17
18	Observer Publication: Production / Printing											**68,613**	48,750	41%	65,000	58,000						**68,613**	48,750	41%	65,000	58,000	-11%	64,985	18
19	Observer Publication: Postage											**8,098**	9,000	-10%	12,000	12,000						**8,098**	9,000	-10%	12,000	12,000	0%	12,155	19
20	FRD: Marketing & Programming						**42,570**	-		-	28,000	**29,656**	16,500	80%	22,000	22,000						**72,226**	16,500	338%	22,000	50,000	127%	92,849	20
21	FRD: Missions																**-**	13,125	-100%	17,500	17,500	**-**	13,125	-100%	17,500	17,500	0%	12,764	21
22	Life and Legacy											**21,678**	21,000	3%	28,000	25,000						**21,678**	21,000	3%	28,000	25,000	-11%	7,725	22
23	Staff Development	**9,598**	7,875	22%	10,500	10,500	**8,311**	13,125	-37%	17,500	15,000	**10**	750	-99%	1,000	1,000	**796**	750	6%	1,000	1,000	**18,715**	22,500	-17%	30,000	27,500	-8%	20,366	23
24	Executive Search	**15,000**	-			30,000																**15,000**	-		-	30,000		-	24
25	Development Expenses	**941**	4,125	-77%	5,500	5,500	**6,627**	6,375	4%	8,500	5,500	**250**	4,125	-94%	5,500	4,000	**4,260**	1,875	127%	2,500	2,500	**12,078**	16,500	-27%	22,000	17,500	-20%	9,393	25
26	Contract Services (1099)		-	0%								**300**		#DIV/0!			**15,400**	21,825	-29%	29,100	12,875	**15,700**	21,825	-28%	29,100	12,875	-56%	27,900	26
27	Accounting Services	**20,721**	15,750	32%	21,000	23,500																**20,721**	15,750	32%	21,000	23,500	12%	25,739	27
28	Legal Fees	**-**	750	-100%	1,000	1,000										9,000						**-**	750	-100%	1,000	10,000	900%	-	28
29	Equipment Contracts	**1,035**	-									**399**	1,500	-73%	2,000	2,000						**1,434**	1,500	-4%	2,000	2,000	0%	1,254	29
30	Postage	**2,430**	1,875	30%	2,500	2,500	**1,207**	1,500	-20%	2,000	2,000	**1,746**	6,000	-71%	8,000	8,000	**34**	750	-96%	1,000	1,000	**5,416**	10,125	-47%	13,500	13,500	0%	10,948	30
31	Printing (Copying)	**2,834**	2,250	26%	3,000	3,000	**3,530**	2,250	57%	3,000	3,000	**2,025**	2,250	-10%	3,000	3,000	**1,012**	750	35%	1,000	1,000	**9,401**	7,500	25%	10,000	10,000	0%	15,361	31
32	Telephone	**880**	1,125	-22%	1,500	1,500	**963**	1,125	-14%	1,500	1,500	**303**	600	-50%	800	800	**605**	525	15%	700	700	**2,751**	3,375	-18%	4,500	4,500	0%	5,287	32
33	Technology	**6,284**	3,750	68%	5,000	5,000	**131**	4,500	-97%	6,000	6,000	**7,443**	2,625	184%	3,500	3,500	**818**	375	118%	500	500	**14,676**	11,250	30%	15,000	15,000	0%	13,630	33
34	Office Supplies	**2,777**	2,250	23%	3,000	3,500	**2,154**	1,425	51%	1,900	1,900	**1,282**	1,125	14%	1,500	2,000	**1,012**	450	125%	600	600	**7,225**	5,250	38%	7,000	8,000	14%	10,102	34
35	Credit Card fees	**5,551**	5,250	6%	7,000	8,000																**5,551**	5,250	6%	7,000	8,000	14%	6,492	35
36	Insurance (D&O, Umbrella)	**2,929**	6,788	-57%	9,050	9,050																**2,929**	6,788	-57%	9,050	9,050	0%	8,934	36
37	Memberships & Subscriptions	**2,430**										**1,975**	6,000	-67%	8,000	6,000	**395**					**4,800**	6,000	-20%	8,000	6,000	-25%	8,526	37
	Total Operating Costs	**73,410**	**51,788**	**42%**	**69,050**	**103,050**	**65,493**	**30,300**	**116%**	**40,400**	**62,900**	**183,021**	**153,975**	**19%**	**205,300**	**201,300**	**24,332**	**40,425**	**-40%**	**53,900**	**37,675**	**346,255**	**276,488**	**25%**	**368,650**	**404,925**	10%	**421,378**	
	Total Costs	**351,988**	**341,268**	**3%**	**455,023**	**471,354**	**361,464**	**311,682**	**16%**	**415,575**	**416,460**	**291,674**	**270,445**	**8%**	**360,593**	**354,698**	**214,145**	**244,065**	**-12%**	**325,420**	**337,005**	**1,219,270**	**1,167,460**	**4%**	**1,556,611**	**1,579,517**	1%	**1,503,616**	
	Total Net Costs	**61,727**	**44,039**	**40%**	**58,718**	**64,049**	**182,401**	**132,619**	**38%**	**176,825**	**177,710**	**79,432**	**105,715**	**-25%**	**140,953**	**129,698**	**211,969**	**241,889**	**-12%**	**323,244**	**337,005**	**535,528**	**524,262**	**2%**	**699,740**	**708,462**	1.2%	**751,372**	