

**DRAFT**

*Pending Further Allocation of Program and Development Expenses to Account Level Details*



# **2019 Proposed Budget**

**DRAFT**

*Pending Further Allocation of Program and Development Expenses to Account Level Details*

**Special Olympics Iowa  
2019 Budget  
Financial Plan Highlights**

**Cash revenue growth of 9% over 2018 forecast (+ \$216,600)**

- \$157,500 increase in grants from SOI for Unified Schools
- \$685,000 from contributed income, flat with 2018 forecast. Direct mail programs provide over 55% of the total.
  - ~ 2019 budget assumes replacement of Casey's 50th anniversary fundraising program (\$90,000) and individual estate's bequest of \$62,000.
- \$60,900 increase in revenues from fundraising activities

**Cash expense growth of 6% over 2018 forecast (+ \$222,300)**

- Program staff additions for marketing/communications and Unified Schools
- Expand program spending to fund all expenses of the mid-winter tournament; eliminating the per athlete charge for participation
- Continue to leverage outsourcing model for more cost efficient administrative services

**Expenses for employee costs approximate 47% of cash revenues (14 full time and 3 part time employees)**

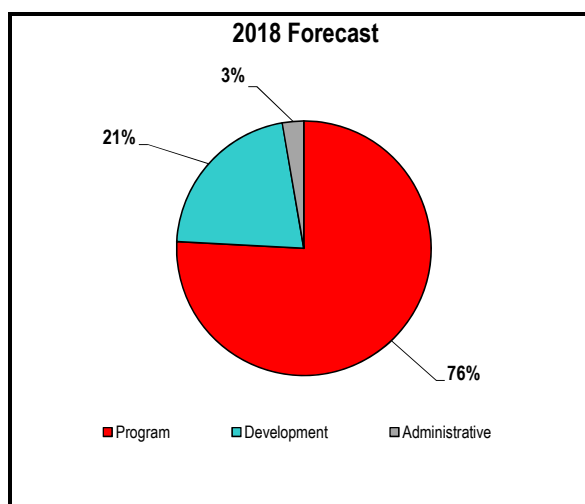
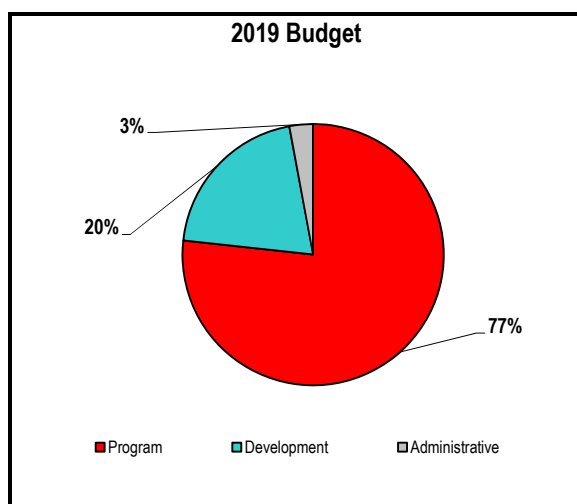
- Assume a 5% across the board pay increase, to be used as a pool for allocation to employees based on merit and risk
- Invest in marketing/communications and Unified Schools positions
- Employ an athlete parttime to assist with program needs.
- Continue to offer a competitive benefits package to offset base pay differential with the private sector

**Detailed (account-level) allocation of program and development expenses remains.**

- \$616,945 in gross program spending is planned. Additional work with staff to allocate to specific accounts to occur
- \$338,800 in gross development spending is planned. Additional work with staff to allocate to specific accounts to occur

**Functional Expense allocations**

- Expand program related spending to 77% of total expenditures; up nearly 2 points from 2018 forecast.



**DRAFT**

*Pending Further Allocation of Program and Development Expenses to Account Level Details*

**Special  
Olympics  
Iowa**



**2019 Organizational Budget**

<b>REVENUE</b>	<b>2019 Budget</b>	<b>2018 Forecast</b>	<b>2019B to 2018F</b>
Contributions-Civic Clubs	\$ 50,000	\$ 8,813	\$ 41,187
Contributions-Corporate	160,000	185,833	(25,833)
Contributions-Individuals	85,000	173,405	(88,405)
Contributions-Royalty Income	5,000	7,519	(2,519)
Contributions-Telemarket	145,000	138,292	6,708
Contributions-Direct Mail	240,000	170,880	69,120
Promotions Revenue	1,354,000	1,293,142	60,858
Program Revenue	147,600	151,884	(4,284)
Grants	345,000	187,500	157,500
Other Income	105,000	102,695	2,305
In-Kind Donations	1,485,000	1,338,805	146,195
<b>TOTAL REVENUE</b>	<b>\$ 4,121,600</b>	<b>\$ 3,758,769</b>	<b>\$ 362,831</b>
<b>EXPENSES</b>			
Program	3,160,308	2,954,882	205,426
Development	838,187	835,746	2,441
Administrative	120,620	106,163	14,457
<b>TOTAL EXPENSES</b>	<b>\$ 4,119,115</b>	<b>\$ 3,896,791</b>	<b>\$ 222,324</b>
<b>INCREASE IN NET ASSETS</b>	<b>\$ 2,485</b>	<b>\$ (138,022)</b>	<b>\$ 140,507</b>

The Board of Directors and staff of Special Olympics Iowa are committed to superior stewardship. Administrative costs comprise less than 3% of audited expenses. There are NO charges for the athletes to participate in the competitions and events offered by Special Olympics Iowa.

**DRAFT**

Pending Further Allocation of Program and Development Expenses to Account Level Details



**2019 Organizational Budget**

<b>REVENUE</b>	<b>2019 Budget</b>	<b>2018 Forecasted</b>	<b>Variance</b>	<b>2018 Budget</b>
Contributions-Civic Clubs	\$ 50,000	\$ 8,813	\$ 41,187	\$ 50,000
Contributions-Corporate	160,000.00	185,833.33	(25,833.33)	160,000.00
Contributions-Individuals	85,000.00	173,405.33	(88,405.33)	75,000.00
Contributions-Royalty Income	5,000.00	7,518.67	(2,518.67)	5,000.00
Contributions-Telemarket	145,000.00	138,292.00	6,708.00	150,000.00
Contributions-Direct Mail	240,000.00	170,880.00	69,120.00	236,640.00
Promotions Revenue	1,354,000.00	1,293,142.00	60,858.00	1,678,000.00
Program Revenue	147,600.00	151,884.00	(4,284.00)	141,475.00
Grants	345,000.00	187,500.00	157,500.00	135,000.00
Other Income	105,000.00	102,695.00	2,305.00	163,217.00
In-Kind Donations	1,485,000.00	1,338,805.33	146,194.67	1,415,646.06
<b>TOTAL REVENUE</b>	<b>\$ 4,121,600.00</b>	<b>\$ 3,758,769.00</b>	<b>\$ 362,831.00</b>	<b>\$ 4,209,978.06</b>

<b>EXPENSES</b>	<b>Program</b>	<b>Development</b>	<b>Administrative</b>	<b>Total</b>	<b>2019 Budget</b>	<b>2018 Forecasted</b>	<b>Variance</b>	<b>2018 Budget</b>
Area Compensation	\$ 20,000.00	\$ -	\$ -	\$ 20,000.00	\$ 35,661.00	\$ (15,661.00)	\$ 17,000.00	
Accounting Expenses	-	-	72,000.00	72,000.00	63,000	9,000	-	
Audit Fees	-	-	17,500.00	17,500.00	23,275.00	(5,775.00)	20,000.00	
Automobile Expenses	10,600.00	1,620.00	-	12,220.00	23,514.67	(11,294.67)	9,600.00	
Awards	25,000.00	-	-	25,000.00	32,572.00	(7,572.00)	26,465.00	
Bank Charges\Interest Expense	-	-	5,100.00	5,100.00	7,450.67	(2,350.67)	9,675.01	
Big 12 Expenses	-	-	-	-	-	-	1,400.00	
Board of Director Expense	1,020.00	-	1,020.00	2,040.00	472.00	1,568.00	6,700.00	
Building Interest	-	-	-	-	-	-	1,400.00	
Building Maintenance	9,900.00	3,840.00	240.00	13,980.00	15,981.33	(2,001.33)	15,850.00	
Conferences & Meetings	180.00	-	-	180.00	13,006.67	(12,826.67)	6,150.00	
Criminal Background Checks	5,700.00	-	-	5,700.00	5,625.33	74.67	3,600.00	
Depreciation Expense	69,600.00	27,000.00	2,700.00	99,300.00	97,276.00	2,024.00	106,170.56	
Dues & Subscriptions	1,680.00	420.00	-	2,100.00	992.00	1,108.00	5,080.00	
Equipment Lease & Repair	6,960.00	900.00	900.00	8,760.00	7,578.67	1,181.33	2,280.00	
Flowers & Gifts	240.00	-	-	240.00	1,540.00	(1,300.00)	3,105.00	
Fundraising	-	-	-	-	38,790.00	(38,790.00)	100.00	
Garden Expense	2,520.00	240.00	-	2,760.00	1,080.00	1,680.00	914.99	
General Program Supplies	4,800.00	-	-	4,800.00	7,300.00	(2,500.00)	3,000.00	
Hotels/Meals/Incidentals	420.00	-	-	420.00	9,924.00	(9,504.00)	7,350.00	
In Kind Contributions	1,383,000.00	102,000.00	-	1,485,000.00	1,315,730.67	169,269.33	1,404,302.79	
Insurance	16,200.00	6,000.00	300.00	22,500.00	28,813.33	(6,313.33)	43,570.00	
Investment Management Fees	-	-	1,560.00	1,560.00	2,021.33	(461.33)	2,600.00	
Legal Fees	-	-	-	-	-	-	4,650.00	
Office Supplies	3,900.00	720.00	1,000.00	5,620.00	9,546.67	(3,926.67)	9,900.00	
Permits & Licenses	480.00	720.00	-	1,200.00	1,018.67	181.33	2,075.00	
Postage & Shipping	6,600.00	840.00	900.00	8,340.00	10,516.00	(2,176.00)	10,200.00	
Printing	1,920.00	240.00	-	2,160.00	7,497.33	(5,337.33)	10,970.00	
Program Expenses	616,945.00	-	-	616,945.00	506,735.00	110,210.00	551,495.00	
Promotion Expenses	-	338,800.00	-	338,800.00	214,786.67	124,013.33	340,250.00	
Public Education	-	-	-	-	18,202.67	(18,202.67)	26,000.00	
Public Relations	5,000.00	-	-	5,000.00	40,497.00	(35,497.00)	3,250.00	
Salaries and Benefits	886,543.20	331,046.80	14,400.00	1,231,990.00	1,122,090.67	109,899.33	1,271,351.40	
SOI Accreditation Fee	41,000.00	-	-	41,000.00	40,875.00	125.00	40,000.00	
Supplies for Staff	-	-	120.00	120.00	72.00	48.00	2,000.00	
Team Iowa Expenses	-	-	-	-	72,427.00	(72,427.00)	73,900.00	
Computer and Maintenance	16,800.00	6,300.00	840.00	23,940.00	22,952.00	988.00	28,600.00	
Telemarket Expenses	-	-	-	-	48,049.33	(48,049.33)	38,500.00	
Telephone/FAX/Internet	3,900.00	2,220.00	1,500.00	7,620.00	7,694.67	(74.67)	7,500.00	
Training & Consulting	-	-	-	-	2,645.33	-	24,000.00	
Utilities	14,400.00	5,280.00	540.00	20,220.00	19,650.67	569.33	18,300.00	
Professional Development	-	-	-	-	-	-	100.00	
Torch Run Conference	-	10,000.00	-	10,000.00	10,237.33	(237.33)	26,000.00	
Volunteer Hours Donated	-	-	-	-	-	-	8,022.06	
Volunteer Recruitment	5,000.00	-	-	5,000.00	9,692.00	(4,692.00)	11,600.00	
<b>TOTAL EXPENSES</b>	<b>\$ 3,160,308</b>	<b>\$ 838,187</b>	<b>\$ 120,620</b>	<b>\$ 4,119,115</b>	<b>\$ 3,896,791</b>	<b>\$ 224,970</b>	<b>\$ 4,204,977</b>	
<b>2018F Functional Expense Allocation</b>	<b>2,954,882</b>	<b>835,746</b>	<b>106,163</b>	<b>3,896,791</b>				
<b>2019B to 2018F Increase (Decrease)</b>	<b>\$ 205,426</b>	<b>\$ 2,441</b>	<b>\$ 14,457</b>	<b>\$ 222,324</b>				

<b>INCREASE IN NET ASSETS</b>	<b>\$ 2,485.00</b>	<b>\$ (138,021.67)</b>	<b>\$ 5,001.25</b>
-------------------------------	--------------------	------------------------	--------------------