

	<u>2018-2019 Budget</u>	<u>2018-2019 Actual</u>	<u>2019-2020 Budget</u>
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
<b>Direct Public Support</b>			
APPLE ANNIE- CRATE SALES	8,000.00	10,730.00	8,500.00
APPLE ANNIE- POST COLLECTIONS	5,500.00	6,336.26	6,500.00
APPLE ANNIE - BAG SALES	6,500.00	4,646.00	6,500.00
APPLE ANNIE AROUND TOWN	5,000.00	721.26	1,000.00
APPLE ANNIE - TIGHTS & T-SHIRTS		877.00	850.00
APPLE ANNIE - MEMBER DONATIONS			1,500.00
APPLE ANNIE - RECEIVABLES		80.00	
SUGAR PLUM - BOOTH RENTAL	50,000.00	46,057.50	
SUGAR PLUM - RAFFLE INCOME	1,300.00	1,820.00	
SUGAR PLUM PAGEANT INCOME	1,300.00	697.00	
SUGARPLUM- TICKET SALES	34,000.00	22,522.00	
SUGARPUM - RECEIVABLES		500.00	
SUGARPLUM - SQUARE		2,426.00	
SUGARPLUM - FUNDRAISERS		779.51	
SUGARPLUM - TSHIRTS		568.00	
SUGARPLUM - SPONSORSHIP	22,500.00	21,697.50	
SPECIAL OLYMPICS BANQUET	1,000.00		
<b>Touch-A-Truck</b>			
HUFF & PUFF	6,000.00		
<b>League Wide Sponsorships</b>			
<b>Total Direct Public Support</b>	<u>141,100.00</u>	<u>120,458.03</u>	<u>24,850.00</u>
<b>Other Types of Income</b>			
READ ACROSS THE SHOALS			300.00
MAY DINNER	1,000.00		1,000.00
<b>Program Income</b>			
DUES- SUSTAINERS	1,000.00	750.00	1,000.00
DUES - ACTIVE MEMBERS	5,000.00	5,325.00	5,500.00
DUES - PROVISIONALS	<u>2,000.00</u>	<u>1,643.00</u>	<u>2,000.00</u>

	<u>2018-2019 Budget</u>	<u>2018-2019 Actual</u>	<u>2019-2020 Budget</u>
<b>Total Program Income</b>	8,000.00	7,718.00	8,500.00
<b>Total Income</b>	142,325.00	128,176.03	33,350.00
<b>Apple Annie- Cost of Goods Sold</b>			
<b>ADVERTISING</b>	1,000.00	-	1,200.00
<b>APPLES</b>	12,000.00	8,587.61	12,000.00
<b>TIGHS &amp; TSHIRTS</b>			750.00
<b>AROUND TOWN</b>			300.00
<b>BBQ COOKOFF/APPLE ANNIE LIVE</b>		2,742.76	3,700.00
<b>SUPPLIES</b>	1,500.00	216.00	2,800.00
<b>Total Apple Annie</b>	14,500.00	11,546.37	20,750.00
<b>May Dinner- Cost of Goods Sold</b>			
<b>ENTERTAINMENT</b>	1,500.00	300.00	300.00
<b>FLOWERS/DECORATIONS</b>	400.00	500.00	400.00
<b>FOOD</b>	200.00	1,200.00	
<b>VENUE RENTAL</b>	2,500.00	500.00	2,500.00
<b>Total May Dinner</b>	5,600.00	2,500.00	3,200.00
<b>HUFF 'N PUFF EXPENSES</b>			
<b>SOLID ROCK TIMING</b>			575.00
<b>PRINTING &amp; COPYING</b>			5,020.00
<b>GOODIE BAGS</b>	500.00	345.00	635.00
<b>Total HNP</b>	500.00	345.00	6,230.00
<b>TOUCH A TRUCK EXPENSES</b>			
<b>Offical Logo</b>			
<b>Rent for Location</b>			
<b>Total TAT</b>			
<b>Sugar Plum- Cost of Goods Sold</b>			
<b>ADVERTISING</b>	8,000.00	8,010.00	8,000.00
<b>MARRIOTT EXPENSE</b>	42,000.00	35,716.40	36,000.00
<b>PRINTING &amp; COPYING</b>	3,000.00	6,161.74	
<b>JINGLE BELL MINGLE</b>			1,000.00
<b>POSTAGE</b>	100.00		100.00

	<u>2018-2019 Budget</u>	<u>2018-2019 Actual</u>	<u>2019-2020 Budget</u>
<b>SUPPLIES/SANTA MANLY</b>	3,500.00	350.30	350.00
<b>Total Sugar Plum</b>	56,600.00	50,238.44	45,450.00
<b>Other- Cost of Goods Sold</b>			
<b>READ ACROSS THE SHOALS</b>	350.00	590.23	500.00
<b>DONE IN A DAY- SOUP KITCHEN</b>	500.00	493.62	600.00
<b>JUNIOR LEAGUE ASSOCIATION FEES</b>	6,000.00	4,132.75	6,000.00
<b>KIDS IN THE KITCHEN</b>	500.00	-	
<b>DIAD (other events)</b>	200.00		500.00
<b>REHAB PARTY-CHRISTMAS</b>	300.00	150.00	500.00
<b>EASTER BASKETS</b>	200.00		200.00
<b>SPECIAL OLYMPICS BANQUET</b>	1,000.00		2,000.00
<b>HOSPITALITY</b>	1,000.00	52.00	1,000.00
<b>Total Other</b>	9,700.00	4,828.37	8,500.00
<b>Total Cost of Goods Sold</b>	86,400.00	69,113.18	77,900.00
<b>Gross Profit Margin</b>	55,925.00	59,062.85	(44,550.00)
<b>Expense</b>			
<b>Administrative Expenses</b>			
<b>ACCOUNTING FEES</b>	4,200.00	4,111.00	4,200.00
<b>SQUARE/INTEGRITY</b>		1,700.00	2,000.00
<b>ADVERTISING/ PR</b>	1,750.00	1,147.90	2,000.00
<b>BANK FEES</b>	500.00		500.00
<b>INSURANCE NON-EMPLOYEE- STATE FARM</b>	600.00	582.00	600.00
<b>MEMBER RELATIONS- PROVISIONALS</b>	1,250.00	684.51	1,250.00
<b>MEMBER RELATIONS- SUSTAINERS</b>	500.00	536.88	
<b>MEMBER RELATIONS</b>	3,500.00	3,356.55	4,000.00
<b>POSTAGE</b>	500.00	81.60	250.00
<b>PRINTING</b>	1,000.00	167.38	1,000.00
<b>RENT</b>	1,500.00	1,574.50	750.00
<b>SUPPLIES</b>	300.00	243.65	500.00
<b>WEBSITE FEES</b>	7,392.00	2,520.00	2,520.00
<b>Travel and Meetings</b>			

	<u>2018-2019 Budget</u>	<u>2018-2019 Actual</u>	<u>2019-2020 Budget</u>
<b>BOARD RETREAT</b>	1,250.00	656.14	1,250.00
<b>LEAGUE DEVELOPMENT</b>	3,000.00	566.13	3,000.00
<b>MEALS</b>	500.00	-	500.00
<b>TRAVEL</b>	3,500.00	-	3,500.00
<b>Total Administrative Expenses</b>	<u>31,242.00</u>	<u>17,928.24</u>	<u>27,820.00</u>
<b>Distribution of Funds</b>	<u>26,257.74</u>	<u>23,991.45</u>	<u>40,000.00</u>
<b>Total Expense</b>	<u>57,499.74</u>	<u>41,919.69</u>	
<b>Income</b>			
<b>Net Income</b>	84,825.26		

**Notes**

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Ordinary Inc  
Income  
Dire

Tot:  
Oth

**\*Estimate based on 2016-2017**

Pro

Notes

Tot:  
Total In:  
App:

0

Tot:

May

**\*May Dinner based on 2017-2018**

Tot:

HUI

**based on 150 runners**

Tot:

TOI

Tot:

Sug

**Notes**

Tot:

Oth

Tot:

Total Cr

Gross P

Expensi

Adr

**audit fees/QB**

**goes up with how much pd through dc & sq**

**storage units/post office**

**210.00 a month maintenance fee**

Tra:

**Notes**

**Annual Conferences/ODI**

**Travel, Hotel Rooms, Etc of ODI, Annual**

**Tot:**

**Distribu**

**Total Ex**

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**Income**

**Net Incc**