

Nashville LGBT Chamber of Commerce
Profit & Loss Budget vs. Actual
Proposed 2018 Budget

8:19 PM
01/19/2018
Cash Basis

| | Draft 2018 | 2017 | \$ Over Budget | % of Budget |
|--|-----------------|------------------|------------------|---------------|
| Income | | | | |
| Membership Dues | 86,000.00 | 78,240.00 | 7,760.00 | 109.92% |
| Programs | | | | |
| Career Fair | 0.00 | 475.00 | -475.00 | 0.0% |
| Health Expo | 0.00 | 151.49 | -151.49 | 0.0% |
| Brewing Up Business | 0.00 | 20.00 | -20.00 | 0.0% |
| Programs - Other | 0.00 | 270.00 | -270.00 | 0.0% |
| Total Programs | 0.00 | 916.49 | -916.49 | 0.0% |
| Reimbursed Expenses-Foundation | 62,778.00 | 43,416.00 | 19,362.00 | 144.6% |
| Total Income | 148,778.00 | 122,572.49 | 26,205.51 | 121.38% |
| Gross Profit | 148,778.00 | 122,572.49 | 26,205.51 | 121.38% |
| Expense | | | | |
| Advertising & Marketing | 1,000.00 | 820.00 | 180.00 | 121.95% |
| Bank & Credit Card Service Fees | 6,450.00 | 5,373.61 | 1,076.39 | 120.03% |
| Board Meetings | 0.00 | 74.62 | -74.62 | 0.0% |
| Bookkeeping Service | 2,500.00 | 0.00 | 2,500.00 | 100.0% |
| Gifts | 250.00 | 208.00 | 42.00 | 120.19% |
| Insurance | 1,600.00 | 1,593.00 | 7.00 | 100.44% |
| Meal & Entertainment | 250.00 | 825.95 | -575.95 | 30.27% |
| Misc expenses | 0.00 | 112.42 | -112.42 | 0.0% |
| Membership dues - organization | 750.00 | 750.00 | 0.00 | 100.0% |
| Office Supplies | 400.00 | 20.91 | 379.09 | 1,912.96% |
| Payroll Expenses | 84.00 | 63.00 | 21.00 | 133.33% |
| Postage, shipping, delivery | 80.00 | 20.79 | 59.21 | 384.8% |
| Printing & copying | 400.00 | 341.29 | 58.71 | 117.2% |
| Program Expenses | | | | |
| Career Fair | 0.00 | 339.91 | -339.91 | 0.0% |
| Brewing up Business 2017 | 1,100.00 | 1,007.55 | 92.45 | 109.18% |
| Health Expo Expenses | 0.00 | 66.36 | -66.36 | 0.0% |
| Brewing up Business 2016 | 0.00 | 0.00 | 0.00 | 0.0% |
| Pride Festival Expense | 1,500.00 | 1,148.67 | 351.33 | 130.59% |
| Program Expenses - Other | 0.00 | 33.25 | -33.25 | 0.0% |
| Total Program Expenses | 2,600.00 | 2,595.74 | 4.26 | 100.16% |
| Promotional Supplies | 0.00 | 10.00 | -10.00 | 0.0% |
| Rent | 10,189.96 | 7,582.43 | 2,607.53 | 134.39% |
| Salaries & related expenses | | | | |
| Salaries - Admin - Incl. Incentive | 39,458.33 | 13,731.80 | 25,726.53 | 287.35% |
| Salaries - CEO - Incl. Incentive | 59,800.00 | 62,000.05 | -2,200.05 | 96.45% |
| Taxable Fringe Benefits | 1,680.00 | 1,750.00 | -70.00 | 96.0% |
| Payroll taxes | 8,080.00 | 6,107.86 | 1,972.14 | 132.29% |
| Total Salaries & related expenses | 109,018.33 | 83,589.71 | 25,428.62 | 130.42% |
| Scholarships | 1,700.00 | 0.00 | 1,700.00 | 100.0% |
| Taxes & Licenses | 40.00 | 40.00 | 0.00 | 100.0% |
| Travel/Conferences | 1,950.00 | 1,202.71 | 747.29 | 162.13% |
| Website Development & Domain | 0.00 | 42.00 | -42.00 | 0.0% |
| Website Software Monthly Fee | 3,528.00 | 3,234.00 | 294.00 | 109.09% |
| Total Expense | 142,790.29 | 108,500.18 | 34,290.11 | 131.6% |
| Net Ordinary Income | 5,987.71 | 14,072.31 | -8,084.60 | 42.55% |
| Other Income/Expense | | | | |
| Other Income | | | | |
| Interest Income | 10.00 | 13.12 | -3.12 | 76.22% |
| Total Other Income | 10.00 | 13.12 | -3.12 | 76.22% |
| Net Other Income | 10.00 | 13.12 | -3.12 | 76.22% |
| Net Income | 5,997.71 | 14,085.43 | -8,087.72 | 42.58% |

Nashville LGBT Chamber Foundation
Profit & Loss Budget vs. Actual
Proposed 2018 Budget

8:41 PM
01/19/2018
Cash Basis

| | Draft 2018 | 2017 | \$ Over Budget | % of Budget |
|---|-----------------|------------------|-------------------|---------------|
| Income | | | | |
| Direct Public Support | | | | |
| Grants | 7,500.00 | 1,250.00 | 6,250.00 | 600.0% |
| Corporate Contributions | 0.00 | 0.00 | 0.00 | 0.0% |
| Individ, Business Contributions | 4,000.00 | 4,249.82 | -249.82 | 94.12% |
| Total Direct Public Support | 11,500.00 | 5,499.82 | 6,000.18 | 209.1% |
| Indirect Public Support | | | | |
| United Way, CFC, Razoo, etc | 7,000.00 | 6,607.29 | 392.71 | 105.94% |
| Indirect Public Support - Other | 0.00 | 65.00 | -65.00 | 0.0% |
| Total Indirect Public Support | 7,000.00 | 6,672.29 | 327.71 | 104.91% |
| Program Income | | | | |
| Workshops and Seminars | 7,000.00 | 0.00 | 7,000.00 | 100.0% |
| Power Lunch | 1,800.00 | 1,745.00 | 55.00 | 103.15% |
| Total Program Income | 8,800.00 | 1,745.00 | 7,055.00 | 504.3% |
| Excellent in Business Awards | | | | |
| Table Sponsorships | 18,000.00 | 17,900.00 | 100.00 | 100.56% |
| Ticket Sales | 4,000.00 | 4,060.00 | -60.00 | 98.52% |
| Sponsorships | 12,000.00 | 12,000.00 | 0.00 | 100.0% |
| Total Excellent in Business Awards | 34,000.00 | 33,960.00 | 40.00 | 100.12% |
| Special Events TASTE | | | | |
| Taste Sponsorship | 12,000.00 | 12,200.00 | -200.00 | 98.36% |
| Ticket Sales | 16,000.00 | 17,126.94 | -1,126.94 | 93.42% |
| Auction | 9,000.00 | 12,773.09 | -3,773.09 | 70.46% |
| Total Special Events TASTE | 37,000.00 | 42,100.03 | -5,100.03 | 87.89% |
| Total Income | 98,300.00 | 89,977.14 | 8,322.86 | 109.25% |
| Expense | | | | |
| Square Fee | 60.00 | 61.38 | -1.38 | 97.75% |
| Advertising | 2,335.00 | 2,335.00 | 0.00 | 100.0% |
| Bank and Credit Card Fees | 0.00 | 0.91 | -0.91 | 0.0% |
| Bookkeeping Service | 1,250.00 | 0.00 | 1,250.00 | 100.0% |
| Contract Services | 53,669.00 | 37,200.00 | 16,469.00 | 144.27% |
| Dues & Subscriptions | 0.00 | 0.00 | 0.00 | 0.0% |
| Insurance | 800.00 | 796.00 | 4.00 | 100.5% |
| Licenses & Fees | 0.00 | 0.00 | 0.00 | 0.0% |
| Office Supplies & Technology | 200.00 | 416.36 | -216.36 | 48.04% |
| Postage, Mailing Service | 40.00 | 35.49 | 4.51 | 112.71% |
| Program Expenses | | | | |
| Educational Events | 750.00 | 187.95 | 562.05 | 399.04% |
| Economic Impact Study | 0.00 | 0.00 | 0.00 | 0.0% |
| Total Program Expenses | 750.00 | 187.95 | 562.05 | 399.04% |
| Rent | 5,095.00 | 3,793.00 | 1,302.00 | 134.33% |
| Special Events | | | | |
| Excellence in Business Event | 20,000.00 | 16,772.94 | 3,227.06 | 119.24% |
| Taste Expenses | 9,000.00 | 5,193.88 | 3,806.12 | 173.28% |
| Total Special Events | 29,000.00 | 21,966.82 | 7,033.18 | 132.02% |
| Taxes and Licenses | 140.00 | 140.00 | 0.00 | 100.0% |
| Website | 1,764.00 | 1,617.00 | 147.00 | 109.09% |
| Total Expense | 95,103.00 | 68,549.91 | 26,553.09 | 138.74% |
| Net Ordinary Income | 3,197.00 | 21,427.23 | -18,230.23 | 14.92% |
| Net Income | 3,197.00 | 21,427.23 | -18,230.23 | 14.92% |

Proposed Budget Changes

| | Chamber | Foundation |
|-----------------------------|-----------------|-----------------|
| Prior net income budget | 10,487.71 | 7,687.00 |
| Increase in Admin salary | (6,000.00) | (3,000.00) |
| Related payroll taxes | (480.00) | (240.00) |
| Bookkeeping services | (2,500.00) | (1,250.00) |
| Increase in Reimbursed Exp. | <u>4,490.00</u> | <u>-</u> |
| New net income | <u>5,997.71</u> | <u>3,197.00</u> |