

American Red Cross
Nashville Area Chapter
Fiscal 2008 Budget
Historical Revenues and Expenses

	2008 Budget		2007 Budget	Actual 2007 (Est).	Actual 2006	Variance 2008 vs. 2007 Budget	Variance 2007 Budget vs 2006 Est. Actual
<u>Revenues</u>							
<u>Public Support</u>							
United Way Allocations/Designations/CFC	\$ 329,000 A		\$ 280,871	\$ 326,000	\$ 360,510	17%	1%
Direct Mail	174,000 B		222,000	155,000	207,008	-22%	12%
Annual Campaign	610,000		560,000	625,000	669,256	9%	-2%
Disaster Relief Contributions	80,000		20,000	85,000	383,747	300%	-6%
IRC Reimbursements for Financial Assistance	- C		-	160,000	102,529		-100%
Special Events (net)							
Rhapsody in Red / May Day in '06	-		-	7,124	16,054		
Lifesaver Breakfast	300,000		230,000	270,000	95,644	30%	11%
Heroes Campaigns	50,000		165,000	-	-	-70%	0%
Other	-		45,000	-	-	-100%	100%
Other Grants and Program Sponsorship	225,000 H		140,000	156,732	38,510	100%	44%
Legacies/Bequests/Annuities	100,000		100,000	50,000	111,784	0%	100%
Other Public Support	63,000		34,000	77,813	14,577	85%	-19%
Total Public Support	\$ 1,931,000		\$ 1,796,871	\$ 1,912,669	\$ 1,999,619	7%	1%
<u>Products & Services</u>							
Retail/Resale	\$ 66,000 D		\$ 187,000	\$ 209,000	\$ 179,880	-65%	-68%
Community Course Fees	120,000 E		122,000	108,000	119,101	-2%	11%
Full Service Course Fees	342,400 F		350,000	330,000	301,215	-2%	4%
Authorized Provider	57,400 G		53,000	49,000	77,427	8%	17%
School Screening & State Health Contract	66,280 F		56,000	58,000	58,330	18%	14%
Royalties	91,200 D		50,000	64,000	32,213	82%	43%
Total Products & Services	\$ 743,280		\$ 818,000	\$ 818,000	\$ 768,166	-9%	-9%
<u>Other Sources</u>							
Investment Income	\$ 24,500		\$ 21,000	\$ 53,000	\$ 55,212	17%	-54%
IRC Service Fees	67,250		63,730	57,250	57,250	6%	17%
Miscellaneous	5,000		-	7,000	1,313	0%	0%
Total Other Sources	\$ 96,750 I		\$ 84,730	\$ 117,250	\$ 113,775	14%	-17%
Total Revenues	\$ 2,771,030		\$ 2,699,601	\$ 2,847,919	\$ 2,881,560	3%	-3%
<u>Expenses</u>							
Compensation	\$ 1,068,862 J		\$ 1,068,264	\$ 1,053,657	\$ 1,029,070	0%	1%
Employee Benefits	242,691 J		250,067	235,000	226,072	-3%	3%
Travel/Conferences/Meetings	83,895 K		44,141	33,000	30,895	90%	154%
Financial Assistance	191,845 C		175,112	397,000	361,757	10%	-52%
Supplies & Program Materials	194,879 L		186,240	279,000	258,888	5%	-30%
Equipment & Depreciation	86,284		93,314	96,000	93,442	-8%	-10%
Building & Occupancy	113,471		109,466	112,000	119,260	4%	1%
Professional & Consulting Fees	103,250 M		174,420	113,000	106,629	-41%	-9%
Support & Other Services	185,503 N		205,090	160,000	138,511	-10%	16%
Assessment	292,425 O		308,140	308,140	280,127	-5%	-5%
Total Expenses	\$ 2,563,105		\$ 2,614,254	\$ 2,786,797	\$ 2,644,651	-2%	-8%
Net Increase (Decrease) to Assets	\$ 207,925 C		\$ 85,347	\$ 61,122	\$ 236,909		

**Cash Flow Budget
FY 2008**

	<u>2008 Budgeted Cash Flow</u>
Net Income per Budget	\$ 207,925
Add:	
Non-Cash Expense - Depreciation	75,184
Cash Receipts from Prior Year Income (Bkfst Pledges)	50,000
Less:	
Non-Cash Income from Current Year (Bkfst Pledges)	(100,000)
Additional Cash Expense for Financial Assistance	(75,000)
Capital Purchases- ES readiness procurement	(10,000)
Existing Capital Lease Payments	<u>(6,818)</u>
Net Cash Flow	<u><u>\$ 141,291</u></u>

	<u>2008 Budget</u>	<u>2007 Est. Actual</u>
Cash and Investments, beginning of year	\$ 571,476	\$ 520,734
Cash and Investments, end of year	<u>712,767</u>	<u>571,476</u>
Increase (Decrease) in Cash & Investments	<u><u>\$ 141,291</u></u>	<u><u>\$ 50,742</u></u>
Days of Cash & Investments on Hand	<u><u>94</u></u>	<u><u>75</u></u>