

2024 FY Budget Worksheet						Notes
<u>Income:</u>	2024 Proposed	2023 Approved	2023 Thru Sept	2023 Year End Projection	2022 Actual	
#150 – Interest Earnings	5,000	900	4,087.86	5,000.00	1,814.38	
#4000 – Annual Membership Investments	78,500	92,150	65,555.52	66,000.00	70,635.00	
#4005 – Foundation Support	174,000	220,000	9,000.10	109,000.00	167,500.00	
#4010 Corporate Support	20,000	20,000	0.00	0.00	0.00	For Programs / Capacity Building not sponsorships
#4020 – Program Income						
#4020a - Annual Conference Registrations	25,000	30,000	21,660.00	21,660.00	19,666.98	
#4020b - General Program & Non-Member Meeting Registrations	6,000	0	575.00	575.00	6,237.78	These are non-member registrations to our educational programs. And registration by members for additional programming (like Ripple Mapping)
#4020c- Sponsorships	51,000	35,000	14,000.00	15,000.00	22,713.28	Sponsorships for conference and programming offered to members
#4030 – Philanthropic Partners Program	25,000	37,500	250.00	35,000.00	41,737.00	what was accounted for in this has changed from year to year; sometime Benedum's support was put in here and sometimes Steely's support was also put in here
#4045 – Consulting	3,000	0	2,800.00	2,800.00	2,651.74	Job Listings; Strategic Consulting (Need to still create plan for this)
<b>TOTAL INCOME:</b>	387,500	435,550	117,928.48	255,035.00	332,956.16	
<u>Expenses</u>	2024 Proposed	2023 Approved	2023 Thru Sept	2023 Year End	2022 Actual	
<b>Communications</b>						
#5060 – Phone, Internet, & Online Services	8,200	8,200	6,496.08	8,200.00	4,992.19	Includes Zoho CRM, Zoom for meetings & programs, and other needed tools.
#5065 – Printing & Postage	600	1,000	417.31	500.00	662.35	
#5080 – Annual Conference	25,000	25,000	3,550.00	42,035.00	22,500.00	
#5110 – Programs	3,000	13,570	372.36	372.36	14,145.50	
#5111 - Policy & Advocacy	0	5,000	1,500.00	1,500.00	227.00	
#5115 – Miscellaneous (BOD gifts/food)	491	2,500	154.88	250.00	456.81	
#5120 – Marketing	500	4,500	199.00	300.00	4,757.43	
#5011 – Bank Fees	500	500	367.19	500.00	331.99	
#5012 – Planning & Development	0	6,000	0.00	0.00	5,902.02	Moved this expense into Professional Development and Conferences
#5020 – Office Supplies & Copies	500	1,500	91.18	150.00	891.83	
#5031 – Technology Equipment	1,500	1,500	0.00	0.00	1,850.18	

<b>#5040 – Professional Services</b>						
<b>#5040a - Financial Services</b>	12,000	12,000	9,061.11	13,000.00	13,075.00	
<b>#5040b - Annual Audit</b>	9,500	9,500	0.00	8,000.00	8,000.00	
<b>#5040c - Employee Leasing</b>	4,000	5,000	2,234.00	3,500.00	3,999.00	
<b>#5042 – Insurance</b>	5,000	4,800	4,645.64	4,645.64	3,501.34	
<b>#5050 - Rent</b>	9,700	9,700	8,463.00	9,700.00	9,672.00	
<b>#5002 – Contract Staffing</b>						
<b>#5002a - Wages</b>	222,050	245,450	148,974.95	203,400.00	212,076.90	
<b>#5002b - Benefits/Taxes/FICA</b>	50,767	61,700	34,813.65	48,500.00	41,394.41	
<b>#5002d - Contract Staffing/Other</b>	18,000	0	0.00	0.00	0.00	Ripple Mapping; Building out Membership Directory Online - these are connected to asks so if we cut these we cut the revenue associated with them
<b>#5002e - Retirement Plan</b>	6,662	3,910	3,868.26	5,000.00	3,825.60	
<b>#5005 – Professional Development &amp; Conferences</b>	0	3,000	2,570.55	2,570.55	6,581.62	
<b>#5006 – Memberships, Govt. Reg., &amp; Subscriptions</b>	5,530	6,220	5,964.95	5,964.95	4,550.00	United Philanthropy, Chronicle, Grantmakers for Education, Independent Sector, WVNPA
<b>#5010 – General Work Travel</b>	4,000	5,000	3,434.33	3,800.00	4,550.00	
<b>TOTAL EXPENSES:</b>	<b>387,499.96</b>	<b>435,550.00</b>	<b>237,178.44</b>	<b>361,888.50</b>	<b>367,943.17</b>	
<b>Net (Loss) Inc. vs. Exp</b>	<b>0</b>	<b>0.00</b>	<b>-119,249.96</b>	<b>-106,853.50</b>	<b>-34,987.01</b>	

Foundation & Corporate Support	Amount of Grant Request	Amount Possible	Amount Awarded	Date Grant Submitted	Date Grant Awarded	Purpose of Grant	Status of Grant
<b>2024 Fiscal Year</b>							
Claude Worthington Benedum Foundation	\$25,000	\$25,000	\$25,000		Early 2024 (Jan/Feb)	Match for Philanthropic Partners Program and Membership Dues.	
Claude Worthington Benedum Foundation	\$30,000	\$30,000				Support for the creation of member database and leadership capacity programming	Need to discuss with Fdn
EQT	\$10,000	\$10,000				Support for the creation of member database	
Truist	\$10,000	\$10,000		12/1/2023		Support for the creation of member database	
Highmark Fd	\$5,000					support of membership database	
ARC	\$12,000	\$12,000				look at prior years	In discussions with ARC
Maier Foundation	\$15,000					look at prior years	Reached out to Maier to discuss possible support
WV Bar Foundation	\$3,000	\$1,000				look at prior years	Reviewing to see if possible
Bernard McDonough Foundation	\$50,000	\$25,000	\$25,000		End of FY23		
Roy & Gwen Steeley Foundation	\$75,000	\$75,000			10/1/2024		
Beckeley Area Foundation	\$1,000	\$1,000					
Hess Family Foundation	\$2,000	\$2,000					
United Philanthropy	\$5,000	\$3,000					
<b>Total Fdn and Corporate Fdn Support</b>	\$243,000	\$194,000	\$50,000				
<b>Sponsorships</b>							
United Bank	\$2,500					Conference Sponsorship	
Truist	\$2,500					conference sponorship	
FEG (investments)	\$1,000					Prospect	
Bernard McDonough Foundation	\$1,000					Conference Sponsorship	
Hope Gas	\$1,000					Conference Sponsorship	
Highmark Fdn	\$2,500					Conference Sponsorship	
Foundant Technologies	\$5,000					Conference Sponsorship / Corporate Partner	
WizeHive	\$5,000					confernece sponsorship/corporate partner	



<b>2024 Membership Levels</b>		
<b>Membership Type</b>	<b>2024 Dues</b>	
<b>Community, Private, &amp; Family Foundations</b>		
2 year grantmaking average of \$100K or less	\$400	
2 year grantmaking average of \$101K to \$500K	\$750	
2 year grantmaking average of \$501K to \$1M	\$1,100	
2 year grantmaking average of \$1M to \$2.5M	\$1,500	
2 year grantmaking average of \$2.5M to \$5M	\$3,450	
2 year grantmaking average of \$5M+	\$5,250	
<b>Corporate Giving Programs &amp; Corporate Foundations</b>		
Basic Corporate Member (1 to 2 employees)	\$1,750	
Corporate Wide Rate	\$5,000	
<b>United Ways</b>	\$400	
<b>Giving Circles and Donor Advised Funds</b>	\$300	
<b>Individual Philanthropists</b>	\$250	
<b>Government Grantmakers</b>	\$750	
<b>Philanthropic Consultants/Professional Advisors</b>		
1 advisor	\$600	
2 advisors	\$950	
3 advisors	\$1,300	
4+ advsors	\$1,500	

<b>2024 Organization Subscriptions</b>		
<b>Organization</b>	<b>Website</b>	<b>2024 Estimate</b>
United Philanthropy	<a href="https://www.unitedphilforum.org">https://www.unitedphilforum.org</a>	4,345.00
WV NonProfit Association	<a href="https://wvnpa.org/">https://wvnpa.org/</a>	100.00
Independent Sector	<a href="https://independentsector.org/">https://independentsector.org/</a>	0.00
Grantmakers for Education	<a href="https://www.edfunders.org/">https://www.edfunders.org/</a>	0.00
State Journal	<a href="https://www.wvnews.com/state">https://www.wvnews.com/state</a>	60.00
Chronicle of Philanthropy	<a href="https://www.philanthropy.com/">https://www.philanthropy.com/</a>	0.00
National Center for Family Philanthropy	<a href="https://www.ncfp.org/">https://www.ncfp.org/</a>	0.00
WV SOS registration		25.00
SAM.gov registration		0.00
Council on Foundations	<a href="https://cof.org/membership/ass">https://cof.org/membership/ass</a>	1,000.00
<b>Total</b>		<b>5,530.00</b>