

PILOT INTERNATIONAL INC.
PROPOSED BUDGET
FOR THE PERIOD OF JULY 1, 2018 - JUNE 30, 2019

	2018-2019 Proposed Budget	2017-2018 Approved Budget	Increase/ Decrease	Unaudited as of April 2018
Contributions	283,000.00	266,605.00	16,395.00	267,133.19
Permanently restricted	11,000.00	1,000.00	10,000.00	17,865.38
Temporarily Restricted	196,000.00	183,350.00	12,650.00	190,408.23
Unrestricted	76,000.00	82,255.00	(6,255.00)	58,859.58
Sales Revenues	57,000.00	22,000.00	35,000.00	16,803.69
Convention	294,500.00	255,465.00	39,035.00	195,287.79
Fundraisers, Contributions	74,500.00	34,500.00	40,000.00	10,950.08
Registration, other	220,000.00	220,965.00	(965.00)	184,337.71
Dues/Insurance/Initiation/Charter	586,050.00	652,100.00	(66,050.00)	527,337.50
Pilot	472,450.00	538,500.00	(66,050.00)	422,851.50
Anchor	109,000.00	109,000.00	-	104,486.00
Compass	4,600.00	4,600.00	-	-
Use of Money and Other Assets	77,300.00	40,200.00	37,100.00	53,341.47
Interest	57,300.00	17,200.00	40,100.00	44,142.17
Rental	0.00	3,000.00	(3,000.00)	
Other income	20,000.00	20,000.00	-	9,199.30
Total Revenue	1,297,850.00	1,236,370.00	61,480.00	1,059,903.64
Expenses				
Programs	18,500.00	31,500.00	(13,000.00)	12,492.48
Pilot and Anchor Service Projects	11,000.00	16,500.00	(5,500.00)	726.54
Brain Minders	7,500.00	10,000.00	(2,500.00)	11,765.94
Programs Supported by Convention Fundraisers		5,000.00	(5,000.00)	-
Scholarships and Grants	155,500.00	148,500.00	7,000.00	107,383.75
GOAL - Grants	66,000.00	66,000.00		55,033.68
GOAL - Scholarships	44,000.00	44,000.00		29,575.00
Other Named Grants & Scholarships	45,500.00	38,500.00	7,000.00	22,775.07
General Development	5,000.00	13,000.00	(8,000.00)	694.15
Donor Recognition	5,000.00	5,000.00	-	323.55
Strategic Alliances		5,000.00	(5,000.00)	
Revenue Development		3,000.00	(3,000.00)	370.60
Anchor	42,500.00	54,000.00	(11,500.00)	27,282.28
Program Development	4,000.00	12,000.00	(8,000.00)	508.25

Grants to Districts	4,000.00	2,000.00	2,000.00	1,500.00
Convention	4,500.00	5,500.00	(1,000.00)	360.71
Awards	4,000.00	4,000.00	-	1,150.00
Operating Expenses	4,500.00	2,500.00	2,000.00	
Member Expenses	19,500.00	26,000.00	(6,500.00)	23,013.32
Travel Expenses other than convention	2,000.00	2,000.00	-	750.00
Compass Clubs	4,600.00	3,600.00	1,000.00	1,023.93
Program Development	4,000.00	3,000.00	1,000.00	1,023.93
Member Expenses	600.00	600.00	-	-
Pilot Clubs	44,750.00	64,620.00	(19,870.00)	40,177.21
LOG	21,000.00	29,000.00	(8,000.00)	18,593.89
Operating Expenses	6,500.00	16,500.00	(10,000.00)	2,004.32
Member Expenses	17,250.00	19,120.00	(1,870.00)	19,579.00
Districts	38,150.00	48,650.00	(10,500.00)	15,869.19
Council of Leaders	4,500.00	6,500.00	(2,000.00)	1,238.13
Official Club Visits	17,000.00	25,500.00	(8,500.00)	7,051.66
EC representation at District	16,400.00	16,400.00	-	7,579.40
Operating Expenses	250.00	250.00	-	-
Executive Committee	24,600.00	23,860.00	740.00	22,123.68
Convention Travel	8,000.00	8,800.00	(800.00)	6,125.27
EC Meetings	10,500.00	9,000.00	1,500.00	9,474.33
Service Club Leaders Conference	4,500.00	3,000.00	1,500.00	4,519.98
Other Authorized Travel	-	1,500.00	(1,500.00)	
Operating Expenses	1,600.00	1,560.00	40.00	2,004.10
Convention	334,044.00	279,380.00	54,664.00	256,108.86
Sales	30,250.00	250.00	30,000.00	2,626.61
General Administrative Expenses	599,956.00	569,010.00	30,946.00	498,765.37
Salaries/Benefits/Taxes	473,586.00	433,469.00	40,117.00	366,281.05
Professional Services	20,500.00	22,500.00	(2,000.00)	30,805.45
Technology	22,000.00	24,000.00	(2,000.00)	27,232.41
Operating Expenses	19,750.00	20,950.00	(1,200.00)	25,573.50
Insurances	-	8,391.00	(8,391.00)	(194.00)
Utilities	13,000.00	12,000.00	1,000.00	13,114.69
Building and Equipment Maintenance	31,620.00	29,200.00	2,420.00	17,300.51
Supplies Expenses	11,000.00	10,500.00	500.00	13,142.12
Approved Staff Travel & Professional Development	8500.00	8,000.00	500.00	5,509.64
Total Expenses	1,297,850.00	1,236,370.00	61,480.00	984,547.51