

**FISCAL YEAR 2021 ACTUAL VS BUDGET**

Account Number	Account Name	2021 Budget Amount	2021 Actual Amount	Variance F/(U)
<b>Income</b>				
Donations				
4000	Contribution	\$14,000.00	\$9,604.31	(\$4,395.69)
4010	Grants (Foundations)	\$100,000.00	\$15,000.00	(\$85,000.00)
4020	Grants (Program Sponsors)	\$0.00	\$13,698.78	\$13,698.78
4030	Program Fees	\$2,000.00	\$12,493.05	\$10,493.05
4040	Membership	\$19,000.00	\$1,853.12	(\$17,146.88)
4050	Subscriptions	\$15,000.00	-\$84.90	(\$15,084.90)
Total Donations		\$150,000.00	\$52,564.36	(\$97,435.64)
<b>Expense</b>				
Administrative Expenses				
5000	Salaries and Non-Employee Comp	\$112,000.00	\$31,404.31	\$80,595.69
5010	Program Expenses	\$0.00	\$2,001.50	(\$2,001.50)
5011	Program (Academic WorldQuest)	\$6,500.00	\$3,151.89	\$3,348.11
5012	Program (Distinguished Speakers Se	\$4,000.00	\$3,496.91	\$503.09
5014	Program (Other)	\$8,000.00	\$135.59	\$7,864.41
5015	Program (Global Nashville)	\$1,000.00	\$413.83	\$586.17
5030	Facility Rental & Fees	\$500.00	\$0.00	\$500.00
5050	Gifts & Prizes	\$5,000.00	\$2,293.16	\$2,706.84
5060	Insurance	\$1,800.00	\$1,605.00	\$195.00
5070	Marketing & Publicity	\$3,000.00	\$6,000.00	(\$3,000.00)
5071	Online Services	\$1,000.00	\$2,927.52	(\$1,927.52)
5072	Email Services	\$400.00	\$407.90	(\$7.90)
5073	Web Development & Maintenance	\$1,000.00	\$371.77	\$628.23
5080	Office Supplies	\$2,500.00	\$2,526.20	(\$26.20)
5090	Bank Fees	\$200.00	\$36.56	\$163.44
5100	Memberships & Subscriptions	\$1,200.00	\$2,585.05	(\$1,385.05)
5110	Travel	\$5,400.00	\$224.16	\$5,175.84
5120	Tax Services	\$0.00	\$900.00	(\$900.00)
Total Expense		\$153,500.00	\$60,481.35	\$93,018.65
<b>Net Income</b>		<b>-\$3,500.00</b>	<b>-\$7,916.99</b>	<b>(\$4,416.99)</b>

**FISCAL YEAR 2022 FORECAST**

2022 Conservative Projection	2022 Aggressive Projection
\$10,000.00	\$20,000.00
\$20,000.00	\$75,000.00
\$10,000.00	\$25,000.00
\$10,000.00	\$25,000.00
\$2,500.00	\$5,000.00
\$0.00	\$0.00
\$52,500.00	\$150,000.00
\$32,000.00	\$100,000.00
\$2,000.00	\$2,000.00
\$3,000.00	\$6,500.00
\$4,000.00	\$4,000.00
\$1,000.00	\$8,000.00
\$1,000.00	\$1,000.00
\$0.00	\$500.00
\$2,000.00	\$2,500.00
\$1,800.00	\$1,800.00
\$3,000.00	\$3,000.00
\$3,000.00	\$3,000.00
\$500.00	\$500.00
\$500.00	\$500.00
\$1,000.00	\$1,000.00
\$50.00	\$200.00
\$2,500.00	\$2,500.00
\$1,000.00	\$2,000.00
\$1,000.00	\$1,000.00
\$59,350.00	\$140,000.00
<b>-\$6,850.00</b>	<b>\$10,000.00</b>