

Young Leaders Council - 2023 Budget (revised as of 1.16.23)

Young Leaders Council 2023 Budget	2023 Budget	Variance	2022 Budget	Comments / Notes
<b>Program Revenue:</b>				
- Nashville Spring Participation Fees - 50 @ \$750	42,500	8,250	29,250	Includes a complimentary ticket to the Leadership Luncheon
- JLN Participation Fees - 30 @ \$650	22,500	5,750	13,750	
- Belmont-Massey Participation Fees - 15 @ \$750	12,750	-1,750	13,000	
- Nashville Fall Participation Fees - 50 @ \$750	42,500	8,250	29,250	
- Williamson Participation Fees - 30 @ \$750	25,500	-250	22,750	
<b>Named Scholarships: 1 @ \$1,500</b>	1,500	600	2,400	
<b>Save A Seat: 6 @ \$1,500</b>	9,000	0	9,000	
<b>Presenting Annual Sponsor: 1 @ \$15,000</b>	15,000	0	15,000	
<b>Event Sponsorship:</b>				
- Leadership Luncheon	55,000	0	55,000	Includes all sponsorship levels for the Leadership Luncheon
- Impact Series - Continuing Education	7,000	0	7,000	
- Alumni Networking Events	10,000	7,500	2,500	
- Legacy Council Event	5,000	0	5,000	
- Holiday Party		-3,500	3,500	
- Appreciation Luncheon	5,000	1,500	3,500	
- YLC Class Opening Session and/or Into the System Tour (Spring and Fall)	13,000	8,500	4,500	
<b>Donations / Contributions:</b>		0		
- Individual / Corporate Contributions	12,350	-5,900	18,250	Individual & Corporate Contributions (that aren't marked as sponsorships)
- Foundation Gifts / Grants	50,000	5,000	45,000	
<b>Event Ticket Sales:</b>				
- Leadership Luncheon Ticket Sales	6,100	-1,400	7,500	
- Additional Event Ticket Income	2,850			Alumni Mixers and Impact Series Events
<b>Total Income:</b>	<b>337,550</b>	35,400	<b>286,150</b>	
<b>Expenses:</b>				
Salaries / Payroll Expenses	134,000	12,000	122,000	2 FTE for a total of 2 staff members (ED and PM)
Payroll taxes (8% / rounded)	9,000	-1,000	10,000	
Contract Labor / Consulting	30,000	2,500	27,500	1 PT consultant (\$30 per hour at up to 25 hours a week)
Legal and Professional Services	28,600	9,100	19,500	Zoom Producer, Nashville Geek for website maintenance/ Luca Solutions (Accounting) & 990 Tax Prep Consultant, strategic planning or website update support
Additional payroll	1,000	-1,000	1,000	
Honorariums / Speaker Fees	15,000	-2,000	17,000	Instructors, keynote speakers, guest lecturers
Scholarship Assistance	3,500			To support scholarships assistance for program participants
<b>Food &amp; Refreshments</b>				
- Spring and Fall Class Refreshments	11,000	7,500	3,500	Weekly in-person trainings plus fall and spring opening sessions
- Leadership Luncheon	18,000	4,000	14,000	
- Impact Series Events	3,200	-800	4,000	
- Legacy Council Event	3,000	-1,000	4,000	
- Appreciation Luncheon	3,500	0	3,500	Thistle Farms - food and gifts for attendees
- Board Meetings	1,500			All board meetings returning to in-person in 2023
Venue, Rentals & Décor	5,000	500	3,000	
AV & Lighting	6,500	-1,000	7,500	
Promo Gifts & Awards	4,500	1,000	2,000	Speaker Gifts and Awards
Photography	3,500	1,000	2,000	
Marketing & Communications	2,150	-350	2,500	
Travel (mileage, parking, conference?)	1,000	0	1,000	
Rent	12,500	1,000	11,500	Lease Period: Jan 1, 2023 - December 31, 2023 (lease expires at the end of 2023)
Bank Charges & Fees / QuickBooks Payment Fees / Kindful Charges	5,500	3,000	2,500	Bank Fees, QBO payment fees and Kindful (DRM) fees
Telephone & Internet	2,400	0	2,400	
Membership Dues & Subscriptions	3,000	0	2,000	CNM, Nashville and Williamson Chambers, AFP, etc.
Staff Training & Professional Development	1,000	-500	1,500	
Website Design & Maintenance	2,000	500	1,500	
Insurance	2,700	-1,500	3,000	D&O Insurance, Liability Insurance, and Workers Comp
Office Supplies, Copier, Printing, Postage	4,650	1,150	3,500	

Young Leaders Council - 2023 Budget (revised as of 1.16.23)

Young Leaders Council 2023 Budget	2023 Budget	Variance	2022 Budget	Comments / Notes
Business / Partner Meetings	600			
Computer Equipment & Maintenance	2,500	1,000	1,500	
Software / Technology	12,250		12,250	iBreakthrough virtual event platform, Constant Contact, Smarter Select, Kindful, QBO, MSFT, WP, Flickr, Carbonit, Zoom, Adobe Acrobat DC, and Canva.com Pro.
Miscellaneous Expenses / Additional Supplies	4,500		500	Office space needs that may occur in 2023 are factored into this expense category.
<b>Total Expenses:</b>	<b>337,550</b>	35,400	<b>286,150</b>	
<b>Net Operating Revenue / Income:</b>	<b>0</b>			
<b>2021 Budget: \$279,650</b>				
<b>2022 Budget: \$286,150</b>				
<b>2023 Budget: \$337,550 (Proposed)</b>				