

**PILOT INTERNATIONAL, INC**  
**BUDGET**  
For the Period of July 1, 2020 - June 30, 2021

	2020-2021 Proposed Budget	2019-2020 Approved Budget	Increase/ Decrease	UNAUDITED as of April 30, 2020
<b>Revenue</b>				
<b>Contributions</b>	<b>\$247,600.00</b>	<b>\$271,550.00</b>	<b>(23,950.00)</b>	<b>\$260,592.00</b>
Permanently restricted	\$2,000.00	\$2,000.00	-	\$290.00
Temporarily Restricted	\$185,600.00	\$214,550.00	(28,950.00)	\$155,911.00
Unrestricted	\$60,000.00	\$55,000.00	5,000.00	\$104,391.00
<b>Sales Revenues</b>	<b>\$30,244.00</b>	<b>\$59,500.00</b>	<b>(29,256.00)</b>	<b>\$52,136.00</b>
<b>Convention</b>	<b>\$22,000.00</b>	<b>\$259,555.00</b>	<b>(237,555.00)</b>	<b>\$251,982.00</b>
Fundraisers, Contributions	\$22,000.00	\$52,400.00	(30,400.00)	\$34,392.00
Registration, other	\$0.00	\$207,155.00	(207,155.00)	\$217,590.00
<b>Dues/Insurance/Initiation/Charter</b>	<b>\$501,862.00</b>	<b>\$550,704.00</b>	<b>(48,842.00)</b>	<b>\$475,452.00</b>
Pilot	\$405,812.00	\$446,960.00	(41,148.00)	\$383,013.00
Anchor	\$91,350.00	\$99,144.00	(7,794.00)	\$91,625.00
Compass	\$4,700.00	\$4,600.00	100.00	\$814.00
<b>Use of Money and Other Assets</b>	<b>\$68,000.00</b>	<b>\$78,000.00</b>	<b>(10,000.00)</b>	<b>\$53,381.00</b>
Interest	\$55,000.00	\$65,000.00	(10,000.00)	\$48,541.00
Rental	\$0.00	\$0.00	-	\$0.00
Other income	\$13,000.00	\$13,000.00	-	\$4,840.00
<b>Total Revenue</b>	<b>\$869,706.00</b>	<b>\$1,219,309.00</b>	<b>(349,603.00)</b>	<b>\$1,093,543.00</b>
<b>Expenses</b>				
<b>Programs</b>	<b>\$5,700.00</b>	<b>\$11,700.00</b>	<b>(6,000.00)</b>	<b>\$8,525.00</b>
Pilot and Anchor Service Projects	\$500.00	\$6,500.00	(6,000.00)	\$216.00
Brain Minders	\$5,200.00	\$5,200.00	-	\$8,309.00
<b>Pilot International Founders Fund</b>	<b>\$141,000.00</b>	<b>\$166,000.00</b>	<b>(25,000.00)</b>	<b>\$95,606.00</b>
GOAL - Grants	\$54,000.00	\$66,000.00	(12,000.00)	\$51,211.00
GOAL - Scholarships	\$36,000.00	\$44,000.00	(8,000.00)	\$15,750.00
Other Named Grants & Scholarships	\$51,000.00	\$56,000.00	(5,000.00)	\$28,645.00
<b>General Development</b>	<b>\$4,000.00</b>	<b>\$4,000.00</b>	<b>-</b>	<b>\$0.00</b>
Donor Recognition	\$4,000.00	\$4,000.00	-	\$0.00
Strategic Alliances	\$0.00	\$0.00	-	\$0.00
Revenue Development	\$0.00	\$0.00	-	\$0.00
<b>Anchor</b>	<b>\$26,400.00</b>	<b>\$27,400.00</b>	<b>(1,000.00)</b>	<b>\$30,270.00</b>
Program Development	\$500.00	\$1,000.00	(500.00)	\$963.00
Grants to Districts	\$4,000.00	\$4,000.00	-	\$1,725.00
Convention	\$2,400.00	\$2,400.00	-	\$6,138.00
Awards	\$3,000.00	\$3,000.00	-	\$0.00
Operating Expenses	\$1,000.00	\$1,500.00	(500.00)	\$0.00
Member Expenses	\$14,500.00	\$14,500.00	-	\$21,444.00
Travel Expenses other than convention	\$1,000.00	\$1,000.00	-	\$0.00
<b>Compass Clubs</b>	<b>\$1,600.00</b>	<b>\$1,600.00</b>	<b>-</b>	<b>\$0.00</b>
Program Development	\$1,000.00	\$1,000.00	-	\$0.00
Member Expenses	\$600.00	\$600.00	-	\$0.00

<b>Pilot Clubs</b>	<b>\$46,650.00</b>	<b>\$44,750.00</b>	<b>1,900.00</b>	<b>\$40,540.00</b>
LOG	\$24,400.00	\$18,500.00	5,900.00	\$18,417.00
Operating Expenses	\$5,000.00	\$9,000.00	(4,000.00)	\$1,331.00
Member Expenses	\$17,250.00	\$17,250.00	-	\$20,792.00
<b>Districts</b>	<b>\$34,600.00</b>	<b>\$37,100.00</b>	<b>(2,500.00)</b>	<b>\$16,962.00</b>
Council of Leaders	\$500.00	\$3,000.00	(2,500.00)	\$0.00
Club Visits	\$23,300.00	\$23,300.00	-	\$11,768.00
EC representation at District	\$10,800.00	\$10,800.00	-	\$5,194.00
Operating Expenses	\$0.00	\$0.00	-	\$0.00
<b>Executive Committee</b>	<b>\$20,500.00</b>	<b>\$18,800.00</b>	<b>1,700.00</b>	<b>\$22,383.00</b>
Convention Travel	\$6,000.00	\$6,000.00	-	\$2,013.00
EC Meetings	\$9,000.00	\$7,500.00	1,500.00	\$10,897.00
Service Club Leaders Conference	\$3,000.00	\$2,500.00	500.00	\$2,545.00
Other Authorized Travel	\$1,000.00	\$1,000.00	-	\$6,465.00
Operating Expenses	\$1,500.00	\$1,800.00	(300.00)	\$463.00
<b>Convention</b>	<b>\$23,500.00</b>	<b>\$303,492.00</b>	<b>(279,992.00)</b>	<b>\$334,892.00</b>
<b>Sales</b>	<b>\$17,975.00</b>	<b>\$47,375.00</b>	<b>(29,400.00)</b>	<b>\$3,204.00</b>
<b>General Administrative Expenses</b>	<b>\$547,781.00</b>	<b>\$557,092.00</b>	<b>(9,311.00)</b>	<b>\$363,267.00</b>
Salaries/Benefits/Taxes	\$405,384.00	\$437,400.00	(32,016.00)	\$236,353.00
Professional Services	\$41,800.00	\$23,250.00	18,550.00	\$39,325.00
Technology	\$20,000.00	\$20,000.00	-	\$13,709.00
Operating Expenses	\$23,100.00	\$19,600.00	3,500.00	\$25,278.00
Utilities	\$13,200.00	\$13,000.00	200.00	\$10,342.00
Building and Equipment Maintenance	\$28,797.00	\$26,342.00	2,455.00	\$20,570.00
Supplies Expenses	\$11,000.00	\$11,000.00	-	\$15,927.00
Approved Staff Travel & Professional Development	\$4,500.00	\$6,500.00	(2,000.00)	\$1,763.00
<b>Total Expenses</b>	<b>\$869,706.00</b>	<b>\$1,219,309.00</b>	<b>(349,603.00)</b>	<b>\$915,649.00</b>