

Lehigh County Quality of Life Budget

	Actual Income	Projected Income	Projected Income
Category	2018	2019	2020
Earned Revenue			
Admissions, ticket sales	\$0	\$0	\$0
Subscriptions	\$0	\$0	\$0
Membership fees (Indiv & Business)	\$32,417	\$37,000	\$38,000
Tuition/class & workshop fees	\$21,261	\$22,000	\$22,000
Sales/Fundraising (shop, souvenirs, etc.)	\$3,434	\$4,000	\$4,000
Food/beverage concessions	\$0	\$0	\$0
Space rental	\$200	\$500	\$500
Interest earnings (not including endowment)	\$2,712	\$2,800	\$2,850
Advertising	\$0	\$0	\$0
Contributed Support: Private*			
Individual donations	\$24,632	\$26,000	\$27,000
Trustee support	\$12,050	\$12,000	\$12,000
Corporate/Private			
<i>Air Products</i>	\$5,000	\$7,500	\$7,500
<i>CBS Operations (Superfund management)</i>	\$15,000	\$0	\$0
<i>First Niagara</i>	\$0	\$1,000	\$1,000
<i>Trexler Trust</i>	\$30,000	\$32,000	\$32,000
<i>Hommer Foundation</i>	\$7,500	\$10,000	\$10,000
<i>Century Fund</i>	\$7,500	\$7,500	\$7,500
<i>Horsehead Community Development Fund</i>	\$1,000	\$1,000	\$1,000
<i>D&L Heritage Corridor/LV Greenways</i>	\$5,000	\$5,000	\$5,000
<i>BB&T (speaker series)</i>	\$1,500	\$1,500	\$1,500
<i>Mickley Fravel Foundation</i>	\$850	\$600	\$800
<i>Martin Guitar</i>	\$5,000	\$5,000	\$5,000
<i>National Audubon Society/Fellowship program</i>	\$20,902	\$12,000	\$12,000
<i>PPL (EITC)</i>	\$5,000	\$10,000	\$10,000
<i>Fowler Family Foundation</i>	\$10,000	\$10,000	\$10,000
<i>LV Community Foundation</i>	\$20,250	\$5,000	\$5,000
<i>William Penn Foundation/Alliance for Watershed Ec</i>	\$310,000	\$60,000	\$60,000
<i>Rotary Club of Slatington</i>	\$300	\$300	\$300
<i>Iron Pigs Community Foundation</i>	\$1,000	\$0	\$1,000
<i>Keystone Savings Foundation</i>	\$3,750	\$0	\$3,500
<i>Anonymous grant sources</i>	\$5,000	\$5,000	\$5,000
<i>Carryover/deficit from previous year</i>	\$25,914	\$0	\$0
Contributed Support: Public*			
Federal	\$0	\$0	\$0
State (grants)	\$0	\$0	\$0
<i>Quality of Life - Lehigh County</i>	\$4,410	\$4,500	\$4,500
<i>Washington Township</i>	\$1,000	\$3,000	\$3,000
<i>Carbon County</i>	\$500	\$500	\$500
Endowment Income			
All dividends and income reinvested	\$21,608	\$22,000	\$23,000
Grand Total	\$604,690	\$307,700	\$315,450

Lehigh County Quality of Life Budget

Expenses	Projected Expenses	Projected Expenses	
Category	2018	2019	\$2,020
Organization/Administration			
Payroll ** (Admin salaries, benefits, taxes)	\$16,248	\$16,000	\$16,000
Insurance (Liability, property, D&O, bonding)	\$14,272	\$16,000	\$16,000
Office equipment/supplies	\$730	\$1,500	\$1,500
Telephone, postage, printing, internet ****	\$15,958	\$18,000	\$20,000
Travel (include mileage reimbursement)	\$2,972	\$4,000	\$4,000
Professional dues/fees/subsc.	\$3,815	\$4,000	\$4,000
Audit/accounting	\$11,591	\$9,000	\$10,000
Loan payments	\$0	\$0	\$0
Continuing ed/conferences, staff	\$3,428	\$7,000	\$8,000
Transfer to Reserve Fund	\$2,000	\$5,000	\$5,000
Transfer to Endowment Fund	\$10,000	\$0	\$0
Bank Service Charges	\$89	\$100	\$100
Production/Programs			
Transportation/touring costs	\$0	\$0	\$0
Marketing/promotion	\$928	\$1,000	\$1,000
Equipment (copier; telephones, off computers)	\$2,143	\$3,000	\$3,000
Events/Activities (specify)			
<i>Education including staff</i>	\$198,752	\$190,000	\$192,000
<i>William Penn Network passthrough</i>	\$230,000	\$0	\$0
<i>Conservation Landscaping program including staff</i>	\$73,348	\$0	\$0
<i>Research projects intern stipends, etc</i>	\$2,512	\$4,000	\$4,000
<i>Portable restrooms</i>	\$1,040	\$1,200	\$1,300
<i>Library and Archives</i>	\$174	\$1,000	\$1,000
<i>IT, Software, Web site hosting</i>	\$1,088	\$3,500	\$3,500
<i>Volunteer recognition</i>	\$822	\$2,500	\$2,500
<i>Fundraising/Sales Shop (caps, t-shirts, etc.)</i>	\$1,326	\$3,000	\$3,000
Facilities			
Purchase of building/real estate	\$0	\$0	\$0
Mortgage payment	\$0	\$0	\$0
Space rental	\$0	\$0	\$0
Building/grounds maintenance	\$7,683	\$10,000	\$10,000
Utilities	\$3,261	\$5,000	\$5,000
Exhibits, Furnishings, cabinets	\$0	\$1,000	\$1,000
<i>Tools/Equipment</i>	\$0	\$500	\$500
<i>Misc.</i>	\$362	\$2,000	\$2,000
Grand Total	\$604,542	\$308,300	\$314,400
Balance (Deficit)	\$148	-\$600	\$1,050
<i>Deficits and excesses carry over and balance out over time.</i>			
<i>Defecit will be made up in cut to director's compensation if needed.</i>			
Budget notes (programs are carried out only if funded):			
Does not include capital inc/exp, endowment income			
*Does not include support for capital or endowment.			
** Director and declined most of salary to build endowment and capital funds.			
Other staff salary included in programs.			
**** Internet service donated by PenTeleData			