

CNM - Approved 2022 Budget

Center for Nonprofit Management					
Approved 2022 Operating Budget					
		2019 Actuals	2020 Actuals	Projected 2021 Year-End	2022 Approved Budget
Revenue					
1	Individual & Other Support	755	1,811	2,000	2,000
2	Board Support	18,339	18,064	20,000	20,000
3	Corporate/Fdn Support - General Operating	277,865	430,900	422,600	420,000
	Corporate/Fdn Support - Programs/C.I.	-	-	-	75,000
4	Training Support	21,815	3,543	25,000	25,000
5	Consulting Support	226,819	125,868	53,041	50,000
6	CI Support	187,279	169,907	130,936	100,000
7	Other Support - New Office Space (2022)	5	42,963	832,262	250,000
8	Training Income	226,456	69,106	150,879	144,800
9	Consulting Income	560,718	292,676	306,934	460,000
10	Membership Income	266,130	235,725	191,389	254,003
11	Marketing Income	196,092	164,124	115,130	120,000
12	Other Earned Income	18,579	15,330	16,975	18,500
		-	-	-	-
13	Event Revenue	-	-	-	-
14	Salute	267,123	128,600	180,000	271,500
15	Salute Awards	127,000	29,500	76,000	76,000
16	CNM Anti-racism Trainings/Iniatives	52,500	6,600	10,075	57,800
17	Frist Mini-Grant Award Contributions	-	165,000	-	-
18	Investment Income/Loss	33,833	27,891	4,250	17,500
Total Revenue		2,481,308	1,927,608	2,537,471	2,362,103
Direct Cost of Sales					
19	Trainers/Facilitators	81,933	66,838	128,090	69,000
20	Consultants	691,702	415,244	307,547	426,500
21	Other Professional Services	-	120	4,198	2,660
22	Rental Fees	-	-	-	-
23	Food/Beverage	25,884	6,017	12,000	19,900
24	Printing	631	-	-	5,000
25	Direct Supplies	14,523	8,119	2,000	13,920
26	Travel/Misc	4,103	3,734	8,038	18,000
27	Salute Event Expense	133,740	21,398	70,000	188,450
	Grant Awards	127,000	-	76,000	76,000
28	CNM Anti-racism Trainings/Iniatives Expense	39,787	25,746	12,000	57,800
29	Frist Fdn Mini-Grant Awards	-	165,000	-	-
Total Direct Cost of Sales		1,119,303	712,216	619,873	877,230
Operating Expenses					
30	Salaries	765,220	749,941	792,635	954,220
31	Benefits	89,833	95,214	95,730	111,198
32	Taxes	56,908	58,484	58,415	74,198
33	Phone Stipend	-	-	-	5,400
Total Compensation		911,961	903,639	946,780	1,145,016
34	Professional Fees				
35	Accounting/Audit	12,438	12,800	14,000	15,313
36	Technology	7,746	11,828	16,500	16,500
37	Legal	-	-	-	-
38	Database	3,900	-	-	-
39	Payroll fees	13,155	24,995	30,624	34,224
40	Other Consulting	23,817	99,830	155,971	62,000

For Management Purposes Only

CNM - Approved 2022 Budget

		2019 Actuals	2020 Actuals	Projected 2021 Year-End	2022 Approved Budget
41	Sponsorships	700	-	250	1,000
42	Marketing & Advertising	16,860	435	1,200	35,439
43	Equipment/Furniture	-	876	-	-
44	Office Supplies	9,295	3,627	1,200	3,000
45	Computers/Software	-	-	-	-
46	Meetings Food/Beverage	14,686	5,568	6,000	4,000
47	Acknowledgments-Employee/Board/Consultant	-	-	-	2,000
48	Postage	1,860	1,083	750	1,000
49	Printing	10,688	795	-	2,000
50	Travel/Training	6,518	7,162	10,500	11,250
51	Dues & Subscriptions	14,105	17,564	19,150	20,566
52	Telephone/Internet/Email	14,820	15,335	16,355	15,318
53	Equipment Rent/Main	17,901	13,531	9,551	7,000
54	Rent	98,885	73,692	97,252	165,000
55	Building Repairs/Maint	14,663	6,831	11,088	17,500
56	Utilities	10,737	8,004	10,760	11,800
57	Insurance	8,029	7,538	7,802	7,800
58	Bank & Merchant Fees	7,515	11,169	11,200	12,000
59	Miscellaneous Exp	-	-	-	-
60	Business Taxes	718	3,020	-	-
61	Uncollectible Accounts	-	83,904	1,000	1,000
62	Office Moving Expense			-	20,000
63	Depreciation	17,990	44,795	46,141	81,975
	Total Operating Expenses	1,238,987	1,358,021	1,414,074	1,692,701
	Total Expenses	2,358,290	2,070,237	2,033,947	2,569,931
	Surplus/(Deficit)	123,018	(142,629)	503,523	(207,828)
	Carry-over Surplus w/PPP & TN CARES				503,523
	Net Surplus				295,696
	Capital Expense				
	Database/Website Upgrades				(30,000)
	Computer Hardware				(10,000)
	Office Furniture (New Space)				(150,000)
	Office Technology (New Space)				(100,000)
	Surplus/(Deficit) after Capital Purchase				5,696

For Management Purposes Only