

2017 BUDGET NOTES

The notes below are written to address the variances in our 2016-2017 budget compared to the 2015-2016 budget.

REVENUES	
Contributions	Contribution revenue for 2016-2017 is budgeted at \$508,924, a \$142,424 increase over the previous budget. We will build on the initiatives launched in 2016 that supported the 20% increase in contributed revenue as compared to 2015. This includes program sponsorships/partnerships and the ToGetHerThere Circle (\$1,000 donors). We are also adding specific funding requests for camperships and capital projects
Grants – Non-Government	Budgeted grant revenue for 2015-2016 is \$397,406, virtually flat to the previous year’s budget. Grants revenue increased by 40% in 2015 and 28% in 2016. We have grown into the available opportunities and do not anticipate a significant number of new grants that will sustain double-digit growth in 2017.
United Way	We are seeing decreases in funding from some of our United Way funders that reflect the decline in dollars raised by their campaigns.
Fund Raising Events	Proceeds for the 2016-2017 budget were expected to be \$133,980 – actual is projected to be 60,800. The regional Women of Distinction events continue to gain momentum; we are projecting adding new sponsors for the 2016-2017 events and an increase in the number of individual donations.
Cookie Sale	This budget projects a small increase in the number of packages to be sold for 2017, however we will be seeing an increased cost from the baker, reducing our margin 2% for the 2017 sale.
Nut Sale	The success of the 2015 fall sale of nuts and candy was extremely successful with \$467,633 of net revenue – the budget for 2016-2017 projects an expected continuation of that success.
Retail Sales	We anticipate this revenue line will exceed the previous year’s budget by \$42,250 and have adjusted the 2016-2017 budget to reflect current sales levels.
Program Services	Program revenue has been increased by 14% due to an increase in program events, program capacity and increases in fees for summer camp program.
Investment Income – Net	This revenue line represents only anticipated earned income, less fees. It is budgeted conservatively based on recent months’ actual income.
EXPENSES	
Salaries	The budget for staff related costs is developed with the assumption that all positions are “full”. While the 2016-2017 budgeted reflects an adjustment in the base salary for our recruitment and community engagement staff, it also reflects a large number of new staff not eligible for incentive increases in October 2016. In addition, due to staff redesign, three positions have been taken out of the budget.
Benefits	We will see no increase in medical benefit costs for the premium period December 2016 to September 2017. There are small increases to Dental, Life, ADD, and Long Term Disability. We will be adding Short Term disability to our benefit package for an estimated cost of \$22,000 in the new budget. The cost of Girl Scouts of Western Ohio’s 403(b) contribution and match are also reflected in this line item. When the 2015-2016 budget was prepared we used “best information available “for the premium amounts resulting in ‘under budgeting” the 2015-2016 benefit costs.
Payroll Taxes	This decrease of 4% results from not seeing the anticipated changes in the assessment of unemployment charges - currently paid on the first \$9,000 of compensation. We had allowed for this increase in the 2015-2016 budget.

Professional Services	Professional services includes a number of more detailed line-items – Legal Fees, professional consultants for program activities, computer/technical consultants, evaluation services, etc. This increase results from provided costs of consultants and legal fees due to changes in the FLSA, as well as an increase in the cost of evaluation services.
Supplies	This is another summary account that includes a number of lines - Office supplies, computer supplies, program supplies, janitorial supplies and others. Within these various lines some have been budgeted higher, some lower – the overall result is a \$15,519 decrease in the budget.
Communication	Communication has been "budgeted down" to reflect the savings as we begin to consolidate our phone and internet services across all facilities.
Occupancy	A primary component of "occupancy" are the costs of utilities. We have been notified of increases in electrical rate and water/sewer rates at several of our facilities.
Equipment, Repairs & Maintenance	Small increases in equipment service contracts, and a decision to rent rather than purchase some infrequently used maintenance equipment at the facilities resulted in a \$11,046 increase in this line item.
Printing & Publications	This increase relates primarily to increase costs for the Program Events guide and Summer Camp Guide, which were both modified to make them more appealing and usable by troop leaders and families.
Travel & Vehicle Expenses	This budget was reduced to better reflect the current level of spending for staff mileage.
Financial Assistance	Additional financial assistance for girls and adults has been budgeted for the 2016-2017 year. A partial membership subsidy budgeted at \$22,000 will again be used as an incentive for Early Bird registration in 2017. A significant portion of membership and program assistance will be funded by grants.
Insurance	We prepared the 2015-2016 budget for insurance prior to receiving actual premium costs for property and liability – the actual increases were less than anticipated. We have been advised that only small increases in these lines are anticipated in the next year. Small increases were budgeted for D & O, cyber liability and fiduciary liability.
Miscellaneous Expense	Miscellaneous expense includes the costs for recruitment, background checks for staff and volunteers, bank fees, credit cards charges, bad debt, licensing fees, and various membership fees. There has been some shifting in the distribution of miscellaneous expenses – overall there is no change.