

**PHILANTHROPY WV**  
**PhilanthropyWVActuals vs Budget**  
 Unaudited Financials

DRAFT 2018 Budget Proposal							
				2018 Budget	Jan - Oct 17	2017 Budget	Notes
			Income				
			Program Income				
			150 · Interest Earnings	1,200	874	1,500	Estimated based on new reserves investment levels.
			4000 · Annual Membership Dues	55,000	37,613	50,000	With dues adjustment and new recruitment of 5 to 10, I project we could reach this new level.
			4030 - Philanthropic Part Prog	50,000	36,125	45,000	Considering promoting solicitations to a higher level in 2018.
			4005 · Private Foundation Grants	-			
			a) Annual Conference Support	7,500	3,500	10,000	Solicitation of foundations in Charleston to be sponsors
			b) Benedum Fdtn Grant/Give2WV	75,000	95,000	120,000	Anticipating a Benedum Foundation reduction in support toward Keep5Local wanting other investors at the table.
			c) Maier Fnd Ethics/Phil Series	10,000	5,000	20,000	Proposing a Maier Ethics in Philanthropy Series for 2018.
			d) General Support	55,000	40,000	43,500	Support for specialized programs (fellows, leadership development, policy fellow, Foundation Openness series, and general program development).
			Total 4005 · Private Foundation Grants	147,500	143,500	193,500	This moves us in a direction of showing increased diversification in investors.
			4010 · Corporate Gifts				
			a) General Corporate Gifts	2,500	-	4,000	Adjusting for general program support for web-based promotions
			b) Program Sponsorships	5,000	-	5,000	Sponsorships of the 2018 Community Foundations Institute and Corporate Responsibility Institute
			c) Annual Conference Sponsor	25,000	22,000	25,000	2017 we secured \$24,500 and would secure the \$25K total for 2018.
			d) Miscellaneous	-	-		
			Total 4010 · Corporate Gifts	32,500	22,000	34,000	
			4015 · State/Federal Grants				
			b) ARC Flex-E-Grant	8,000	-	8,000	To fund CFI program series in June 2018.
			Total 4015 · State/Federal Grants	8,000	-	8,000	
			4020 · Conf/Workshop/Misc Fees				
			a) Annual Conference Registra	21,000	16,630	18,500	Built on projections of at least 100 conference attendees (85 being paid)
			b) Workshop Fees	10,000	-	5,500	Academy and specialized programs
			c) General Registration Fees	7,500	7,315	5,000	Community Foundation Institute and Corporate Responsibility Institute
			d) Miscellaneous.	750	694		

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			Total 4020 · Conf/Workshop/Misc Fees	39,250	24,639	29,000	
			4041 · Nonprofit Assoc. Income	3,000	11,250	15,000	WVNPA is separating as of January 1, 2018. This will be for reimbursement of their portion of the 2017 FY Annual Audit.
			4045 · Consulting	15,000	-	15,000	Will expand this work area with the departure of the WVNPA and freeing up of Philanthropy WV staff time.
			4050 · Partnerships/Shared Serv	-	-	-	Philanthropy will investigate offering fiscal sponsorship services as a shared service.
			Total Program Income	351,450	276,000	391,000	
			4025 · Other Revenue	-	-	-	
			Total Income	351,450	276,000	391,000	This is a more focused approach for revenue expanding general operating line items in 2018.
			Gross Profit	351,450	276,000	391,000	
			Expense				
			5200 · Bad Debt	-	-	-	
			Communications				
			5045 · Online Platform & Dvlpmt	5,000	1,091	3,500	Setting up on an expanded online platform for membership management, data, and our portal.
			5055 · Printing	500	84	1,000	
			5060 · Telephone & Internet	2,100	1,673	1,750	Preparing for possible platform change includes office, webinar, video conference, and mobile phone usage.
			5065 · Postage	1,000	467	1,000	Direct mail to members and general mail needs.
			Total Communications	8,600	3,315	7,250	
			Constituent Services				
			5080 · Annual Conference	25,000	5,111	25,000	2018 will be in Charleston at 1.5 days long versus the longer version
			5110 · Grantmaker Programs				
			a) Corp Resp. Council	3,000	1,434	3,000	Will host two sessions in 2018.
			b) Community Fdtn Institute	9,000	1,979	2,500	Increased for expanded program including Aspen Institute & CFRE program to be subsidized by ARC Flex-E-Grant if successful.
			c) Prvt/Family Fnd. Programs	15,000	-	15,000	Focus is the Academy or Grantmakers 101-301 Programs
			d) Reg. MTGs	5,000	-	20,000	Regional Meetings & Foundation Openness Sessions
			Total 5110 · Grantmaker Programs	32,000	3,413	40,500	
			5115 · Miscellaneous	1,500	738	2,000	
			5120 · Marketing	5,000	322	5,000	Kick off 2018 with marketing push for membership growth and programs.
			Total Constituent Services	63,500	9,584	72,500	

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				<b>Management</b>			
			5011 · Bank Fees	250	77	500	
			5012 · Planning & Development	1,500	1,263	1,750	Staff and board planning and leadership development.
			5020 · Office Supplies	1,500	497	1,800	Estimated new cartridges for donated copier and restocking of supplies in 2018.
			5025 · Copying	300	74	600	General outside copying needs non-program associated.
			5031 · Information Technology	1,500	110	4,500	Projecting possible new technology needs for the new platform implementation.
			5040 · Professional Services				
			a) Financial Services	10,500	9,166	10,000	Informed of increased fee by eCratchit for 2018. Waiting on confirmation if fees will reduce with departure of WVNPA needs.
			b) Annual Audit	6,500	5,608	5,775	RFP being released in November so final costs will be confirmed in December.
			c) Insurance	4,000	2,292	3,000	Estimated increases with updated policies for 2018 with Thornburg Insurance.
			<b>Total 5040 · Professional Services</b>	21,000	17,066	18,775	
			5050 · Rent	6,750	5,460	6,000	Possible increase for additional office space needed.
			5051 · Utilities	-	-	-	
			<b>Total Management</b>	32,800	24,546	33,925	
			<b>Payroll Expenses</b>				
			<b>Reconciliation Discrepancies</b>	-	-	-	
			<b>Programs</b>				
			5002 · Contract Staffing				
			a) Wages	165,000	125,960	162,000	Estimated salaries, benefits, payroll taxes/FICA, etc. for 2 FTE and 1 PTE (30 hrs/week)
			b) Benefits/FICA	Retired Account	Retired Account	Retired Account	
			c) Employee Leasing	3,000	1,941	3,300	
			d) Contract Staffing - Other	20,000	3,189	50,000	Interns, Fellows and consultants for general purposes
			e) Retirement Plan	6,500	-	7,500	Proposed policy to be up to 5% match plus fees.
			<b>Total 5002 · Contract Staffing</b>	194,500	131,089	222,800	
			5005 · Conferences/Meetings	7,500	6,084	7,000	FOTH, Forum Annual Conference (Boston), GEO, and ARC
			5007 · Memberships/Registration	3,600	3,660	3,500	Forum, Secretary of State Filings, GEO, etc.
			5010 · In-State Travel	7,500	6,861	7,500	Anticipated travel expenses.
			<b>Total Programs</b>	213,100	147,694	240,800	
			<b>Uncategorized Expense</b>	-	-	-	

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			<b>Total Expense</b>	318,000	185,140	354,475	We have kept our expenses low for 2017 reflecting income tied to specific projects.
			<b>Net Ordinary Income</b>	33,450	90,861	36,525	This is used for the USDA Grant Match for 2018
			<b>Other Income/Expense</b>				
			<b>Other Expense</b>				
			Prior Year Funds due to WVNPA	-	-	-	
			<b>Total Other Expense</b>	-	-	-	
			<b>Net Other Income</b>	-	-	-	
			<b>Net Income</b>	<b>33,450</b>	<b>90,861</b>	<b>36,525</b>	