

Aspiration approved by board 6/9/2020

		FY 20/21 Budget			FY 19/20 Budget	19/20 Projection										
		ASPIRATION	-10%	-20%												
<b>Unrestricted Income</b>																
	Individuals	290,261	261,235	232,209	287,000	296,994										
	Corporations	0	0	0	5,000	18,044										
	Unrestricted Foundation Grants	48,000	43,200	38,400	200,000	64,000										
	Grants released from restriction	174,942	157,448	139,954		139,644										
	Government (includes \$70K PPP. Stable across projections)	90,000	90,000	90,000	25,000	60,000										
	<b>TOTAL INCOME</b>	<b>603,204</b>	<b>551,883</b>	<b>500,563</b>	<b>517,000</b>	<b>578,682</b>										
<b>Operating support</b>																
	Operating Reserve	85,509	136,830	188,150	144,000	58,500										
	Stewardship	20,700	20,700	20,700	20,700	20,700										
	Special Projects					24,017										
	<b>TOTAL SUPPORT</b>	<b>106,209</b>	<b>157,530</b>	<b>208,850</b>	<b>164,700</b>	<b>103,217</b>										
	<b>TOAL AVAILABLE FUNDS</b>	<b>709,413</b>	<b>709,413</b>	<b>709,413</b>	<b>681,700</b>	<b>681,899</b>										
<b>Expense (Full staff and program)</b>																
	Personnel	510,000	510,000	510,000	513,405	444,416										
	Operating Costs	68,963	68,963	68,963	46,185	66,939										
	Professional Fees (No strategic planning consultant)	27,500	27,500	27,500	31,250	59,979										
	Comm and Marketing	38,450	38,450	38,450	30,000	7,500										
	Fundraising Directs	15,250	15,250	15,250	27,800	24,769										
	Program Directs	49,250	49,250	49,250	13,000	34,028										
	<b>TOTAL EXPENSE</b>	<b>709,413</b>	<b>709,413</b>	<b>709,413</b>	<b>661,640</b>	<b>637,631</b>										
	<b>NET OPERATING SURPLUS (DEFICIT)</b>	<b>(106,209)</b>	<b>(157,530)</b>	<b>(208,850)</b>	<b>(144,640)</b>	<b>(58,949)</b>										
	<b>NET AVAILABLE OPERATING SURPLUS (DEFICIT)</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>20,060</b>	<b>44,268</b>										
<b>Contingency</b>																
	Personnel (1 FTE staff reduction)	461,000	461,000	461,000	<table border="1"> <tr> <td colspan="2">2 Yr Average Quarterly Income</td> </tr> <tr> <td>Q3</td> <td>30%</td> </tr> <tr> <td>Q4</td> <td>40%</td> </tr> <tr> <td>Q1</td> <td>12%</td> </tr> <tr> <td>Q2</td> <td>18%</td> </tr> </table>		2 Yr Average Quarterly Income		Q3	30%	Q4	40%	Q1	12%	Q2	18%
2 Yr Average Quarterly Income																
Q3	30%															
Q4	40%															
Q1	12%															
Q2	18%															
	Operating Costs (Static)	68,963	68,963	68,963												
	Professional Fees (Audit only)	9,167	9,167	9,167												
	Comm and Marketing (60%)	23,070	23,070	23,070												
	Fundraising Directs (No events)	5,250	5,250	5,250												
	Program Directs (60%)	29,550	29,550	29,550												
	<b>TOTAL EXPENSE</b>	<b>597,000</b>	<b>597,000</b>	<b>597,000</b>												
	<b>NET OPERATING SURPLUS (DEFICIT)</b>	<b>6,204</b>	<b>(45,116)</b>	<b>(96,437)</b>												
	<b>NET AVAILABLE OPERATING SURPLUS (DEFICIT)</b>	<b>112,413</b>	<b>112,414</b>	<b>112,413</b>												