United Way of Rutherford and Cannon Counties
Budget 2019/2020

	2018/2019 Budget	2019/2020 Budget
Ordinary Income/Expense		
Income		
4009 · Capital Campaign Revenue		-
4009-02 · Expenditures Capital Campaign		-
Total 4009 · Capital Campaign Revenue	-	-
4050 · Planned Gifts - Realized		-
Budgeted Revenue	2,910,000.00	3,000,000.00
15% Pledge Loss	203,700.00	450,000.00
Pay Direct Pledges - Non- partner	34,154.00	71,774.00
Pay Direct Pledges - Partner	82,486.00	66,986.00
Total 4100 · Campaign Revenue	2,706,300.00	2,550,000.00
4150 · Dividend income-Community Foundation		1,115.00
4151 · Dividend income-endowment RJ	6,213.86	6,424.18
4152 · Dividend income-investment		
4152-01 · Dividend income 7487		8,819.92
4152-02 · Dividend income - 1782		3,600.00
Total 4152 · Dividend income-investment	21,577.85	12,419.92
4153 · Realized gain/loss endowment		
4153-01 · Realized gain/loss CF Endowment		3,436.00
4153-02 · Realized Gain/Loss RJ endowment		1,238.00
Total 4153 · Realized gain/loss endowment	-	4,674.00
4154 · Realized gain/loss investment		
4154-01 · Realized Gain/Loss RJ 7487		11,441.22
4154-02 · Realized Gains/Losses RJ 7182		(978.00)
Total 4154 · Realized gain/loss investment	-	10,463.22
4155 · Unrealized gain/loss endowment		1,510.00
4156 · Unrealized Gain/Loss RJ 2101		(10,212.48)
4157 · Unrealized Gain/Loss RJ 87-82		
4157-01 · Unrealized Gains/Losses RJ 7487		(42,364.00)
4157-02 · Unrealizes Gains/Losses RJ 1782		15,208.00
Total 4157 · Unrealized Gain/Loss RJ 87-82	-	(27,156.00)
4158 · Merrill Lynch Investment		
4158-01 · Unrealized G/L Merrill Lynch		25,550.00
Total 4158 · Merrill Lynch Investment	-	25,550.00
4170 · Interest Income	1,077.75	564.89
4210 · Revenue Books from Birth		
4210-01 · Revenue BFB Rutherford Grants	200,777.21	200,777.21
4210-02 · Revenue BFB Rutherford Events		
4210-03 · Revenue BFB Cannon Grants	18,000.00	5,000.00
4210-04 · Revenue BFB Cannon Events		
Total 4210 · Revenue Books from Birth	218,777.21	205,777.21
Other Income/Expense		
Other Income		
8003 · Grant Income		
8003-02 · Mott Grant Income	-	5,625.00
8003-04 · Mental Health Action Initiative	-	35,000.00
Grants to cover other program expenditures	139,366.67	105,375.00
Total 8003 · Grant Income	-	146,000.00
8004 · Other Revenue		
8004-03 · Administrative Fees	5,664.84	2,000.00
8004-04 · Life Insurance Premium Revenue		-
8004-05 · Revenue from Lapsed Mailings		-
Total 8004 · Other Revenue	5,664.84	2,000.00
8006 · Leadership events revenue		-
8008 · Agency Training Events		-
8010 · Gifts in Kind - Revenue		
8104 · Volunteer connect sponsorship	-	-
8105 · Charity Tracker Revenue	-	-
8106 · Agency Training revenue from CI Fund	-	-
8107 · Alternative Fall & Spring Break	-	-
8200 · Community celebration revenue	-	-
8201 · Reveneue Stuff the Bus	-	-
8202 · Day of Action Revenue	-	-

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8203 · Hometown Huddle	-	-
8204 · Community Baby Shower Invest	-	-
8205 · YLS Dodgeball Tournament	-	-
8300 · EFSP Administrative Fees	2,400.00	2,400.00
8302 · Vita Grant Income	-	-
8400 · Red, White & Bayou Revenue	-	-
8436 · Catalyst Sponsorship & Program Fees	-	-
Total Other Income	8,064.84	150,400.00
Total Income	3,101,378.18	2,787,941.20
Gross Profit	3,101,378.18	2,787,941.20
Expense		
7100 · Depreciation & amortization exp		
7100-01 · Deprec & amort - allowable	35,806.70	24,434.80
Total 7100 · Depreciation & amortization exp	35,806.70	24,434.80
7120 · Accountant	7,500.00	7,750.00
7140 · Bank Fees	1,482.45	1,332.86
7145 · Investment Fund/ Fees	13,019.64	6,811.37
7150 · Conference Fees	6,000.00	-
7160 · Employee Development	5,000.00	3,000.00
7170 · Equipment		
7170-01 · Equipment Maintenance/Rental	6,459.72	10,088.16
Total 7170 · Equipment	6,459.72	10,088.16
7180 · Promotional Items	5,000.00	3,500.00
7190 · Insurance	5,379.48	5,423.60
7211 · Memberships/Publications/Subs		
7211-01 · Membership Dues/UWWW/UWTN	34,344.18	32,791.06
7211-02 · Subs/Dues/Pubs	3,534.00	5,139.50
Total 7211 · Memberships/Publications/Subs	37,878.18	37,930.56
7221 · Misc/Stewardship Expense	2,000.00	2,000.00
7231 · Office Supplies	4,500.00	4,500.00
7241 · Outside Professional Services		
7241-01 · Web Design & Hosting	1,641.45	2,026.40
7241-02 · Support - Production Software	2,800.00	7,381.20
7241-03 · Third Party computer support	12,987.09	28,677.60
7241-04 · HR and payroll processing fees	5,566.29	5,438.04
7241-05 · Custodial Services	1,750.00	1,750.00
7241-06 · PR & Marketing expenses	15,000.00	-
7241-07 · Consulting Services	-	-
Total 7241 · Outside Professional Services	39,744.83	45,273.24
7251 · Printing	10,636.00	8,692.57
7260 · Rent	33,113.00	33,113.00
7300 · Salaries & Benefits		
7301 · Health Insurance	82,364.40	67,687.26
7302 · Life Insurance	5,794.56	5,271.27
7303 · Payroll Taxes		
7303-01 · State Unemployment expense	142.80	142.80
7303-02 · Employer FICA	46,206.00	44,446.50
Total 7303 · Payroll Taxes	46,348.80	44,589.30
7304 · Salaries	604,000.00	581,000.00
7305 · Retirement - Employer Contribut	10,803.84	8,906.40
Total 7300 · Salaries & Benefits	749,311.60	707,454.23
7410 · Software & Hardware below Cap	300.00	400.00
7420 · Taxes/Permits	255.00	260.00
7430 · Telephone	10,560.00	12,142.03
7440 · Travel		
7440-01 · Airfare	-	
7440-02 · Lodging	-	
7440-03 · Meals	2,500.00	3,000.00
7440-04 · Mileage	7,900.00	7,900.00
7440-05 · Other Travel Expense	75.00	80.57
Total 7440 · Travel	10,475.00	10,980.57
7450 · Staff Appreciation	1,700.00	2,500.00
7460 · Postage	8,000.00	10,538.01

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7470 · Allocation Meeting Expenses	1,000.00	500.00
Total Expense	995,121.59	938,625.00
Net Ordinary Income	2,106,256.60	1,849,316.21
Other Expense		
7252 · BFB Book Orders	200,777.00	200,777.21
7465 · 211 Dues	25,000.00	25,000.00
9003 · Grant Funding Expenditures		
9003-02 · Mott Grant Expenditures	11,200.00	5,625.00
9003-04 · Mental Health Action Initiative	55,416.67	40,000.00
Total 9003 · Grant Funding Expenditures	66,616.67	45,625.00
9005 · ECM Event Expenses	500.00	1,000.00
9007 · Corporate Awards Expense		
9008 · Volunteer Training Expense		
9009 · Book Orders Cannon BFB	18,000.00	7,886.04
9010 · Gifts in Kind - expense		
9102 · Sponsorship - Miscellaneous	600.00	600.00
9103 · Fundraising and Processing Fees	5,000.00	3,000.00
9104 · Volunteer connect annual fees	5,000.00	5,000.00
9106 · Agency Trainings	16,000.00	14,300.00
9107 · Charity Tracker Expenditures	9,000.00	9,000.00
9108 · Alternative Fall & Spring Break	1,000.00	850.00
9200 · Community celebration exp	15,000.00	15,000.00
9201 · Stuff the Bus	2,000.00	2,000.00
9202 · Literacy Day of Action expense	3,000.00	2,185.00
9203 · Hometown Huddle Expenses	2,000.00	2,375.00
9204 · Community Baby Shower	3,000.00	4,150.00
9205 · YLS Dodgeball Tournament Expenses		3,000.00
9302 · Vita Grant Expenditures	10,000.00	10,000.00
9303 · Vista Expenditures	5,000.00	2,700.00
9311 · Young leadership Society	2,500.00	2,000.00
9400 · Red, White & Bayou Event	11,000.00	12,500.00
9435 · Catalyst Program Expense	2,000.00	3,070.00
9455 · Tocqueville Leadership LegacyExpenses	5,000.00	3,400.00
9100 · Allocations expense to agencies	1,698,262.93	1,454,841.61
Total Other Expense	2,106,256.60	1,830,259.86
Net Other Income	(2,098,191.76)	(1,679,859.86)
Net Income	(0.00)	19,056.35