

## KBOO FY12 Operational Budget

	A	B	C	L
1	Approved by the Board of Directors:		September 26, 2011	
2		<b>Budget</b>	<b>Budget</b>	
3		<b>FY12</b>	<b>FY 11</b>	<b>Notes to FY12 Budget</b>
4	<b>REVENUES</b>			
5	Fall Drive	102,000	136,800	
6	Fall Sweepstakes	20,500	19,000	
7	Winter Drive	51,500		
8	Spring Drive	80,800	70,300	
9	Spring Sweepstakes	0	15,200	
10	Renewals	39,600	33,250	
11	Unsolicited	10,600	14,250	
12	Matching	3,000	2,850	
13	Sustaining EFT's	198,000	197,250	
14	Direct Mail Solicitations	34,000	34,200	
15	Contributions	5,000	1,900	
16	*Board Led Fundraising	6,000		New budget item
17	*Board Fundraising Exp	(600)		New budget item
18	*Development Income	20,000	25,000	Note 2
19	Events / Co-Sponsorship	15,000	20,000	Note 3
20	Cost of Events / Co-Sponsorship	(2,400)	(4,000)	
21	Book & Record Sale	4,000	5,000	Note 4
22	Cost of Book & Record Sale	(400)	(500)	
24	Grant Income	500	500	
26	Web/Program Guide Ads	1,000	1,000	Need the website technical work done in order to increase web-ads
28	Promotional Sales	2,000	1,000	Note 5
29	Cost of Promotional Sales	(50)	(50)	
33	Underwriting	50,000	55,000	Note 6
35	Allowance for bad debt	500	0	Note 7
36	SCA Contracts	0	25,500	Note 8
37	Translator Rental	3,000	(8,700)	
38	Miscellaneous	500	6,000	
39	Interest	2,400	4,000	Note 9
42				
43	<b>TOTAL REVENUES</b>	<b>646,450</b>	<b>660,950</b>	
44				
45	<i>Total Membership Income</i>	<i>545,000</i>	<i>525,000</i>	Note 1
47				
48	<b>EXPENSES</b>			
49	Salaries	294,919	328,901	Note 1
50	Payroll Taxes	32,441	32,561	
51	Health Benefits	57,841	63,075	Note 2
52	Worker's Compensation Insurance	700	732	
53	Retirement -	0	0	Note 3
54	Professional Services	25,900	28,000	Note 4
55	Grant Expense			
56	Contract Services	15,500	9,600	Note 5
57	Transmitter Space Rental	47,220	42,600	Note 6
58	Translator Space Rental	6,050	6,000	
59	Utilities	30,800	29,400	Note 7
60	Insurance	13,950	12,810	Note 8
61	Web Development	1,000	0	
62	Computer	4,500	4,500	
63	Equipment Purchases	4,000	4,500	Note 9

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64	Broadcast Equipment Maintenance	10,000	9,000	
65	Building Maintenance	2,500	3,000	Note 10
66	Office Supplies	4,000	5,000	
67	Telephone Local	9,850	8,700	
68	Telephone Long Distance	2,000	3,000	Note 11
69	DSL	3,300	4,350	
70	Programming Supplies	1,000	500	Note 12
71	Record & CD Purchases	1,000	2,000	Note 13
72	Newswire Service	0	6,000	Note 14
74	Program Purchases	4,250	6,000	Note 15
76	Printing & Copying	20,000	23,700	Note 16
77	Postage	21,500	27,000	
78	Recruiting	500	500	
79	Promotional Advertising	6,000	0	Note 17 - Quarterly newsletter replacement
80	Promotional Expenses	2,400	2,400	
81	Development Fundraising Expenses	4,000	5,600	Note 18
82	Premiums	7,000	9,500	Note 19
83	Publications	400	0	Note 20
84	Training	0	0	Note 21
85	Volunteer Training	0	2,500	
86	Travel	200	500	
87	Conferences	0	0	
88	Board of Directors	1,200	1,200	
90	Volunteer Expenses	1,500	2,000	Note 22
91	Taxes/Licenses/Fees	1,500	1,500	
92	Bankcard Fees	7,000	6,500	
93	Bank Service Charges	3,000	3,500	
94	Dues	12,000	12,000	
95	Interest	0	0	
96	Miscellaneous	500	500	
99				
100	<b>Operating Expenses</b>	<b>661,421</b>	<b>709,129</b>	
101				
102	<b>Operating Surplus (Deficit)</b>	<b>(14,971)</b>	<b>(48,179)</b>	
104	Auxiliary Budget Spending	0	(24,325)	
105				
106	Total Expenses	661,421	733,454	
107				
109	<b><u>NET SURPLUS/DEFICIT</u></b>	<b><u>(14,971)</u></b>	<b><u>(72,504)</u></b>	
111				
113	ESTIMATED SURPLUS CASH BALANCE and operating reserve for start of FY12: \$308,000			
114	Cash surplus \$108,000	Board designated operating reserve \$200,000		