

NOAH

2019 Budget vs. Actuals + 2020 Proposed Budget

2020 will be a year of challenge and growth for NOAH. For the first time we will be fully staffed with three organizers and a full-time administrative assistant.

Salaries for the staff will increase our expenses beyond anything we have had before, while also increasing our power to effect change in Nashville and to merit more financial support from our members and unaffiliated individuals and organizations.

At the same time we are approaching the time limits for our funding from a couple of foundations that account for \$85,000 of revenue.

This budget addresses those challenges by holding the line on other expenses (except as required to support the additional staff) and proposing measures to increase revenue by:

- * stepping up our fundraising efforts for the spring banquet and the fall fundraiser,
- * initiating a series of house parties to raise money for leadership training,
- * increasing the number of member organizations,
- * urging member organizations to increase their dues payments by 25% (including an increase in the maximum dues amount from \$4,000 to \$5,000),
- * and seeking additional sources of foundation funding. Since 2020 is a presidential election year, we expect to receive funding for our Integrated Voter Engagement work.

These fundraising efforts are not likely to close the gap completely, so we are proposing to use up to \$81,000 from our reserves (currently \$260,000, probably \$310,000 by the time this budget is voted on). We will only tap into these funds as necessary to meet our obligations responsibly. This budget includes only known sources of revenue.

	2019		2020
	Actual	Budget	Budget
Revenue			
Contributions & Grants			
Events			
Banquet			
Ads	6,300.00	17,700.00	14,000.00
Donations	8,730.00	9,700.00	9,200.00
Reception	2,350.00	1,600.00	2,000.00
Sponsors	25,000.00		12,500.00
TicketSales	26,400.00	22,000.00	30,000.00
Total Banquet	\$ 68,780.00	\$ 51,000.00	\$ 67,700.00
Challenge Grant Match 2019	29,132.25	32,000.00	29,500.00
Leadership Training	760.00		4,000.00
Public Meetings		12,890.00	3,700.00
Total Events	\$ 98,672.25	\$ 95,890.00	\$ 104,900.00
Grants	82,365.97	158,595.00	80,000.00
Individual Gifts	11,247.00	11,075.00	10,687.00
PayPal Donations		120.00	0.00
Total Individual Gifts	\$ 11,247.00	\$ 11,195.00	10,687.00
Membership Dues			
Total Membership Dues	\$ 44,908.46	\$ 41,000.00	\$ 40,816.75
Membership Gifts		1,000.00	\$ 0.00
Total Contributions & Grants	\$ 237,193.68	\$ 307,680.00	\$ 236,403.75
Interest Income	1,440.76	1,176.65	2,749.53
Transfer from Reserves	0.00	0.00	81,000.00
Total Revenue	\$ 238,634.44	\$ 308,856.65	\$ 320,153.28

*Income figure includes \$81,000 transfer from reserves.
Actual planned INCOME is \$239,153.*

Expenditures			
Contingency	0.00	0.00	1,200.00
Core Functions			
Actions	340.97	0.00	1,200.00
Board Meetings	261.00	0.00	250.00
Entertainment	1,198.11	4,500.00	4,200.00
Integrated Voter Engagement	0.00	0.00	800.00
Leadership Training	4,924.09	6,200.00	18,200.00
Membership Dues	20,423.25	26,175.00	22,000.00
Mileage & Parking	332.26	240.00	1,200.00
Outreach		12,000.00	2,400.00
Publicity	1,589.43	900.00	1,750.00
Total Core Functions	\$ 29,069.11	\$ 50,015.00	\$ 52,000.00
Events			
Fundraising			
Entertainment	4,331.27	3,500.00	4,500.00
Food	22,066.71	13,000.00	28,000.00
Insurance		2,500.00	2,500.00
Logistics/Venue	5,118.04	2,107.50	2,465.00
Printing	1,340.00	900.00	1,500.00
Total Fundraising	\$ 32,856.02	\$ 22,007.50	\$ 38,965.00
Public Meetings	568.70	2,300.00	1,225.00
Training (deleted)		1,800.00	0.00
Total Events	\$ 33,424.72	\$ 26,107.50	\$ 40,190.00
Office/General Admin. Expenditures			
Total Bank Charges	\$ 634.97	\$ 408.00	\$ 720.00
Dues & subscriptions	420.00		420.00
Equipment		1,000.00	1,200.00
Government Licenses & Fees	220.47	420.47	220.47
Insurance	1,670.00	1,750.00	1,670.00
IT	3,636.12	3,000.00	4,200.00
Legal & Professional Fees	350.00	3,450.00	3,850.00
Mail & Shipping	526.25	240.00	600.00
Printing/Copying	2,561.03	1,500.00	2,400.00
Reimbursable Expenses	-1,330.64	0.00	0.00
Rent	6,499.96	6,399.96	7,599.96
Supplies	965.54	540.00	1,140.00
Travel-Gamaliel	266.45	1,075.10	450.00
Travel-NOAH	363.27	360.00	420.00
Total Office/Gen. Administrative Exp.	\$ 16,783.42	\$ 20,143.53	\$ 24,890.43
Payroll Expenditures			
Total Payroll Expenditures	\$ 127,111.60	\$ 183,285.49	\$ 201,773.80
Total Expenditures	\$ 206,388.85	\$ 279,551.52	\$ 320,054.23
Net Operating Revenue	\$ 238,634.44	\$ 308,856.65	\$ 320,153.28
Net Revenue	\$ 32,245.59	\$ 29,305.13	\$ 99.05