



2022 Draft Budget

Board of Directors November 2021

2022 Budget Financial Plan Highlights

Revenue

- \$517,500 from individual and corporate contributed income sources
- Ames Plunge planned at \$250,000 revenue projection
- Casey's has decided not to continue with the Roundup promotion
- Program revenue is made up of souvenir sales at events, net zero effect
- Continued support from State of Iowa Appropriation for \$100,000
- Promotional events planned to be in person building back to 2019 levels
- Grants include Unified Champion Schools (reduced from 2020 amounts) and Healthy Athlete grants
- No investment income, gains or losses is budgeted

Expense

- Full programming schedule of events in line with 2019
- Summer Games expenses increased for additional food costs

Staffing

- Staffing levels will increase to pre-Covid levels
- Budget includes four vacant positions
- Salary increases for merit and cost of living are planned for later in 2022

Substantial Variances from 2021

- 2021 PPP Loan was received in the amount of \$264,846.55
- Casey's Roundup will not occur
- \$125,000 expense related to Team Iowa National Games



2022 Organizational Budget

	2022 Budget	2021 9+3 Forecast	Variance	2020 Budget
REVENUE				
Contributions-Civic Clubs	\$ 50,000	\$ 42,373	\$ 7,627	\$ 65,000
Contributions-Corporate	300,000	370,687	(70,687)	291,000
Contributions-Foundations	-	-	-	-
Contributions-Individuals	150,000	89,480	60,520	95,000
Contributions-Royalty Income	-	184	(184)	5,000
Contributions-Telemarket	67,500	59,399	8,101	135,000
Contributions-Direct Mail	250,000	238,929	11,071	240,000
Promotions Revenue	880,000	609,738	270,262	1,085,000
Casey's Roundup	-	201,566	(201,566)	400,000
National Games Revenue	60,000	-	-	-
Program Revenue	72,500	110	72,390	83,000
Grants	529,000	445,812	83,188	368,405
Payroll Protection Program CARES Act	-	264,847	(264,847)	244,295
Other Income	-	-	-	-
TOTAL CASH REVENUES	2,359,000	2,323,125	(24,125)	3,011,700
Investment Income	-	126,101	(126,101)	-
In-Kind Donations	-	18,229	(18,229)	1,485,000
TOTAL REVENUE	\$ 2,359,000	\$ 2,467,455	\$ (168,455)	\$ 4,496,700

	Program	Development	Administrative	Total	2021 9+3 Forecast	Variance \$	2020 Budget
EXPENSES							
Area Compensation	\$ -	\$ -	\$ -	\$ -	\$ 715	\$ (715)	\$ -
Accounting Expenses	-	-	-	-	-	-	73,500
Audit Fees	-	-	17,000	17,000	16,569	431	16,500
Automobile Expenses	8,362	2,016	126	10,504	14,506	(4,002)	12,000
Awards	15,000	-	-	15,000	-	15,000	15,000
Bank Charges/Interest Expense	960	228	3,120	4,308	4,058	250	3,100
Big 12 Expenses	2,500	-	-	2,500	764	1,736	5,100
Board of Director Expense	796	192	12	1,000	750	250	9,500
Building Interest	-	-	-	-	-	-	-
Building Maintenance	17,920	4,320	264	22,504	31,037	(8,533)	27,000
Conferences & Meetings	398	96	6	500	2,555	(2,055)	-
Criminal Background Checks	1,500	-	-	1,500	1,206	294	4,800
Dues & Subscriptions	8,282	1,990	118	10,390	15,182	(4,792)	8,200
Equipment Lease & Repair	1,056	252	12	1,320	955	365	12,000
Flowers & Gifts	480	120	12	612	2,712	(2,100)	1,200
Fundraising	-	4,800	-	4,800	5,300	(500)	12,000
Garden Expense	1,990	480	30	2,500	2,028	472	2,500
General Program Supplies	3,000	3,504	-	6,504	738	5,766	14,100
Hotels/Meals/Incidentals	3,828	1,440	90	5,358	10,775	(5,417)	12,000
Insurance	36,324	8,748	540	45,612	38,914	6,698	40,800
Investment Management Fees	-	-	5,202	5,202	5,739	(537)	5,200
Legal Fees	2,388	576	36	3,000	763	2,237	-
Liability Insurance	-	-	-	-	-	-	-
Long Range Planning	-	-	-	-	-	-	-
Office Supplies	1,956	468	24	2,448	2,580	(132)	7,400
Permits & Licenses	480	120	12	612	150	462	600
Postage & Shipping	4,776	1,152	72	6,000	11,099	(5,099)	6,100
Printing	4,776	1,152	72	6,000	6,637	(637)	6,100
Program Expenses	531,550	-	-	531,550	115,692	415,858	637,600
Unified Champion Schools	223,750	-	-	223,750	238,375	(14,625)	290,900
Promotion Expenses	-	176,500	-	176,500	156,247	20,253	224,200
Public Education	21,600	-	-	21,600	11,393	10,207	31,200
Public Relations	-	7,200	-	7,200	8,847	(1,647)	7,200
Salaries and Benefits	902,995	235,199	91,092	1,229,286	900,917	328,369	1,376,000
SOI Accreditation Fee	46,800	-	-	46,800	37,422	9,378	50,400
Supplies for Staff	-	-	180	180	32	148	200
Team Iowa Expenses	125,000	-	-	125,000	6,866	118,134	-
Computer and Maintenance	19,116	4,608	276	24,000	33,891	(9,891)	16,800
Telemarket Expenses	-	24,000	-	24,000	16,585	7,415	43,200
Telephone/FAX/Internet	7,644	1,836	108	9,588	10,219	(631)	10,200
Training & Consulting	960	228	12	1,200	-	1,200	4,800
Utilities	14,700	3,540	216	18,456	16,184	2,272	19,700
Professional Development	1,200	-	-	1,200	-	1,200	9,600
Torch Run Conference	-	-	-	-	-	-	15,000
Volunteer Recruitment	7,200	-	-	7,200	4,261	2,939	3,600
TOTAL CASH EXPENSES	\$ 2,019,288	\$ 484,765	\$ 118,632	\$ 2,622,685	\$ 1,732,662	\$ 890,023	\$ 3,035,300
In Kind Contributions	-	-	-	-	18,229	(18,229)	1,400,000
Volunteer Hours Donated	-	-	-	-	-	-	85,000
Depreciation Expense	90,000	30,000	10,200	130,200	\$ 107,411	22,789	80,300
TOTAL CASH and NON-CASH EXPENSES	2,109,288	514,765	128,832	2,752,885	1,858,302	894,583	4,600,600
INCREASE IN NET ASSETS				\$ (393,885)	\$ 609,153	\$ (1,063,038)	\$ (103,900)