

YMCA OF MIDDLE TENNESSEE**Full Year Forecast Comparison**

January 2015

YMCA of Middle TN	2015 B
Annual Giving Campaign	5,309,748
Other Contributions	214,880
Government Grants	2,003,875
Membership	45,944,096
Program Income	22,779,087
Sales of Supplies & Services	1,707,243
Investment Income	198,093
National Allocated Programs	54,375
Total Revenue	78,211,397
Salaries & Wages	36,597,014
Employee Benefits	4,217,916
Payroll Taxes	3,507,533
Purchased Services	1,752,395
Supplies	4,432,385
Technology Systems & Services	2,129,032
Postage & Shipping	263,880
Occupancy	11,655,437
Equipment	2,734,585
Marketing & Fundraising	1,328,983
Travel & Transportation	695,415
Conferences, Meetings & Training	1,142,469
Professional Dues	511,694
Awards, Grants & Assistance	723,639
Financing Costs	4,705,686
Liability & Other Insurance	268,633
Miscellaneous	144,701
Contingency Expense	400,000
Total Expense	77,211,397
Net Operating Income	1,000,000
Restructuring Expense	400,000
Net Income	600,000