

**ALLIANCE FOR THE CHESAPEAKE BAY  
2018 DRAFT BUDGET**

|   | 2018 Budget    |                        |                           |                        |                  | 2017 Budget      | 2016 Final       |
|---|----------------|------------------------|---------------------------|------------------------|------------------|------------------|------------------|
|   | Unrestricted   |                        |                           | Temporarily Restricted |                  |                  |                  |
|   | Administration | New Program Investment | Development & Fundraising | Program                | Total            |                  |                  |
| <b>1 Income</b>                             |                |                        |                           |                        |                  |                  |                  |
| 2 Grant & Contracts- Direct Payments        |                |                        |                           | 5,146,982              | 5,146,982        | 4,613,026        | 5,186,233        |
| 3 Grant & Contracts- Indirect Cost Billing  | 539,196        |                        |                           |                        | 539,196          | 574,956          | 483,881          |
| 4 Donations                                 |                |                        | 110,000                   |                        | 110,000          | 110,000          | 79,752           |
| 5 Events (Taste)                            |                |                        | 125,000                   |                        | 125,000          | 110,000          | 108,940          |
| 6 Program Income & Sponsorships             |                | 75,000                 |                           | 75,000                 | 150,000          | 150,000          | 163,650          |
| 7 Rental and Admin fees                     | 15,000         |                        |                           |                        | 15,000           | 1,200            | 1,200            |
| 8 Interest                                  | 600            |                        |                           |                        | 600              | 1,500            | 191              |
| <b>9 Total Income</b>                       | <b>554,796</b> | <b>75,000</b>          | <b>235,000</b>            | <b>5,221,982</b>       | <b>6,086,779</b> | <b>5,560,682</b> | <b>6,023,847</b> |
| <b>10 Expense</b>                           |                |                        |                           |                        |                  |                  |                  |
| 11 Personnel*                               | 388,725        | 78,763                 | 194,914                   | 1,684,988              | 2,347,390        | 2,163,681        | 2,015,123        |
| 12 Direct Grant & Program Expenses          |                | 25,000                 |                           | 3,077,876              | 3,102,876        | 2,903,657        | 3,314,587        |
| 13 Program Development (Innovation Fund)    |                | 25,000                 |                           |                        | 25,000           | 25,000           | 5,764            |
| 14 Consulting & Professional                | 73,750         |                        | 2,500                     |                        | 76,250           | 50,500           | 62,124           |
| 15 Computer                                 | 20,000         |                        |                           |                        | 20,000           | 15,000           | 15,717           |
| 16 Rent & Utilities                         | 150,528        |                        |                           |                        | 150,528          | 115,000          | 115,313          |
| 17 Office Supplies                          | 12,000         |                        | 10,000                    |                        | 22,000           | 20,000           | 19,788           |
| 18 Insurance (non-health)                   | 20,000         |                        |                           |                        | 20,000           | 14,000           | 18,379           |
| 19 Insurance (health)                       | 12,704         | -                      | 1,873                     | 59,479                 | 74,056           | 39,551           | -                |
| 20 Interim Parental Leave Policy (Proposed) |                |                        | 5,000                     | 15,000                 | 20,000           | -                | -                |
| 21 Interest                                 | -              |                        |                           |                        | -                | -                | -                |
| 22 Phone/fax/internet                       | 17,000         |                        |                           |                        | 17,000           | 13,000           | 13,842           |
| 23 Postage                                  | 2,500          |                        | 3,000                     |                        | 5,500            | 10,000           | 8,235            |
| 24 Travel & Meetings (non grant)            | 14,500         | 1,500                  | 4,000                     |                        | 20,000           | 15,500           | 13,982           |
| 25 Dues & Subscriptions                     | 500            |                        |                           |                        | 500              | 850              | 350              |
| 26 Taxes, Fees & Licenses                   | 500            |                        |                           |                        | 500              | 800              |                  |
| 27 Bank and Merchant Fees                   | 3,000          |                        |                           |                        | 3,000            | 3,000            | 2,441            |
| 28 Taste Expense                            |                |                        | 20,000                    |                        | 20,000           | 20,000           | 16,690           |
| 29 Outreach Events                          |                | 5,000                  | 5,000                     |                        | 10,000           | 10,000           | 680              |
| 30 Communicatons (Print/web)                | 5,000          | 2,000                  | 13,000                    |                        | 20,000           | 20,000           | 8,580            |
| 31 Miscellaneous                            | 1,000          |                        | 1,000                     |                        | 2,000            | 2,000            | 1,181            |
| 32 Payment to Operating Reserve             | 50,000         |                        | -                         |                        | 50,000           | 50,000           | -                |
| <b>33 Total Expense</b>                     | <b>771,707</b> | <b>137,263</b>         | <b>260,287</b>            | <b>4,837,343</b>       | <b>6,006,600</b> | <b>5,491,539</b> | <b>5,632,779</b> |
| 34 Change in net assets                     | (216,911)      | (62,263)               | (25,287)                  | 384,639                |                  |                  |                  |
| <b>35 Net change in assets</b>              |                |                        | <b>(304,461)</b>          |                        | <b>80,178</b>    | 69,143           | <b>391,068</b>   |