

## PROPOSED 2023 BUDGET

<u>SOURCES OF INCOME</u>	ACTUAL	ACTUAL	ACTUAL	PROPOSED	TO DATE	PROPOSED
	2019	2020	2021	2022	2022	2023
<b>Miami Chapter</b>	\$1,618	\$3,768	\$0	\$0	\$0	\$0
Direct Mail	\$137,467	\$108,370	\$104,480	\$135,000	\$113,429	\$150,000*
Earmarked Gifts	\$269,479	\$359,171	\$471,759	\$550,000	\$462,733	\$500,000
Endowment interest	\$351,414	\$630,000	\$666,600	\$350,000	\$57,000	\$0
Estates	\$115,875	\$260,530	\$981,341	\$200,000	\$1,003,569	\$150,000
Evangelical Outreach	\$9,579	\$0	\$0	\$0	\$0	\$0
Foundations	\$281,500	\$818,221	\$130,000	\$350,000	\$450,000	\$500,000
General	\$170,994	\$239,214	\$247,088	\$250,000	\$295,549	\$350,000
Jerusalem Friends of ALYN (JFA)	\$0	\$19	\$0	\$0	\$0	\$0
Mitzvah of Love Projects	\$340	\$0	\$5,586	\$12,000	\$17,647	\$18,000
Tributes	\$20,684	\$26,332	\$87,615	\$35,000	\$27,042	\$30,000
Wheels of Love	\$1,787,054	\$1,173,028	\$1,429,549	\$1,600,000	\$1,436,807	\$1,600,000
ALYN Active	\$14,139	\$79,368	\$43,843	\$50,000	\$56,144	\$60,000
Bricks of Love		\$53,900	\$2,100	\$18,000	\$12,647	\$18,000
2020 Resilience Camp Programs (Events)		\$43,522				
		\$17,794		\$150,000	\$0	\$25,000
	<b>\$3,160,143</b>	<b>\$3,813,237</b>	<b>\$4,167,861</b>	<b>\$3,700,000</b>	<b>\$3,932,567</b>	<b>\$3,401,000</b>
<u>EXPENSE CATEGORIES</u>	ACTUAL	ACTUAL	ACTUAL	PROPOSED	TO DATE	PROPOSED
	2019	2020	2021	2022	2022	2023
<b>Accounting</b>	\$23,457	\$26,327	\$40,553	\$45,000	\$37,570	\$45,000
Credit card processing fees	\$40,127	\$21,734	\$25,488	\$30,000	\$32,295	\$35,000
Blackbaud/Database	\$18,000	\$20,000	\$22,213	\$33,000	\$70,763	\$50,000
Consultant		\$1,000	\$0	\$0	\$0	\$0
Direct Mail	\$68,888	\$32,708	\$27,211	\$35,000	\$33,678	\$35,000
Equipment (computers, software & maint)	\$26,210	\$17,072	\$23,844	\$25,000	\$25,840	\$30,000
Health Insurance	\$42,323	\$57,356	\$58,554	\$65,000	\$76,860	\$100,000
Insurance (Office, Liability)	\$18,612	\$6,402	\$4,301	\$5,000	\$10,605	\$5,000
Legal	\$8,948	\$20,953	\$5,682	\$6,500	\$5,713	\$6,500
Misc. (gifts, lunches, HR, etc)	\$4,095	\$1,000		\$1,000	\$400	\$1,000
Office Expenses (including supplies)	\$187	\$3,836	\$5,000	\$5,000	\$3,505	\$5,000
Paper/Printing (General)	\$795	\$750	\$825	\$1,000	\$2,240	\$1,000
Payroll (Including payroll tax)	\$465,992	\$574,685	\$454,949	\$350,000	\$278,284	\$380,000
Pension	\$0	\$450	\$13,500	\$13,500	\$14,381	\$15,000
Postage (inc. messenger service)	\$3,820	\$2,342	\$2,500	\$3,500	\$3,955	\$4,000
Program	\$10,000	\$5,000	\$5,000	\$7,500	\$7,500	\$10,000
Public Relations/Advertising	\$4,951	\$2,228	\$8,000	\$50,000	\$50,000	\$40,000
Rent	\$92,149	\$77,302	\$60,462	\$90,000	\$84,556	\$64,000
State Registrations	\$3,350	\$3,629	\$4,000	\$4,000	\$4,000	\$4,000
Telephone/Internet	\$6,053	\$4,537	\$5,000	\$5,000	\$6,150	\$6,500
Travel	\$22,919	\$6,151	\$5,000	\$15,000	\$23,157	\$25,000
Website redesign	\$12,181	\$8,850	\$0	\$0	\$0	\$0
WOL	\$22,515	\$21,865	\$174,000	\$50,000	\$69,544	\$75,000
	\$895,571	\$916,177	\$946,082	\$840,000	\$840,996	\$937,000
<b>Net Income</b>	<b>\$2,264,572</b>	<b>\$2,897,060</b>	<b>\$3,221,779</b>	<b>\$2,860,000</b>	<b>\$3,091,571</b>	<b>\$2,464,000</b>

\* add annual digital campaign