

## **2018 Proposed Operating Budget**

### **Income**

#### **Contributions**

|                         |    |            |
|-------------------------|----|------------|
| General Donations       | \$ | 83,000.00  |
| Grants                  | \$ | 100,000.00 |
| In-Kind Donation - Rent | \$ | 8,500.00   |
| Membership Dues         | \$ | 10,000.00  |
| Resume Challenge        | \$ | 10,000.00  |

**Total Contributions** \$ 211,500.00

#### **Fundraising**

|                       |    |            |
|-----------------------|----|------------|
| Big Payback           | \$ | 1,000.00   |
| Gala Income           | \$ | 140,000.00 |
| In-Kind Donation Gala | \$ | 100,000.00 |

**Total Fundraising** \$ 241,000.00

#### **Miscellaneous Income**

|                 |    |           |
|-----------------|----|-----------|
| Opportunity NOW | \$ | 25,000.00 |
| Interest Income | \$ | 50.00     |

**Total Income** \$ 477,550.00

### **Expenses**

#### **Admin and Operation Expenses**

|                             |    |          |
|-----------------------------|----|----------|
| Audit                       | \$ | 4,000.00 |
| Bank Service Charges        | \$ | 50.00    |
| Credit Card Processing Fees | \$ | 175.00   |
| Charitable Contributions    | \$ | 1,000.00 |
| Dues & Memberships          | \$ | 4,000.00 |
| Office Equipment Rental     | \$ | 3,500.00 |
| Liability Insurance         | \$ | 2,600.00 |
| Marketing                   | \$ | 6,000.00 |
| Meeting Expenses            | \$ | 4,000.00 |
| Office Expenses             | \$ | 1,500.00 |
| Postage and Delivery        | \$ | 500.00   |
| Payroll Processing Fee      | \$ | 3,000.00 |
| Rent Expense - In-Kind      | \$ | 8,500.00 |
| Supplies & Materials        | \$ | 1,000.00 |
| Telephone and Internet      | \$ | 2,800.00 |
| Conferences & Events        | \$ | 1,500.00 |
| Travel & Parking            | \$ | 2,000.00 |

**Subtotal Admin and Operation Expense** \$ 46,125.00

#### **Personnel:**

|                                       |    |           |
|---------------------------------------|----|-----------|
| Salary Expense - Admin and Operations | \$ | 25,000.00 |
| Payroll Tax Expense                   | \$ | 1,625.00  |

**Total Personnel - Admin and Operations** \$ 26,625.00

**Total Admin and Operation Expenses** \$ 72,750.00

#### **Fundraising Expenses**

|                      |    |            |
|----------------------|----|------------|
| Gala Expense         | \$ | 85,000.00  |
| In-Kind Gala Expense | \$ | 100,000.00 |

**Total Fundraising Expense** \$ 185,000.00

#### **Program Expenses**

|                                 |    |           |
|---------------------------------|----|-----------|
| Field Trips/Outings - 100 Kings | \$ | 5,000.00  |
| Meal Expenses - Kings           | \$ | 10,000.00 |
| Academic Enrichment             | \$ | 35,000.00 |
| Promotional Items               | \$ | 1,000.00  |
| Collegiate 100                  | \$ | 2,000.00  |
| Resume Challenge                | \$ | 1,500.00  |
| 100 Kings Scholarships          | \$ | 45,000.00 |

**Subtotal Program Expense** \$ 99,500.00

#### **Personnel:**

|                           |    |            |
|---------------------------|----|------------|
| Salary Expense - Programs | \$ | 112,000.00 |
| Payroll Tax Expense       | \$ | 7,280.00   |

**Total Personnel - Programs** \$ 119,280.00

**Total Program Expenses** \$ 218,780.00

**Total Expenses** \$ 476,530.00

**Net Operating Income** \$ 1,020.00