

**Albuquerque Community Foundation Operations**  
**2023 Budget to Actual Summary**  
**Through September 30, 2023**

	2023 Budget	Budget through 9/30/23	Actual 9/30/23	Actual 9/30/2022	Actual Percentage Received / Expensed
<b>Revenue</b>					
Contributions - Corporate (Net Amount to Operating)	90,000	67,500	78,425	63,750	87%
Contributions - Partners	80,000	60,000	50,190	37,591	63%
Contributions - Trustees	123,200	92,400	26,907	30,455	22%
Contributions - Other	-	-	15,473	2,052	N/A
Corporate Philanthropy	24,500	18,375	9,500	20,000	39%
Endowment Management Fee Revenue	1,538,532	1,153,899	1,256,092	1,196,081	82%
Hammersley Fees	27,000	20,250	20,250	20,250	75%
Fiscal Sponsorship Fees	75,000	56,250	25,990	63,339	35%
Administrative Endowment Revenue	39,114	29,336	43,560	41,173	111%
CRT Fee Revenue	26,870	26,870	21,037	28,284	78%
Annual Business Meeting	36,000	36,000	14,355	19,545	40%
Seminar Revenue	20,000	20,000	12,000	9,694	60%
New Mexico Community Trust	442,000	331,500	153,633	452,104	35%
Other Income	-	-	261,738	(9,711)	N/A
Endowment Set-up Fees	2,000	1,500	750	250	38%
<b>Total Revenue</b>	<b>2,524,216</b>	<b>1,913,880</b>	<b>1,989,899</b>	<b>1,974,857</b>	<b>79%</b>
<b>Expenses</b>					
<b>Philanthropic Services Expenses</b>					
Donor Relations/Development/Non Profit Relations	78,780	59,085	70,541	55,540	90%
Communications and Marketing	68,050	51,038	45,695	44,108	67%
Annual Business Meeting	73,500	73,500	96,466	48,631	131%
40th Anniversary	-	-	12,025	3,276	N/A
Grant Distribution	7,000	7,000	7,000	11,750	100%
Grant Distribution - Interfund	6,000	4,500	2,920	5,000	49%
<b>Total Philanthropic Services Expenses</b>	<b>233,330</b>	<b>195,123</b>	<b>234,647</b>	<b>168,305</b>	<b>101%</b>
<b>Management &amp; General Expenses</b>					
Professional Services	90,000	67,500	145,928	70,233	162%
Board & Committee Meetings	27,300	20,475	32,639	30,843	120%
Information Systems	120,550	90,413	99,650	100,308	83%
Occupancy	36,575	27,432	32,919	29,901	90%
Office Expense	121,650	91,238	97,011	82,922	80%
Postage	10,000	7,500	5,017	8,952	50%
Professional Development	40,267	30,200	33,984	34,160	84%
Telephone & Internet	16,000	12,000	13,922	10,276	87%
Salaries & Fringe Benefits	1,794,590	1,345,943	1,192,462	994,514	66%
Travel	25,240	18,930	11,877	8,409	47%
<b>Total Management &amp; General</b>	<b>2,282,172</b>	<b>1,711,629</b>	<b>1,665,407</b>	<b>1,370,518</b>	<b>73%</b>
<b>Total Expenses</b>	<b>2,515,503</b>	<b>1,906,752</b>	<b>1,900,054</b>	<b>1,538,823</b>	<b>76%</b>
<b>Net Revenue Over / (Under) Expenses</b>	<b>8,714</b>	<b>7,128</b>	<b>89,845</b>	<b>436,034</b>	<b>1031%</b>
<b>Other Funding Sources</b>					
Revenue Carry Over	-	-	-	-	N/A
<b>Net Operating Cash</b>	<b>8,714</b>	<b>7,128</b>	<b>89,845</b>	<b>436,034</b>	<b>1031%</b>

**Albuquerque Community Foundation Operations  
2023 Budget to Actual Summary  
Projected Through December 31, 2023**

	2023 Budget	Actual 9/30/23	Estimate for the Rest of the Year	2023 Projected Rev/Exp	2023 Over / (Under) Budget	Actual Percentage Received / Expensed
<b>Revenue</b>						
Contributions - Corporate (Net Amount to Operating)	90,000	78,425	15,000	93,425	3,425	104%
Contributions - Partners	80,000	50,190	29,810	80,000	(0)	100%
Contributions - Trustees	123,200	26,907	96,293	123,200	(0)	100%
Contributions - Other	-	15,473	-	15,473	15,473	N/A
Corporate Philanthropy	24,500	9,500	25,000	34,500	10,000	141%
Endowment Management Fee Revenue	1,538,532	1,256,092	400,000	1,656,092	117,560	108%
Hammersley Fees	27,000	20,250	6,750	27,000	-	100%
Fiscal Sponsorship Fees	75,000	25,990	10,528	36,518	(38,482)	49%
Administrative Endowment Revenue	39,114	43,560	-	43,560	4,446	111%
CRT Fee Revenue	26,870	21,037	-	21,037	(5,834)	78%
Annual Business Meeting	36,000	14,355	-	14,355	(21,645)	40%
Seminar Revenue	20,000	12,000	-	12,000	(8,000)	60%
New Mexico Community Trust	442,000	153,633	288,367	442,000	(0)	100%
Other Income	-	261,738	-	261,738	261,738	N/A
Endowment Set-up Fees	2,000	750	750	1,500	(500)	75%
<b>Total Revenue</b>	<b>2,524,216</b>	<b>1,989,899</b>	<b>872,498</b>	<b>2,862,397</b>	<b>338,180</b>	<b>113%</b>
<b>Expenses</b>						
<b>Philanthropic Services Expenses</b>						
Donor Relations/Development/Non Profit Relations	78,780	70,541	8,430	78,972	191	100%
Communications and Marketing	68,050	45,695	9,235	54,929	(13,121)	81%
Annual Business Meeting	73,500	96,466	-	96,466	22,966	131%
40th Anniversary	-	12,025	-	12,025	12,025	N/A
Grant Distribution	7,000	7,000	-	7,000	-	100%
Grant Distribution - Interfund	6,000	2,920	-	2,920	(3,080)	49%
<b>Total Philanthropic Services Expenses</b>	<b>233,330</b>	<b>234,647</b>	<b>17,665</b>	<b>252,312</b>	<b>18,982</b>	<b>108%</b>
<b>Management &amp; General Expenses</b>						
Professional Services	90,000	145,928	15,207	161,135	71,135	179%
Board & Committee Meetings	27,300	32,639	10,268	42,906	15,607	157%
Information Systems	120,550	99,650	27,626	127,275	6,725	106%
Occupancy	36,575	32,919	4,100	37,019	443	101%
Office Expense	121,650	97,011	31,404	128,415	6,765	106%
Postage	10,000	5,017	1,672	6,689	(3,311)	67%
Professional Development	40,267	33,984	5,021	39,005	(1,262)	97%
Telephone & Internet	16,000	13,922	6,156	20,077	4,077	125%
Salaries & Fringe Benefits	1,794,590	1,192,462	552,488	1,744,950	(49,640)	97%
Travel	25,240	11,877	3,959	15,836	(9,404)	63%
<b>Total Management &amp; General</b>	<b>2,282,172</b>	<b>1,665,407</b>	<b>657,900</b>	<b>2,323,307</b>	<b>41,135</b>	<b>102%</b>
<b>Total Expenses</b>	<b>2,515,503</b>	<b>1,900,054</b>	<b>675,565</b>	<b>2,575,619</b>	<b>60,116</b>	<b>102%</b>
<b>Net Revenue Over / (Under) Expenses</b>	<b>8,714</b>	<b>89,845</b>	<b>196,933</b>	<b>286,778</b>	<b>278,064</b>	<b>3291%</b>