

FY20 Budget

CASH Basis

	FY18 Budget	FY19 Budget	FY19 Actual as of 9/30	FY20 Budget	FY20 Amounts as % of FY20 Total	Delta - FY20 Budget vs. FY19 to date		Comments
						\$	%	
Revenue								
individual contributions	\$ 255,000	\$ 170,000	\$ 169,000	\$ 210,000	9%	\$ 41,000	24%	FY20:Created a new Individuals Annual Plan for Philanthropy - based on After School efforts
corporate or org contributions	\$ 925,000	\$ 925,000	\$ 1,011,718	\$ 1,025,000	43%	\$ 13,282	1%	FY20: Overall \$100K increase due to HTX council getting better focused on fund raising and NTX council getting underway
foundation contributions	\$ 715,000	\$ 565,000	\$ 468,951	\$ 575,000	24%	\$ 106,049	23%	
government gts / contracts	\$ 240,000	\$ 265,000	\$ 265,000	\$ 265,000	11%	\$ -	0%	FY20: Kept Draw amount at same level as FY19
special event	\$ 300,000	\$ 315,000	\$ 297,000	\$ 180,000	8%	\$ (117,000)	-39%	FY19/FY20 - No NTX event - Council not quite underway; FY20 - HTX - Removing event - council still not fully up and running
earned income	\$ 122,000	\$ 130,000	\$ 156,422	\$ 142,000	6%	\$ (14,422)	-9%	FY20 Continue to plan for optimistic attendance but don't want to plan for sellingout
interest income	\$ 3,000	\$ 3,000	\$ 8,766	\$ 3,000	0%	\$ (5,766)	-66%	FY20: Conservative estimate.
Revenue	\$ 2,560,000	\$ 2,373,000	\$ 2,376,857	\$ 2,400,000	100%	\$ 23,143	1%	FY20:Planning for revenues to be similar to FY19
Expenses								
equipment	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	0%	\$ -	0%	
events and meetings	\$ 89,000	\$ 101,000	\$ 101,963	\$ 70,000	3%	\$ 31,963	31%	FY20: Cost should be approx the same for the event as FY19; no speaker fee again for FY20
fees	\$ 13,596	\$ 14,500	\$ 13,000	\$ 17,400	1%	\$ (4,400)	-34%	FY20: Migrating more donations through website
IT infrastructure	\$ 19,409	\$ 18,500	\$ 19,205	\$ 25,500	1%	\$ (6,295)	-33%	FY20: Includes Blue Jeans and Asset Panda
insurance	\$ 13,966	\$ 12,500	\$ 13,163	\$ 14,000	1%	\$ (837)	-6%	
occupancy	\$ 87,062	\$ 90,000	\$ 104,742	\$ 90,000	4%	\$ 14,742	14%	FY20: Planning for same cost planned for FY19
office supplies	\$ 18,000	\$ 16,000	\$ 14,565	\$ 15,000	1%	\$ (435)	-3%	
postage and mailings	\$ 9,500	\$ 12,000	\$ 11,907	\$ 10,350	0%	\$ 1,557	13%	FY19/FY20: Migrate more "mailings" to electronic format
printing/photocopies	\$ 27,600	\$ 43,000	\$ 24,499	\$ 37,000	2%	\$ (12,501)	-51%	FY20: Rolled back Marketing/print plan from FY19
professional fees/consultants	\$ 162,900	\$ 124,580	\$ 137,210	\$ 116,000	5%	\$ 21,210	15%	FY19/FY20: Started rolling back team CFG contractors; migrated a Dev Assit to in-house proposal writer; added funds for Strategic Planning consultant
STEM supplies & mats	\$ 200,000	\$ 250,000	\$ 236,916	\$ 220,000	10%	\$ 16,916	7%	FY20: Program team will continue to have better awareness of spend on supplies and materials; reduction of a few A/S in NTX/HTX
STEM Summer Travel Oversight/Shipping	\$ 45,500	\$ 45,000	\$ 48,427	\$ 45,000	2%	\$ 3,427	7%	FY 20:When possible, local STEM CREW will be leveraged instead of sending all teams as travel teams
staff	\$ 1,819,399	\$ 1,520,000	\$ 1,608,123	\$ 1,556,000	69%	\$ 52,123	3%	FY20:Savings attributed to 2 FTE's leaving - thus creating reorg, pipeline opportunities, bringing in Fellows
subscriptions & dues	\$ 5,800	\$ 5,800	\$ 4,918	\$ 5,300	0%	\$ (382)	-8%	
telecom	\$ 20,640	\$ 14,000	\$ 11,792	\$ 14,000	1%	\$ (2,208)	-19%	FY20:Gaining efficiencies in internet and telecom - volunteer assistance
Expenses	\$ 2,537,372	\$ 2,271,880	\$ 2,355,430	\$ 2,240,550	100%	\$ 114,880	5%	
Income/(Loss)	\$ 22,628	\$ 101,120	\$ 21,427	\$ 159,450				