

MNA Budget

Category	FY2021		FY2022			
	Forecast Total	Actual Cash/Chk	Pragmatic	Aspirational	Total Goal	Actual
MNA INCOME						
Operating Income						
Dues	\$1,620	\$1,620	\$1,620	\$250	\$1,870	\$845
Merchandise	\$640	\$640	\$640	\$250	\$890	\$0
Book Club	\$250	\$250	\$500	\$500	\$1,000	\$0
Anti-Racism Training	\$0	\$0	\$9,500	\$0	\$9,500	\$0
Tip-Jar Donations (incl personal cont)	\$35	\$35	\$75	\$25	\$100	\$0
Interest	\$1	\$1	\$1	\$0	\$1	\$0
Operating Income Total	\$2,546	\$2,546	\$12,336	\$1,025	\$13,361	\$845
Business Sponsorship						
General	\$7,323	\$7,323	\$7,500	\$5,000	\$12,500	\$0
Fall Fest	\$0	\$0	\$2,500	\$0	\$2,500	\$2,500
Total Cash	\$7,323	\$7,323	\$10,000	\$5,000	\$15,000	\$2,500
TOTAL MNA INCOME	\$9,869	\$9,869	\$22,336	\$6,025	\$28,361	\$3,345

Notes:

Pragmatic: Maintain 324 voting members, Aspirational: 50 new voting members.
 Assumes refreshing Mueller merch with new products.
 Budget Neutral program. Pragmatic: 2 book clubs, Aspirational: 4 book clubs
 \$2,500 maximum program expense, requires \$9500 in funding prior to any disbursement.
 Increase assumes in-person events and general meetings beginning in March. Need to grab the tip jar from John.

2021 significant corporate sponsors include: HEB (\$2,500), Ascension (\$2,500), Google (\$1,000), Maya Consulting (\$500)
 Ascension sponsorship received in 2021 earmarked for Fall Fest. Deferred recognition due to cancellation of Fall Fest.

MNA EXPENSES

MNA Meetings and Operations						
Awards	\$0	\$0	\$0	\$0	\$0	\$0
General Meeting prizes	\$0	\$0	\$0	\$0	\$0	\$0
Sponsor Recognition	\$0	\$0	\$50	\$0	\$50	\$0
Paypal Fees	\$87	\$87	\$87	\$0	\$87	\$0
Filing Fees - Texas Sec of State	\$5	\$5	\$5	\$0	\$5	\$0
Credit Card Fees (Stripe)	\$133	\$133	\$135	\$0	\$135	\$0
Contract Services (Board Training/De	\$0	\$0	\$900	\$0	\$900	\$0
Insurance	\$1,744	\$1,744	\$1,796	\$0	\$1,796	\$0
Meeting Refreshments & Coffee	\$0	\$0	\$1,000	\$0	\$1,000	\$0
Postage/PO Box	\$155	\$155	\$155	\$0	\$155	\$0
Printing	\$41	\$41	\$100	\$0	\$100	\$0
Supplies	\$29	\$29	\$50	\$0	\$50	\$0
Mailchimp (Front Porch Flyer Supplie	\$269	\$269	\$269	\$0	\$269	\$0
Website Maintenance/Domain Regis	\$98	\$98	\$847	\$0	\$847	\$0
Zoom Services	\$149	\$149	\$150	\$0	\$150	\$0
Fees - online store	\$327	\$313	\$327	\$0	\$327	\$0
Total MNA Meetings and Operations	\$3,037	\$3,023	\$5,871	\$0	\$5,871	\$0
Event and Program Expenses						
4th Celebration	\$0	\$0	\$2,500	\$0	\$2,500	\$0
Spring Fling	\$323	\$323	\$2,500	\$0	\$2,500	\$0
Fall Fest	\$0	\$0	\$2,500	\$0	\$2,500	\$0
Eid	\$0	\$0	\$2,500	\$0	\$2,500	\$0
Discretionary Grants	\$618	\$618	\$900	\$0	\$900	\$0
Book Club (Moderator)	\$250	\$250	\$500	\$500	\$1,000	\$0
Anti-Racism Training	\$0	\$0	\$12,000	\$0	\$12,000	\$0
Total Event and Program	\$1,191	\$1,191	\$23,400	\$500	\$23,900	\$0
TOTAL MNA EXPENSES	\$4,228	\$4,214	\$29,271	\$500	\$29,771	\$0
MNA NET INCOME	\$5,641	\$5,655	-\$6,935	\$5,525	-\$1,410	\$3,345

Based on 2021 actuals.
 Based on assumption that most of prizes will be in-kind
 Typically a form letter (thanks, application of funds). Need the logo in the front flyer.
 Based on 2021 actuals.
 Based on 2021 actuals. Assumes expenses remain flat in 2022.
 Based on 2021 actuals. Assumes expenses remain flat in 2022.
 Estimated cost of the board development program. Source: Mission Capital (Org membership + "Board Essentials" program)
 Based on 2021 actuals. Assumes a 3% annual increase.
 Based on 2019 actuals. Assumes \$100 per meeting (based on estimated 2019 expenses) and we return to F2F meetings in March. Utilizes HEB gift cards for food. Coffee comes off of cash.
 Based on 2021 actuals. PO Box expense increased in 2021 from \$92 to \$118. Assumes expenses remain flat in 2022.
 Based on 2021 actuals. Assumes expense increases related to F2F meetings and events beginning in March.
 Based on 2021 actuals. Assumes expenses remain flat in 2022. Includes: office supplies (envelopes and folders), name tags, receipt book, administrative, consummables)
 Based on 2021 actuals (\$22.38 per mth) Assumes expenses remain flat for 2022.
 Based on 2021 actuals for domain registration and G-Suite plus website maintenance (\$600 annually + 2 hours of consulting @ \$75 per hr)
 Based on 2021 actuals. Assumes expenses remain flat in 2022.
 Based on 2021 actuals. Assumes expenses remain flat in 2022.

Estimate based on average 2019 actuals.
 Estimate based on average 2019 actuals.
 Estimate based on average 2019 actuals.
 First time event. Estimate based on average of other events.
 Estimated 50% YoY increase. 6 block grants @ \$150 per grant.
 Budget neutral program. Requires full funding prior to disbursement.
 \$2,500 approved program expense. Requires \$9500 funding prior to any disbursement.

MNA IN-KIND TRANSACTIONS

In-Kind Income						
Programs and Events	\$940	\$940	\$10,000	\$0	\$10,000	\$0
Meeting Space	\$4,000	\$4,000	\$4,000	\$0	\$4,000	\$0
Gift Certificates	\$71	\$71	\$75	\$75	\$150	\$0
Total In-Kind Income	\$5,011	\$5,011	\$14,075	\$75	\$14,150	\$0
In-Kind Expenses						
Programs and Events	\$940	\$940	\$10,000	\$60	\$10,000	\$0
Meeting Space	\$4,000	\$4,000	\$4,000	\$0	\$4,000	\$0
Gift Certificates	\$71	\$71	\$75	\$75	\$150	0
Total In-Kind Expenses	\$5,011	\$5,011	\$14,075	\$135	\$14,150	\$0

20 HEB meetings a \$100 per meeting, 8 Seton meetings @ \$250 per meeting.
 10 Alamo Draft House tickets @ \$15 per ticket

Scenario Analysis:

	Scenario A (Prag)	Scenario B (Aspir)	Scenario C (Worst)
Beginning Bank and Gift Card Balance:	\$23,146	\$23,146	\$23,146
FY 22 Income:	\$22,336	\$28,361	\$15,861
FY 22 Expenses:	-\$29,271	-\$29,771	-\$29,271
Ending Bank and Gift Card Balance:	<u>\$16,211</u>	<u>\$21,736</u>	<u>\$9,736</u>