

PROPOSED 2021 BUDGET

<u>SOURCES OF INCOME</u>	ACTUAL	ACTUAL	TO-DATE	PROPOSED	Notes
	2019	2020	2021	2022	
Miami Chapter	\$1,618	\$3,768	\$0	\$0	
Direct Mail	\$137,467	\$108,370	\$104,480	\$135,000	add annual digital campaign
Earmarked Gifts	\$269,479	\$359,171	\$471,759	\$550,000	
Endowment interest	\$351,414	\$630,000	\$666,600	\$350,000	*meet with WT to get a sense of 2022 forecast
Estates	\$115,875	\$260,530	\$981,341	\$200,000	Received \$650K estate
Evangelical Outreach	\$9,579	\$0	\$0	\$0	
Foundations	\$281,500	\$818,221	\$130,000	\$350,000	
General	\$170,994	\$239,214	\$247,088	\$250,000	
Jerusalem Friends of Alyn (JFA)	\$0	\$19	\$0	\$0	
Mitzvah of Love Projects	\$340	\$0	\$5,586	\$12,000	
Tributes	\$20,684	\$26,332	\$87,615	\$35,000	donations in m/o Howard Reiter and Charles Dimston
Wheels of Love	\$1,787,054	\$1,173,028	\$1,429,549	\$1,600,000	
ALYN Active	\$14,139	\$79,368	\$43,843	\$50,000	
Bricks of Love		\$53,900	\$2,100	\$18,000	
2020 Resilience Camp		\$43,522			
Programs (Events)		\$17,794		\$150,000	Gala or other campaign
	\$3,160,143	\$3,813,237	\$4,167,861	\$3,700,000	

<u>EXPENSE CATEGORIES</u>	ACTUAL	ACTUAL	TO DATE	PROPOSED	
	2019	2020	2021	2022	
Accounting	\$23,457	\$26,327	\$40,553	\$45,000	
Credit card processing fees	\$40,127	\$21,734	\$25,488	\$30,000	
Blackbaud/Database	\$18,000	\$20,000	\$22,213	\$33,000	
Consultant		\$1,000	\$0	\$0	
Direct Mail	\$68,888	\$32,708	\$27,211	\$35,000	
Equipment (computers, software & maint)	\$26,210	\$17,072	\$23,844	\$25,000	
Health Insurance	\$42,323	\$57,356	\$58,554	\$65,000	
Insurance (Office, Liability)	\$18,612	\$6,402	\$4,301	\$5,000	
Legal	\$8,948	\$20,953	\$5,682	\$6,500	
Misc. (gifts, lunches, HR, etc)	\$4,095	\$1,000		\$1,000	
Office Expenses (including supplies)	\$187	\$3,836	\$5,000	\$5,000	
Paper/Printing (General)	\$795	\$750	\$825	\$1,000	
Payroll (Including payroll tax)	\$465,992	\$574,685	\$454,949	\$350,000	
Pension	\$0	\$450	\$13,500	\$13,500	
Postage (inc. messenger service)	\$3,820	\$2,342	\$2,500	\$3,500	
Program	\$10,000	\$5,000	\$5,000	\$7,500	
Public Relations/Advertising	\$4,951	\$2,228	\$8,000	\$50,000	
Rent	\$92,149	\$77,302	\$60,462	\$90,000	\$10K moving expense added
State Registrations	\$3,350	\$3,629	\$4,000	\$4,000	
Telephone/Internet	\$6,053	\$4,537	\$5,000	\$5,000	
Travel	\$22,919	\$6,151	\$5,000	\$15,000	
Website redesign	\$12,181	\$8,850	\$0	\$0	
WOL	\$22,515	\$21,865	\$174,000	\$50,000	
	\$895,571	\$916,177	\$946,082	\$840,000	
Net Income	\$2,264,572	\$2,897,060	\$3,221,779	\$2,860,000	