

**The Crossroads Campus
2014 Operational Budget**

Crossroads 2014 Budget

| | 2014 Budget | 2013 Actual | |
|---------------------|------------------|------------------|-------------|
| Income | | | |
| Donations | \$95,000 | \$194,084 | -51.1% |
| Inkind Donations | \$13,000 | \$12,576 | 3.4% |
| Retail Store Income | \$160,000 | \$88,661 | 80.5% |
| Pet Grooming Income | \$32,000 | \$11,912 | 168.6% |
| Foundations | \$60,000 | \$41,557 | 44.4% |
| Adoption Fee | \$11,000 | \$8,470 | 29.9% |
| Rental Income | \$8,000 | \$8,250 | -3.0% |
| Self Wash Income | \$7,500 | \$2,007 | 273.7% |
| Other Revenue | \$200 | \$177 | 13.0% |
| Event Income | \$102,250 | \$107,623 | -5.0% |
| Total Income | \$488,950 | \$475,316 | 2.9% |

| | | | % | |
|----------------------------------|--------------------|--------------------|---------------|---|
| Expense | 2014 Budget | 2013 Actual | Change | Notes |
| Cost of Goods Sold | \$108,000 | \$38,086 | 183.6% | increased product sales |
| Salaries | \$189,352 | \$171,352 | 10.5% | 2 PT paid internships |
| Inkind Expenses | \$13,000 | \$12,576 | 3.4% | |
| Contract Labor | \$36,400 | \$12,574 | 189.5% | increased grooming services |
| Insurance | \$7,500 | \$7,357 | 2.0% | |
| Advertising | \$12,000 | \$11,795 | 1.7% | |
| Web Development | \$2,500 | \$4,259 | -41.3% | |
| Bookkeeping | \$5,400 | \$5,290 | 2.1% | |
| Payroll Taxes | \$16,188 | \$13,508 | 19.8% | |
| Dues & Subscriptions | \$1,500 | \$1,410 | 6.4% | |
| Banking & Merchant fees | \$6,720 | \$3,281 | 104.8% | increased sales |
| Utilities | \$4,200 | \$3,842 | 9.3% | |
| Office Equipment & Supplies | \$3,500 | \$5,910 | -40.8% | 2013 start-up included purchase of store register, computers, printer, phone system, etc. |
| Program Expense | \$14,000 | \$12,874 | 8.7% | increased adoptions and Caring Connections program expansion |
| Printing | \$3,000 | \$3,977 | -24.6% | 2013 included initial signage |
| Staff Travel | \$1,300 | \$1,269 | 2.4% | |
| Board Meeting Expense | \$2,850 | \$292 | 877.6% | 2014 board retreat |
| Internet/Phone | \$2,900 | \$2,807 | 3.3% | |
| Misc Expense | \$200 | \$189 | 5.6% | |
| Events | \$3,500 | \$3,321 | 5.4% | |
| Furniture & Equipment | \$1,200 | \$8,511 | -85.9% | |
| Payroll Expenses | \$2,322 | \$1,937 | 19.8% | |
| Postage | \$750 | \$670 | 11.9% | |
| Repairs & Maintenance | \$5,000 | \$6,034 | -17.1% | |
| Shipping | \$100 | \$76 | 31.6% | |
| Professional fees | \$3,350 | \$3,341 | 0.3% | |
| Software | \$500 | \$1,255 | -60.1% | |
| Rent/Mortgage | \$28,330 | \$36,170 | -21.7% | |
| Closing Costs | \$7,000 | N/A | N/A | |
| Professional Development | \$1,400 | \$627 | 123.2% | |
| Charitable donations | \$250 | \$1,200 | -79.2% | 2013 includes one time sponsorship of \$1000 for Nashville Humane Dog Day Event |
| License & Permits | \$500 | \$518 | -3.6% | |
| Meals & Meetings | \$1,200 | \$1,092 | 9.8% | |
| Marketing/Development | \$3,000 | \$1,042 | 187.9% | |
| Total Operational Expense | \$488,912 | \$378,443 | 29.2% | |
| Balance | \$38 | \$96,874 | | 2013 excess funds includes \$65,000 in construction funding for build-out of garage space in 2014 |