

FOLCH – 2012 BUDGET NARRATIVE

Revenues

Light-Up- A-Life: (\$7,000) The last two years have been outstanding! However, this fundraiser seems to have met its maximum potential without some changes to reach new donors.

Epicurean Delight: (\$20,000) Our best fundraiser should continue to reach its potential. This is is .80 per capita in Lewis County.

Leave A Legacy: (\$500) There were no earnings on these monies in 2010 as the community foundation made adjustments for overpayments to us in the past. The \$1,000 recorded in this category in the 2010 Final Report was actually a \$1,000 donation to the Friends Forever Fund that was deposited by mistake in the daily operations checking account. That money was later transferred to the Money Market Account. The Community Foundation expects earnings on this account in 2012. Since they have overpaid in the past and with the large swings in the stock market, this is probably the best we can expect.

Golf Tournament: (\$6,000) Without re-inventing the golf tournament, we have probably seen our two best years in the past.

Donations: (\$45,000) This estimate is consistent with donations received each year for the last five years. They seem not to increase or decrease to any significant degree.

Bequests: (\$0) There are no anticipated bequests for 2012 at this time.

Recognitions: (\$500) This reflects anticipated revenues from both the Employee Recognition Luncheon and the Volunteer dinner.

Garden: (\$1,500) Increased sales of stones again in 2011 may mean that people have discovered this way to remember their loved ones.

United Way: (\$3,500) Since our United Way revenues are unsolicited, there is no way to accurately project this revenue source. It seemed to be going down slightly each year until 2011.

Hudson Energy: (\$800) Hudson Energy has changed owners twice since we originally agreed to our partnership with them. We no longer have a human contact and Hudson's price for electricity has exceeded National Grid's price for each month in 2011. Therefore, our supporters who were purchasing energy from Hudson are changing partners and our revenue is decreasing. This will continue.

Transfer: (\$1,795.00) In 2011, we moved a significant amount of money from the “Money Market” and “Friends Forever” to balance the budget. It is anticipated that this amount will cover the deficit in our budget this year.

Clothing: (\$100) Since we have about \$100 in clothing items in stock and few of those items have sold in the last twelve months, we can expect these items to sell at an even slower pace. We will order new items ONLY if the item PRE-SOLD.

Miscellaneous: (\$0) At this time, there are no unanticipated revenues.

EXPENDITURES

Office & Postage: (\$2,100) Postage and printing costs should remain about the same as in recent years.

Bank: (\$1,000.00) Bank fees for returned checks and Canadian checks have remained consistent for the last three years. With a plan to have the bank print our checks in 2012 and with an initial period of the bank providing this service for free, there may be monies needed before the end of the year to pay for the service.

Insurance: (\$425) It is expected that the premium for our present policy will increase slightly as it does each year, even though we have had no claims.

Taxes: (\$110) Our net worth for tax purposes is under \$1 million. The Community Foundation, as a part of its 1% annual administrative fee, pays the tax on the monies held in the dedicated account at the Community Foundation.

Accounting: (\$2,000) With the retirement of John Nagy, we can expect the have to pay the full cost of this service.

Hospice Services: (\$67,000) At the end of the 3rd. quarter of 2011, our share of Hospice services was estimated to be less than \$10,000. With many bills still coming in at the end of the year and with fewer patients in the last quarter, that estimate is expected to rise.

The Hospice Director of Patient Services has requested the purchase of 8 laptop computers at a cost of \$730.00 per unit (plus \$84 per unit for 3-year warranties). These are needed so staff can implement the new electronic records system effectively. The County is not in a position to provide this equipment as a part of the County providing Hospice services.

Recognition: (\$800) Even though the cost for the employee recognition luncheon has decreased in the last two years, this seems to best reflect what costs could be if all invitees attend.

Newsletter: (\$2,000) This should cover the cost of any postage or printing increases, particularly if the mailing list is routinely updated to reflect major new donors.

Website: (\$120) This reflects the annual maintenance cost of the website.

Garden: (\$1,000) The Board made a commitment to this amount toward garden maintenance and improvement each year when the garden was proposed.

Grief University: (\$500) The Growing Through Loss program expects to be actively working as early as January, 2012 and the Hospice Bereavement Committee expects a full year of programming. This will cover some of the cost of supplies and materials.

Volunteer Fund: (\$2,000) The Hospice professional staff is authorized to expend monies for volunteer activities up to this amount, but not exceeding this amount. Monies for the VOLUNTEER DINNER are included in this line.

Light-up A Life: (\$100) Since donors paid most of the expenses for the 2011 campaign, this should cover the cost for the 2012 campaign.

Epicurean: (\$2,200) Will there be increased costs this year?

Golf: (\$3,000) This estimate assumes that Turin Highlands will not increase their fees and there will be about the same number of golfers. Again, much of the overhead expense has been donated by the volunteers in the past.

Massage Therapy: (\$2,140) This reflects the monies remaining from the Presbyterian Women's Grant from 2006.

Transfers: This reflects the projected difference between projected revenues and expenditures. This should insure a balance of \$100,000 in the money market account and \$50,000 in the CD available for the 2012 Hospice Services payment.

Clothing: Because of the quantity of clothing in "stock", it is expected that there will be no new purchases (other than pre-orders) in 2012.

