

JUNIOR WELFARE LEAGUE OF ENID INC
Budget vs. Actuals: 2018-2021 Budget - FY21-22

	FY 21-22	FY 20-April 15, 2021		FY 19-April 15, 2020		FY18-19	
	Budget	Actuals	Budget	Actuals	Budget	Actuals	Budget
Income							
Direct Public Support				7.94		533.74	
Individ, Business Contributions	\$0.00	\$9.00	\$3,000.00	279.91	\$3,000.00	0.00	\$3,500.00
Total Direct Public Support	\$0.00	\$9.00	\$ 3,000.00	\$ 287.85	\$ 3,000.00	\$ 533.74	\$ 3,500.00
Fundraising Income	\$0.00	\$1,531.89	0.00	955.22	0.00	2,650.00	\$0.00
Return Engagement	\$31,000.00						
Beer Fest Income	\$0.00	\$0.00	0.00	0.00	0.00	0.00	\$0.00
Care To Share	\$10,000.00	\$0.00	10,000.00	189.83	10,000.00	12,600.00	\$10,000.00
Cocktails for a Cause	\$100.00	\$84.67	100.00	48.30	100.00	27.00	\$100.00
Disco Dance Income	\$0.00	\$0.00	0.00	0.00	0.00	0.00	\$0.00
Community Donations Income	\$0.00	\$341.39	0.00	0.00	0.00	0.00	\$0.00
Gala Revenue	\$80,000.00	\$111,599.45	60,000.00	95,833.79	80,000.00	94,860.00	\$80,000.00
Golf Tournament	\$0.00	\$0.00	0.00	0.00	0.00	0.00	\$0.00
Warm Your Heart Run	\$0.00	\$0.00	0.00	0.00	0.00	0.00	\$0.00
Total Fundraising Income	\$121,100.00	\$113,557.40	\$ 70,100.00	\$ 97,027.14	\$ 90,100.00	\$ 110,137.00	\$ 90,100.00
Other Types of Income							
PPP Loan	\$4,185.00						
Endowment for Scholarship	\$2,000.00	\$2,503.78	2000.00	2,450.65	2000.00	100.00	2000.00
H & S Donation for Scholarship	\$0.00	\$0.00	0.00	0.00	0.00	0.00	0.00
Interest Income	\$20.00	\$25.13	20.00	26.57	20.00	21.65	20.00
Miscellaneous Revenue	\$0.00	\$4,354.84	0.00	655.80	0.00	0.00	0.00
Oil Royalties	\$0.00	\$0.00	0.00	0.00	30.00	0.00	30.00
Provisional Fees	\$300.00	\$190.00	300.00	0.00	300.00	475.00	300.00
Sales Tax Discount	\$0.00	\$382.38	0.00	0.09	0.00	0.00	0.00
Wish Families	\$0.00	\$0.00	0.00	0.00	0.00	0.00	0.00
Total Other Types of Income	\$6,505.00	\$7,456.13	\$ 2,320.00	\$ 3,133.11	\$ 2,350.00	\$ 596.65	\$ 2,350.00
Program Income							
Active Membership Dues	\$2,500.00	\$2,527.01	\$2,800.00	2,680.00	\$2,800.00	2,118.75	\$2,300.00
H&S Membership Dues	\$3,000.00	\$2,372.00	\$3,000.00	610.00	\$3,000.00	3,101.30	\$2,500.00
Total Program Income	\$5,500.00	\$4,899.01	\$ 5,800.00	\$ 3,290.00	\$ 5,800.00	\$ 5,220.05	\$ 4,800.00
Sales Income							
Bistro Tables	\$0.00	\$0.00	0.00	0.00	0.00	0.00	\$0.00
Consignment Sales	\$70,000.00	\$52,219.83	65,000.00	44,167.29	80,900.00	53,621.66	\$85,000.00
CookBook Events Income			0.00		0.00	137.00	\$0.00
Cookbook Sales		\$1,236.06		36.00		130.85	
For Members	\$2,500.00	\$330.00	2,500.00	2,081.00	3,000.00	1,387.82	\$3,000.00
For resale (wholesale)	\$500.00	\$932.90	500.00	398.73	500.00	599.68	\$500.00
For retail	\$500.00	\$245.60	500.00	742.90	500.00	795.23	\$500.00
Total Cookbook Sales	\$3,500.00	\$2,744.56	\$ 3,500.00	\$ 3,258.63	\$ 4,000.00	\$ 2,913.58	\$ 4,000.00
Newsletter - Ads			\$0.00	0.00	\$0.00	0.00	\$0.00
Total Sales Income	\$73,500.00	\$54,964.39	\$ 68,500.00	\$ 47,425.92	\$ 84,900.00	\$ 56,672.24	\$ 89,000.00
Social Income			0.00	0.00	0.00	160.00	\$0.00
April Dinner	\$1,200.00	\$1,010.00	1,200.00	50.00	1,200.00	991.80	\$1,200.00
Christmas Luncheon	\$500.00	\$510.00	1,200.00	425.00	1,200.00	502.00	\$1,200.00
Total Social Income	\$1,700.00	\$1,520.00	\$ 2,400.00	\$ 475.00	\$ 2,400.00	\$ 1,653.80	\$ 2,400.00
Services			0.00	228.37	0.00	0.00	\$ 0.00
Unapplied Cash Payment Income			0.00	0.12	0.00	0.00	\$0.00
Total Income	\$208,305.00	\$185,110.31	\$ 152,120.00	\$ 152,147.42	\$ 188,550.00	\$ 174,813.48	\$ 192,150.00
Cost of Goods Sold		\$5,406.50					
Consigned goods	\$20,000.00	\$4,953.98	16,000.00	13,173.18	16,000.00	15,805.54	\$25,500.00
Cost of Sales - Swap books	\$0.00	\$0.00	0.00	0.00	0.00	0.00	\$0.00
Total Cost of Goods Sold	\$20,000.00	\$10,360.48	\$ 16,000.00	\$ 13,173.18	\$ 16,000.00	\$ 15,805.54	\$ 25,500.00
Gross Profit	\$188,305.00	\$174,749.83	\$ 136,120.00	\$ 138,974.24	\$ 172,550.00	\$ 159,007.94	\$ 166,650.00
Expenses							
Advertising	\$3,000.00	\$0.00	2,000.00	1,405.95	3,000.00	3,659.03	\$3,000.00
Awards and Grants	\$0.00	\$0.00	500.00	0.00	500.00	500.00	\$0.00
Gala Distributions	\$25,000.00	\$15,000.00	15,000.00	40,457.75	35,000.00	52,500.00	\$35,000.00
H & S Distributions	\$3,000.00	\$4,700.00	2,500.00	0.00	2,500.00	1,625.00	\$2,500.00
Scholarship	\$2,000.00	\$2,000.00	2,000.00	0.00	2,000.00	2,000.00	\$1,000.00
Total Awards and Grants	\$30,000.00	\$21,700.00	\$ 20,000.00	\$ 40,457.75	\$ 40,000.00	\$ 56,625.00	\$ 38,500.00

Babysitting	\$900.00	\$800.00	900.00	480.00	900.00	900.00	\$900.00
Bank Expense	\$0.00	\$235.11	\$0.00	698.79			
E-Commerce/Paypal Fees	\$1,000.00	\$541.65	\$0.00				
Bank Fees	\$2,000.00	\$1,457.74	2,000.00	1,804.29	1,000.00	1,280.88	\$2,500.00
Returned Check Expense	\$0.00	\$397.93	50.00	60.00	50.00	10.00	\$100.00
Total Bank Expense	\$3,000.00	\$3,432.43	\$ 2,050.00	\$ 2,563.08	\$ 1,050.00	\$ 1,290.88	\$ 2,600.00
Building Fund Expense		\$334.90					
Building Maintenance	\$0.00	\$0.00	0.00	0.00	0.00	0.00	\$ 0.00
RE Tech & Fixture Upgrades	\$0.00	\$0.00	0.00	0.00	0.00	0.00	\$ 0.00
Building Fund expense	\$0.00	\$334.90	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
Business Expenses							
Business Permit Expense	\$0.00	\$0.00	0.00	0.00	0.00	0.00	\$0.00
General Business Expense	\$0.00	\$42.03	0.00	0.00	0.00	0.00	\$0.00
Total Business Expenses	\$0.00	\$42.03	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
Care To Share	\$10,000.00	\$3,926.63	10,000.00	8,202.61	10,000.00	9,380.88	\$10,000.00
Cash <Long>/Short	\$0.00	\$43.60	0.00	-35.88	0.00	0.00	\$0.00
Community Donations	\$8,000.00	\$7,360.00	8,000.00	4,340.00	9,000.00	8,000.00	\$8,000.00
Contract Services							
Accounting & Legal Fees	\$4,500.00	\$3,500.00	4,500.00	3,500.00	4,000.00	4,368.50	\$4,000.00
Computer Tech Support	\$500.00	\$0.00	245.00	245.00	100.00	0.00	\$250.00
Total Contract Services	\$5,000.00	\$3,500.00	\$ 4,745.00	\$ 3,745.00	\$ 4,100.00	\$ 4,368.50	\$ 4,250.00
Cookbook Marketplace	\$0.00	\$0.00	0.00	0.00	0.00	0.00	0.00
Cookbook Postage	\$0.00	\$0.00	0.00	200.00	0.00	0.00	200.00
Cookbook Storage	\$0.00	\$0.00	0.00	0.00	0.00	0.00	0.00
Cookbook Supplies	\$50.00	\$26.10	0.00	144.59	0.00	0.00	100.00
Depreciation	\$0.00	\$12,567.50					
Facilities and Equipment				672.00			
Cleaning Supplies	0.00	\$0.00	0.00	0.00	0.00	0.00	0.00
Parking Expense	600.00	\$0.00	600.00	600.00	600.00	700.00	600.00
Pest Control	340.00	\$170.00	340.00	255.00	340.00	340.00	340.00
Property Insurance	0.00		0.00	0.00	3,500.00	4,080.44	3,000.00
Property Tax	20.00	\$20.00	20.00	19.00	20.00	18.27	20.00
Rent	0.00		0.00	75.00	0.00	0.00	500.00
Repairs & Maintenance	500.00	\$0.00	500.00	744.00	500.00	2,499.97	\$0.00
Security Expense	265.00	\$0.00	275.00	265.00	275.00	275.00	\$275.00
Utilities	7,700.00	\$5,750.46	7,000.00	5,237.53	7,000.00	7,198.26	\$7,000.00
Total Facilities and Equipment	\$9,425.00	\$5,940.46	\$ 8,735.00	\$ 7,867.53	\$ 12,235.00	\$ 15,111.94	\$ 11,735.00
Fundraising Expenses						2,015.00	
Beer Fest Expense	\$0.00	\$0.00	0.00	0.00	0.00	0.00	0.00
Disco Dance Expense	\$0.00	\$0.00	0.00	0.00	0.00	0.00	0.00
Gala Expense	\$45,000.00	\$50,076.92	35,000.00	55,376.04	45,000.00	56,740.37	45,000.00
Legacy Award	\$0.00	\$0.00	100.00	263.74	100.00	50.00	0.00
Warm Your Heart Run Expense	\$0.00	\$0.00	0.00	0.00	0.00	0.00	0.00
Total Fundraising Expenses	\$45,000.00	\$50,076.92	\$ 35,100.00	\$ 55,639.78	\$ 45,100.00	\$ 58,805.37	\$ 45,000.00
Historian Expense			0.00	0.00	0.00		\$0.00
Insurance - Liability, D and O	\$12,000.00	\$11,769.79	7,500.00	10,773.84	7,500.00	6,732.56	\$8,000.00
Internet & Telephone	\$3,000.00	\$2,042.15	3,000.00	2,606.41	2,500.00	3,003.78	\$0.00
Misc. Expense	\$0.00	\$2,312.50	0.00	0.00	0.00	85.48	\$0.00
Newsletter Expense	\$0.00	\$0.00	0.00	356.99	1,000.00	357.37	\$1,500.00
Officer Expense	\$400.00	\$383.98	400.00	366.37	600.00	335.30	\$600.00
Secretary Gift	\$0.00	\$0.00	0.00	0.00	250.00	0.00	\$250.00
Sixth Year	\$300.00	\$0.00	300.00	0.00	350.00	279.30	\$350.00
Total Officer Expense	\$700.00	\$383.98	\$ 700.00	\$ 366.37	\$ 1,200.00	\$ 614.60	\$ 1,200.00
Payroll Expenses							
Taxes	\$3,000.00	\$1,338.48	1,600.00	1,454.60	1,600.00	1,055.86	\$1,600.00
Wages	\$40,000.00	\$17,257.23	22,000.00	16,739.72	22,000.00	20,494.87	\$20,000.00
Total Payroll Expenses	\$43,000.00	\$18,595.71	\$ 23,600.00	\$ 18,194.32	\$ 23,600.00	\$ 21,550.73	\$ 21,600.00
Postage	500.00	\$88.00	500.00	149.27	1,000.00	343.43	\$1,000.00
Printing and Copying			0.00		0.00	0.00	\$0.00
Provisional Expense	\$150.00	\$66.01	150.00	55.00	150.00	523.81	\$100.00
Provisional Party Expense	\$250.00	\$0.00	250.00	0.00	250.00	0.00	\$250.00
Tour Day Expense	\$100.00	\$81.96	150.00	113.96	150.00	67.44	\$100.00
Work Day Expense	\$50.00	\$38.19	50.00	0.00	50.00	0.00	\$0.00
Total Provisional Expense	\$550.00	\$186.16	\$ 600.00	\$ 168.96	\$ 600.00	\$ 591.25	\$ 450.00
PR/Marketing		\$284.20	0.00		0.00	0.00	\$0.00

RE Expense	\$0.00	\$1,056.00	2,500.00	1,022.83	2,800.00	2,460.19	\$0.00
RE Supplies	\$1,500.00	\$769.12	1,515.00	376.47	1,515.00	1,517.28	\$2,815.00
Sales Tax Expense	\$0.00	\$0.80	0.00	0.10	0.00	0.03	\$0.00
Social Expenses		\$186.16	0.00	0.00	0.00	680.00	\$500.00
April Dinner	\$1,200.00	\$0.00	1,200.00	0.00	2,000.00	1,772.73	\$2,000.00
Christmas Luncheon	\$500.00	\$629.77	1,200.00	570.00	1,500.00	803.06	\$1,500.00
Total Social Expenses	\$1,700.00	\$629.77	\$ 2,400.00	\$ 570.00	\$ 3,500.00	\$ 3,255.79	\$ 4,000.00
Supplies							
General Supplies	\$1,000.00	\$33.11	1,000.00	0.00	1,000.00	1,026.74	\$800.00
Office Supplies	\$0.00	\$1,324.04	0.00	1,411.99	0.00	0.00	\$0.00
Total Supplies	\$1,000.00	\$1,357.15	\$ 1,000.00	\$ 1,411.99	\$ 1,000.00	\$ 1,026.74	\$ 800.00
Website Expense	\$75.00	\$19.95	50.00	47.88	50.00	0.00	\$100.00
Wish Families Expense	\$0.00	\$0.00	200.00	20.00	500.00	0.00	\$500.00
Yearbook Expense	\$100.00	\$100.80	100.00	290.00	400.00	475.00	\$400.00
Total Expenses	\$174,600.00	\$150,222.26	\$ 135,195.00	\$ 161,365.84	\$ 172,550.00	\$ 200,155.83	\$ 166,650.00
Net Operating Income	\$ 13,705.00	\$ 24,527.57	\$ 925.00	-\$ 22,391.60	\$ 0.00	-\$ 41,147.89	\$ 0.00