

		2019-2020 Budget	2019-2020 Actual (Preliminary)	2020-21 Updated Budget As of 9.30.2020	2021-2022 Budget Pro Forma	
<b>INCOME</b>						
Interest Income		7,250	5,758	3,500	3,500	
Fee Income - DA		305,000	312,089	275,000	295,000	
Fee Income Designated		23,000	21,680	21,000	30,000	
Fee Income Agency		15,400	29,158	27,750	30,000	
Fee income - Trust		-	-	-	-	
Fee Income - Support Income		61,500	65,503	65,750	66,000	
Agency Participation		20,000	20,000	30,000	44,380	
Corporate Sponsorships		-	5,000	5,000	5,000	
B'nai Tzedek		15,000	15,943	15,000	15,500	
Legacy Society		2,500	2,500	2,500	2,500	
Operating Endowmnt		59,500	59,103	58,000	60,000	
Contributions		12,500	11,772	15,000	15,000	
Prior Year surplus		50,000	50,000	26,120	-	
IRS Refund of UBTI		-	-	-	-	
SBA PPP Loan Forgiveness		-	-	-	58,800	
<b>TOTAL REVENUE</b>		<b>571,650</b>	<b>598,506</b>	<b>544,620</b>	<b>625,680</b>	
<b>Personnel</b>						
Salaries	40-5011	329,647	326,887	307,735	366,083	
Federal and State Payroll Taxes	40-5013	25,548	24,116	23,849	28,371	
Worker's Compensation	40-5015	1,350	1,697	1,500	1,150	
Medical,Dental,Disability,Life Ins (Assumes 10% Increase)	40-5111	11,520	12,794	17,384	16,429	
Pension Plan	40-5112	17,209	18,211	16,263	21,048	
WTD / Contract Acctg / Retirement Plan Services	40-5016	18,000	18,346	18,000	19,000	
		<b>403,274</b>	<b>402,051</b>	<b>384,731</b>	<b>452,081</b>	
<b>PROFESSIONAL DEVELOPMENT</b>						
Conferences and Meetings	40-5411	7,500	7,929	5,000	7,500	Assumes live events with related travel costs.
<b>SUPPLIES AND PRINTING (65/35)</b>						
Office Supplies & General Printing (Letterhead, envelopes, et	40-5211	5,725	7,018	6,000	7,000	
Computer Maintenance	40-5214	1,470	722	1,500	1,500	
Software Licenses & Outsourced Report Writing (not subject	40-5212	27,500	31,582	27,500	37,500	Foundant annual plus 1/4 initial cost plus Misc.
Printer Contracts, monthly fees& Maintenance	40-5213	3,070	5,422	3,100	4,000	
		<b>37,765</b>	<b>44,744</b>	<b>38,100</b>	<b>50,000</b>	
<b>OCCUPANCY</b>						
MJCC Occupancy	40-5311	7,830	7,530	7,900	8,000	
Insurance	40-5312	4,935	4,967	5,000	5,000	
Controlled Access fees and maintenance	40-5510	560	396	600	600	
		<b>13,325</b>	<b>12,893</b>	<b>13,500</b>	<b>13,600</b>	
<b>TELEPHONE, POSTAGE, INTERNET (65/35)</b>						
Telephone	40-5511	1,855	1,963	1,700	2,000	
Postage	40-5512	3,290	3,337	3,300	3,300	
Internet & Website	40-5519	5,999	2,492	6,300	10,000	Assumes upgrade to Website.
		<b>11,144</b>	<b>7,792</b>	<b>11,300</b>	<b>15,300</b>	
<b>Marketing (General Branding 65/35) - Matt</b>						
Advertising (e.g. 4 full page ads in HW)	40-5414	2,555	599	2,750	3,000	
Annual Report (including design, printing and mailing)	40-5612	2,100	-	4,000	4,000	
2 Newsletters (including design, printing and mailing)	40-5417	2,800	1,632	1,800	2,000	
JFS Marketing		-	-	-	-	
		<b>7,455</b>	<b>2,231</b>	<b>8,550</b>	<b>9,000</b>	
<b>Fundraising - MJF and JFOM</b>						
Marketing	40-6018	4,500	3,938	4,500	10,000	Assumes new initiative and update of materials.
Events (includes Outsourcing Coordination)	40-4125	2,500	-	2,500	2,500	
Lion of Judah		-	-	-	-	
Donor Cultivation (lunches/coffee)	40-6101	1,250	261	1,000	1,000	
General Meeting expense (e.g. food for planning meetings)	40-6102	750	-	500	500	
		<b>9,000</b>	<b>4,199</b>	<b>8,500</b>	<b>14,000</b>	
<b>Programming and Community Impact (includes marketing)* Bluma</b>						
Study - Southern Growth (Board Priority Setting)	40-6214	5,000	5,000	-	-	
Professional Advisors	40-6207	2,000	4,550	4,500	6,500	Assumes 2 events.
B'nai Tzedek	40-4374	15,000	15,943	15,000	15,000	
JFOM 25th Anniversary	40-6212	30,000	23,018	17,500	-	**
		<b>52,000</b>	<b>48,511</b>	<b>37,000</b>	<b>21,500</b>	
Leadership Development (including General Assembly )	40-5622	1,000	140	1,500	1,500	
<b>OTHER EXPENSE</b>						
Annual Meeting	40-5611	1,500	1,269	1,500	1,500	
Auditing	40-5613	19,000	23,181	20,000	21,000	
Dues and Subscriptions	40-5619	2,000	2,161	1,500	1,500	
Capital Reserve/Community Ed		-	-	-	-	
Bank Fees/Credit Card	40-5513	1,140	1,438	1,200	2,000	
Miscellaneous	40-5627	1,500	1,000	1,500	1,500	
Match for New DA Funds	40-????	-	12,000	6,000	6,000	***
Community Participation and Outreach (Tables, Ads, Etc)	10-5520	1,500	847	1,200	1,500	
		<b>26,640</b>	<b>41,896</b>	<b>32,900</b>	<b>35,000</b>	
<b>TOTAL ADMINISTRATIVE EXPENSES</b>		<b>569,103</b>	<b>572,386</b>	<b>541,081</b>	<b>619,481</b>	
<b>Net Surplus/(Deficit)</b>		<b>2,547</b>	<b>26,120</b>	<b>3,539</b>	<b>6,199</b>	Cushion against fees reduction due to market volatility.