Chesapeake Legal Allliance - Non Profit
2020 Projected Budget
Approved: December 16, 2019

		2020 Projected
Income		
4000 Foundation Grants	**$**	**800,000.00**
4300 Individual Contributions	$	50,000.00
4301 Board of Director Contributions	$	55,000.00
4302 Board of Advisor Contributions	$	20,000.00
Total 4300 Individual Contributions	**$**	**125,000.00**
4400 In-Kind Contributions		
4500 Other Contributions		
4600 Event Income		
4700 Program Service Revenue		
Total Income	**$**	**925,000.00**
Net EOY Income	**$**	**1,200.00**
Expenses		
FIXED EXPENSES		
FINANCIAL SERVICES		
5300 401(k) Administration Fees	$	2,500.00
5301 Accounting Fees (including audit)	$	25,000.00
5302 Bank & Credit Card Fees	$	1,000.00
5303 Depreciation/Amortize Expense		
5304 Bank loan Interest Expense		
Total FINANCIAL SERVICES	**$**	**28,500.00**
LEGAL & Compliance		
5500 Misc. Taxes & Licenses Fees	$	200.00
5501 Insurance Expense	$	10,000.00
Total LEGAL & Compliance	**$**	**10,200.00**
OCCUPANCY		
5200 Office Rent	$	20,000.00
5201 Telephone & Internet	$	2,500.00
5203 Utilities	$	-
Total OCCUPANCY	**$**	**22,500.00**

OFFICE		
5600 Office Supplies	$	6,000.00
Total OFFICE	**$**	**6,000.00**
STAFF EXPENSES		
5100 Salaries & Wages	$	606,000.00
5101 Payroll Taxes	$	70,000.00
5102 Health Insurance Benefits	$	78,000.00
5104 Payroll Processing Expense	$	2,500.00
Total STAFF EXPENSES	**$**	**756,500.00**
Reserve Fund	**$**	**10,000.00**
Total FIXED EXPENSES	**$**	**833,700.00**
VARIABLE EXPENSES		
BUSINESS ENTERTAINMENT		
6100 Board Expense		
6101 Business Meetings/Meals	$	3,000.00
6103 Entertainment	$	-
Total BUSINESS ENTERTAINMENT	**$**	**3,000.00**
FUNDRAISING		
NEW: Donor Consultant	$	30,000.00
6200 Postage and Delivery	$	300.00
6201 Printing and Reproduction	$	2,000.00
Total FUNDRAISING	**$**	**32,300.00**
OUTREACH / MARKETING		
6300 Advertising Expense	$	2,000.00
6301 CLA Sponsorships Expense	$	1,000.00
Total OUTREACH / MARKETING	**$**	**3,000.00**
SPECIFIC PROGRAM EXPENSE		
NEW Community Legal Education	$	14,000.00
NEW Legal Innovation	$	2,000.00
NEW Pro Bono Program	$	14,300.00
NEW Policy	$	2,000.00
NEW Direct Legal Services	$	10,000.00
Total CLA PROGRAM EXPENSE	**$**	**42,300.00**
GENERAL PROGRAM EXPENSE		
6400 Conferences & Seminars	$	-

6401 Networking Events	$	-
6402 Education & Training	$	-
6404 Contract Services	$	10,000.00
6406 Legal & Professional Dues	$	3,000.00
6407 Travel	$	2,000.00
Total GENERAL PROGRAM EXPENSE	**$**	**15,000.00**
TECHNOLOGY		
6001 Software Expense	$	1,000.00
NEW: Hardware	$	2,500.00
6002 Technical Support Expense	$	6,000.00
6003 Website Maintenance/Expenses	$	5,000.00
Total TECHNOLOGY	**$**	**14,500.00**
Total VARIABLE EXPENSES	**$**	**110,100.00**
Total Expenses	**$**	**943,800.00**
CLA SAVINGS (RESERVE)	**$**	**10,000.00**
Net Operating Income	**$**	**(28,800.00)**
Other Income		
9100 Interest Income		
NEW Previous year carry-over cash or (deficit)	$	30,000.00
Total Other Income		
Net Other Income	**$**	**30,000.00**
Net Income	**$**	**1,200.00**