United Way of Rutherford and Cannon Counties
Budget 2018/2019

	2017/2018 Budget	2018/2019 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	3,428,211.00	2,910,000.00
7.0% Pledge Loss	274,256.88	203,700.00
Pay Direct Pledges - Non- partner	50,224.00	34,154.00
Pay Direct Pledges - Partner	106,422.00	82,486.00
Grants to cover program expenditures		139,366.67
4100-05 · Revenue 2013/2014		
4100-06 · Revenue 2014/2015		
4100-07 · Revenue 2015/2016		
4100-08 · Revenue 2016/2017		
4100-09 · Revenue 2017/2018		
Total 4100 · Campaign Revenue	2,997,308.12	2,706,300.00
4150 · Dividend income-Community Foundation	950.00	
4151 · Dividend income-endowment RJ	7,900.00	6,213.86
4152 · Dividend income-investment		
4152-01 · Dividend income 1763	16,200.00	
4152-02 · Dividend income - 1782	7,200.00	
Total 4152 · Dividend income-investment	23,400.00	21,577.85
4153 · Realized gain/loss endowment		
4153-01 · Realized gain/loss CF Endowment	3,200.00	
4153-02 · Realized Gain/Loss RJ endowment		
Total 4153 · Realized gain/loss endowment	3,200.00	-
4154 · Realized gain/loss investment		
4154-01 · Realized Gain/Loss RJ 1763	-	
4154-02 · Realized Gains/Losses RJ 7182		
Total 4154 · Realized gain/loss investment	-	-
4155 · Unrealized gain/loss endowment	1,000.00	
4156 · Unrealized Gain/Loss RJ 2101	8,400.00	
4157 · Unrealized Gain/Loss RJ 63-82		
4157-01 · Unrealized Gains/Losses RJ 1763	70,500.00	
4157-02 · Unrealizes Gains/Losses RJ 1782	(10,240.00)	
Total 4157 · Unrealized Gain/Loss RJ 63-82	60,260.00	-
4158 · Merrill Lynch Investment		
4158-01 · Unrealized G/L Merrill Lynch	5.00	
Total 4158 · Merrill Lynch Investment	5.00	-
4170 · Interest Income	1,490.00	1,077.75
4210 · Revenue Books from Birth		
4210-01 · Revenue BFB Rutherford Grants	150,000.00	200,777.21
4210-02 · Revenue BFB Rutherford Events	-	
4210-03 · Revenue BFB Cannon Grants	-	18,000.00
4210-04 · Revenue BFB Cannon Events	-	
Total 4210 · Revenue Books from Birth	150,000.00	218,777.21
Other Income/Expense		
Other Income		
8003 · Grant Income		
8003-02 · Mott Grant Income	9,000.00	-
8003-04 · Mental Health Action Initiative		-
Total 8003 · Grant Income	9,000.00	-
8004 · Other Revenue		
8004-03 · Administrative Fees	500.00	5,664.84
8004-04 · Life Insurance Premium Revenue	-	
8004-05 · Revenue from Lapsed Mailings	8,100.00	
Total 8004 · Other Revenue	8,600.00	5,664.84
8006 · Leadership events revenue	-	
8008 · Volunteer Training Events	-	
8010 · Gifts in Kind - Revenue	-	
8104 · Volunteer connect sponsorship	-	-

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8105 · Charity Tracker Revenue	-	-
8106 · Agency Training revenue from CI Fund	-	-
8107 · Alternative Fall & Spring Break		-
8200 · Community celebration revenue	6,250.00	
8201 · Reveneue Stuff the Bus	-	
8202 · Day of Action Revenue	-	
8203 · Hometown Huddle	-	
8204 · Community Baby Shower Invest	-	
8300 · EFSP Administrative Fees	2,400.00	2,400.00
8302 · Vita Grant Income	10,000.00	-
8311 · Leadership Breakfast	-	
8400 · Red, White & Bayou Revenue	4,000.00	-
8435 · After School Network Summit	-	-
8436 · Catalyst Sponsorship	-	-
Total Other Income	40,250.00	8,064.84
Total Income	3,253,913.12	3,101,378.18
Gross Profit	3,253,913.12	3,101,378.18
Expense		
7100 · Depreciation & amortization exp		
7100-01 · Deprec & amort - allowable	27,536.00	35,806.70
Total 7100 · Depreciation & amortization exp	27,536.00	35,806.70
7120 · Accountant	7,250.00	7,500.00
7140 · Bank Fees	1,880.00	1,482.45
7145 · Investment Fund/ Fees	13,240.00	13,019.64
7150 · Conference Fees	6,045.00	6,000.00
7160 · Employee Development	4,626.00	5,000.00
7170 · Equipment		
7170-01 · Equipment Maintenance/Rental	6,641.00	6,459.72
Total 7170 · Equipment	6,641.00	6,459.72
7180 · Promotional Items	5,200.00	5,000.00
7190 · Insurance	6,222.00	5,379.48
7211 · Memberships/Publications/Subs		
7211-01 · Membership Dues/UWWW/UWTN	38,980.00	34,344.18
7211-02 · Subs/Dues/Pubs	8,996.00	3,534.00
Total 7211 · Memberships/Publications/Subs	47,976.00	37,878.18
7221 · Misc/Stewardship Expense	2,090.00	2,000.00
7231 · Office Supplies	5,000.00	4,500.00
7241 · Outside Professional Services		
7241-01 · Web Design & Hosting	2,527.00	1,641.45
7241-02 · Support - Production Software	6,495.50	2,800.00
7241-03 · Third Party computer support	11,126.00	12,987.09
7241-04 · HR and payroll processing fees	13,530.00	5,566.29
7241-05 · Custodial Services	1,820.00	1,750.00
7241-06 · PR & Marketing expenses		15,000.00
Total 7241 · Outside Professional Services	35,498.50	39,744.83
7251 · Printing	10,175.00	10,636.00
7260 · Rent	33,113.00	33,113.00
7300 · Salaries & Benefits		
7301 · Health Insurance	81,056.00	82,364.40
7302 · Life Insurance	5,900.00	5,794.56
7303 · Payroll Taxes		
7303-01 · State Unemployment expense	117.00	142.80
7303-02 · Employer FICA	44,084.20	46,206.00
Total 7303 · Payroll Taxes	44,201.20	46,348.80
7304 · Salaries	565,915.00	604,000.00
7305 · Retirement - Employer Contribut	15,929.00	10,803.84
Total 7300 · Salaries & Benefits	713,001.20	749,311.60
7410 · Software & Hardware below Cap	300.00	300.00
7420 · Taxes/Permits	261.00	255.00
7430 · Telephone	10,915.00	10,560.00
7440 · Travel		
7440-01 · Airfare	-	-
7440-02 · Lodging	1,600.00	-

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7440-03 · Meals	2,000.00	2,500.00
7440-04 · Mileage	7,900.00	7,900.00
7440-05 · Other Travel Expense	75.00	75.00
Total 7440 · Travel	11,575.00	10,475.00
7450 · Staff Appreciation	1,680.00	1,700.00
7460 · Postage	4,224.00	8,000.00
7470 · Allocation Meeting Expenses	1,400.00	1,000.00
Total Expense	955,848.70	995,121.58
Net Ordinary Income	2,298,064.42	2,106,256.60
Other Expense		
7252 · BFB Book Orders	150,000.00	200,777.00
7465 · 211 Dues	24,000.00	25,000.00
9003 · Grant Funding Expenditures		
9003-02 · Mott Grant Expenditures	9,000.00	11,200.00
9003-04 · Mental Health Action Initiative	-	55,416.67
Total 9003 · Grant Funding Expenditures	9,000.00	66,616.67
9004 · Other Expenses		
9004-04 · Life Insurance premium expense	-	
9004-05 · Expenses for Lapsed Donor Mail	4,500.00	-
Total 9004 · Other Expenses	4,500.00	-
9005 · ECM Event Expenses	550.00	500.00
9007 · Corporate Awards Expense	-	
9008 · Volunteer Training Expense		
9009 · Book Orders Cannon BFB		18,000.00
9010 · Gifts in Kind - expense		
9102 · Sponsorship - Miscellaneous	600.00	600.00
9103 · Fundraising and Processing Fees	15,000.00	5,000.00
9104 · Volunteer connect annual fees	5,000.00	5,000.00
9106 · Agency Trainings	6,000.00	16,000.00
9107 · Charity Tracker Expenditures	9,000.00	9,000.00
9108 · Alternative Fall & Spring Break		1,000.00
9200 · Community celebration exp	10,000.00	15,000.00
9201 · Stuff the Bus	5,000.00	2,000.00
9202 · Day of Action expense	-	3,000.00
9203 · Hometown Huddle Expenses	3,000.00	2,000.00
9204 · Community Baby Shower	4,250.00	3,000.00
9207 · Education Action Week		
9302 · Vita Grant Expenditures	10,000.00	10,000.00
9303 · Vista Expenditures		5,000.00
9311 · Young leadership Society	1,500.00	2,500.00
9400 · Red, White & Bayou Event	10,000.00	11,000.00
9435 · Catalyst Program Expense	2,000.00	2,000.00
9436 · After School Network Summit Exp		-
9455 · Tocqueville Leadership LegagcyExpenses	3,000.00	5,000.00
9100 · Allocations expense to agencies	2,065,914.00	1,698,262.93
Total Other Expense	2,338,314.00	2,106,256.60
Net Other Income	(2,298,064.00)	(2,098,191.76)
Net Income	0.42	0.00