

**2017-2018 Proposed Budget
Approved 06/09/2017 by Finance and Executive Committee**

	Jul '15 - Jun '16	Jul '16 - Apr '17	May Jun Fcst	May Jun Budget	Fcst '16-'17	Budget '16-'17	Proposed Budget 2017-2018
Income							
Total Annual Event	162,901	130,290	0	0	130,290	156,095	162,850
Total Corporate Restricted	42,002	41,700	16,600	11,600	58,300	60,100	63,700
Total Corporate Unrestricted	8,413	6,000	0	2,500	6,000	12,500	6,000
Total Corporate	56,067	51,287	17,317	14,243	68,604	77,560	73,950
Downstream Corp Restricted	0	1,000	0	0	1,000	0	0
Downstream Foundations Restrict	0	23,580	0	4,000	23,580	14,000	23,000
Restricted Foundation Support	61,900	36,500	1,500	0	38,000	50,500	37,500
Unrestricted Foundation Support	65,000	45,000	34,500	20,000	79,500	75,000	80,000
Total Foundation Support	126,900	81,500	36,000	20,000	117,500	126,500	117,500
Fund Transfer Income	0	38,084	0	0	38,084	36,000	38,000
Major Donors	142,625	138,479	29,200	32,750	167,679	165,000	171,000
Individual - Membership	74,149	60,943	21,198	21,182	82,141	83,496	87,200
Trustee Giving	48,570	22,917	20,000	22,250	42,917	43,000	47,300
Dreesen Advocacy Funds	140	30	0	0	30	25,000	25,000
Dreesen Labor Related House Tours	13,368	1,400	13,000	7,000	14,400	13,000	30,000
Program Related Income	13,957	10,113	212	30,950	10,325	16,115	13,000
Interest/Other Misc Income	2,743	2,495	292	420	2,787	2,500	17,400
Corporate 401K Match Funding	0	0	0	0	0	0	1,800
Adjustments	1	2	2	2	2	2	9,413
							2
Total Income	641,419	562,118	137,220	152,795	699,338	758,266	817,413

Comments:

(310 seats at \$175; upside cocktail tickets at \$325/

\$15k/bd; \$5k/pfizer; investors, pseg; \$3k NJAM, Bto N; Turpin (90 seats)

for Waterkeeper; Downstream pccf

10% over py budget; Dot, Michael roll off; 3 new

LaMorgese closing costs +17k PT E&O ; +10k Comm Dir

+ 10 townes

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Expenses							
Total Administrative Expense	107,429	74,426	19,660	20,029	94,086	103,117	103,051
Payroll Changes	0	0	0	0	0	0	27,000
Total Administrative Payroll Total	403,580	355,084	96,693	75,516	451,777	464,538	496,011
Total Advocacy / Muni Alliance/ PRC	-3,250	1,719	592	4,570	2,311	26,800	11,800
Total Annual Event Expenses	48,417	32,376	1,674	0	34,050	48,700	55,720
Total Development Expense	12,629	4,379	6,928	5,590	11,307	10,768	12,200
Total Education and Outreach	5,430	7,096	4,746	7,000	11,842	19,831	23,950
Total Mailing	8,496	3,560	3,997	3,946	7,557	14,400	12,800
Total Membership	12,380	13,112	1,824	605	14,936	13,580	15,400
Total Stewardship	2,493	21,159	7,352	5,350	28,511	21,170	26,200
Total Water Quality	22,837	22,152	10,349	5,660	32,501	36,015	33,150
Total Expense	620,441	535,063	153,816	128,266	688,878	758,919	817,282
Net Ordinary Income	20,978	27,055	-16,596	24,529	10,459	-653	131
Net Other Income	-150	191	0	0	191	0	0
Net Income	20,828	27,246	-16,596	24,529	10,650	-653	131

Comments:

2.5% increase
10k Dreesen Advocacy Funds
2.5k sound; \$68/400 tks; \$40/60pp cocktail party

Horizon supplies; buses (3k)

Newsletter+.2k Cr Card Process +.2k lamorgese closing; plus \$10K from Open Space Accrual

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Total Income	641419	562118	137220	152795	699338	758266	817413
Total Expense	620,441	535,063	153,816	128,266	688,878	758,919	817,282
Net Income	20,828	27,246	-16,596	24,529	10,650	-653	131

Comments:

Explanations:

	Explanations
Income is projected to be \$118k over PY Fcst	
32 Gala	-22 Gala
25 Dreesen Advocacy	-15 Lamorgese Closing Costs -10 Advocacy
9 401K Match using Dreesen Funds	-32 Payroll; DD FY; 2.5% merit; addl hours - hourly staff; fcst includes ye bonus -9 401K
10 Increased cost - Director of Marketing - from Dreesen funds	-10 Increased cost for Director of Marketing - sourced from Dreesen
17 Additional Educational staff- 1/2 person - Dreesen funds	-17 Additional Educational staff - 1/2 person - sourced from Dreesen
5 Corporate	-6 oil -2; IT -1; phone -1; misc admin costs -2
6 10 Towns Funding	-5 Downstream Education Supplies -4 Downstream Mailing
4 Trustees	-3 New Auditor 8 Accreditation -3 Communications Consultant (\$8K total)
8 Membership and Major Donors	+3 Website Design
Income is projected to be \$128k over PY Fcst	