

TENNESSEE CHAPTER EXPENSE BUDGET 2010

EXPENSE ACCOUNTS	2010 BUDGET	2009 Budget
Chapter Support	198,345	328,274
Salaries	751,233	807,267
Payroll Taxes	59,171	61,598
Employee Benefits	93,998	101,740
Technology Fees	62,450	70,000
Data Processing and Acctg Services	18,600	21,000
Professional Fees & Contract Serv.	23,500	21,300
Supplies	13,075	15,500
Printing, Publications, and Artwork	10,450	12,500
Materials Expenses (Nat'l Purchases)	19,550	11,250
Membership/Direct Response Marketing	65,002	79,500
Arthritis Today Cost Recovery	26,078	32,420
Postage, Shipping, and Delivery	9,483	17,450
Telephone	18,750	22,400
Occupancy	85,185	81,270
Taxes & Licenses	500	628
Insurance	13,445	14,348
Staff Travel	29,000	47,200
Volunteer Travel	2,500	4,600
Meeting and Conferences	21,950	14,500
Equipment Lease and Maintenance	20,405	12,031
Dues & Subscriptions	1,760	3,760
Specific Assistance to Individuals	13,300	33,000
Advertising	9,100	5,500
Miscellaneous	15,750	17,400
Depreciation and Amortization	400	1,000
Uncollectible Pledges	0	
Total Operating Expenses	\$1,582,960	\$1,837,434
Contribution Share	379,658	475,628
Chapter Share of Bequest	0	
Total Expenses & Share	\$1,962,618	\$2,313,062
Total Income	\$1,842,783	\$2,073,648
Change in Net Assets	(119,835)	(239,414)
Adjustment for Chapter Costs	\$198,345	\$328,274
TOTAL BUDGETED NET INCOME	\$78,510	\$88,860

expense increase \$350,444

% increase 17.86%

2010 SPECIAL EVENT & ASK BREAKFAST BUDGETS

REVENUE SOURCES	2007 Actual	2007 Budget	2008 Actual	2008 Budget	2009 Budget	2010 Budget	% Change
EAST TN:							
Knoxville Breakfast/New Event	35,920	55,000	30,000	30,000	31,600	31,250	-1%
Tri-Cities Breakfast/New Event		19,000		15,000			
Knoxville/Blount Walk	61,646	68,000	42,979	70,000	95,000		
Tri-Cities Walk	35,186	36,000	29,818	40,000	40,150		
Blount Co. Walk	22,733	22,000	21,097	30,000		28,106	100%
Jefferson Co. Walk	14,154	18,000	10,000	0			
Chattanooga JBR	11,245	17,000	30,000	40,000	40,000	38,530	-4%
Knoxville Circle of Hope	78,653	60,000	72,455	80,000	74,750	58,850	-21%
Knoxville Jingle Bell Run	48,558	53,000	60,000	60,000	71,000	87,000	23%
Knoxville Bone Bash		22,000		0			
New Event: Chattanooga			15,000	20,000			
EAST TN TOTAL	\$308,095	\$370,000	\$311,349	\$385,000	\$352,500	\$243,736	-31%
MID TN:							
Nashville Breakfast/New Event	19,355	56,000		50,000	0		
Rutherford Co. Breakfast/New Event	6,345	20,000		0	0		
Nashville Walk	126,753	125,000	84,898	150,000	128,900	100,000	-22%
Maury Co. Walk	24,316	34,000	7,309	34,600	35,000		
Rutherford Co. Walk	32,925	30,000	26,623	50,500	34,500	45,950	33%
Sumner Co. Walk	26,723	28,000	32,518	39,000	36,750		
Nashville Tribute	115,546	200,000	177,000	177,000	153,050	148,350	-3%
Nashville Bone Bash	26,004	28,000	30,000	35,000	41,800		
Singin' in the Summertime	32,380		19,419				
Clarkville Walk	0			30,000			
Rutherford Social	0			25,000			
JA (Prev Singin' Event)				50,000	20,500	35,250	72%
Williamson Co JBR					35,000	45,185	29%
MID TN TOTAL	\$410,347	\$548,000	\$377,767	\$641,100	\$485,500	\$374,735	-23%
WEST TN:							
Memphis Breakfast		25,000		0	0		
Memphis Walk	111,440	110,000	103,638	120,000	120,436	92,430	-23%
Madison Co. JBR		40,000	45,000	45,000	57,675	62,250	8%
Memphis Gala	80,802	90,000	104,148	98,000	104,775	89,150	-15%
Memphis Jingle Bell Run	16,929	30,000	30,000	30,000	43,810		
New Event: Desoto Walk		30,000	13,004	30,000	36,450		
Memphis BoneBash	30,361	30,000	45,000	45,000	45,975	43,350	-6%
Memphis Golf(prev line item new event	45,372			15,000		45,150	100%
New Event: Desoto Bonebash				30,000	28,425		
WEST TN TOTAL	\$284,804	\$355,000	\$340,790	\$413,000	\$437,546	\$332,330	-24%
CHAPTER EVENTS:							
Golf Tournament (3rd party)		\$20,000		\$15,000		\$25,000	100%
State Walk Sponsorship		\$20,000		\$25,000		\$30,000	100%
CHAPTER EVENTS TOTAL	\$0	\$40,000	\$0	\$40,000	\$0	\$55,000	100%
TOTAL	\$1,003,346	\$1,313,000	\$1,029,906	\$1,479,100	\$1,275,546	\$1,005,801	-21%

Middle Tennessee 2010 Revenue Budget

REVENUE SOURCES	2007 Revenue	2007 Budget	2008 Actual	2008 Budget	2009 Budget	2010 Budget
Personal Major Gifts	0	10,000	20,000	10,000	10,000	10,000
Annual Giving (thru mail & United Way)	34,489	23,000	3,321	20,000	5,000	18,500
Nashville Breakfast	19,355	56,000		50,000		
Williamson Ask		27,000		0		
Rutherford Ask	6,345	20,000		0		
TOTAL PERSONAL GIVING	\$60,189	\$136,000	\$23,321	\$80,000	\$15,000	\$28,500
Nashville Walk	126,753	125,000	84,898	150,000	128,900	100,000
Maury Walk	24,316	34,000	7,309	34,600	35,000	
Rutherford Walk	32,925	30,000	26,623	50,500	34,500	45,950
Sumner Walk	26,723	28,000	32,518	39,000	36,750	
Nashville Tribute	115,546	200,000	177,000	177,000	153,050	148,350
Nashville Bonebash	26,004	28,000	30,000	35,000	41,800	
Singin in the Summertime	32,380	29,830	19,419	50,000		
Clarksville Walk				30,000		
Rutherford Social				25,000		
JA Event (prev singin)					20,500	35,250
Williamson Co JBR					35,000	45,185
TOTAL SPECIAL EVENTS	\$384,648	\$474,830	\$377,767	\$591,100	\$485,500	\$374,735
United Way Allocations						
Foundations (restricted grants)	15690	40,000	13,250	30,000	20,000	45,000
Comm & Ind (non-shar. public forums)	26083	5,000		10,000	10,000	20,000
Comm & Ind (restricted-JA)		15,000	5,175	5,000	5,000	13,500
Comm & Ind (National sponsor dollars)		14,000				
Comm & Ind (Young Professionals????)						0
Memorials						
Donated Vehicles		0		0		
Sales & Service Fees						
Other Revenue	\$7,058	6,000	2,158	7,500		
TOTAL OTHER REVENUE	\$48,831	\$80,000	\$20,583	\$62,500	\$35,000	\$78,500
CAMPAIGN INCOME TOTALS	\$493,667	\$690,830	\$421,671	\$723,600	\$535,500	\$481,735

***NOTES:**

Breakfasts do not include discounts for doubtful accounts.

C&I :

Foundations: Memorial Grant \$25000

MIDDLE TN 2010 EXPENSE BUDGET

EXPENSE ACCOUNTS	2010 Budget	NOTES
Salaries	120,127	1 Exec Dir, 2 Community Directors, 1 part-time Admin Asst. 11 hr, 17.5 per wk 12 wks
Payroll Taxes	9,275	Social Security, Medicare & Unemployment Taxes
Employee Benefits	20,390	Health, Life, UI disability, EAP, retirement (possible increase in Apr)
Technology Fees	12,100	3 laptop seats \$975 email only seat
Data Processing and Acctg Services	5,200	MAAAXX Accounting fees 433.33
Professional Fees & Contract Serv.	8,000	2 Public Forum with 8 Honorariums (@1000), \$200 Special Events
Supplies	1,150	General office supplies, Special Events supplies \$1150
Printing, Publications, and Artwork	2,400	Special Events \$1400, Newsletters, Letterhead, Cards, Other 2 public forum \$1000
Materials Expenses (Nat'l Purchases)	1,550	Special Events \$1550, Brochures, Other Lit
Membership/Direct Response Marketing		Charged to Chapter Budget
Arthritis Today Cost Recovery		Charged to Chapter Budget
Postage, Shipping, and Delivery	1,500	Spec Events \$1500, POEs, newsletters, ordinary postage
Telephone	4,500	Office lines, 3 Cells, Conf Calls
Occupancy	21,315	Monthly rent \$3859.13 Jan-Apr, 38 coy (35% of total \$3690) Janitorial \$147.50/mo
Taxes & Licenses	200	Licenses for Special Events
Insurance	2,068	Monthly Mccart-171.27 thru apr, 173 thru dec based on percentage increase in 2009
Staff Travel	3,300	Local & National Staff Conferences; Development Conf, Ordinary mileage se \$3300
Volunteer Travel	0	State meetings, Development Conference
Meeting and Conferences	6,450	Local & National Staff Conferences; Development Conf; Special Events 2 public forum \$4000, \$1500 meeting ja event
Equipment Lease and Maintenance	3,950	Copier, postage meter
Dues & Subscriptions	500	Chambers, CNM, Education Courses, Maury Alliance etc Brentwood goodlettsville hendersonville chamber and senior center
Specific Assistance to Individuals	11,000	JA assistance
Advertising	5,300	Special Events, \$3000, se \$2300
Miscellaneous	3,750	Online fee \$150 per event + transaction fees; other misc se \$3300
Depreciation and Amortization	100	
Total Operating Expenses	\$244,125	4% Increase from 2009 Budget
Uncollectible Pledges		
Chapter Share	68,115	Share of Chapter costs after income
National Share	\$106,173	27%, 35%, 45% paid to National for unrestricted, United Way, bequests
Bequest Share		
Total Expenses & Share	\$416,413	
Total Income	\$481,735	10% decrease from 2009 budget
Change in Net Assots	\$65,322	Need surplus to build reserves 10.74 % Increase