

Tennessee Naturalist Program Budget								
Profit and Loss								
			FY18	FY19	Budget FY20	fy20thruaug15	Proposed FY21	Notes
Revenue								
	Program Fees							
		Core Course Registration	\$14,820.00	\$16,598.00	\$43,250.00	\$17,530.09	\$21,500.00	
		TN2 Registration		\$3,250.00				
		TNP Workshop Programs			\$2,400.00	\$697.50	\$2,000.00	
		Other Program Registration	\$300.00					
	Total Program Fees		\$15,120.00	\$19,848.00	\$45,650.00	\$18,227.59	\$23,500.00	
	Contributions							
		Individual		\$1,776.31	\$1,000.00	\$1,756.45	\$2,000.00	big payback
		Corporate						
		Foundations	\$15.43	\$26.27	\$100.00	\$42.61	\$100.00	Amazon Smile
		Public Support						
		Other Orgs.						
		Special Events						
		Other Contributions						
	Total Contributions		\$15.43	\$1,802.58	\$1,100.00	\$1,799.06	\$2,100.00	
	Merchandise							
	Misc. Income							Database Reimbursement
	Total Revenue		\$15,135.43	\$23,453.16	\$47,850.00	\$21,825.71	\$27,700.00	
Expenses								
	Personnel							
		Salary & Wages - Full Time						
		Salary & Wages - Part Time						
		Wages - Contract	\$10,868.00	\$9,188.90	\$19,600.00	\$4,425.00	\$18,000.00	
		FICA						
		Worker's Comp Insur						
		Health Insurance						
		IRA Match						
	Total Personnel Expense		\$10,868.00	\$9,188.90	\$19,600.00	\$4,425.00	\$18,000.00	
	Program Expenses							
		Chapter Fees			\$21,625.00		\$10,750.00	
		Partner/Instructor Fees			\$300.00		\$800.00	
		Program Supplies			\$2,076.00	\$5,555.35	\$0.00	Bizzy Bee Patches, Flashdrives, Student Supplies
		Chapter Grants					\$0.00	

	Scholarships							
	Volunteer Reward Expenses		\$177.50			\$0.00	Logo Pins (reward pins),	
	Refunds				\$1,187.50			
	Total Program Expense	\$0.00	\$177.50	\$24,001.00	\$5,555.35	\$11,550.00		
	Office & Admin							
	Office Supplies					\$50.00		
	Office Equipment							
	Postage		\$62.44	\$200.00	\$28.39	\$275.00		
	P.O. Box	\$120.00	\$134.00	\$140.00	\$148.00	\$150.00		
	Database	\$1,590.00	\$50.00	\$2,050.00	\$3,000.00	\$0.00	Database Development. Hosting	
	Software							
	Technical Support							
	Dues & Subscriptions	\$300.00	\$150.00	\$150.00	\$150.00	\$150.00	Anrosp Membership	
	Training & Development						TechSoup Conference	
	Travel	\$765.12	\$629.93	\$900.00	\$305.66	\$700.00	Nancy Travel	
	Board Expenses							
	Meetings space rental	\$350.00	\$280.00	\$450.00		\$240.00	annual meeting and quarterly board meeetings	
	Food		\$189.00	\$200.00	\$321.78	\$300.00	catering for meetings, Nancy travel food	
	Member Lodging							
	Misc. Office & Admin Expenses							
	Total Office& Admin Expense	\$3,125.12	\$1,495.37	\$4,090.00	\$3,953.83	\$1,815.00		
	Marketing & Advertising							
	Website	\$189.00		\$300.00	\$50.00	\$50.00	website hosting, domain renewal	
	Advertising							
	Printing & Mailing							
	Letterhead & Business Cards							
	Newsletter							
	Merchandise							
	Event booth	\$100.00	\$116.97	\$100.00		\$100.00		
	custom web design		\$3,500.00				new website	
	Total Marketing & Adv. Expense	\$289.00	\$3,616.97	\$400.00	\$50.00	\$150.00		
	Insurance & Licenses							
	Umbrella Insurance							
	Director's & Officer's Insurance					\$1,000.00	perhaps for 2022	
	Permits & Fees	\$120.00	\$100.95	\$130.00	\$100.46	\$130.00	State Charitable Org/Solicitation Fees, Trademark Renewal	
	Total Insurance & Lic. Expense	\$120.00	\$100.95	\$130.00	\$100.46	\$1,130.00		
	Banking & Professional Fees							
	Transaction Fees/paypal,braintree			\$50.00	\$431.31	\$670.00	Paypal/Braintree transaction fees	
	Bank Fees			\$50.00			Checks	
	Accounting Fees			\$2,000.00		\$0.00		
	Accounting Software					\$400.00		

		Professional Fees - Legal						
		Professional Fees - HR						
		Professional Fees - Consulting						
		Total Banking Expense	\$0.00		\$2,100.00	\$431.31	\$1,070.00	
		Development & Donor Cultivation						
		Director's Expense						
		Donor Recognition						
		Other						
		Total Development Expense	\$0.00		\$0.00	\$0.00	\$0.00	
		Special Event Expense (Annual Conference?)	-					
		Total Expenses	\$14,402.12	\$14,579.69	\$50,321.00	\$14,515.95	\$33,715.00	
		Profit or Loss	\$733.31	\$8,873.47	-\$2,471.00	\$7,309.76	-\$6,015.00	
		bank						
		Beginning balance Jan20	\$17,487.96	\$17,487.96				
		Ending Balance Aug 15, 20	\$23,321.99	\$23,321.99				