

Citizens League: FY 2008 Operating Budget

Budget Summary

	FY 2008 Budget	% of Total	FY '07- FY'08	FY 2007 Actual	% of Total	FY 2006 Audit	% of Total	Notes
Revenue								
Individuals								
Membership	110,000	11%	28%	85,664	7%	51,100	5%	2000 member goal achieved
Sponsorship	15,000	2%		0	0%	0	0%	
Annual Campaign	75,000	8%	-43%	131,080	11%	139,876	499%	
Cultivated Gift	200,000	20%		0	0%	0	0%	Significantly expanded individual campaign
Uncultivated Gift	-	0%		0	0%	0	0%	
Total individual	400,000	41%	85%	216,744	18%	190,976	19%	
Corporations/Institutions								
Membership	212,000	22%	11%	190,755	16%		0%	
Sponsorship	74,200	8%	40%	53,065	4%		0%	
Annual Campaign	-	0%		0	0%		0%	
Cultivated Contribution	20,000	2%			0%		0%	
Uncultivated Contribution	-	0%	-100%	320	0%	0	0%	
Total Corporations/Institutions	306,200	31%	25%	244,140	21%	739,958	74%	Enhanced corporate membership program
Foundations								
Membership	-	0%		0	0%	0	0%	
Sponsorship	93,000	10%	-56%	210,000	18%	28,016	3%	Poverty, and Regional Policy Conf. funding
Annual Campaign	-	0%		0	0%	0	0%	
Cultivated Contribution	150,000	15%	-69%	486,500	41%	0	0%	\$150,000 in operating support grants
Uncultivated Contribution	-	0%			0%	0	0%	
Total: Foundations	243,000	25%	-65%	696,500	59%	28,016	3%	
Other Income								
Endowment	11,500	1%	1%	11,401	1%	10,805	1%	
Event fees	11,750	1%	24%	9,482	1%	21,278	2%	
G/A Meetings	750	0%	7%	699	0%		0%	
Interest Income	500	0%	66%	301	0%		0%	
Publications	500	0%	99%	251	0%	4,453	0%	
Other revenue	-	0%		0	0%	592	0%	
Total: Other Income	25,000	3%	13%	22,134	2%	37,128	4%	
In-Kind Revenue	2,500	0%						
Total revenue	976,700	100%	-17%	1,179,518	100%	996,078	100%	Decline due to Temporarily Restricted Assets received in FY2007 or earlier.
Expenses								
Direct expense								
Salaries	442,093	36%	32%	334,262	30%	245,616	30%	
Health insurance, other benefits, taxes	93,648	8%	37%	68,409	6%	41,015	5%	
Subtotal salary and benefits	535,741	43%	33%	402,671	37%	286,631	35%	New communications and development staf
Contracted services (direct): subtotal	313,800	25%	-15%	369,099	33%	318,368	39%	MAP 150 project concludes
Computer services, web & technology	18,750	2%		0	0%	0	0%	
Printing, copying & supplies	39,300	3%		0	0%	0	0%	
Meeting expenses (food/bev)	56,511	5%		0	0%	0	0%	
Special events (other exp)	33,774	3%		0	0%	0	0%	
Mileage and out-of-office	1,200	0%		0	0%	0	0%	
Travel (out of Metro)	6,500	1%		0	0%	0	0%	
Postage & shipping	7,000	1%		0	0%	0	0%	
Other/Misc	10,500	1%		0	0%	0	0%	
Subtotal other direct expenses	173,535	14%	57%	110,397	83%	83,831	74%	
Subtotal direct expense	1,023,076	83%	16%	882,166	70%	688,830	74%	
G&A Expenses								
Accounting & audit	36,432	3%	-7%	39,012	4%	0	0%	
Computer services, web & technology	10,800	1%	-22%	13,805	1%	0	0%	
Depreciation & amortization	2,280	0%	15%	1,984	0%	9,327	1%	
Development	30,940	3%	-38%	50,085	5%			Diminished use of outside consultants
Equipment: purchases and repair	2,000	0%	-29%	2,829	0%	9,708	1%	
Equipment: rental	11,500	1%	0%	11,556	1%	0	0%	
Event/conference registration	1,200	0%		0	0%	0	0%	
Meeting expenses (G&A food/bev)	985	0%	-76%	4,165	0%	0	0%	Board meeting times moved
Insurance: non-employee related	1,500	0%	109%	716	0%	0	0%	Additional space leased
Interest: general	2,000	0%	-62%	5,224	0%	710	0%	Payoff of Nonprofit Assistance Fund loan
Legal fees	1,000	0%		0	0%	0	0%	
Membership dues	10,425	1%	6%	9,833	1%	3,355	0%	
Mileage and out-of-office	11,050	1%	-3%	11,374	1%	8,274	1%	
Miscellaneous expenses	4,000	0%	-2%	4,099	0%	20,643	3%	
Postage & shipping	4,250	0%	-27%	5,793	1%	3,663	0%	
Printing, copying & supplies	16,500	1%	-9%	18,180	2%	21,255	3%	
Rent, parking, other occupancy	46,592	4%	53%	30,489	3%	36,734	4%	New space leased
Staff development	3,000	0%		0	0%	0	0%	
Subscriptions/books	1,300	0%	-3%	1,339	0%	0	0%	
Telephone & telecommunications	7,000	1%	-2%	7,135	1%	11,450	1%	
Travel (out of Metro)	3,100	0%	5%	2,952	0%	3,000	0%	
Other	0	0%		0	0%	0	0%	
Subtotal G&A Expenses	207,854	17%	-6%	220,568	20%	128,119	16%	
In-kind expense	2,500	0%		0	0%	0	0%	
Total expense	1,233,430	100%	12%	1,102,735	100%	816,949	100%	
Net Income	(256,730)			76,783	7%	179,129	22%	
Released from Temporarily Restricted Assets	491,447							
Adjusted Net Income	234,717							

Notes:

- * 81% of expenses are for program delivery (9% for fund-raising, 10% for general management)
- * Funds released from Temporarily Restricted Assets include pledges and cash received counted on previous years' financial statements.
- * Allocation of sources/uses from 2006 Audit will be reconciled in FY 2007 Audit.
- * 2006 Corporate/Institutional income included foundation grants that have to be disaggregated.