

PILOT INTERNATIONAL INC.
PROPOSED BUDGET
FOR THE PERIOD OF JULY 1, 2017 - JUNE 30, 2018

	2017-2018 Proposed Budget	2016-2017 Approved Budget	Increase/ Decrease	UNAUDITED AS OF APRIL, 30 2017
Contributions	266,605.00	254,000.00	12,605.00	212,303.57
Permanently restricted	1,000.00	2,500.00	(1,500.00)	240.00
Temporarily Restricted	174,850.00	140,500.00	34,350.00	127,730.12
Unrestricted	90,755.00	111,000.00	(20,245.00)	84,333.45
Sales Revenues	22,000.00	12,000.00	10,000.00	11,139.79
Convention	255,465.00	252,265.00	3,200.00	214,182.01
Fundraisers, Contributions	35,700.00	40,000.00	(4,300.00)	18,371.32
Registration, other	219,765.00	212,265.00	7,500.00	195,810.69
Dues/Insurance/Initiation/Charter	652,100.00	650,200.00	1,900.00	534,986.46
Pilot	538,500.00	538,300.00	200.00	430,747.49
Anchor	109,000.00	108,600.00	400.00	104,238.97
Compass	4,600.00	3,300.00	1,300.00	-
Use of Money and Other Assets	40,200.00	10,200.00	30,000.00	18,918.33
Interest	17,200.00	4,200.00	13,000.00	18,918.33
Rental	3,000.00	6,000.00	(3,000.00)	-
Other income	20,000.00			
Total Revenue	1,236,370.00	1,178,665.00	57,705.00	991,530.16
Expenses				
Programs	31,500.00	61,000.00	(29,500.00)	5,956.92
Caregivers	7,500.00	7,500.00	-	-
Brain Related Disorders	6,500.00	6,500.00	-	-
Brain Minders	10,000.00	2,000.00	8,000.00	5956.92
Anchor	2,500.00	5,000.00	(2,500.00)	-
Compass	5,000.00	-	5,000.00	-
Areas as Directed by Fundraisers/Contributions		40,000.00		
Scholarships and Grants	148,500.00	126,500.00	22,000.00	189,276.74
GOAL - Grants	65,000.00	69,300.00	(4,300.00)	73,977.00
GOAL - Scholarships	45,000.00	46,200.00	(1,200.00)	35,425.00
Other Named Grants & Scholarships	38,500.00	11,000.00	27,500.00	79,874.74
General Development	13,000.00	13,000.00	-	-
Donor Recognition	5,000.00	5,000.00	-	-
Strategic Alliances	5,000.00	5,000.00	-	-
Revenue Development	3,000.00	3,000.00	-	-

Anchor	61,750.00	67,800.00	(6,050.00)	21,406.49
Program Development	12,000.00	12,000.00	-	286.40
Grants to Districts	2,000.00	11,000.00	(9,000.00)	1,000.00
Convention	5,500.00	6,300.00	(800.00)	2,236.43
Awards	4,000.00	4,000.00	-	1,983.53
Technology	4,000.00	7,000.00	(3,000.00)	-
Operating Expenses	3,500.00	4,000.00	(500.00)	684.35
Professional Development	2,000.00	1,500.00	500.00	500.00
Member Expenses	26,000.00	20,000.00	6,000.00	14,275.99
Travel Expenses other than convention	2,750.00	2,000.00	750.00	439.79
Compass Clubs	3,600.00	2,850.00	750.00	-
Program Development	3,000.00	2,550.00	450.00	-
Member Expenses	600.00	300.00	300.00	-
Pilot Clubs	64,620.00	76,318.00	(11,698.00)	47,478.80
LOG	29,000.00	32,000.00	(3,000.00)	19,358.17
Operating Expenses	16,500.00	8,500.00	8,000.00	12,933.73
Member Expenses	19,120.00	35,818.00	(16,698.00)	15,186.90
Districts	48,650.00	49,150.00	(500.00)	16,133.88
Council of Leaders	6,500.00	6,250.00	250.00	-
Club Visits	25,500.00	26,250.00	(750.00)	10,283.98
EC representation at District	16,400.00	16,400.00	-	5,849.90
Operating Expenses	250.00	250.00	-	-
Executive Committee	23,860.00	30,060.00	(6,200.00)	20,191.48
Convention Travel	8,800.00	6,000.00	2,800.00	9,454.04
EC Meetings	9,000.00	15,600.00	(6,600.00)	8,911.82
Service Club Leaders Conference	3,000.00	4,100.00	(1,100.00)	550.00
Other Authorized Travel	1,500.00	3,260.00	(1,760.00)	1,259.57
Operating Expenses	1,560.00	1,100.00	460.00	16.05
Convention	279,380.00	236,846.00	42,534.00	191,114.94
Sales (outsourced sales)	250.00	3,700.00	(3,450.00)	-
General Administrative Expenses	556,260.00	506,441.00	49,819.00	415,563.15
Salaries/Benefits/Taxes	433,469.00	401,000.00	32,469.00	282,929.97
Professional Services	22,500.00	20,000.00	2,500.00	43,537.15
Technology	20,000.00	16,100.00	3,900.00	20,073.84
Operating Expenses	19,950.00	22,450.00	(2,500.00)	24,909.60
Insurances	8,391.00	18,191.00	(9,800.00)	(1,029.00)
Utilities	12,000.00	12,000.00	-	8,252.92
Building and Equipment Maintenance	24,200.00	6,700.00	17,500.00	15,530.58
Supplies Expenses	10,000.00	3,000.00	7,000.00	17,880.06
Approved Staff Travel & Professional Development	5,750.00	7,000.00	(1,250.00)	3,478.03
Transfer to Building Maintenance Reserve	5,000.00	5,000.00	-	-
Total Expenses	1,236,370.00	1,178,665.00	57,705.00	907,122.40
Net Profit (Loss)	-	-	-	-