| | | INCOME | FY20 | FY 20 | FY21 | FY 21 | FY 22 | FY 23 | Notes |
|----|-----|--------------------------------------|---------|---------|--------|---------|----------|----------|---|
| | | | Budget | Actual | Budget | Actual | Budget | Budget | |
| | | | | 6-30-20 | | 2-10-21 | Proposed | Proposed | |
| | | velopment - Operating Fund | | | | | | | |
| 1 | | Annual Appeal (members) | 34,500 | 23,000 | 36,000 | 12,790 | 38,000 | 40,000 | Hoping for more to NJ too, but can't increase NJ as much |
| 2 | | Bequest | 0 | 0 | 0 | 0 | 0 | 0 | income from planned giving Currently limited expectation |
| 3 | | Board Fundraiser | 0 | 0 | 41,000 | 0 | | | Back to this a major fundraiser. Some of the income is in corp/foundation gifts |
| 4 | | 100th Anniversary Celebration | 65,000 | 10,118 | 0 | 40,661 | 25,000 | | Ending |
| 5 | | Board Gifts | 5,000 | 49,820 | 5,000 | 5,184 | 5,500 | 6,000 | A bit higher in NJ |
| 6 | | Corporate & Foundation Gifts | 0 | 100,000 | 0 | 273,000 | 275,000 | 300,000 | We now expect and can plan for a fair amount of corporate and foundation gifts |
| 7 | | Fair Districts | 2,000 | | 1,000 | 0 | 0 | 0 | Ending |
| 8 | | Direct Mail (non Members) | 5,000 | 7,027 | 5,500 | 7,151 | 7,500 | 8,000 | Continue to grow direct mail list. Seeing increased donations onlineEF line 11. |
| 9 | | Honoraria & Fees | 1,500 | 485 | 1,000 | 85 | 500 | 500 | Few board moderators left need to train! |
| 10 | | Tributes/Memorials | 1,000 | 1,193 | 1,000 | 6,191 | 1,000 | | Could go up with some effort. Not budgeting for that |
| 11 | | General Fundraising | 4,500 | 6,852 | 5,000 | 9,693 | 10,000 | 12,000 | Web, mobile phone donations Not in response to annual appeal or direct mail letters |
| 12 | Sub | b Total | 118,500 | 198,495 | 95,500 | 354,754 | 387,500 | 392,500 | |
| | Dev | velopment Restricted Funds | | | | | | | |
| 13 | | Citizens Guide Sponsorship | 2,500 | 5,000 | 2,500 | 0 | 2,500 | 2,500 | \$ not committed-fundraising goal |
| | | Voters Service grant | 0 | 7,602 | 0 | 0 | 0 | 0 | Previous FYs committed money targeted for young voters |
| | | Fair Districts | 0 | 19,050 | 0 | 125 | 0 | | Ending |
| 14 | Suk | b Total | 2,500 | 31,652 | 2,500 | 125 | 2,500 | 2,500 | |
| | Bui | ilding Income | | | | | | | |
| 15 | | Rent from outside groups | 15,150 | 11,700 | 15,150 | 7,800 | 6,000 | 6,000 | We need more of the space. Being a landlord is not cost effective |
| 16 | | Rent from LWVNJ | 14,500 | 14,500 | 14,500 | 9,667 | 14,500 | 14,500 | NJ rents space, use of equipment from EF |
| 17 | | Utility payments from outside groups | 935 | 636 | 935 | 424 | 400 | 400 | Fewer rentals |
| 18 | Suk | b Total | 30,585 | 26,836 | 30,585 | 17,891 | 20,900 | 20,900 | |
| | | | | | | | | | |
| | | INCOME | FY20 | FY 20 | FY21 | FY 21 | FY 22 | FY 23 | Notes |

| | | | Budget | Actual | Budget | Actual | Budget | Budget | |
|----|-----|------------------------------|---------|---------|---------|---------|----------|----------|---|
| | | | 3 | 6-30-20 | | 2-10-21 | Proposed | Proposed | |
| 19 | Pro | ograms/workshops | 2,000 | 0 | 2,000 | 0 | 2,000 | - | Regional workshops, minimum registration fees, . Expense line EF54 |
| 20 | PM | P revenue LL option | 350 | 1,031 | 350 | 759 | 1,300 | 1,500 | Some local Leagues pay part of PMP from their EF account. |
| | We | b Affliations | | 57 | | 27 | 0 | 0 | Amazon smile move income to line 11 |
| | Pul | blications & Sales Income | | | | | | | |
| 21 | | Citizen's Guide Sales | 5,000 | 2,477 | 5,000 | 326 | 3,000 | 3,500 | Expenses EF line 49 & 50 |
| 22 | | Other Pubs | 400 | | 400 | 28 | 0 | 0 | Not selling things anymore. |
| 23 | Sul | o Total | 5,400 | 2,477 | 5,400 | 354 | 3,000 | 3,500 | |
| | то | TAL | 159,335 | 260,548 | 136,335 | 373,910 | 417,200 | 422,900 | |
| | | EXPENSE | | | | | | | |
| | | ministrative Expenses | | | | | | | |
| 24 | | Affiliations | 250 | 0 | 250 | 0 | 250 | 250 | Center for NonProfits \$175 |
| 25 | | Audit and Tax Prep | 10,000 | 13,000 | 11,000 | 0 | 14,000 | 15,000 | Most costs are in EF |
| 26 | | Bank Charges | 250 | 154 | 250 | 0 | 250 | 250 | Fees for online/credit card giving EF line 38 |
| 27 | | Board/Staff development | 2,000 | 712 | 1,500 | 310 | 2,000 | 2,500 | New Board in FY 22. And more staff |
| 28 | | Comercial Insurance | 3,150 | 3,350 | 3,400 | 0 | 3,600 | 3,700 | Slow increase |
| 29 | | State Fees & Reports | 180 | 33 | 180 | 0 | 200 | 200 | Charity registration & Corporate annual report |
| 30 | | LWVUS Council (June odd yrs) | 0 | 0 | 1,750 | 0 | 0 | 0 | Paid for out of NJ. May be partly reimbursed. |
| 31 | | Office Supplies | 750 | 166 | 750 | 235 | 1,250 | 1,250 | Adobe Acropro & Cloud \$555 + expenses only attributed to EF. Software bought in EF |
| 32 | Sul | o Total | 16,580 | 17,415 | 19,080 | 545 | 21,550 | 23,150 | |
| | | EXPENSE | FY20 | FY 20 | FY21 | FY 21 | FY 22 | FY 23 | Notes |
| | | | Budget | Actual | Budget | Actual | Budget | Budget | |
| | | | | 6-30-20 | | 2-10-21 | Proposed | Proposed | |

| 33 | MA | L pmp to LWVUS | 4,500 | 5,072 | 4,950 | 4,928 | 6,000 | 7,000 | Have permission to pay pmp from EF. \$32/MAL and SALL members income NJ line 12. Calc for 22 says about \$6,000 |
|----|-----|--|--------|---------|--------|---------|----------|----------|---|
| 34 | Dev | /elopment Expenses | | | | | | | |
| 35 | | Board Fundraiser | 0 | 88 | 13,000 | 160 | 10,000 | 10,000 | See income line 3 |
| 36 | | 100th Anniversary Celebration | 15,000 | 3,265 | 0 | 7,455 | 0 | 0 | See income line 4 |
| 37 | | Centennial Campaign | 2,000 | 850 | 2,000 | | 0 | 0 | Same as line 36 |
| 38 | | Every Action/Paypal | 600 | 680 | 700 | 878 | 800 | 900 | Fees for online and credit card giving |
| 39 | | Planned Giving | 250 | 0 | 250 | 0 | 300 | 300 | expenses for marketing planned giving |
| 40 | | Supplies including Software | 2,000 | 1,225 | 2,000 | 880 | 0 | 0 | This is now being handled differently |
| 41 | Sub | Total | 19,850 | 6,108 | 17,950 | 9,373 | 11,100 | 11,200 | |
| | Res | stricted funds expenses | | | | | | | |
| | | Voters Service | | 229 | | 8,411 | 0 | 0 | member grant for VS projects. |
| | | Fair Districts | | 7237 | | | 0 | 0 | No longer active |
| 42 | Sub | Total | 0 | 7,466 | 0 | 8,411 | 0 | 0 | |
| | Bui | Iding Expenses | | | | | | | See EF line 18 for Building income |
| 43 | | Property Insurance | 3,300 | 3,010 | 3,600 | 0 | 3,500 | 3,600 | 100% property current quote \$3060 |
| 44 | | Routine maintenance | 3,500 | 2,395 | 3,750 | 614 | 3,500 | 3,500 | cleaning, extermination service, small repairs |
| 45 | | Building repairs | 3,000 | 1,390 | 3,000 | 10,970 | 3,000 | 3,000 | |
| 46 | | Security | 1,500 | 1,517 | 1,600 | 728 | 1,700 | 1,800 | Advantage Security \$250/qtr FY19 + Verizon digital phone line \$35/mo |
| 47 | | Utilities | 5,400 | 3,833 | 5,500 | 2,045 | 4,000 | 4,500 | |
| 48 | Suk | Total | 16,700 | 12,145 | 17,450 | 14,358 | 15,700 | 16,400 | |
| | | | | | | | | | |
| | | | | | | | | | |
| | | EXPENSE | FY20 | FY 20 | FY21 | FY 21 | FY 22 | FY 23 | Notes |
| | | | Budget | Actual | Budget | Actual | Budget | Budget | |
| | D' | Nicotiona Eventua | | 6-30-20 | | 2-10-21 | Proposed | Proposed | |
| 49 | Put | Dications Expense Citizen's Guide - Production | 5,700 | 6,569 | 5,800 | 0 | 6,000 | 6,200 | Layout & printing. See EF lines 13 & 21 for |
| | | | · | ŕ | · | | | | income |
| 50 | | Citizen's Guide - S/H | 1,000 | 134 | 1,000 | 0 | 1,000 | 1,000 | |

| | Other Publications & Sales | 200 | 0 | 200 | 0 | 0 | 0 | Not doing many pubs for sale |
|-----|------------------------------|--|--|--|---|---|--|---------------------------------------|
| Sub | Total | 6,900 | 6,703 | 7,000 | 0 | 7,000 | 7,200 | |
| | | | | | | | | |
| Vot | ers Svc & Educ Workshops | | | | | | | |
| | Ed. Projects/Coalitions | 500 | 175 | 500 | 0 | 500 | 500 | |
| | Workshops | 2,000 | 0 | 2,000 | 935 | 2,000 | 2,000 | Regional workshops income EF line 19 |
| | VOTEline | 350 | 180 | 350 | 105 | 350 | 350 | Phone expenses \$350/year-new system |
| | Voters Service + Vote 411 | 8,500 | 5,826 | 8,500 | 11,143 | 8,500 | 8,500 | Includes \$7,500 for VOTE411. |
| Sub | Total | 11,350 | 6,181 | 11,350 | 12,183 | 11,350 | 11,350 | |
| | | | | | | | | |
| Exp | enses reimbursed to LWVNJ | | | | | | | All the bold purple is copied from NJ |
| | | 101,055 | 102,158 | 103,755 | 73,300 | 298,162 | 306,805 | see notes NJ line 15 |
| | President Board & Committees | 250 | 291 | 250 | 0 | 350 | 350 | see notes NJ line 16 |
| | Development | 4,395 | 4,233 | 4,455 | 3,415 | 4,500 | 4,500 | see notes NJ line 17 |
| | Annual Appeal LL share | | | | 0 | 0 | 0 | included in line 60 |
| | Communications & Marketing | 2,350 | 1,524 | 2,600 | 1,524 | 2,500 | 2,500 | see notes NJ line 19 |
| | LWVUS Convention | 1,000 | 458 | 0 | 0 | 1,000 | 500 | see notes NJ line 20 |
| Sub | Total | 109,050 | 108,664 | 111,060 | 78,240 | 306,512 | 314,655 | |
| | | | | | | | | |
| TO | TAL EXPENSES | 184,930 | 169,754 | 188,840 | 128,037 | 379,212 | 390,955 | |
| Net | gain (loss) | (25,595) | 90,794 | (52,505) | 245,873 | 37,988 | 31,945 | |
| | | | | | | | | + |
| | Glossary of acronyms | | | | | | | |
| | LL | Local League | | | | | | |
| | | Per member payment to LWVNJ (from | | | n locals) or L | WVUS (fror | n locals or N | IJ) |
| | | State Administered local League | | | | | | |
| | S/H | Shipping and | handling | | | | | |
| | Suk Exp Suk | Sub Total Voters Svc & Educ Workshops Ed. Projects/Coalitions Workshops VOTEline Voters Service + Vote 411 Sub Total Expenses reimbursed to LWVNJ Office operations President Board & Committees Development Annual Appeal LL share Communications & Marketing LWVUS Convention Sub Total TOTAL EXPENSES Net gain (loss) Glossary of acronyms LL PMP SALL S/H | Voters Svc & Educ Workshops Ed. Projects/Coalitions 500 Workshops 2,000 VOTEline 350 Voters Service + Vote 411 8,500 Sub Total 11,350 Expenses reimbursed to LWVNJ Office operations 101,055 President Board & Committees 250 Development 4,395 Annual Appeal LL share Communications & Marketing 2,350 LWVUS Convention 1,000 Sub Total 109,050 TOTAL EXPENSES 184,930 Net gain (loss) (25,595) Glossary of acronyms LL Local League PMP Per member p SALL State Adminis | Voters Svc & Educ Workshops Ed. Projects/Coalitions 500 175 Workshops 2,000 0 VOTEline 350 180 Voters Service + Vote 411 8,500 5,826 Sub Total 11,350 6,181 Expenses reimbursed to LWVNJ 6,181 Office operations 101,055 102,158 President Board & Committees 250 291 Development 4,395 4,233 Annual Appeal LL share Communications & Marketing 2,350 1,524 LWVUS Convention 1,000 458 Sub Total 109,050 108,664 TOTAL EXPENSES 184,930 169,754 Net gain (loss) (25,595) 90,794 Glossary of acronyms LL Local League PMP Per member payment to L SALL State Administered local L | Voters Svc & Educ Workshops Ed. Projects/Coalitions 500 175 500 Workshops 2,000 0 2,000 VOTEline 350 180 350 Voters Service + Vote 411 8,500 5,826 8,500 Sub Total 11,350 6,181 11,350 Expenses reimbursed to LWVNJ Office operations 101,055 102,158 103,755 President Board & Committees 250 291 250 Development 4,395 4,233 4,455 Annual Appeal LL share Communications & Marketing 2,350 1,524 2,600 LWVUS Convention 1,000 458 0 Sub Total 109,050 108,664 111,060 TOTAL EXPENSES 184,930 169,754 188,840 Net gain (loss) (25,595) 90,794 (52,505) Glossary of acronyms L L Local League PMP Per member payment to LWVNJ (front SALL State Administered local League | Voters Svc & Educ Workshops Ed. Projects/Coalitions 500 175 500 0 Workshops 2,000 0 2,000 935 VOTEline 350 180 350 105 Voters Service + Vote 411 8,500 5,826 8,500 11,143 Sub Total 11,350 6,181 11,350 12,183 Expenses reimbursed to LWVNJ 101,055 102,158 103,755 73,300 President Board & Committees 250 291 250 0 Development 4,395 4,233 4,455 3,415 Annual Appeal LL share 0 0 1,524 2,600 1,524 LWVUS Convention 1,000 458 0 0 Sub Total 109,050 108,664 111,060 78,240 TOTAL EXPENSES 184,930 169,754 188,840 128,037 Wet gain (loss) (25,595) 90,794 (52,505) 245,873 Glossary of acronyms LL Local League | Voters Svc & Educ Workshops Ed. Projects/Coalitions 500 175 500 0 500 Workshops 2,000 0 2,000 935 2,000 VOTEline 350 180 350 105 350 Voters Service + Vote 411 8,500 5,826 8,500 11,143 8,500 Sub Total 11,350 6,181 11,350 12,183 11,350 Expenses reimbursed to LWVNJ 0ffice operations 101,055 102,158 103,755 73,300 298,162 President Board & Committees 250 291 250 0 350 Development 4,395 4,233 4,455 3,415 4,500 Annual Appeal LL share 0 0 0 0 0 LWVUS Convention 1,000 458 0 0 1,000 Sub Total 109,050 108,664 111,060 78,240 306,512 TOTAL EXPENSES 184,930 169,754 188,840 128,037 <t< th=""><th> Voters Svc & Educ Workshops</th></t<> | Voters Svc & Educ Workshops |