

	2015/16 FINAL	2016/17 Budgeted Approved 6-16	2016/17 Budgeted Proposed 1-17	Variance 15/16 Final VS. Approved	Variance Approved 6-16 VS. Proposed 1- 17	Variance 15/16 Final VS. Proposed
Support and Revenue						
Campaign Results						
Local Campaign	\$1,636,023	\$1,350,000	\$1,350,000	(\$286,023)	\$0	(\$286,023)
Tri-State Unrestricted	\$1,034	\$0	\$0	(\$1,034)	\$0	(\$1,034)
Donor Designations In	\$239,385	\$200,000	\$200,000	(\$39,385)	\$0	(\$39,385)
Donor Designations Out	(\$15,110)	(\$15,000)	(\$15,000)	\$110	\$0	\$110
Less Provisions for Uncollectables	(\$69,678)	(\$60,000)	(\$60,000)	\$9,678	\$0	\$9,678
Total Campaign Results	\$1,791,654	\$1,475,000	\$1,475,000	(\$316,654)	\$0	(\$316,654)
Other Revenue						
Other Contributions (bequests, spec gift)	\$50,194	\$150,000	\$150,000	\$99,806	\$0	\$99,806
Youth Services grants/revenue	\$70,114	\$12,500	\$12,500	(\$57,614)	\$0	(\$57,614)
Search Contribution	\$32,000	\$0	\$0	(\$32,000)	\$0	(\$32,000)
Total Other Revenue	\$152,308	\$162,500	\$162,500	\$10,192	\$0	\$10,192
Events						
Sole Sisters (receipts)	\$352,790	\$275,000	\$275,000	(\$77,790)	\$0	(\$77,790)
Sole Sisters (expenses)	(\$52,297)	(\$50,000)	(\$50,000)	\$2,297	\$0	\$2,297
Comedy Night (receipts)	\$66,841	\$70,000	\$70,000	\$3,159	\$0	\$3,159
Comedy Night (expenses)	(\$14,157)	(\$20,000)	(\$20,000)	(\$5,843)	\$0	(\$5,843)
Golf (receipts)	\$0	\$85,000	\$85,000	\$85,000	\$0	\$85,000
Golf (expenses)	\$0	(\$35,000)	(\$35,000)	(\$35,000)	\$0	(\$35,000)
Net Event Income	\$353,177	\$325,000	\$325,000	(\$28,177)	\$0	(\$28,177)
CA Revenue						
Camp Guide	\$14,271	\$15,000	\$15,000	\$729	\$0	\$729
CA Office In-Kind	\$24,996	\$0	\$0	(\$24,996)	\$0	(\$24,996)
CA Campaign	\$2,445	\$0	\$0	(\$2,445)	\$0	(\$2,445)
CA Misc.	\$4,853	\$1,000	\$1,000	(\$3,853)	\$0	(\$3,853)
Total CA Income	\$46,565	\$16,000	\$16,000	(\$30,565)	\$0	(\$30,565)
Investment Income	\$26,050	\$10,000	\$10,000	(\$16,050)	\$0	(\$16,050)
Total Support and Revenue	\$2,369,754	\$1,988,500	\$1,988,500	(\$381,254)	\$0	(\$381,254)
Expenses						
Allocations & Board Designated						
Allocation Payments 7/1/16 to 1/31/17		\$150,000	\$0	\$150,000	(\$150,000)	\$0
Allocations to Agencies	\$1,168,085	\$725,000	\$725,000	(\$443,085)	\$0	(\$443,085)
Volunteer Center & 211	\$9,303	\$0	\$0	(\$9,303)	\$0	(\$9,303)
Earlychildhood council/Coordination	\$0	\$0	\$0	\$0	\$0	\$0
Special/Critical Grants	\$0	\$10,000	\$10,000	\$10,000	\$0	\$10,000
Total Allocations & Board Designated	\$1,177,388	\$885,000	\$735,000	(\$292,388)	(\$150,000)	(\$442,388)
Program/Operating/Depreciation						
UWG Program/Operating	\$752,835	\$799,806	\$807,806	\$46,971	\$8,000	\$54,971
Youth Program/Operating	\$114,911	\$38,207	\$38,207	(\$76,704)	\$0	(\$76,704)
CA Program/Operating	\$96,716	\$77,029	\$26,500	(\$19,687)	(\$50,529)	(\$70,216)
Depreciation	\$17,932	\$17,000	\$17,000	(\$932)	\$0	(\$932)
Total Program/Operating/Depreciation	\$982,394	\$932,042	\$889,513	(\$50,352)	(\$42,529)	(\$92,881)
Non-recurring items	\$133,449	\$10,000	\$10,000	(\$123,449)	\$0	(\$123,449)
Total Expenses	\$2,293,231	\$1,827,042	\$1,634,513	(\$466,189)	(\$192,529)	(\$658,718)
Increase (Decrease) Net Assets	\$76,523	\$161,458	\$353,987	\$84,935	\$192,529	\$277,464

	2015/16 FINAL Numbers	2016/17 Budgeted - Approved 6-16	2016/17 Budgeted - Proposed 1-17	Variance 15/16 Final VS. Approved	Variance Approved 6-16 VS. Proposed 1- 17	Variance 15/16 Final VS. Proposed
Program/Operating/Depreciation						
UWG Program Operating Expenses						
Salaries & Related Expenses	\$457,803	\$462,706	\$457,706	\$4,903	(\$5,000)	(\$97)
Outsourced Marketing	\$35,315	\$60,000	\$56,000	\$24,685	(\$4,000)	\$20,685
Outsourced Accounting	\$48,583	\$54,000	\$54,000	\$5,417	\$0	\$5,417
State & National Dues	\$26,478	\$31,000	\$31,000	\$4,522	\$0	\$4,522
Bank/brokerage/credit card fees	\$30,153	\$20,000	\$20,000	(\$10,153)	\$0	(\$10,153)
IT	\$20,699	\$22,000	\$28,000	\$1,301	\$6,000	\$7,301
Building Sale Expense		\$0	\$12,500	\$0	\$12,500	\$12,500
Occupancy	\$21,891	\$25,000	\$25,000	\$3,109	\$0	\$3,109
Audit Fees	\$12,500	\$18,000	\$18,000	\$5,500	\$0	\$5,500
Insurance	\$17,218	\$14,000	\$14,000	(\$3,218)	\$0	(\$3,218)
Office Equipment	\$13,741	\$13,500	\$12,000	(\$241)	(\$1,500)	(\$1,741)
Campaign Expenses	\$20,293	\$39,000	\$39,000	\$18,707	\$0	\$18,707
Marketing Expenses	\$15,479	\$8,500	\$8,500	(\$6,979)	\$0	(\$6,979)
Postage/Shipping	\$5,447	\$6,000	\$6,000	\$553	\$0	\$553
Office Supplies & Expenses	\$5,921	\$5,500	\$5,500	(\$421)	\$0	(\$421)
Telephone & Internet	\$7,086	\$6,400	\$6,400	(\$686)	\$0	(\$686)
Community Planning	\$2,086	\$2,500	\$2,500	\$414	\$0	\$414
Other Professional Services	\$1,287	\$2,000	\$2,000	\$713	\$0	\$713
Subscriptions/memberships	\$1,585	\$900	\$900	(\$685)	\$0	(\$685)
Conferences/Trainings	\$427	\$800	\$800	\$373	\$0	\$373
Misc	\$8,843	\$500	\$500	(\$8,343)	\$0	(\$8,343)
Board		\$5,000	\$5,000	\$5,000	\$0	\$5,000
Legal Fees		\$2,500	\$2,500	\$2,500	\$0	\$2,500
Total UWG Program/Operating Ex	\$752,835	\$799,806	\$807,806	\$46,971	\$8,000	\$54,971
Youth Programming Expenses						
Salaries & Related Expenses	\$60,813	\$25,167	\$25,167	(\$35,646)	\$0	(\$35,646)
Reading Champions	\$6,054	\$8,040	\$8,040	\$1,986	\$0	\$1,986
JRUW		\$2,500	\$2,500	\$2,500	\$0	\$2,500
Youth Planning Council		\$2,500	\$2,500	\$2,500	\$0	\$2,500
JRB	\$8,875	\$0	\$0	(\$8,875)	\$0	(\$8,875)
Wiffle Ball	\$20,213	\$0	\$0	(\$20,213)	\$0	(\$20,213)
Safe Rides	\$5,000	\$0	\$0	(\$5,000)	\$0	(\$5,000)
Teen Pregnancy Task	\$625	\$0	\$0	(\$625)	\$0	(\$625)
Local Prevention	\$0	\$0	\$0	\$0	\$0	\$0
Other YSC Expenses	\$13,331	\$0	\$0	(\$13,331)	\$0	(\$13,331)
Total Youth Programming Expense	\$114,911	\$38,207	\$38,207	(\$76,704)	\$0	(\$76,704)
CA Program/Operating Expenses						
Salaries & Related Expenses	\$44,774	\$48,029	\$24,000	\$3,255	(\$24,029)	(\$20,774)
Consultant	\$18,480	\$24,000	\$0	\$5,520	(\$24,000)	(\$18,480)
Miscellaneous CA	\$6,665	\$5,000	\$2,500	(\$1,665)	(\$2,500)	(\$4,165)
Office Space In Kind	\$12,500	\$0	\$0	(\$12,500)	\$0	(\$12,500)
Website	(\$49)	\$0	\$0	\$49	\$0	\$49
Prof Fees	\$1,850	\$0	\$0	(\$1,850)	\$0	(\$1,850)
Total CA Program Expenses	\$84,220	\$77,029	\$26,500	(\$7,191)	(\$50,529)	(\$57,720)
Depreciation Expense	\$17,932	\$17,000	\$17,000	(\$932)	\$0	(\$932)
Non-Recurring Items						
Restructuring	\$25,199	\$10,000	\$10,000	(\$15,199)	\$0	(\$15,199)
Director Search	\$53,250	\$0	\$0	(\$53,250)	\$0	(\$53,250)
Web Design & Brand Launch	\$40,500	\$0	\$0	(\$40,500)	\$0	(\$40,500)
Accounting Software Transition	\$14,500	\$0	\$0	(\$14,500)	\$0	(\$14,500)
Total Non-Recurring Items	\$133,449	\$10,000	\$10,000	(\$123,449)	\$0	(\$123,449)
Total Expenses	\$1,103,347	\$942,042	\$899,513	(\$161,305)	(\$42,529)	(\$203,834)
Salary Comparison	\$563,390	\$535,902	\$506,873	(\$27,488)	(\$29,029)	(\$56,517)