

**Bea's Kids  
2016/2017 Budget  
(Draft)**

**Income**

**Contributions**

|                      |           |
|----------------------|-----------|
| Churches             | 2,500.00  |
| Government           | 10,000.00 |
| Corporate            | 10,000.00 |
| Ventana Apartments   | 8,600.00  |
| Residence at Midtown | 8,600.00  |
| Individuals          | 15,000.00 |
| Other                | 4,000.00  |

**Total Contributions** **58,700.00**

**Event Income** **25,000.00**

**Total Income** **\$83,700.00**

**Expenses**

**Payroll Expenses**

|                       |           |
|-----------------------|-----------|
| Executive Director    | 26,000.00 |
| Center Director 1     | 7,740.00  |
| Center Director 2     | 7,740.00  |
| Center Director 3     | 7,740.00  |
| Summer Contract Labor | 3,500.00  |
| Other Contract Labor  | 3,600.00  |
| Payroll Taxes         | 10,250.31 |

**Total Payroll Expenses** **66,570.31**

**General & Administrative**

|                                  |          |
|----------------------------------|----------|
| Insurance                        | 8,000.00 |
| Accounting Expenses (Intuit)     | 950.00   |
| Background Checks                | 100.00   |
| Other General and Administrative | 150.00   |
| Office Supplies                  | 1,000.00 |
| Bank Fees                        | 119.40   |
| Miscellaneous (Petty Cash, etc)  | 150.00   |

**Total General & Administrative** **10,469.40**

**Program Expenses**

|                           |          |
|---------------------------|----------|
| Center Supplies/Equipment | 750.00   |
| Snacks & Beverages        | 250.00   |
| Summer Program Expenses   | 1,700.00 |

**Total Program Expenses** **2,700.00**

**Utilities**

|              |        |
|--------------|--------|
| Internet     | 480.00 |
| Gas/Electric | 480.00 |

**Bea's Kids  
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(Draft)**

|                                             |                    |
|---------------------------------------------|--------------------|
| Alarm Monitoring                            | 984.00             |
| Telephone                                   | 240.00             |
| <b>Total Utilities</b>                      | <b>2,184.00</b>    |
| <b>Fundraising &amp; Special Events</b>     |                    |
| Facility Rental                             | 350.00             |
| Awards                                      | 120.00             |
| T-shirts                                    | 1,200.00           |
| 5K Timing System                            | 100.00             |
| DJ                                          | 75.00              |
| <b>Total Fundraising and Special Events</b> | <b>1,845.00</b>    |
| <b>Program Expenses</b>                     |                    |
| Food/snacks                                 | 1,000.00           |
| Activities                                  | 1,500.00           |
| Miscellaneous Expenses                      | 650.00             |
| <b>Total Program Expenses</b>               | <b>3,150.00</b>    |
| <b>Scholarship</b>                          | <b>500.00</b>      |
| <b>Total Expenses</b>                       | <b>\$86,918.71</b> |
| <b>Net Income</b>                           | <b>-\$3,218.71</b> |

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Cash Basis

# Metrocrest Chamber of Commerce Profit & Loss Budget vs. Actual

January through December 2016

|                                                | Jan - Dec 16      | Budget            | \$ Over Budget    | % of Budget   |
|------------------------------------------------|-------------------|-------------------|-------------------|---------------|
| <b>Ordinary Income/Expense</b>                 |                   |                   |                   |               |
| <b>Income</b>                                  |                   |                   |                   |               |
| 30200 • Renewals                               | 90,607.00         | 112,101.00        | -21,494.00        | 80.8%         |
| 30300 • New Members                            | 37,861.50         | 42,388.00         | -4,526.50         | 89.3%         |
| 30325 • New Account Processing Fee             | 1,125.00          | 1,800.00          | -675.00           | 62.5%         |
| 33000 • Master's Golf Tournament               | 10,675.75         | 30,000.00         | -19,324.25        | 35.6%         |
| 33100 • Expo Trade Fair                        | 18,185.00         | 22,615.00         | -4,430.00         | 80.4%         |
| 33175 • Women's Business Conference            | 7,600.00          |                   |                   |               |
| 33200 • General Membership                     |                   |                   |                   |               |
| 33203 • GML- New Teacher Luncheon              |                   |                   |                   |               |
| 33203B • Bush Elementary                       | 2,708.34          |                   |                   |               |
| 33203 • GML- New Teacher Luncheon - Other      | 14,795.00         |                   |                   |               |
| <b>Total 33203 • GML- New Teacher Luncheon</b> | <b>17,503.34</b>  |                   |                   |               |
| 33205 • GML                                    | 3,730.00          |                   |                   |               |
| 33207 • Congressional Update                   | 425.00            |                   |                   |               |
| 33208 • Mayor's Forum                          | 4,900.00          |                   |                   |               |
| 33209 • GBC/GML                                | 60.00             |                   |                   |               |
| 33211 • Leadership Graduation Luncheon         | 1,405.00          |                   |                   |               |
| 33212 • Addison Economic Development Lu        | 2,550.00          |                   |                   |               |
| 33200 • General Membership - Other             | 1,395.00          | 35,175.00         | -33,780.00        | 4.0%          |
| <b>Total 33200 • General Membership</b>        | <b>31,968.34</b>  | <b>35,175.00</b>  | <b>-3,206.66</b>  | <b>90.9%</b>  |
| 33206 • Womens Business Forum                  | 15,821.50         | 13,500.00         | 2,321.50          | 117.2%        |
| 33213 • Business For Breakfast                 | 405.00            |                   |                   |               |
| 33401 • Sponsorships                           | 19,822.48         |                   |                   |               |
| 33425 • Women's Business Forum Conf.           | 10,200.00         | 25,000.00         | -14,800.00        | 40.8%         |
| 33450 • Workshops Income                       | 1,875.00          | 4,000.00          | -2,125.00         | 46.9%         |
| 33475 • Website Sponsorship                    | 0.00              | 0.00              | 0.00              | 0.0%          |
| 340 • Ambassadors                              | 450.00            |                   |                   |               |
| 34100 • Leadership                             | 18,120.00         | 18,000.00         | 120.00            | 100.7%        |
| 34550 • Young Professionals                    | 0.00              | 750.00            | -750.00           | 0.0%          |
| 36000 • Seminars                               | 80.00             |                   |                   |               |
| 36500 • Interest                               | 95.65             | 91.45             | 4.20              | 104.6%        |
| 37300 • Certificate of Origin                  | 1,500.00          | 2,600.00          | -1,100.00         | 57.7%         |
| 37500 • Economic Development                   | 49,875.12         | 51,000.12         | -1,125.00         | 97.8%         |
| 38000 • Newsletter Sponsorship                 | 0.00              | 1,200.00          | -1,200.00         | 0.0%          |
| 38100 • Membership Directory                   | 0.00              | 36,000.00         | -36,000.00        | 0.0%          |
| 38400 • Annual Banquet                         | 16,160.00         | 24,000.00         | -7,840.00         | 67.3%         |
| 49900 • Uncategorized Income                   | 8,409.18          |                   |                   |               |
| <b>Total Income</b>                            | <b>340,836.52</b> | <b>420,220.57</b> | <b>-79,384.05</b> | <b>81.1%</b>  |
| <b>Gross Profit</b>                            | <b>340,836.52</b> | <b>420,220.57</b> | <b>-79,384.05</b> | <b>81.1%</b>  |
| <b>Expense</b>                                 |                   |                   |                   |               |
| 40300 • Bank & Credit Card Expenses            | 3,782.76          | 4,200.00          | -417.24           | 90.1%         |
| 40500 • Accounting/Legal                       | 18,218.00         | 1,390.00          | 16,828.00         | 1,310.6%      |
| 40600 • Liability Insurance                    |                   |                   |                   |               |
| 40620 • D & O Insurance                        | 158.63            |                   |                   |               |
| 40650 • Insurance/Business Owner's             | 4,069.40          |                   |                   |               |
| 40600 • Liability Insurance - Other            | 1,891.65          | 4,549.16          | -2,657.51         | 41.6%         |
| <b>Total 40600 • Liability Insurance</b>       | <b>6,119.68</b>   | <b>4,549.16</b>   | <b>1,570.52</b>   | <b>134.5%</b> |
| 40700 • Automobile                             | 6.00              |                   |                   |               |
| 40800 • Office Supplies                        | 2,611.21          | 2,400.00          | 211.21            | 108.8%        |
| 40849 • Office Lease                           |                   |                   |                   |               |
| 40850 • Base Rent                              | 35,200.95         | 34,910.04         | 290.91            | 100.8%        |
| 40856 • Copies                                 | 0.00              | 0.00              | 0.00              | 0.0%          |
| 40849 • Office Lease - Other                   | 0.00              | 50.00             | -50.00            | 0.0%          |
| <b>Total 40849 • Office Lease</b>              | <b>35,200.95</b>  | <b>34,960.04</b>  | <b>240.91</b>     | <b>100.7%</b> |
| 40870 • A/P-Economic Dev.                      | 163.67            |                   |                   |               |
| 40890 • Amortization of Website                | 1,080.84          | 0.00              | 1,080.84          | 100.0%        |
| 40900 • Equipment Rental & Maint.              | 4,384.69          | 2,918.88          | 1,465.81          | 150.2%        |
| 41000 • Dues & Subscriptions                   | 667.90            | 1,628.95          | -961.05           | 41.0%         |
| 41310 • Utilities/Electric                     | 9,472.96          | 9,936.00          | -463.04           | 95.3%         |
| 41311 • Gas                                    | 1,037.33          |                   |                   |               |
| 41312 • Phone/Internet                         | 4,056.13          | 4,486.08          | -429.95           | 90.4%         |
| 41313 • Trash Pick-up Service                  | 608.55            |                   |                   |               |
| 41315 • Janitorial                             | 2,090.00          | 2,280.00          | -190.00           | 91.7%         |
| 41316 • Utilities-Water                        | 150.00            |                   |                   |               |
| 41400 • Postage                                | 911.94            | 4,800.00          | -3,888.06         | 19.0%         |
| 41600 • Community Support                      | 876.25            | 1,500.00          | -623.75           | 58.4%         |
| 41700 • Advertising                            | 878.00            |                   |                   |               |
| 41900 • Property Taxes                         | 0.00              | 76.99             | -76.99            | 0.0%          |
| 42000 • Computer Expenses                      | 5,893.37          | 6,750.00          | -856.63           | 87.3%         |
| 42050 • Website Expense                        | 2,789.00          | 6,000.00          | -3,211.00         | 46.5%         |
| 42100 • Marketing Expense                      | 1,954.04          | 800.00            | 1,154.04          | 244.3%        |
| 42500 • Interest Expense                       | 886.34            |                   |                   |               |
| 42525 • Moving Exp.                            | 1,140.50          |                   |                   |               |

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Cash Basis

# Metrocrest Chamber of Commerce Profit & Loss Budget vs. Actual

January through December 2016

|                                         | Jan - Dec 16      | Budget            | \$ Over Budget    | % of Budget    |
|-----------------------------------------|-------------------|-------------------|-------------------|----------------|
| 44500 • Contract Labor                  | 30,700.50         | 51,600.00         | -20,899.50        | 59.5%          |
| 44600 • Mileage                         | 0.00              | 2,400.00          | -2,400.00         | 0.0%           |
| 45100 • Wages                           | 117,898.28        | 123,166.68        | -5,278.40         | 95.7%          |
| 45150 • Car Allowance                   | 2,100.00          | 3,600.00          | -1,500.00         | 58.3%          |
| 45200 • Payroll Taxes                   | 9,409.88          | 10,429.05         | -1,019.17         | 90.2%          |
| 45500 • Retirement                      | 750.00            | 3,900.00          | -3,150.00         | 19.2%          |
| 45600 • Business Promotion              | 481.87            | 1,800.00          | -1,318.13         | 26.8%          |
| 45700 • Management Training             | 1,503.28          | 5,000.00          | -3,496.72         | 30.1%          |
| 45800 • Employee Insurance              | 8,449.41          | 10,200.00         | -1,750.59         | 82.8%          |
| 45810 • Employees Life Insurance        | 171.16            |                   |                   |                |
| 46000 • Worker's Comp                   | 294.50            | 522.12            | -227.62           | 56.4%          |
| 51100 • Golf Tourm.                     | -1,592.02         | 12,700.00         | -14,292.02        | -12.5%         |
| 51300 • *Annual Banquet                 | 10,344.15         | 15,000.00         | -4,655.85         | 69.0%          |
| 52000 • Gen. Membership                 |                   |                   |                   |                |
| 52003 • Educator Appreciation Luncheon  | 10,536.42         |                   |                   |                |
| 52003B • Educator Appreciation (BUSH)   | 2,859.70          |                   |                   |                |
| 52008 • Mayor's Forum                   | 3,672.55          |                   |                   |                |
| 52009 • GBC/GML                         | 3,599.27          |                   |                   |                |
| 52000 • Gen. Membership - Other         | 4,424.60          | 33,100.00         | -28,675.40        | 13.4%          |
| <b>Total 52000 • Gen. Membership</b>    | <b>25,092.54</b>  | <b>33,100.00</b>  | <b>-8,007.46</b>  | <b>75.8%</b>   |
| 52006 • Women's Business Forum          | 5,714.97          | 10,000.00         | -4,285.03         | 57.1%          |
| 52300 • Metrocrest Conn.                | 33.00             |                   |                   |                |
| 52600 • Bus. After Hours                | 0.00              | 250.00            | -250.00           | 0.0%           |
| 52800 • Membership Sales                | 60.03             |                   |                   |                |
| 52900 • Ambassador Program              | 985.23            | 550.00            | 435.23            | 179.1%         |
| 53000 • Expo Trade F                    | 4,307.63          | 5,500.00          | -1,192.37         | 78.3%          |
| 53100 • Executive/Board of Dir          | 484.01            | 1,000.00          | -515.99           | 48.4%          |
| 53212 • Addison Economic Development Lu | 34.43             |                   |                   |                |
| 53300 • Open House                      | 42.12             |                   |                   |                |
| 53425 • Women's Business Forum Conferen | 19,486.40         | 14,000.00         | 5,486.40          | 139.2%         |
| 53450 • Workshops Expense               | 0.00              | 1,100.00          | -1,100.00         | 0.0%           |
| 54100 • Leadership/Main                 | 3,302.03          | 3,500.00          | -197.97           | 94.3%          |
| 54550 • Young Professionals Expense     | 58.10             |                   |                   |                |
| 55000 • Members Directory               | 0.00              | 15,500.00         | -15,500.00        | 0.0%           |
| 56300 • Chairman's Council              | 2,978.06          | 3,500.00          | -521.94           | 85.1%          |
| 56500 • Communications                  | 38.24             |                   |                   |                |
| <b>Total Expense</b>                    | <b>348,097.91</b> | <b>416,993.95</b> | <b>-68,896.04</b> | <b>83.5%</b>   |
| <b>Net Ordinary Income</b>              | <b>-7,261.39</b>  | <b>3,226.62</b>   | <b>-10,488.01</b> | <b>-225.0%</b> |
| <b>Net Income</b>                       | <b>-7,261.39</b>  | <b>3,226.62</b>   | <b>-10,488.01</b> | <b>-225.0%</b> |

**Metrocrest Community Clinic  
2017 Budget**

|                                       | <b>Total</b>       |
|---------------------------------------|--------------------|
| <b>Payroll Expenses</b>               |                    |
| Taxes                                 | \$ 19,887          |
| Wages                                 | \$ 222,780         |
| <b>Total Payroll Expenses</b>         | <b>242,447</b>     |
| Payroll Processing Fee                | \$ 600             |
| Payroll Taxes                         | \$ -               |
| Postage and Delivery                  | \$ 150             |
| Printing Supplies                     | \$ 2,000           |
| Professional Fees                     | \$ 6,500           |
| Professional Services - Doctor        | \$ 242,460         |
| Reimbursements                        | \$ 100             |
| Rent & Utilities                      | \$ 2,840           |
| Telephone                             | \$ 14,100          |
| Travel                                | \$ 500             |
| Travel Meals                          | \$ 300             |
| Volunteer Expenses                    | \$ 1,000           |
| Net assets released from restrictions | \$ -               |
| <b>In-Kind Expense</b>                |                    |
| Clinic Supplies                       | \$ -               |
| Medical Lab                           | \$ 50,708          |
| Pharmaceuticals                       | \$ 548,588         |
| Rent & Utilities                      | \$ 36,234          |
| Volunteer Services                    | \$ 50,183          |
| <b>In-Kind Expense subtotal</b>       | <b>685,694</b>     |
| <b>Total Expenses</b>                 | <b>1,837,685</b>   |
| <b>Net Income</b>                     | <b>\$ (35,781)</b> |

**Metrocrest Services**  
**Fiscal Year 2017 Budget**  
October 2016 to September 2017

|  |                                        | FY 2017<br>Budget |
|--|----------------------------------------|-------------------|
|  | <b>Income</b>                          |                   |
|  | 40-000 · RESTRICTED GRANTS\DONATIONS   | 1,057,954         |
|  | 42-000 · UNRESTRICTED GRANTS\DONATIONS | 1,117,599         |
|  | 43-000 · IN-KIND CONTRIBUTIONS         | 2,002,224         |
|  | 44-000 · RETAIL SALES                  | 605,131           |
|  | 45-000 · PROGRAM FEES                  | 63,000            |
|  | 46-000 · SPECIAL EVENTS                | 190,000           |
|  | 49-000 · MISCELLANEOUS INCOME          | 1,344             |
|  | <b>Total Income</b>                    | <b>5,037,252</b>  |
|  | <b>Gross Profit</b>                    | <b>5,037,252</b>  |
|  | <b>Expense</b>                         |                   |
|  | 60-000 · SALARIES & WAGES              | 1,367,526         |
|  | 61-000 · PAYROLL TAXES                 | 97,744            |
|  | 62-000 · FRINGE BENEFITS               | 215,713           |
|  | 63-000 · CONTRACTED SERVICES           | 68,748            |
|  | 64-000 · SUPPLIES GENERAL              | 55,674            |
|  | 65-000 · POSTAGE/SHIPPING              | 44,995            |
|  | 66-000 · VEHICLE EXPENSE               | 137,249           |
|  | 68-000 · PROGRAM SPECIFIC COST         | 603,518           |
|  | 69-000 · IN-KIND EXPENSES              | 2,002,224         |
|  | 72-000 · OCCUPANCY COSTS               | 238,101           |
|  | 73-000 · TELEPHONE & INTERNET          | 18,960            |
|  | 74-000 · EQUIPMENT COST                | 28,922            |
|  | 79-000 · DEPRECIATION EXPENSE          | 49,920            |
|  | 81-000 · BUSINESS INSURANCE            | 17,964            |
|  | 83-000 · MARKETING                     | 60,511            |
|  | 85-000 · BANK & CREDIT CARD FEES       | 16,800            |
|  | 89-000 · OTHER                         | 6,820             |
|  | <b>Total Expense</b>                   | <b>5,031,389</b>  |
|  | <b>Net Income</b>                      | <b>5,863</b>      |

**The Family Place  
2017 Budget Summary**

| <u>Description</u>                     | <u>2017<br/>Budget</u> |
|----------------------------------------|------------------------|
| Contributions                          | \$1,902,737            |
| Foundation Grants                      | 1,617,950              |
| Special Events                         | 2,098,000              |
| United Way                             | 884,962                |
| Government Grants                      | 4,706,806              |
| Program Fees                           | 206,268                |
| Resale Shop Revenue                    | 820,369                |
| Investment Income                      | 62,841                 |
| <u>Misc. Revenue and Memberships</u>   | <u>19,215</u>          |
| <b>Total Support and Revenue</b>       | <b>12,319,148</b>      |
| Salaries                               | 7,296,743              |
| Employee Benefits                      | 927,913                |
| Payroll Taxes                          | 608,656                |
| Professional Fees and Services         | 650,264                |
| Office Expenses and Telecommunications | 396,804                |
| Agency Occupancy                       | 1,287,350              |
| Printing, Postage and Public Relations | 82,730                 |
| Transportation                         | 50,147                 |
| Conferences and Meetings               | 79,846                 |
| Client Assistance                      | 1,042,230              |
| Insurance                              | 87,854                 |
| <u>Misc. Expense and Awards</u>        | <u>5,815</u>           |
| <b>Total Expenses</b>                  | <b>12,516,352</b>      |
| <b>Operating Surplus/(Deficit)</b>     | <b>\$ (197,204)</b>    |