

## Projected 2019 Budget

|                               | <b>FY 2019<br/>Budget</b> |
|-------------------------------|---------------------------|
| <b><u>Revenues</u></b>        |                           |
| MEMBERSHIP DUES               | 535,000                   |
| CORPORATE & BUSINESS SUPPORT  | 112,000                   |
| GIFTS & CONTRIBUTIONS         | 1,550,000                 |
| BEQUESTS                      | 100,000                   |
| INVESTMENT DISTRIBUTION       | 155,000                   |
| PROGRAM FEES INCOME           | 675,000                   |
| RENTAL INCOME                 | 8,000                     |
| TRAVEL FEES INCOME            | 130,000                   |
| GRANTS & CONTRACT             | 2,200,000                 |
| SALES                         | 980,000                   |
| MISCELLANEOUS INCOME          | 2,500                     |
| SPECIAL EVENTS                | 275,000                   |
| <b>Total Revenues</b>         | <b>6,722,500</b>          |
| <b><u>Expenses</u></b>        |                           |
| SALARIES                      | 3,200,000                 |
| TAX & BENEFITS                | 800,000                   |
| SUPPLIES                      | 50,000                    |
| EQUIPMENT EXPENSE             | 35,000                    |
| INSURANCE                     | 120,000                   |
| TELEPHONE                     | 45,000                    |
| UTILITIES & FUEL              | 90,000                    |
| PRINTING                      | 200,000                   |
| TRANSPORTATION                | 110,000                   |
| PROFESSIONAL FEES & CONTRACTS | 700,000                   |
| POSTAGE                       | 60,000                    |
| TRAVEL ACCOMMODATIONS         | 75,000                    |
| PROGRAM ACCOMMODATIONS        | 400,000                   |
| ADVERTISING EXPENSES          | 31,000                    |
| MAINTENANCE & REPAIR          | 90,000                    |
| INTEREST ON LINE OF CREDIT    | 5,000                     |
| RENT & TAXES                  | 35,000                    |
| COST OF SALES                 | 723,300                   |
| SPECIAL EVENTS                | 10,000                    |
| <b>Total Expenses</b>         | <b>6,779,300</b>          |
| <b>Excess (Deficit)</b>       | <b>(56,800)</b>           |