

UFE 2021 Budget

Category		
Income		2021 Proposed Budget
Gift-in-Kind	Underwear Donations from Individ, Comm. Groups and Corp.	\$121,000.00
<i>Discouts Earned</i>	<i>Wholesale-Actual Cost: .91/pair</i>	\$669,376.40
Direct Support	\$ from Individ., Grants/Family Found., Groups and Coporate Gifts	\$800,000.00
Other Types of Income	Misc. Income, Rewards Programs and Merchadise Sales Revenue	\$3,000.00
Total Income		\$1,593,376.40
Expense		
Salary and Benefits	Salaries and Taxes (salaried and hourly employees)	\$350,913.00
Contract Employees	Contract Employees: Financial services, audit, marketing/PR, Warehouse Labor, Development	\$64,020.00
Fees & Dues	Bank Fees, Donation Transaction Fees, Professional Dues, Line of Credit Fees	\$4,450.00
Business Development	Community Outreach, Professional Development, Research and Gifts	\$3,325.00
Rent and Utilities	Rent, Utilities, Maintenance, Cleaning, Insurance and Space Improvement	\$83,200.00
Office Expense	Office Supplies, Printing/Copying, Postage, Tech Subscriptions & Equipment, Phone	\$18,400.00
Operations	Warehouse Equipment & Expenses, Packing Supplies	\$8,000.00
PR & Marketing	Marketing Supplies and Merchandise	\$4,500.00
Food	Volunteer Program and Business Meetings	\$1,000.00
Distributed Underwear	Underwear that has been distributed to partner organizaions + shipping and freight charges	\$1,024,585.00
Programming and Events	Program Supplies and Fundraising Event Expenses	\$500.00
Transportation	UFE Mobile UnitL Maintenance, Insurance, Fuel	\$2,950.00
Travel		\$2,495.00
Total Expenses		\$1,568,338.00
Cash Reserve		\$25,000.00

Net Income	\$38.40
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UFE uses fair-market valuation (average wholesale price) of children's underwear for all of the product received (lines 5, 6 & 7) and distributed (line 68). This fair-market value is an average price of children's underwear from the 5 largest underwear distributors in the U.S. (Fruit of the Loom, Hanes, Walmart and Target). **Discounts Earned** (line 8) reflects the difference between the average wholesale price and UFE's annual negotiated price (.30 cents in 2021). This fair-market valuation method is overseen by Blazek and Vetterling, UFE's auditing firm. The stable nature of the wholesale price of underwear, in contrast to UFE's variable negotiated price, enables trustees and funders to perform accurate budget comparisons and evaluations of underwear cost.

San Antonio Budget	UFE Budget	% of SA Program	
Salary and Benefits	\$350,913.00	9%	\$30,880.34
Contract Workers	\$64,020.00	9%	\$5,633.76
Fees & Dues	\$4,450.00	9%	\$391.60
Business & Professional Devel	\$3,325.00	9%	\$292.60
Rent & Utilities	\$83,200.00	9%	\$7,321.60
Office Expense	\$18,400.00	9%	\$1,619.20
Operations	\$8,000.00	9%	\$704.00
Marketing	\$4,500.00	9%	\$396.00
Food	\$1,000.00	9%	\$88.00
Underwear	\$1,024,585.00	9%	\$90,163.48
Programming and Events	\$500.00	9%	\$44.00
Transportation	\$2,950.00	9%	\$259.60
Travel	\$2,495.00	9%	\$219.56
Other Types of Expenses	\$0.00	9%	\$0.00
Total	\$1,568,338.00	9%	\$138,013.74

Distribution

San Antonio	Kids	Pairs
San Antonio CPS	3,376	23,632
Children's Hospital of San Antonio Mobile Clinic	1,688	11,816
San Antonio Food Bank	2,532	17,724
SA ISD Homeless Department	1,688	11,816
Total	9,284	64,988