

## Alignment Nashville FY21-22 Annual Budget

	AN	HUB	TOTAL
<b>Income</b>			
40000 Beginning Balance	0.00	0.00	0.00
41000 Funds Transfer	0.00	0.00	0.00
41006 Transfer From - Board Designated	25,000.00	0.00	25,000.00
41021 Transfer From - AN Events	0.00	0.00	0.00
41022 Transfer From - HUB Events	40,699.77	0.00	40,699.77
41023 Transfer From - AUSA Events	0.00	0.00	0.00
<b>Total 41000 Funds Transfer</b>	<b>\$65,699.77</b>	<b>\$0.00</b>	<b>\$65,699.77</b>
41050 Net Assets Released	0.00	0.00	0.00
<b>Total 41000 Funds Transfer</b>	<b>\$65,699.77</b>	<b>\$0.00</b>	<b>\$65,699.77</b>
42000 Support Services	0.00	0.00	0.00
42100 AUSA Network	20,000.00	0.00	20,000.00
42500 Consulting Services (Income)	0.00	170,000.00	170,000.00
42700 Freshman Seminar	0.00	60,000.00	60,000.00
42800 Administrative Fee	0.00	0.00	0.00
<b>Total 42000 Support Services</b>	<b>\$20,000.00</b>	<b>\$230,000.00</b>	<b>\$ 250,000.00</b>
43300 Direct Public Grants	0.00	0.00	0.00
43310 Corporate and Business Grants	0.00	0.00	0.00
43330 Foundation and Trust Grants	100,000.00	0.00	100,000.00
43340 Nonprofit Organization Grants	0.00	0.00	0.00
<b>Total 43300 Direct Public Grants</b>	<b>\$100,000.00</b>	<b>\$0.00</b>	<b>\$100,000.00</b>
43400 Direct Public Support	0.00	0.00	0.00
43430 Donated Prof Fees, Facilities	0.00	0.00	0.00
43440 Gifts in Kind - Goods	0.00	0.00	0.00
43450 Individ, Business Contributions	500.00	0.00	500.00
<b>Total 43400 Direct Public Support</b>	<b>\$500.00</b>	<b>\$0.00</b>	<b>\$500.00</b>
43410 Corporate Contributions	0.00	0.00	0.00
44500 Government Grants	0.00	0.00	0.00
44510 Agency (Government) Grants	0.00	0.00	0.00
44520 Federal Grants	0.00	0.00	0.00
44530 Local Government Grants	400,000.00	0.00	400,000.00
44540 State Grants	0.00	0.00	0.00
<b>Total 44500 Government Grants</b>	<b>\$400,000.00</b>	<b>\$0.00</b>	<b>\$400,000.00</b>
44800 Indirect Public Support	0.00	0.00	0.00
44820 United Way, CFC Contributions	0.00	0.00	0.00
<b>Total 44800 Indirect Public Support</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>
45000 Investments	0.00	0.00	0.00
45020 Dividend, Interest (Securities)	0.00	0.00	0.00
45030 Interest-Savings, Short-term CD	0.00	0.00	0.00
<b>Total 45000 Investments</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>
46410 Money Market Account Interest	1,610.00	723.34	2,333.34
46415 Rewards Earnings	3,000.00	0.00	3,000.00
46420 Speaking Engagement Fees	0.00	0.00	0.00
46425 Office Sub-Lease Income	21,221.64	9,534.36	30,756.00
46430 Expense Reimbursement	0.00	0.00	0.00
46440 Publications Income	0.00	0.00	0.00
46445 Miscellaneous Income	0.00	0.00	0.00
49000 Events Income	0.00	0.00	0.00
49100 Registration Fees	0.00	0.00	0.00
49110 Spring ASV	0.00	247,840.00	247,840.00
49120 Fall ASV1 (Fall)	0.00	63,986.00	63,986.00
49121 Fall ASV2 (Deep Dive)	0.00	64,800.00	64,800.00
49140 SEL Conference	176,050.00	0.00	176,050.00
49160 AUSA Networking Conference	0.00	0.00	0.00
<b>Total 49100 Registration Fees</b>	<b>\$176,050.00</b>	<b>\$376,626.00</b>	<b>\$552,676.00</b>
49200 Event Sponsorship	45,750.00	0.00	45,750.00
<b>Total 49000 Events Income</b>	<b>\$221,800.00</b>	<b>\$376,626.00</b>	<b>\$598,426.00</b>
49996 Sales of Product Revenue	0.00	7,200.00	7,200.00
49997 Sales	0.00	0.00	0.00
49998 Billable Expense Revenue	0.00	0.00	0.00
49999 Uncategorized Income	0.00	0.00	0.00
Billable Expense Income	0.00	0.00	0.00
Sales of Product Income	0.00	0.00	0.00
Unapplied Cash Payment Revenue	0.00	0.00	0.00
<b>Total Income</b>	<b>\$833,831.41</b>	<b>\$624,083.70</b>	<b>\$1,457,915.11</b>

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	AN	HUB	TOTAL
<b>Cost of Goods Sold</b>			
50000 Cost of Goods Sold	0.00	4,944.00	4,944.00
<b>Total Cost of Goods Sold</b>	<b>\$0.00</b>	<b>\$4,944.00</b>	<b>\$4,944.00</b>
<b>Gross Profit</b>	<b>\$833,831.41</b>	<b>\$619,139.70</b>	<b>\$1,452,971.11</b>
<b>Expenses</b>			
60005 Events Expenses	0.00	0.00	0.00
60010 Event Mgmt and Consultants	5,000.00	13,900.00	18,900.00
60015 Event Facility, Food/Catering, Audio/Visual	62,700.00	31,186.25	93,886.25
60020 Event Hotels/Transportation	0.00	110,400.92	110,400.92
60025 CVENT, Merchant & Bank Fees	20,715.00	17,299.92	38,014.92
60030 Event Printing/Supplies/Postage	3,300.00	300.00	3,600.00
60035 Event Honorarium/Stipend/Awards	29,750.00	18,000.00	47,750.00
60037 Event Expenses - Other	3,156.00	0.00	3,156.00
60040 Event Transfer	0.00	0.00	0.00
60041 Event Transfer To - Board Designated	0.00	0.00	0.00
60042 Event Transfer To - AN	0.00	40,699.77	40,699.77
60043 Event Transfer To - AUSA	0.00	0.00	0.00
60044 Event Transfer To - HUB	0.00	0.00	0.00
<b>Total 60040 Event Transfer</b>	<b>\$0.00</b>	<b>\$40,699.77</b>	<b>\$40,699.77</b>
<b>Total 60005 Events Expenses</b>	<b>\$124,621.00</b>	<b>\$231,786.86</b>	<b>\$356,407.86</b>
60050 Community Expenses	0.00	0.00	0.00
60054 Billable Staff Travel & Expense	0.00	0.00	0.00
60055 Billable Consultant Services	0.00	103,700.00	103,700.00
60060 Billable Consultant Travel & Expenses	0.00	0.00	0.00
60090 Billable Freshman Seminar Consultant	0.00	750.00	750.00
60091 Billable Freshman Seminar Travel	0.00	0.00	0.00
60092 Hub Manual Costs	0.00	0.00	0.00
<b>Total 60050 Community Expenses</b>	<b>\$0.00</b>	<b>\$104,450.00</b>	<b>\$104,450.00</b>
60920 Business Registration Fees/Taxes	265.65	119.35	385.00
62800 Facilities and Equipment	0.00	0.00	0.00
62801 Rent	77,164.74	34,668.22	111,832.96
62802 Utilities	0.00	0.00	0.00
62803 Furniture	0.00	0.00	0.00
62805 Moving Expense	0.00	0.00	0.00
62810 Depreciation Expense	5,175.00	2,325.00	7,500.00
62840 Equipment- Buy,Rent,Maintenance	5,969.50	4,924.50	10,894.00
62845 Buildings-Maintenance & Repair	207.00	93.00	300.00
<b>Total 62800 Facilities and Equipment</b>	<b>\$88,516.24</b>	<b>\$42,010.72</b>	<b>\$130,526.96</b>
65000 Operations	0.00	0.00	0.00
62110 Accounting Fees	13,041.00	5,859.00	18,900.00
62130 Consultant (Expense)	0.00	0.00	0.00
62140 Legal Fees	1,380.00	620.00	2,000.00
62150 Outside Contract Services	828.00	372.00	1,200.00
62160 Professional Services	0.00	23,000.00	23,000.00
62180 Graphic Design	2,070.00	930.00	3,000.00
65010 Books, Reference, Newspapers	345.00	155.00	500.00
65020 Postage, Mailing Service	241.50	108.50	350.00
65030 Outside Printing, Copying Svc	1,380.00	620.00	2,000.00
65040 Supplies	2,070.00	930.00	3,000.00
65050 Phones, Internet, ZOOM	10,522.50	4,727.50	15,250.00
65110 Advertising Expenses	0.00	750.00	750.00
65115 Banking Fees	1,725.00	775.00	2,500.00
65120 Insurance	6,667.80	2,995.68	9,663.48
65130 Communications and publications	1,000.00	1,000.00	2,000.00
65140 Online Software/Subscriptions	14,660.00	4,340.00	19,000.00
65150 Memberships and Dues	2,535.75	1,139.25	3,675.00
65160 Other Operational Costs	690.00	310.00	1,000.00
65170 Staff Development	3,105.00	1,395.00	4,500.00
65171 Rewards Expenditures	3,000.00	0.00	3,000.00
65172 A-Team Incentives	6,000.00	0.00	6,000.00
65175 Inventory Shrinkage	0.00	0.00	0.00
68380 Annual Meeting	0.00	0.00	0.00
<b>Total 65000 Operations</b>	<b>\$71,261.55</b>	<b>\$50,026.93</b>	<b>\$121,288.48</b>
65155 Honorarium/Stipend	0.00	0.00	0.00
66000 Payroll Expenses	0.00	0.00	0.00

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	AN	HUB	TOTAL
66100 Salaries	422,907.34	190,001.85	612,909.19
66105 Hourly Wages	0.00	0.00	0.00
66200 Benefits	57,936.15	26,029.29	83,965.44
66300 ER Payroll Taxes - Salaried	32,466.43	14,586.37	47,052.80
66305 ER Payroll Taxes - Hourly	0.00	0.00	0.00
66306 ER Payroll Taxes - SUTA	1,043.28	468.72	1,512.00
66400 Payroll Service Fees	1,035.00	465.00	1,500.00
<b>Total 66000 Payroll Expenses</b>	<b>\$515,388.20</b>	<b>\$231,551.23</b>	<b>\$746,939.43</b>
66900 Reconciliation Discrepancies	0.00	0.00	0.00
68300 Travel and Meetings	0.00	0.00	0.00
68301 New Comm Develop Travel/Meetings	0.00	0.00	0.00
68302 New Comm Develop Meals/Per Diem	0.00	0.00	0.00
68303 Existing Comm Site Visit Travel/Meetings	0.00	0.00	0.00
68304 Existing Comm Site Visit Meals/Per Diem	0.00	0.00	0.00
68310 Conference Registration & Travel	0.00	6,070.00	6,070.00
68340 Ground Transportation	1,725.00	775.00	2,500.00
68350 Conference Meals and Per Diem	0.00	1,000.00	1,000.00
68370 In Town Meetings and Conferences	1,794.00	806.00	2,600.00
<b>Total 68300 Travel and Meetings</b>	<b>\$3,519.00</b>	<b>\$8,651.00</b>	<b>\$12,170.00</b>
69000 Bad Debt Expense	0.00	0.00	0.00
69800 Transfer of Funds	0.00	0.00	0.00
69801 Transfer - Freshman Seminar to BOD	0.00	20,000.00	20,000.00
<b>Total 69800 Transfer of Funds</b>	<b>\$0.00</b>	<b>\$20,000.00</b>	<b>\$20,000.00</b>
99999 Uncategorized Expense	0.00	0.00	0.00
Insurance	0.00	0.00	0.00
Purchases	0.00	0.00	0.00
QuickBooks Payments Fees	0.00	0.00	0.00
Unapplied Cash Bill Payment Expenditure	0.00	0.00	0.00
<b>Total Expenses</b>	<b>\$803,571.64</b>	<b>\$688,596.09</b>	<b>\$1,492,167.73</b>
<b>Net Operating Income</b>	<b>\$30,259.77</b>	<b>(\$69,456.39)</b>	<b>(\$39,196.62)</b>
<b>Other Expenses</b>			
Other Miscellaneous Expenditure	0.00	0.00	0.00
<b>Total Other Expenses</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>
<b>Other Income</b>			
49995 PPP Loan Forgiven Income	\$104,069.25	\$46,755.75	\$150,825.00
<b>Total Other Income</b>	<b>\$104,069.25</b>	<b>\$46,755.75</b>	<b>\$150,825.00</b>
<b>Net Other Income</b>	<b>\$104,069.25</b>	<b>\$46,755.75</b>	<b>\$150,825.00</b>
<b>Net Income</b>	<b>\$134,329.02</b>	<b>(\$22,700.64)</b>	<b>\$111,628.38</b>