

**Albuquerque Community Foundation Operations
2023 Proposed Budget**

	<u>2022 Projected Rev/Exp</u>	<u>2023 Proposed Budget</u>	<u>Budget Increase / (Decrease)</u>
Revenue			
Contributions - Corporate (Net Amount to Operating)	88,100	90,000	1,900
Contributions - Partners	80,000	80,000	-
Contributions - Trustees	123,200	123,200	-
Contributions - Other	2,052	-	(2,052)
Corporate Philanthropy	20,000	24,500	4,500
Endowment Management Fee Revenue	1,585,041	1,538,532	(46,510)
Hammersley Fees	27,000	27,000	-
Fiscal Sponsorship Fees	63,339	75,000	11,661
Administrative Endowment Revenue	41,173	39,114	(2,059)
CRT Fee Revenue	28,284	26,870	(1,414)
Annual Business Meeting	19,545	36,000	16,455
Seminar Revenue	9,694	20,000	10,306
New Mexico Community Trust	452,104	442,000	(10,104)
Other Income	(9,711)	-	9,711
Endowment Set-up Fees	2,000	2,000	-
Total Revenue	\$ 2,531,822	\$ 2,524,216	\$ (7,606)
Expenses			
Philanthropic Services Expenses			
Donor Relations/Development	83,438	78,780	(4,658)
Communications and Marketing	70,859	68,050	(2,809)
Annual Business Meeting	48,631	73,500	24,869
40th Anniversary	3,276	-	(3,276)
Grant Distribution	11,750	7,000	(4,750)
Grant Distribution - Interfund	6,000	6,000	-
Total Philanthropic Services Expenses	223,954	233,330	9,376
Management & General Expenses			
Professional Services	93,923	90,000	(3,923)
Board & Committee Meetings	34,288	27,300	(6,988)
Information Systems	133,485	120,550	(12,935)
Occupancy	39,868	36,575	(3,293)
Office Expense	107,164	121,650	14,486
Postage	11,936	10,000	(1,936)
Professional Development	40,810	40,267	(543)
Telephone & Internet	13,701	16,000	2,299
Salaries & Fringe Benefits	1,438,651	1,794,590	355,939
Travel	9,609	25,240	15,631
Total Management & General	1,923,435	2,282,172	358,737
Total Expenses	\$ 2,147,388	\$ 2,515,502	\$ 368,114
Net Revenue Over / (Under) Expenses	\$ 384,433	\$ 8,714	\$ (375,719)

Albuquerque Community Foundation Operations
2022 Budget to Actual Summary
Projected Through the End of 2022

	2022 Budget	Actual 9/30/22	Estimate for the Rest of the Year	2022 Projected Rev/Exp	2022 Over / (Under) Budget	Actual Percentage Received / Expensed
Revenue						
Contributions - Corporate (Net Amount to Operating)	90,000	63,750	24,350	88,100	(1,900)	98%
Contributions - Partners	80,000	37,591	42,409	80,000	-	100%
Contributions - Trustees	123,200	30,455	92,745	123,200	-	100%
Contributions - Other	-	2,052	-	2,052	2,052	N/A
Corporate Philanthropy	24,500	20,000	-	20,000	(4,500)	82%
Endowment Management Fee Revenue	1,529,178	1,196,081	388,960	1,585,041	55,863	104%
Hammersley Fees	27,000	20,250	6,750	27,000	-	100%
Fiscal Sponsorship Fees	75,000	63,339	-	63,339	(11,661)	84%
Administrative Endowment Revenue	36,310	41,173	-	41,173	4,863	113%
CRT Fee Revenue	27,884	28,284	-	28,284	401	101%
Annual Business Meeting	22,500	19,545	-	19,545	(2,955)	87%
Seminar Revenue	10,000	9,694	-	9,694	(306)	97%
New Mexico Community Trust	16,000	452,104	-	452,104	436,104	2826%
Other Income	-	(9,711)	-	(9,711)	(9,711)	N/A
Endowment Set-up Fees	2,000	250	1,750	2,000	-	100%
Total Revenue	\$ 2,063,572	\$ 1,974,858	\$ 556,964	\$ 2,531,822	\$ 468,250	123%
Expenses						
Philanthropic Services Expenses						
Donor Relations/Development	58,700	55,540	27,898	83,438	24,738	142%
Communications and Marketing	68,500	44,108	26,751	70,859	2,359	103%
Annual Business Meeting	40,000	48,631	-	48,631	8,631	122%
40th Anniversary	-	3,276	-	3,276	3,276	N/A
Grant Distribution	7,000	11,750	-	11,750	4,750	168%
Grant Distribution - Interfund	6,000	5,000	1,000	6,000	-	100%
Total Philanthropic Services Expenses	180,200	168,305	55,649	223,954	43,754	124%
Management & General Expenses						
Professional Services	71,000	70,233	23,690	93,923	22,923	132%
Board & Committee Meetings	22,100	30,843	3,444	34,288	12,188	155%
Information Systems	87,480	100,308	33,177	133,485	46,005	153%
Occupancy	34,500	29,901	9,967	39,868	5,368	116%
Office Expense	108,539	82,922	24,241	107,164	(1,375)	99%
Postage	10,000	8,952	2,984	11,936	1,936	119%
Professional Development	38,645	34,160	6,650	40,810	2,165	106%
Telephone & Internet	14,592	10,276	3,425	13,701	(891)	94%
Salaries & Fringe Benefits	1,438,651	994,514	444,137	1,438,651	-	100%
Travel	6,500	8,409	1,200	9,609	3,109	148%
Total Management & General	1,832,007	1,370,518	552,916	1,923,435	91,428	105%
Total Expenses	\$ 2,012,207	\$ 1,538,824	\$ 608,565	\$ 2,147,388	\$ 135,181	107%
Net Revenue Over / (Under) Expenses	\$ 51,365	\$ 436,034	\$ (51,601)	\$ 384,433	\$ 333,069	