

	2019/20 Proposed Budget June 2019	2018/19 Projected Final	2018/19 Approved Budget January 2019	Variance Proposed VS January 19 Approved	Comments - June 2019
<b>Support and Revenue</b>					
<b>Individual Giving Campaign Results</b>					
Individual Giving Local Campaign	\$1,100,000	\$1,056,464	\$1,065,000	\$35,000	Based on 17/18 & 18/19 trends
Individual Giving Donor Designations In	\$140,000	\$135,000	\$160,000	(\$20,000)	Based on 17/18 & 18/19 trends
Individual Giving Donor Designations Out	(\$15,000)	(\$7,500)	(\$15,000)	\$0	Historical data
Less Provisions for Uncollectable	(\$45,000)	(\$51,000)	(\$56,000)	\$11,000	Based on 17/18 Audited Financials & trends
<b>Total Campaign Results</b>	<b>\$1,180,000</b>	<b>\$1,132,964</b>	<b>\$1,154,000</b>	<b>\$26,000</b>	
<b>Other Revenue</b>					
Other Contributions (bequests, spec gifts , etc.)	\$10,000	\$9,814	\$10,000	\$0	
<b>Total Other Revenue</b>	<b>\$10,000</b>	<b>\$9,814</b>	<b>\$10,000</b>	<b>\$0</b>	
<b>Events</b>					
Sole Sisters (receipts)	\$275,000	\$335,898	\$275,000	\$0	
Sole Sisters (expenses)	(\$50,000)	(\$64,655)	(\$50,000)	\$0	
Comedy Night (receipts)	\$90,000	\$0	\$0	\$90,000	
Comedy Night (expenses)	(\$15,000)	\$0	\$0	(\$15,000)	
Gala (receipts)	\$0	\$349,670	\$325,000	(\$325,000)	
Gala (expenses)	\$0	(\$115,487)	(\$100,000)	\$100,000	
Golf (receipts)	\$90,000	\$90,000	\$90,000	\$0	Final Bill Estimate
Golf (expenses)	(\$40,000)	(\$40,000)	(\$40,000)	\$0	Final Bill Estimate
<b>Net Event Income</b>	<b>\$350,000</b>	<b>\$555,426</b>	<b>\$500,000</b>	<b>(\$150,000)</b>	
<b>CA Revenue</b>					
Camp Guide (receipts)	\$0	\$8,200	\$15,000	(\$15,000)	
Camp Guide (expenses)	\$0	(\$1,185)	(\$2,500)	\$2,500	
<b>Total CA Income</b>	<b>\$0</b>	<b>\$7,015</b>	<b>\$12,500</b>	<b>(\$12,500)</b>	

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<b>DI Revenue</b>					
Youth Impact Programs (Transfers from Temporarily Restricted)	\$28,000	\$85,000	\$21,000	\$7,000	Based on DeCruze recommendation
Youth Impact Programs (on-going fundraising)	\$110,000	\$20,000	\$90,000	\$20,000	
YIP - Restricted	(\$32,617)	(\$12,927)	\$0	(\$32,617)	
HSTS Program (Transfers from Temporarily Restricted)	\$133,054	\$67,563	\$119,303	\$13,751	Based on DeCruze recommendation
HSTS Program (on-going fundraising)	\$50,000	\$0	\$25,000	\$25,000	
HSTS Restricted	(\$50,000)	\$0	(\$25,000)	(\$25,000)	
ECAGS Program (Transfers from Temporarily Restricted)	\$408,378	\$354,279	\$400,905	\$7,473	Based on DeCruze recommendation
ECAGS Program (on-going fundraising)	\$250,000	\$44,000	\$50,000	\$200,000	
ECAGS - Restricted	(\$250,000)	(\$44,000)	(\$50,000)	(\$200,000)	
<b>Total DI Income</b>	<b>\$646,815</b>	<b>\$513,915</b>	<b>\$631,208</b>	<b>\$15,607</b>	
<b>Investment Income</b>	\$10,000	\$16,000	\$10,000	\$0	18/19 Based on 4/30 results
<b>Board Designated Reserve Fund</b>	\$86,429	\$180,154	\$82,250	\$4,179	18/19 results based on 4/30. Only transfer \$82,250 per BDRF rules. 19/20 Based on 3.5% net of expense on fund balance of \$2,469,389 as of 5/29/19
<b>Total Investment Income</b>	<b>\$96,429</b>	<b>\$196,154</b>	<b>\$92,250</b>	<b>\$4,179</b>	
<b>Total Support and Revenue</b>	<b>\$2,283,244</b>	<b>\$2,415,288</b>	<b>\$2,399,958</b>	<b>(\$116,714)</b>	
<b>Expenses</b>					
<b>Grants &amp; Board Designated</b>					
Grants to Agencies	\$950,000	\$931,500	\$900,000	\$50,000	Potentially \$931,500 to be given out in 18/19
Special/Critical Grants	\$5,000	\$0	\$5,000	\$0	
<b>Total Allocations &amp; Board Designated</b>	<b>\$955,000</b>	<b>\$931,500</b>	<b>\$905,000</b>	<b>\$50,000</b>	

	2019/20 Proposed Budget June 2019	2018/19 Projected Final	2018/19 Approved Budget January 2019	Variance Proposed VS January 19 Approved	Comments - June 2019
<b>Program/Operating/Depreciation</b>					
UWG Operating	\$761,496	\$656,699	\$684,853	\$76,643	
Community Planning Program	\$81,039	\$14,815	\$15,515	\$65,524	
Youth Impact Program	\$105,383	\$92,073	\$89,180	\$16,203	
HSTS Program	\$133,054	\$67,563	\$69,040	\$64,014	
ECAGS Program	\$408,378	\$354,279	\$383,905	\$24,473	
Depreciation	\$4,000	\$4,000	\$4,000	\$0	
<b>Total Program/Operating/Depreciation</b>	<b>\$1,493,350</b>	<b>\$1,189,429</b>	<b>\$1,246,493</b>	<b>\$246,857</b>	
<b>Non-recurring items</b>	\$0	\$0	\$0	\$0	
<b>Total Operating Expenses (including Depreciation &amp; Non-recurring)</b>	<b>\$765,496</b>	<b>\$660,699</b>	<b>\$688,853</b>	<b>\$76,643</b>	
<b>Total Program Expenses</b>	<b>\$1,682,854</b>	<b>\$1,460,230</b>	<b>\$1,462,640</b>	<b>\$220,214</b>	
<b>Total Expenses</b>	<b>\$2,448,350</b>	<b>\$2,120,929</b>	<b>\$2,151,493</b>	<b>\$296,857</b>	
<b>Increase (Decrease) Net Assets</b>	<b>(\$165,106)</b>	<b>\$294,359</b>	<b>\$248,465</b>	<b>(\$413,571)</b>	18/19 Projected includes \$97k+ over budgeted results of BDRF and \$6K in investment income
<b>YIP Income</b>	<b>\$105,383</b>	<b>\$92,073</b>	<b>\$111,000</b>	<b>(\$5,617)</b>	
<b>YIP Expense</b>	<b>\$105,383</b>	<b>\$92,073</b>	<b>\$89,180</b>	<b>\$16,203</b>	
<b>YIP +/-</b>	<b>\$0</b>	<b>\$0</b>	<b>\$21,820</b>	<b>(\$21,820)</b>	
<b>HSTS Income</b>	<b>\$133,054</b>	<b>\$67,563</b>	<b>\$119,303</b>	<b>\$13,751</b>	
<b>HSTS Expense</b>	<b>\$133,054</b>	<b>\$67,563</b>	<b>\$69,040</b>	<b>\$64,014</b>	
<b>HSTS +/-</b>	<b>\$0</b>	<b>\$0</b>	<b>\$50,263</b>	<b>(\$50,263)</b>	
<b>ECAGS Income</b>	<b>\$408,378</b>	<b>\$354,279</b>	<b>\$400,905</b>	<b>\$7,473</b>	
<b>ECAGS Expense</b>	<b>\$408,378</b>	<b>\$354,279</b>	<b>\$383,905</b>	<b>\$24,473</b>	
<b>ECAGS +/-</b>	<b>\$0</b>	<b>\$0</b>	<b>\$17,000</b>	<b>(\$17,000)</b>	

Program/Operating/Depreciation UWG Operating Expenses	2019/20 Proposed Budget June 2019	2018/19 Projected Final	Variance Proposed vs Projected 19 Final	2018/19 Actual Budget January 2019	Comments - June 2019
Salaries & Related Expenses	\$464,496	\$460,000	\$4,496	\$436,025	Includes:3% increase to DR, JN & CR for 19/20, \$5k Office Manager position increase at hire
Outsourced Marketing	\$54,000	\$49,500	\$4,500	\$54,000	Flat
Outsourced Accounting	\$60,000	\$60,900	(\$900)	\$60,000	Flat
State & National Dues	\$31,000	\$25,000	\$6,000	\$31,000	Flat
Bank/brokerage/credit card fees	\$22,500	\$27,000	(\$4,500)	\$20,000	Adjusted based on 18/19 actuals
IT	\$10,000	\$14,371	(\$4,371)	\$10,000	Flat
Rent/Occupancy	\$84,000	\$9,925	\$74,075	\$17,500	End of "electric only" lease terms. \$6261.75 rent plus \$569.25 electric = \$6831/mo. Incl storage unit
Audit Fees	\$23,200	\$19,000	\$4,200	\$19,000	Increase of fee and one time GAAP nonprofit accounting compliance fee
Insurance	\$15,000	\$13,500	\$1,500	\$14,000	Slight rate increase
Office Equipment	\$7,500	\$8,500	(\$1,000)	\$7,000	New contract for copier due in Nov. 19
Campaign Expenses	\$39,000	\$25,000	\$14,000	\$39,000	Flat
Marketing Expenses	\$8,500	\$9,000	(\$500)	\$8,500	Flat
Postage/Shipping	\$6,500	\$3,500	\$3,000	\$6,500	Flat
Office Supplies & Expenses	\$5,500	\$5,500	\$0	\$5,500	Flat
Telephone & Internet	\$7,500	\$7,200	\$300	\$7,500	Flat
Other Professional Services	\$2,000	\$2,393	(\$393)	\$2,000	Flat
Subscriptions/memberships	\$900	\$210	\$690	\$900	Flat
Conferences/Trainings	\$1,000	\$200	\$800	\$1,000	Flat
Misc	\$500	\$600	(\$100)	\$500	Flat
Board Retreat	\$5,000	\$0	\$5,000	\$5,000	Flat
Board Cultivation	\$3,000	\$0	\$3,000	\$3,000	Flat
Board (Meetings, Gifts, Etc.)	\$7,000	\$7,200	(\$200)	\$7,000	Flat
Legal Fees	\$2,500	\$0	\$2,500	\$2,500	Flat

	2019/20 Proposed Budget June 2019	2018/19 Projected Final	Variance Proposed vs Projected 19 Final	2018/19 Actual Budget January 2019	Comments - June 2019
<b>Total UWG Program/Operating Expenses</b>	<b>\$860,596</b>	<b>\$748,499</b>	<b>\$112,097</b>	<b>\$757,425</b>	
Less Allocation to DIP Youth Cost Structure	\$29,400	\$29,400	\$0	\$26,164	
Less Allocation to DIP HSTS Cost Structure	\$22,900	\$15,600	\$7,300	\$10,687	
Less Allocation to DIP ECAGS Cost Structure	\$46,800	\$46,800	\$0	\$35,721	
<b>Total UWG Operating Expenses Post DI Allocatio</b>	<b>\$761,496</b>	<b>\$656,699</b>	<b>\$104,797</b>	<b>\$684,853</b>	
<b>Community Planning Program Expenses</b>					
Salaries & Related Expenses	\$18,539	\$13,015	\$5,524	\$13,015	Based on % of staff time estimate. 5% increase to RM
Needs Assessment Consultant	\$60,000	\$0	\$60,000	\$0	Help facilitate and enhance 2020 NA
Community Planning	\$2,500	\$1,800	\$700	\$2,500	Flat
<b>Total Community Planning Program Expenses</b>	<b>\$81,039</b>	<b>\$14,815</b>	<b>\$66,224</b>	<b>\$15,515</b>	
<b>Youth Impact Programs Core Program &amp; Support Expenses</b>					
DI of CI Salaries & Related Expenses	\$9,270	\$13,015	(\$3,745)	\$13,015	Based on % of staff time estimate. 5% increase to RM
Champions Salaries & Related Expenses	\$35,726	\$30,715	\$5,011	\$28,923	Adjusted based on 18/19 actuals. 3% increase to CM
JRUW Salaries & Related Expenses	\$10,987	\$10,987	\$0	\$4,578	Adjusted based on 18/19 actuals.
Fundraising Salaries			\$0		
Reading Champions Operating Expense	\$7,500	\$6,800	\$700	\$7,500	Flat
Champions Program Materials	\$7,500	\$0	\$7,500	\$4,000	Expansion of: Finance, Math, Summer
JRUW	\$2,500	\$900	\$1,600	\$2,500	Flat
Donor Communication & Social Media	\$1,000	\$0	\$1,000	\$1,000	Flat
Direct Fundraising Costs	\$1,500	\$256	\$1,244	\$1,500	Flat
<b>G UW Operating Expense Allocation</b>	<b>\$29,400</b>	<b>\$29,400</b>	<b>\$0</b>	<b>\$26,164</b>	Based on 18/19 run rate
<b>Total Youth Impact Programs Expenses</b>	<b>\$105,383</b>	<b>\$92,073</b>	<b>\$13,310</b>	<b>\$89,180</b>	

	2019/20 Proposed Budget June 2019	2018/19 Projected Final	Variance Proposed vs Projected 19 Final	2018/19 Actual Budget January 2019	Comments - June 2019
<b>HSTS Core Program &amp; Support Expenses</b>					
DI of CI Salaries & Related Expenses	\$27,809	\$17,083	\$10,726	\$17,353	Based on % of staff time estimate. 5% increase to RM Full year
Program Manager Salaries & Related Expenses Fundraising Salaries	\$54,845	\$25,000	\$29,845 \$0	\$25,000	
VisionLink Buildout	\$15,000	\$7,000	\$8,000	\$6,000	Includes possible expansion and customizations
VisionLink Seat Licenses	\$9,000	\$1,500	\$7,500	\$6,500	Includes Expansions
Miscellaneous	\$1,500	\$1,124	\$376	\$1,500	Flat
Donor Communication & Social Media	\$1,000	\$0	\$1,000	\$1,000	Flat
Direct Fundraising Costs	\$1,000	\$256	\$744	\$1,000	Flat
<b>GUW Operating Expense Allocation</b>	\$22,900	\$15,600	\$7,300	\$10,687	Based on 18/19 run rate plus 50%
<b>Total HSTS Program Expenses</b>	<b>\$133,054</b>	<b>\$67,563</b>	<b>\$65,491</b>	<b>\$69,040</b>	
<b>ECAGS Program/Operating Expenses</b>					
<b>PAT Program Costs*</b>					
PAT Affiliate Fee & Training	\$1,650	\$2,000	(\$350)	\$2,000	Ongoing affiliate fee
PAT Salary & Related Expenses	\$153,130	\$153,130	(\$17,870)	\$171,000	Based on 19/20 contract expectation
Admin & Supplies & Incidental Expenses	\$37,150	\$37,150	\$22,150	\$15,000	Based on 19/20 contract expectation
<b>Instructional Coach</b>					
Salary & Related Expense	\$73,770	\$54,000	\$19,770	\$54,000	Based on full year hire
Transportation & Incidentals	\$5,000	\$600	\$4,400	\$5,000	Flat
Early Childhood Expert	\$20,000	\$15,000	\$5,000	\$20,000	Flat
Contingency (10% of staff/supplies)	\$29,300	\$500	\$28,800	\$29,300	Flat
Dir of CI Salary & Benefits	\$37,078	\$43,384	(\$6,306)	\$43,384	Based on % of staff time estimate. 5% increase to RM
Donor Communication & Social Media	\$2,000	\$722	\$1,278	\$3,500	
Direct Fundraising Costs	\$2,500	\$993	\$1,507	\$5,000	
Fundraising Salaries			\$0		
<b>GUW Operating Expense Allocation</b>	\$46,800	\$46,800	\$0	\$35,721	Based on 18/19 run rate
<b>Total ECAGS Program Expenses</b>	<b>\$408,378</b>	<b>\$354,279</b>	<b>\$54,099</b>	<b>\$383,905</b>	

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Depreciation Expense	\$4,000	\$4,000	\$0	\$4,000	Flat
<b>Non-Recurring Items</b>					
<b>Total Non-Recurring Items</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	
Grants & Board Designated	\$955,000	\$931,500	\$23,500	\$905,000	
<b>Total Expenses</b>	<b>\$2,448,350</b>	<b>\$2,120,929</b>	<b>\$327,421</b>	<b>\$2,151,493</b>	
<b>Operating Salary Comparison</b>					
Operating Salary Comparison	\$464,496	\$460,000	\$4,496	\$436,025	
Program Salary Comparison	\$268,024	\$207,199	\$60,825	\$199,268	
Overall Salary Comparison	\$732,520	\$667,199	\$65,321	\$635,293	