Renewed - FY2018-19 Board Approved Budget
14-Aug-18

|  | FY17/18 Final Budget | PY Actuals (FY17/18) [7.11.18] | FY 2018/2019 Estimate | Notes |
| :---: | :---: | :---: | :---: | :---: |
| Income: |  |  |  |  |
| Grants | 10000 | 30,000 | 30,000 | FY 18/19 estimate is consistent with prior year |
| Donations | 167850 | 129,862 | 156,500 | Estimated 5\% growth of Noted donations, 10\% growth of donations to Thrive/annual campaign, Big Payback, and increased monthly gifts |
| Membership Dues | 6950 | 7,075 | 7,580 | Estimated 10\% growth of Professional/clinical members |
| Registration/Ticket Sales | 36500 | 33,365 | 36,000 | Estimated 10\% growth of REDC and Noted sales |
| Sponsorships | 48300 | 45,175 | 51,000 | Estimated 10\% growth of REDC and Noted sponsorships |
| Unapplied Cash Payments |  | 7,725 |  |  |
| Interest/CC Income |  | 1,003 | 1,000 | Capital One cash-back card - interest income |
| TOTAL: | 269,600 | 254,205 | 282,080 |  |
|  |  |  |  |  |
| Expenses: |  |  |  |  |
| Advertising \& Promotion | 2,800 | 1,314 | 1,300 | FY 18/19 estimate is consistent with prior year |
| Bank \& Credit Card Charges | 2,200 | 3,455 | 3,250 | FY 18/19 estimate is consistent with prior year |
| Conferences \& Workshops | 2,500 | 1,726 | 1,750 | FY 18/19 estimate is consistent with prior year |
| Donor Development | 750 | 1,315 | 1,000 | FY 18/19 estimate is consistent with prior year |
| Dues \& Subscriptions | 1,750 | 2,245 | 2,200 | FY 18/19 estimate is consistent with prior year |
| Equipment Purchase \& Renta | 2,000 | 2,047 | 1,700 | FY 18/19 estimate is consistent with prior year |
| Event Venue Rental | 26,500 | 28,633 | 26,500 | FY 18/19 estimate is consistent with prior year |
| Event Food \& Beverage | 575 | 3,456 | 1,000 | FY 18/19 estimate is consistent with prior year |
| Gifts \& Awards | 350 | 45 | 100 | FY 18/19 estimate is reduced slightly from prior year |
| Insurance | 2,500 | 2,693 | 2,500 | FY 18/19 estimate is consistent with prior year |
| Internet/Telephone (S) | 2,040 | 2,032 | 1,800 | FY 18/19 estimate is consistent with prior year |
| Licenses \& Fees (S) | 300 | 799 | 800 | FY 18/19 estimate is consistent with prior year |
| Office Rental (S) | 20,500 | 20,526 | 23,250 | FY 18/19 estimate is consistent with prior year (increased property tax) |
| Office Expense (S) | 500 | 210 | 200 | FY 18/19 estimate is consistent with prior year |
| Postage \& Delivery | 2,500 | 1,457 | 1,500 | FY 18/19 estimate is consistent with prior year |
| Printing \& Reproduction (S) | 5,000 | 4,922 | 5,000 | FY 18/19 estimate is consistent with prior year |
| Supplies | 1,550 | 929 | 800 | FY 18/19 estimate is consistent with prior year |
| Travel Expense | 800 | 129 | 130 | Slight increase for Chattanooga/Memphis travel |
| Wages | 143,100 | 138,251 | 144,000 | Slight increase for health stipend (F/T), and small bonus for 3 staff |
| Payroll Taxes (FICA \& SUTA) ( | 10,800 | 12,722 | 11,750 | Penalty payment in 2017; slight increase to adjust for above line |
| Website (S) | 450 | 93 | 100 | FY 18/19 estimate is consistent with prior year expense |
| Fees for Services (Non-Employees): |  |  |  |  |
| Accounting | 4,500 | 9,515 | 11,250 | Increase due to KNS fees (\$1000/month) and 990 prep by CPAG \$!500; reduce KNS time to $75 \%$ for last 9 months after initial ramp-up |
| Outreach/Development | 7,500 | 5,500 | 25,000 | Grant funded Outreach part-time contractor |
| Other - Clinical | 13,000 | 11,460 | 14,000 | Expansion of support groups in response to increased attendance |
| Other - Graphic Design | 3,250 | 975 | 1,200 | Thrive 2.0 refresh for Fall campaign, newsletters, Noted, etc. |
| Other - Versher | 11,000 | 10,244 | - | This line item was one-time expense in previous year |
| TOTAL: | 268,715 | 266,694 | 282,080 |  |
| Net Income: | 885 | $(12,489)$ | - |  |

