

Program/Operating/Depreciation UWG Operating Expenses	2016/17 YTD Actuals as of March '17	2016/17 Budgeted - Approved 1-17	2017/18 Proposed Budget	Variance Proposed VS 16/17 Approved	Variance Approved 16/17 VS. 16/17 March Actual	Variance Proposed VS. 16/17 March	Comments
Salaries & Related Expenses	\$310,142	\$417,644	\$416,137	(\$1,507)	\$107,502	\$105,995	Flat - it does include possible 2% increase. Variance by 6/30/17 runs out to (\$12k). 2% of \$457k is \$9k.
Outsourced Marketing	\$40,500	\$56,000	\$54,000	(\$2,000)	\$15,500	\$13,500	Flat
Outsourced Accounting	\$46,145	\$54,000	\$60,000	\$6,000	\$7,855	\$13,855	DIP & accounting more complex
State & National Dues	\$19,450	\$31,000	\$31,000	\$0	\$11,550	\$11,550	Flat
Bank/brokerage/credit card fees	\$10,709	\$20,000	\$20,000	\$0	\$9,291	\$9,291	May be able to adjust lower - need to wait until Sole Sisters charges are all run and billed (also, BRF may alter this)
IT	\$29,874	\$28,000	\$12,000	(\$16,000)	(\$1,874)	(\$17,874)	Cloud = \$600/yr; RE in Cloud = \$5900/yr; budgeting 12 hours of normal service calls @ \$165/hr; PLUS 12 hours of service @ \$165/hr to move our switch, set up computers, etc at new location (plus small cushion of \$1500)
Building Sale Expense	\$4,582	\$12,500	\$7,500	(\$5,000)	\$7,918	\$2,918	Moving estimate currently is approx \$4,000 - any other possible expenses here?
Occupancy	\$21,151	\$25,000	\$35,000	\$10,000	\$3,849	\$13,849	Budgeting for: rent for 3 mos- July, Aug, Sept (@ \$7750 per mo); 3 mos occupancy costs @ \$1500/mo; Totals \$27750 - Rent New space for 9 months - Includes Storage facility for items unable to store on site.
Audit Fees	\$11,200	\$18,000	\$18,000	\$0	\$6,800	\$6,800	Flat
Insurance	\$11,019	\$14,000	\$14,000	\$0	\$2,981	\$2,981	Flat - will get revised cost once we move and no longer have insurance associated with building
Office Equipment	\$3,997	\$12,000	\$7,000	(\$5,000)	\$8,003	\$3,003	New equipment leases
Campaign Expenses	\$26,383	\$39,000	\$39,000	\$0	\$12,617	\$12,617	Flat - mailings, T'vill dinner, marketing collateral, annual report
Marketing Expenses	\$2,329	\$8,500	\$8,500	\$0	\$6,171	\$6,171	Flat - ads, Ffld County Look, Mofly, photography at events
Postage/Shipping	\$5,410	\$6,000	\$6,500	\$500	\$590	\$1,090	Mailings (\$500 added to cover possible "We've Moved" mailer)
Office Supplies & Expenses	\$5,615	\$5,500	\$5,500	\$0	(\$115)	(\$115)	Flat
Telephone & Internet	\$4,874	\$6,400	\$6,700	\$300	\$1,526	\$1,826	Vendor increase in monthly rate
Other Professional Services	\$2,078	\$2,000	\$2,000	\$0	(\$78)	(\$78)	Flat
Subscriptions/memberships	\$458	\$900	\$900	\$0	\$442	\$442	Flat
Conferences/Trainings	\$1,886	\$800	\$800	\$0	(\$1,086)	(\$1,086)	Flat
Misc	\$125	\$500	\$500	\$0	\$375	\$375	Flat
Board	\$4,011	\$5,000	\$10,000	\$5,000	\$989	\$5,989	includes 6 tix to events + golf foursome\$2800)
Legal Fees	\$879	\$2,500	\$2,500	\$0	\$1,621	\$1,621	Flat
Total UWG Program/Operating Expenses	\$562,817	\$765,244	\$757,537	(\$7,707)	\$202,427	\$194,720	

Community Planning Program Expenses

Salaries & Related Expenses	\$26,968	\$40,062	\$38,820	(\$1,242)	\$13,094	\$11,852	Includes assumption of 2% for Sr Prog. Manager
Community Planning	\$2,291	\$2,500	\$2,500	\$0	\$209	\$209	Needs Assessment Reprints
Total Community Planning Program Expenses	\$29,259	\$42,562	\$41,320	(\$1,242)	\$13,303	\$12,061	
Youth Impact Programs Core Program & Support Expenses							
Salaries & Related Expenses	\$16,780	\$25,167	\$22,353	(\$2,814)	\$8,387	\$5,573	Includes assumption of 2% for RC Coord only - Salaries are for RC and GJrUW coordinators (10 months) & 5% of SR. Program Manager time to YPC
Reading Champions Operating Expense	\$3,692	\$8,040	\$7,500	(\$540)	\$4,348	\$3,808	Flat
JRUW	\$256	\$2,500	\$2,500	\$0	\$2,244	\$2,244	Flat
Youth Planning Council	\$0	\$2,500	\$2,500	\$0	\$2,500	\$2,500	Flat
Total Youth Impact Programs Expenses	\$20,728	\$38,207	\$34,853	(\$3,354)	\$17,479	\$14,125	
HSTS Core Program & Support Expenses							
Salaries & Related Expenses	\$16,799	\$24,000	\$25,000	\$1,000	\$7,201	\$8,201	Formerly Community Answers Assumes 2% increase for program coordinator plus other staff doing CA work
Miscellaneous	\$891	\$2,500	\$2,500	\$0	\$1,609	\$1,609	Flat - town cards, etc
Total HSTS Program Expenses	\$17,690	\$26,500	\$27,500	\$1,000	\$8,810	\$9,810	
Depreciation Expense	\$13,448	\$17,000	\$17,000	\$0	\$3,552	\$3,552	Flat
Non-Recurring Items							
Restructuring	\$0	\$10,000	\$5,000	(\$5,000)	\$10,000	\$5,000	50% of previous
Strategic Retreat	\$0	\$0	\$7,500	\$7,500	\$0	\$7,500	
Total Non-Recurring Items	\$0	\$10,000	\$12,500	\$2,500	\$10,000	\$12,500	
Total Expenses	\$614,683	\$856,951	\$890,710	\$33,759	\$242,268	\$276,027	
Operating Salary Comparison	\$310,142	\$417,644	\$416,137	(\$1,507)	\$107,502	\$105,995	
Program Salary Comparison	\$60,547	\$89,229	\$86,173	(\$3,056)	\$28,682	\$25,626	
Overall Salary Comparison	\$370,689	\$506,873	\$502,310	(\$4,563)	\$136,184	\$131,621	