TENNESSEE
OPERATING BUDGET - 2014

	First Qtr	Second Qtr	Third Qtr	Fourth Qtr	Total
REVENUE					
UNRESTRICTED REVENUE					
Contributions					
Corporate	13,000.00	15,000.00	17,500.00	4,500.00	50,000.00
Individual	0.00	50,000.00	62,000.00	53,000.00	165,000.00
Contributions Total	**13,000.00**	**65,000.00**	**79,500.00**	**57,500.00**	**215,000.00**
Corporate Sponsorships					
Corporate Sponsorships	0.00	0.00	0.00	0.00	0.00
Cause Related Marketing	0.00	0.00	0.00	0.00	0.00
Corporate Sponsorships Total	**0.00**	**0.00**	**0.00**	**0.00**	**0.00**
Grants					
Foundation	3,000.00	0.00	0.00	5,000.00	8,000.00
Grants Total	**3,000.00**	**0.00**	**0.00**	**5,000.00**	**8,000.00**
Special Events					
Hyannis Port	0.00	0.00	500.00	0.00	500.00
State Fund Raisers	21,900.00	323,200.00	118,600.00	178,250.00	641,950.00
Special Events Total	**21,900.00**	**323,200.00**	**119,100.00**	**178,250.00**	**642,450.00**
Investment Income	0.00	0.00	0.00	0.00	**0.00**
Chapter Dues	0.00	0.00	11,100.00	0.00	**11,100.00**
TOTAL UNRESTRICTED	**37,900.00**	**388,200.00**	**209,700.00**	**240,750.00**	**876,550.00**
	First Qtr	Second Qtr	Third Qtr	Fourth Qtr	Total
RESTRICTED REVENUE					
Foundation Grants	8,500.00	37,600.00	35,000.00	35,366.00	116,466.00
TOTAL RESTRICTED	**8,500.00**	**37,600.00**	**35,000.00**	**35,366.00**	**116,466.00**
TOTAL REVENUE	**46,400.00**	**425,800.00**	**244,700.00**	**276,116.00**	**993,016.00**

EXPENSES					
	First Qtr	Second Qtr	Third Qtr	Fourth Qtr	Total
Personnel					
Salaries	92,850.34	94,255.52	95,440.02	95,716.02	378,261.90
FICA	7,103.05	7,210.55	7,301.16	7,322.28	28,937.04
Medical Insurance	7,840.00	5,880.00	5,880.00	3,920.00	23,520.00
Retirement Plan	655.01	690.14	718.45	724.70	2,788.30
Fringe Benefits	2,214.95	284.46	123.92	124.62	2,747.95
Workers Comp.	870.00	0.00	0.00	0.00	870.00
Consultants	1,250.00	1,250.00	1,250.00	1,250.00	5,000.00
Personnel Total	**112,783.36**	**109,570.66**	**110,713.55**	**109,057.61**	**442,125.18**
Programs					
Shared Resources	9,280.00	85,160.00	48,940.00	55,223.20	198,603.20
Delivery	100.00	0.00	0.00	0.00	100.00
Equipment	4,983.50	0.00	0.00	0.00	4,983.50
Evaluation	0.00	137.33	0.00	0.00	137.33
Fixed Assets	1,500.00	0.00	0.00	0.00	1,500.00
Government Fees	0.00	22.25	0.00	650.00	672.25
Leadership Conference	0.00	0.00	39,750.00	0.00	39,750.00
Leadership Training Day	0.00	0.00	2,250.00	0.00	2,250.00
Memberships	350.00	0.00	0.00	300.00	650.00
Office Rent	10,227.20	7,670.40	7,670.40	5,113.60	30,681.60
Online Materials (BBO)		0.00	0.00	1,577.31	1,577.31
Postage	700.00	700.00	700.00	700.00	2,800.00
Printing	1,000.00	1,000.00	1,000.00	1,000.00	4,000.00
Public Awareness	1,500.00	500.00	500.00	500.00	3,000.00
Recruitment	55.50	0.00	55.50	0.00	111.00
Staff Training	10,500.00	0.00	0.00	0.00	10,500.00
Supplies	750.00	750.00	750.00	750.00	3,000.00
Telecommunications	2,143.60	2,143.60	2,143.60	2,143.60	8,574.40
Travel	2,500.00	2,500.00	2,500.00	2,500.00	10,000.00
Volunteer Management	15,000.00	550.00	1,050.00	1,550.00	18,150.00
Programs Total	**60,589.80**	**101,133.58**	**107,309.50**	**72,007.71**	**341,040.59**
Management					
Advisory Board	100.00	100.00	100.00	700.00	1,000.00
Equipment	25.50	0.00	0.00	0.00	25.50

Kintera Processing Fees	2,500.00	0.00	0.00	0.00	2,500.00
Misc. Operating	162.50	162.50	162.50	162.50	650.00
Staff Training	2,750.00	0.00	0.00	0.00	2,750.00
Management Total	**5,538.00**	**262.50**	**262.50**	**862.50**	**6,925.50**
Fund Raising					
State Fund Raisers	6,400.00	91,409.50	34,240.00	47,950.00	179,999.50
Equipment	51.00	0.00	0.00	0.00	51.00
Office Rent	2,056.80	1,542.60	1,542.60	1,028.40	6,170.40
Staff Training	3,000.00	0.00	0.00	0.00	3,000.00
Stewardship	350.00	4,350.00	4,850.00	2,350.00	11,900.00
Telecommunications	33.40	33.40	33.40	33.40	133.60
Travel	200.00	200.00	200.00	200.00	800.00
Fund Raising Total	**12,091.20**	**97,535.50**	**40,866.00**	**51,561.80**	**202,054.50**
TOTAL EXPENSES	**191,002.36**	**308,502.24**	**259,151.55**	**233,489.62**	**992,145.77**
			NET SURPLUS (LOSS)		**870.23**
CASH FLOW	(144,602.36)	117,297.76	(14,451.55)	42,626.38	870.23
				% SURPLUS	0%
				% FUNDRAISING	0.203654045
				% MANAGEMENT	0.006980325