

**Albuquerque Community Foundation Operations
2024 Budget to Actual Summary
Through September 30, 2024**

	2024 Budget	Budget through 9/30/24	Actual 9/30/24	2024 Over / (Under) Budget	Actual 9/30/2023	Actual Percentage Received / Expensed
Revenue						
Contributions - Corporate (Net Amount to Operating)	70,000	52,500	88,385	35,885	78,425	126%
Contributions - Partners	80,000	48,000	56,058	8,058	50,190	70%
Contributions - Trustees	123,200	92,400	88,812	(3,588)	26,907	72%
Contributions - Other	-	-	3,125	3,125	15,473	N/A
Corporate Philanthropy	39,500	29,625	5,000	(24,625)	9,500	13%
Endowment Management Fee Revenue	1,599,884	1,199,913	1,325,460	125,547	1,256,092	83%
Hammersley Fees	27,000	20,250	20,250	-	20,250	75%
Fiscal Sponsorship Fees	25,000	18,750	17,744	(1,006)	25,990	71%
Administrative Endowment Revenue	44,000	44,000	44,908	908	43,560	102%
CRT Fee Revenue	22,000	22,000	22,678	678	21,037	103%
Annual Business Meeting	-	-	-	-	14,355	N/A
Seminar Revenue	10,000	10,000	10,287	287	12,000	103%
New Mexico Community Trust	497,900	373,425	317,961	(55,464)	153,633	64%
Other Income	-	-	7,931	7,931	261,738	N/A
Endowment Set-up Fees	2,000	1,500	750	(750)	750	38%
Total Revenue	\$ 2,540,484	\$ 1,912,363	\$ 2,009,348	\$ 96,985	\$ 1,989,900	79%

	2024 Budget	Budget through 9/30/24	Actual 9/30/24	2024 Over / (Under) Budget	Actual 9/30/2023	Actual Percentage Received / Expensed
Expenses						
Philanthropic Services Expenses						
Donor Relations/Development/Non Profit Relations	97,500	73,125	88,437	15,312	70,541	91%
Communications and Marketing	70,000	52,500	38,284	(14,216)	45,695	55%
Annual Business Meeting	30,000	22,500	12,128	(10,372)	96,466	40%
40th Anniversary	-	-	-	-	12,025	N/A
Grant Distribution	17,500	13,125	12,500	(625)	7,000	71%
Grant Distribution - Interfund	3,000	3,000	2,799	(201)	2,920	93%
Total Philanthropic Services Expenses	218,000	164,250	154,148	(10,102)	234,647	71%

Management & General Expenses						
Professional Services	138,500	103,875	133,309	29,434	145,928	96%
Board & Committee Meetings	39,750	29,813	24,375	(5,437)	32,639	61%
Information Systems	123,472	92,604	89,645	(2,959)	99,650	73%
Occupancy	35,000	26,250	32,774	6,524	32,919	94%
Office Expense	122,656	91,992	104,426	12,434	97,011	85%
Postage	10,000	7,500	5,284	(2,216)	5,017	53%
Professional Development	40,885	30,664	33,519	2,855	33,984	82%
Telephone & Internet	30,500	22,875	14,472	(8,403)	13,922	47%
Salaries & Fringe Benefits	1,948,838	1,461,629	1,346,929	(114,699)	1,192,462	69%
Travel	30,300	22,725	14,139	(8,586)	11,877	47%
Total Management & General	2,519,901	1,889,926	1,798,872	(91,054)	1,665,409	71%

Total Expenses	\$ 2,737,901	\$ 2,054,176	\$ 1,953,020	\$ (101,156)	\$ 1,900,056	71%
Net Revenue Over / (Under) Expenses	(197,417)	\$ (141,813)	\$ 56,328	\$ 198,141	\$ 89,844	

	2024 Budget	Budget through 9/30/24	Actual 9/30/24	2024 Over / (Under) Budget	Actual 9/30/2023	Actual Percentage Received / Expensed
Other Funding Sources						
Revenue Carry Over	198,000					N/A
Net Operating Cash	\$ 583	\$ (141,813)	\$ 56,328		\$ 89,844	

Albuquerque Community Foundation Operations
2024 Budget to Actual Summary
Projected Through December 31, 2024

	2024 Budget	Actual 9/30/24	Estimate for the Rest of the Year	2024 Projected Rev/Exp	2024 Over / (Under) Budget	Actual Percentage Received / Expensed
Revenue						
Contributions - Corporate (Net Amount to Operating)	70,000	88,385	-	88,385	18,385	126%
Contributions - Partners	80,000	56,058	24,000	80,058	58	100%
Contributions - Trustees	123,200	88,812	70,000	158,812	35,612	129%
Contributions - Other	-	3,125	-	3,125	3,125	N/A
Corporate Philanthropy	39,500	5,000	14,500	19,500	(20,000)	49%
Endowment Management Fee Revenue	1,599,884	1,325,460	448,147	1,773,607	173,723	111%
Hammersley Fees	27,000	20,250	6,750	27,000	-	100%
Fiscal Sponsorship Fees	25,000	17,744	10,000	27,744	2,744	111%
Administrative Endowment Revenue	44,000	44,908	-	44,908	908	102%
CRT Fee Revenue	22,000	22,678	-	22,678	678	103%
Annual Business Meeting	-	-	-	-	-	N/A
Seminar Revenue	10,000	10,287	-	10,287	287	103%
New Mexico Community Trust	497,900	317,961	182,040	500,001	2,101	100%
Other Income	-	7,931	-	7,931	7,931	N/A
Endowment Set-up Fees	2,000	750	750	1,500	(500)	75%
Total Revenue	\$ 2,540,484	\$ 2,009,348	\$ 756,187	\$ 2,765,535	\$ 225,051	109%

	2024 Budget	Actual 9/30/24	Estimate for the Rest of the Year	2024 Projected Rev/Exp	2024 Over / (Under) Budget	Actual Percentage Received / Expensed
Expenses						
Philanthropic Services Expenses						
Donor Relations/Development/Non Profit Relations	97,500	88,437	26,449	114,886	17,386	118%
Communications and Marketing	70,000	38,284	30,777	67,460	(2,540)	96%
Annual Business Meeting	30,000	12,128	-	12,128	(17,872)	40%
40th Anniversary	-	-	-	-	-	N/A
Grant Distribution	17,500	12,500	-	12,500	(5,000)	71%
Grant Distribution - Interfund	3,000	2,799	-	2,799	(201)	93%
Total Philanthropic Services Expenses	218,000	154,148	57,226	209,773	(8,227)	96%

Management & General Expenses						
Professional Services	138,500	133,309	6,514	139,822	1,322	101%
Board & Committee Meetings	39,750	24,375	3,741	28,116	(11,634)	71%
Information Systems	123,472	89,645	36,626	126,271	2,799	102%
Occupancy	35,000	32,774	8,370	41,144	6,144	118%
Office Expense	122,656	104,426	27,880	132,306	9,650	108%
Postage	10,000	5,284	4,716	10,000	-	100%
Professional Development	40,885	33,519	12,771	46,290	5,405	113%
Telephone & Internet	30,500	14,472	3,618	18,090	(12,410)	59%
Salaries & Fringe Benefits	1,948,838	1,346,929	584,850	1,931,780	(17,058)	99%
Travel	30,300	14,139	4,290	18,429	(11,871)	61%
Total Management & General	2,519,901	1,798,872	693,377	2,492,249	(27,652)	99%

Total Expenses	\$ 2,737,901	\$ 1,953,020	\$ 750,603	\$ 2,702,022	\$ (35,879)	99%
Net Revenue Over / (Under) Expenses	(197,417)	\$ 56,328	\$ 5,584	\$ 63,513	\$ 260,930	

	2024 Budget	Actual 9/30/24	Estimate for the Rest of the Year	2024 Projected Rev/Exp	2024 Over / (Under) Budget	Actual Percentage Received / Expensed
Other Funding Sources						
Revenue Carry Over	198,000	-	-	-	(198,000)	N/A
Net Operating Cash	\$ 583.00	\$ 56,328	\$ 5,584	\$ 63,513		

**Albuquerque Community Foundation Operations
2025 Proposed Budget**

	2024 Projected Rev/Exp	2025 Proposed Budget	Budget Increase / (Decrease)	2026 Projected Budget	2027 Projected Budget
Revenue					
Contributions - Corporate (Net Amount to Operating)	88,385	80,000	(8,385)	80,000	80,000
Contributions - Partners	80,058	80,000	(58)	80,000	80,000
Contributions - Trustees	158,812	113,200	(45,612)	118,200	123,200
Contributions - Other	3,125	-	(3,125)	-	-
Corporate Philanthropy	19,500	19,500	-	19,500	19,500
Endowment Management Fee Revenue	1,773,607	1,859,474	85,866	1,955,029	2,055,494
Hammersley Fees	27,000	27,000	-	27,000	27,000
Fiscal Sponsorship Fees	27,744	20,000	(7,744)	20,000	20,000
Administrative Endowment Revenue	44,908	44,000	(908)	44,000	44,000
CRT Fee Revenue	22,678	22,000	(678)	22,000	22,000
Annual Business Meeting	-	10,000	10,000	10,000	10,000
Seminar Revenue	10,287	10,000	(287)	10,000	10,000
New Mexico Community Trust	500,001	510,000	9,999	670,000	970,000
Other Income	7,931	-	(7,931)	-	-
Endowment Set-up Fees	1,500	2,000	500	2,000	2,000
Total Revenue	\$ 2,765,535	\$ 2,797,174	31,638	\$ 3,057,729	\$ 3,463,194

	2024 Projected Rev/Exp	2025 Proposed Budget	Budget Increase / (Decrease)	2026 Projected Budget	2027 Projected Budget
Expenses					
Philanthropic Services Expenses					
Donor Relations/Development/Non Profit Relations	114,886	101,000	(13,886)	101,000	101,000
Communications and Marketing	67,460	74,500	7,040	74,500	74,500
Annual Business Meeting	12,128	40,000	27,872	40,000	40,000
40th Anniversary	-	-	-	-	-
Grant Distribution	12,500	7,000	(5,500)	7,000	7,000
Grant Distribution - Interfund	2,799	1,000	(1,799)	1,000	1,000
Total Philanthropic Services Expenses	209,772.71	223,500.00	13,727	223,500.00	223,500.00

Management & General Expenses					
Professional Services	139,822	142,000	2,178	142,000	142,000
Board & Committee Meetings	28,116	43,350	15,234	40,150	40,150
Information Systems	126,271	150,500	24,229	150,500	150,500
Occupancy	41,144	43,000	1,856	37,000	37,000
Office Expense	132,306	142,802	10,496	144,502	144,502
Postage	10,000	10,000	-	10,000	10,000
Professional Development	46,290	45,545	(745)	40,845	40,845
Telephone & Internet	18,090	30,500	12,410	30,500	30,500
Salaries & Fringe Benefits	1,931,780	2,134,901	203,121	2,317,374	2,187,811
Travel	18,429	30,800	12,371	30,800	30,800
Total Management & General	2,492,249	2,773,398	281,148	2,943,671	2,814,108

Total Expenses	2,702,022	2,996,898	294,876	3,167,171	3,037,608
Net Revenue Over / (Under) Expenses	63,513	(199,724)	(263,237)	(109,443)	425,585

Other Funding Sources					
Savings	-	200,000	200,000	72,567	-
Operating Reserve	-	-	-	36,876	-
Net Operating Cash	\$ 63,513	\$ 276	\$ (63,237)	\$ 0	\$ 425,585

	2024 Projected Rev/Exp	2025 Proposed Budget	Budget Increase / (Decrease)	2026 Projected Budget	2027 Projected Budget
Transition Costs (to be accessed as needed in 2025 and 2026, presented as a high estimate)					
Search	-	-	-	100,000	-
Transition Costs	-	-	-	65,000	-
Goodbye & Hello Events	-	-	-	40,000	-
Total Transition Costs	-	-	-	205,000	-

Other Funding Sources					
Operating Reserve	-	-	-	205,000	-
Net Operating Cash	\$ 63,513	\$ 276	\$ (63,237)	\$ 0	\$ 425,585

	1/1/2024	1/1/2025	1/1/2026	1/1/2027	1/1/2028
Operating Reserve	\$ 1,949,603	\$ 2,013,116	\$ 2,013,393	\$ 1,771,517	\$ 2,197,102
Savings	\$ 272,567	\$ 272,567	\$ 72,567	\$ -	\$ -
Operating Reserve and Savings	\$ 2,222,170	\$ 2,285,683	\$ 2,085,960	\$ 1,771,517	\$ 2,197,102

76% Percentage of 2025 Budgeted Expense
72% Percentage of 2027 Budgeted Expense