

	2021 Budget	Notes
Income		
<b>Contributions &amp; Donations</b>		
Individual	\$105,000.00	
Church	\$600.00	
Corporate	\$1,158.07	
Trusts	\$9,000.00	
Foundation	\$100.00	
Interest Income	\$450.00	
Chaplains Partnership Initiative		
<b>Total Contributions &amp; Donations</b>	<b>\$116,308.07</b>	
Program Events		
Seminars, Speaking, Teaching		
Retreats, Climb/Rappel	\$120,000.00	
Wilderness Trips		
<b>Total Program Events</b>	<b>\$120,000.00</b>	
Sales		
Shirts & T Shirts	\$200.00	
Tactical Hats / Morale Patch	\$200.00	
Misc. Sales: Books, Coffee Mug		
<b>Total Sales</b>	<b>\$400.00</b>	
Misc. Income		
Total Income (Income and Expenses fluctuate based on fee for service.)	<b>\$236,708.07</b>	
Cost of Sales		
Shirts & T Shirts	\$0.00	
Tactical Hats / Morale Patch	\$500.00	
Misc: Bandana, Books, Coffee	\$0.00	R3 Book Production?
<b>Total Cost of Sales</b>	<b>\$500.00</b>	
<b>Gross Profit</b>	<b>\$236,208.07</b>	
<b>Expenses</b>		
<b>Personnel</b>		
Salary & Wages		
Executive Director	\$50,000.00	
Communications Specialist	\$21,840.00	
Program Staff	\$12,000.00	
	\$83,840.00	
Employer Expenses	\$4,862.72	
<b>Total Personnel</b>	<b>\$88,702.72</b>	

	2021 Budget	Notes
<b>Mission Awareness</b>		
<b>Promotion / Marketing</b>		
Postage - General	\$1,100.00	
General Brochures & Stationary	\$750.00	
Promo (Personal) Coffee, Lunch	\$600.00	
Direct & Grant Appeal Expense	\$1,800.00	
Exhibit Expenses	\$0.00	
Travel, Mileage & Meals	\$2,400.00	
Marketing ~ Web, Email, Kindful	\$2,700.48	
Backpacks* for BAM	\$1,200.00	
<b>Total Promotion</b>	<b>\$10,550.48</b>	
Appalachian Trail Outreach	\$1,300.00	
Fund Raising / Mission Awareness	\$10,000.00	
Events: Annual Dinner, Home Mtgs		
<b>Total Mission Awareness</b>	<b>\$21,850.48</b>	
<b>Seminars, Camps</b>		
Seminar Supplies & Resources	\$0.00	
Seminars, Camp Meals	\$0.00	
Seminars, Camp Equipment	\$0.00	
<b>Total Seminars, Camps</b>	<b>\$0.00</b>	
<b>Retreats, Climb/Rappel</b>		
Retreat Supplies/Resources	\$20,100.52	
Retreats Travel / Lodging	\$24,339.10	
Retreats, Climb/Rappel Meals	\$27,121.17	
Retreats & Climb Equipment	\$16,306.56	
Retreat Admin & Logistics		
<b>Total Retreats, Climb/Rappel</b>	<b>\$87,867.35</b>	
<b>Wilderness Trips</b>		
Wilderness Supplies/Resources	\$0.00	
Wilderness Travel	\$0.00	
Wilderness Meals	\$0.00	
Wilderness Equipment	\$0.00	
Wilderness Trip Food	\$0.00	
<b>Total Wilderness Trips</b>	<b>\$0.00</b>	
<b>Insurance</b>		
Excess Medical: Participant	\$432.64	
Liability: General Liability	\$4,343.00	
Employee Medical	\$1,881.56	
Worker's Comprehensive	\$1,668.00	
Directors & Officers Insurance	\$787.00	
<b>Total Insurance</b>	<b>\$9,112.20</b>	
<b>Professional Expenses</b>		
Membership Fees	\$0.00	
Staff Development		
Certifications	\$1,939.00	Wilderness First Responder
CPA, Consultants	\$1,800.00	
<b>Total Professional Expenses</b>	<b>\$3,739.00</b>	

	2021 Budget	
<b>Board of Directors</b>		
Board Meals & Meeting Space	\$200.00	
Board Printing / Postage	\$0.00	
Board Misc. Expenses	\$0.00	
<b>Total Board of Directors</b>	<b>\$200.00</b>	
<b>Administration</b>		
<b>General Office Expenses</b>		
Computer, QuickBooks, Software &	\$2,316.15	
Office Furniture/ Equipment	\$818.82	
Banking, QBO, PayPal/InTuit Fees	\$4,402.24	
Misc Office Supplies	\$381.64	
<b>Total General Office Expenses</b>	<b>\$7,918.85</b>	
<b>Communication</b>		
Cellular, Long Distance & Data	\$550.32	
Internet / DSL	\$1,020.00	Faster Internet
<b>Total Communication</b>	<b>\$1,570.32</b>	
<b>Corporation Expenses</b>		
State Corporation Fees	\$190.00	
Permits / Access	\$110.00	
<b>Corporation Expenses</b>	<b>\$300.00</b>	
<b>Total Administration</b>	<b>\$9,789.17</b>	
<b>Truck - 2006 Chevy Silverado</b>		
Truck Gas / Oil	\$2,540.00	
Truck Maintenance / Repair	\$3,600.00	
Truck Insurance	\$1,800.00	
Truck Accessories	\$250.00	
Truck Purchase		
<b>Truck Total</b>	<b>\$8,190.00</b>	
<b>Total Expenses</b>	<b>\$229,450.92</b>	
Reconciliation Discrepancies	\$0.00	
<b>Operating Net Profit/(Loss)</b>	<b>\$6,757.15</b>	
<b>Cash Reserves (Goal: 3-6 months of operating expenses)</b>		
Operating Expenses	\$133,193.57	
Board goal (9.17.14) 10% cash	\$13,319.36	
<b>Progress: 1 month (2015 goal)</b>	<b>\$11,099.46</b>	
<b>Progress: 2 months (2015 goal)</b>	<b>\$22,198.93</b>	
<b>Progress: 3 months (2015 goal)</b>	<b>\$33,298.39</b>	
<b>Progress: 6 months (exceeded)</b>	<b>\$66,596.79</b>	
<b>Progress: 17 months (exceeded)</b>	<b>\$133,193.57</b>	