

# The Branch of Nashville, Inc

2018 Budget Worksheet			Actuals	Budget	Notes
			Jan - Dec '17	Jan-Dec '18	
Ordinary Income/Expense					
Income					
Direct Public Support					
Contributions					
DAF			2,723.55		
Business			5,034.74		
Individual			22,947.98		
Pledge			25,739.60		
Sponsor			21,600.00		
The Big Payback			3,780.39		
Contributions - Other			50.00		
Total Contributions			81,876.26	120,000.00	
Fundraisers					
Annual Dinner					
Auction gift			560.00		
In-kind goods			2,676.34		
Donation			25,448.00		
Table Sponsorship			11,500.00		
Auction purchase			2,855.00		
Total Annual Dinner			43,039.34	75,000.00	
Merchandise Fundraiser			87.00		
Total Fundraisers			43,126.34		
Total Direct Public Support			125,002.60	195,000.00	
Grant Income					
Community Foundation			4,000.00		
Dollar General			8,000.00	8,000.00	
Grant				10,000.00	
Total Grant Income			12,000.00	18,000.00	
Indirect Public Support			716.61	800.00	
Investments					
Interest-Savings			18.85	20.00	
Total Investments			18.85		
Program Income					
ESL			43,393.00	47,024.00	8.4% increase (includes books)
Total Program Income			43,393.00		
Released from Restrictions			0.00		
Total Income			181,131.06	260,844.00	46% increase (2016-2017 47% incr)
Gross Profit			181,131.06		
Expense					Figured on 30% increase
Business Expenses					
Bookkeeping			17.50	35.00	
Business Registration Fees			180.47	185.00	
Gift Given			250.00	325.00	
Insurance - Liability, D and O			2,610.00	2,700.00	
Marketing & Development					
Advertising, Promotion			310.50	404.00	
Fundraising					
Dinner					
Other event expenses			5,742.78		
Printing and postage			581.47		
Rentals			1,674.35		
Food			5,389.30		
Dinner - Other			--47.70		
Total Dinner			13,340.20	15,000.00	
Total Fundraising			13,340.20		
Lunch n' Learn			58.15		
Meals & Entertainment			266.83	347.00	
Software&Website			886.84	1,150.00	
Total Marketing & Development			14,862.52		
Merchant Fees			794.99	1,153.00	45% increase in income
Office Equipment			1,565.34	2,000.00	

		Office Supplies	2,266.15	2,945.00	
		Postage, Mailing Service	224.80	360.00	
		Printing and Copying	696.37	905.00	
		Subscriptions, Memberships	881.00	1,000.00	
		Business Expenses - Other	0.00		
		Total Business Expenses	24,349.14	28,509.00	
		Contract Services			
		Accounting Fees	800.00	2,000.00	800 taxes, 1200 Ava
		Total Contract Services	800.00		
		Facilities and Equipment			
		Cleaning & Supplies	720.50	2,100.00	Includes \$120/mo cleaning
		Garbage	30.76	1,080.00	\$90 mo. dumpster
		Maintenance and Repair	1,631.57	2,100.00	
		Pest Control	400.00	600.00	
		Security		5,000.00	
		Telephone	37.73	40.00	
		Utilities			
		Electric	3,511.17	7,022.00	
		Gas	1,436.94	2,874.00	
		Internet	644.70	1,200.00	
		Water	706.47	1,413.00	
		Total Utilities	6,299.28	12,509.00	
		Total Facilities and Equipment	9,119.84	23,429.00	
		Payroll Expenses			
		Medicare Tax	406.75	754.00	
		Social Security Tax	1,739.10	3,225.00	
		Wages	22,000.00	52,020.00	Melissa 30, Liz 12, Melanie 9600+420 payroll
		Total Payroll Expenses	24,145.85	55,999.00	132% increase
		Program Expense			
		Volunteer Expense	477.70	600.00	
		ESL			
		Books & Student Materials	7,285.45	8,000.00	
		Childcare	8,795.00	18,400.00	
		Contracted Teachers	58,053.00	34,500.00	\$750/wk x 46 wks
		ESL Payroll		53,825.00	\$3825 taxes included
		ESL Office Supplies	1,723.65	1,870.00	
		Student Expense	30.00	50.00	
		Total ESL	75,887.10	116,645.00	60% increase
		Gifts to clients	522.35	600.00	
		Pantry Expenses			
		Delivery	620.00	600.00	
		Food	13,123.00	14,400.00	
		Garden	342.80	300.00	
		Pantry Supplies	370.27	480.00	
		Total Pantry Expenses	14,456.07	15,780.00	
		ROOTS			
		Tutoring Expense	4,750.00	2,000.00	
		Total ROOTS	4,750.00		
		Total Program Expense	96,093.22	135,625.00	
		Total Expense	154,508.05	245,562.00	
		Net Income	26,623.01	15,282.00	