

THE GRAIL - 2020 BUDGET ASSUMPTIONS

NET BUDGETED LOSS

OVERALL (296,676)

All planned initiatives are included in the budget with a decrease in scope/financial support in order to reduce the deficit spending while maintaining overall goals.

Limited use of facilitators across the board (only for January council and for the 4 WOC day meetings)

All small group overnight face to face meetings to be held at Tidings; no face to face for Finance Cte at this time

CORNWALL (70,044)

No incoming donations or retreat center revenues in 2020; assume 1 Grail member tenant will remain through June 2020 and continue current month to month rental agreement

No staff members on location; 10% of Exec Dir & 15% of Finance Manager salary allocated

Outside property management company utilized for entire year; grounds maintenance by outside vendors

Utilities budgeted for 12 months at reduced usage based on reduction of use of buildings

Does not take into account the POTENTIAL of renting the property--or portion--in 2020 since this has not been determined at this time

GRAILVILLE (42,181)

Limited Tidings and Oratory rental revenue in 2020

Continue to reflect 4.5% drawdown of GV Endowment Fund

Wages include limited housekeeping, 10% of Exec. Director salary, 25% administrative assistant, and 15% of Finance Manager salary

Using outside services for monthly office cleaning, laundry service, grounds maintenance

NATIONAL (167,141)

Member donations lower than 2019 budget

No Anti-Racism conference in 2020; replaced with 4 WOC day-long workshops in NYC, with Grail renting a space, providing food and transportation to/from for those who are not within driving distance.

GA assumes a portion of income (participation fees) but also recognizes a move from retreat centers to hotel will increase overall costs. Also assumes that while The Grail will continue to subsidize the overall expenses, AND encourage use of scholarship fund, cost to members will be higher than most recently at Stoney Point. ***UPDATE actual costs negotiated were less than Stoney Point.**

Includes \$2,000 for translation services to make Grail documents available to Spanish speakers

Exec. Director will attend full 2 weeks of CSW and PFII combining both trips with CW work days.

Exec. Director salary allocated 80% to national; 20% between GV & CW

Finance Manager salary allocated 15% to GV; 15% CW; & 70% national

Admin Assistant salary allocated 25% to GV; 75% National

Art Coordinator for 9 months, plus Youth Work Initiative with limited overall hours

Plan on 3 council meetings plus facilitator costs at 1 of these meetings

Added in reduced program expenses for 3 art shows at Grailville

Land based initiatives (Learning Labs, Mary Lu's wages/taxes, SYAWI grounds related hours) removed from budget as they are now covered by a restricted fund

Continue to provide \$10,000 to support Grail International paid in 2 semi-annual payments

The Grail
Profit & Loss Budget Overview
 January through December 2020

2/9/2020

2020 BUDGET										Cornwall-on-Hudson	Grailville	National Operations	Transition	Aggregate Budget	CURRENT YEAR BUDGET
										Jan - Dec 20	Jan - Dec 20	Jan - Dec 20	Jan - Dec 20	Jan - Dec 20	2019
Ordinary Income/Expense															
Income															
4 - Contributed support															
4010 - Indiv/business contribution															
4011 - Member Giving												65,000		65,000	66,200
4013 - Individual Non-Member Giving												1,500		1,500	3,000
4016 - International Projects															
4017 - Member												30,000		30,000	20,000
4018 - Non-Member												1,000		1,000	2,000
Total 4016 - International Projects												31,000		31,000	22,000
Total 4010 - Indiv/business contribution												97,500		97,500	91,200
Total 4 - Contributed support												97,500		97,500	91,200
5 - Earned revenues															
5011 - Retreat Ctr Rent of Facilities										-	10,000	-	-	10,000	10,760
5014 - Rent or Lease Income										7,201	3,600			10,801	18,000
5037 - Program Registration Fees										-	-	25,500	-	25,500	
Total 5005 - Program Revenue										7,201	13,600	25,500	-	46,301	28,760
5310 - Interest-savings/short-term inv										-	-	250	-	250	300
5620 - Endowment Draw & Other										-	45,637	-	-	45,637	47,484
Total Income										7,201	59,237	123,250	-	189,688	167,744
Expense															
7200 - Salaries & related expenses															
7220 - Wages/Salary										11,648	29,068	111,664	-	152,380	153,373
7230 - Payroll taxes										932	2,325	8,933	-	12,190	12,330
7235 - Payroll Fees											790	2,370	-	3,160	2,790
7237 - Ohio Workers Compensation											600	900	-	1,500	2,200
7240 - Insurance-WC & State Disability										1,320			-	1,320	
7245 - Benefits - Health Insurance													-		
7250 - Health Insurance Premium										-		10,711	-	10,711	10,544
Total 7200 - Salaries & related expenses										13,900	32,783	134,578	-	181,262	181,237
7500 - Other personnel expenses															
7511 - Consultants/Resource General										7,800	6,240	15,000	2,600	31,640	81,375
7520 - Accounting fees										-	-	12,100	-	12,100	11,000
7530 - Staff Training & Development										-	-	200	-	200	
7560 - Legal fees										-	-	-	6,500	6,500	10,000
Total 7500 - Other personnel expenses										7,800	6,240	27,300	9,100	50,440	102,375
8100 - Non-personnel expenses															
8110 - Program Materials/Supplies										-	-	34,400	-	34,400	37,000
8115 - Food										-	500	2,000	-	2,500	2,100
8116 - Travel & meetings expenses										-					
8118 - Travel										-	-	26,275	5,270	31,545	34,570
8122 - Vehicle maintenance and repair										-	-	-	-	-	300
8125 - Outreach/Promotion										-	-	300	-	300	150
8130 - Advertising										-	-	650	-	650	50
8140 - General Postage & Shipping										200	-	2,500	-	2,700	3,215
8145 - General Printing										-	200	2,250	-	2,450	2,250
8164 - Supplies/Office										-	400	3,900	-	4,300	4,950
8172 - Communications-phone & internet										2,340	8,100	2,908	-	13,348	12,100
8173 - Website Fees										-	150	500	-	650	3,150
8174 - Tech										-	-	9,975	-	9,975	10,000
8180 - Bank charges/Investment Fees										-	200	1,000	-	1,200	1,350
8181 - Other/Insurance & Fees										-	-	2,205	-	2,205	2,985
8189 - Books, subscriptions, reference										-	25	-	-	25	-
8196 - International Program Payout										-	-	29,450	-	29,450	20,900
Total 8100 - Non-personnel expenses										2,540	9,575	118,313	5,270	135,698	135,070
8200 - Occupancy expenses															

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										8210 - Utilities	19,850	16,500	-	-	36,350	31,820
										8220 - Commercial Property Insurance-L	13,400	10,350	-	-	23,750	25,005
										8230 - Maintenance-Routine	5,225	6,470	-	2,940	14,635	12,100
										8240 - Supplies - Maint.	250	1,500	-	-	1,750	1,250
										8250 - Taxes,Licenses/Permits&Inspectn	2,705	750	-	-	3,455	8,650
										8260 - Bldgs & Grounds Services						
										8261 - Garbage/Recycling	1,500	1,380			2,880	
										8262 - Mowing/Landscaping	5,000	13,500			18,500	
										8263 - Roads, Gravel, Grading, Salt	5,000	1,000			6,000	
										8264 - Plants & Trees		300			300	
										8260 - Bldgs & Grounds Services - Other		320			320	
										8260 - Bldgs & Grounds Services	11,500	16,500	-	-	28,000	28,340
										8280 - Equipment Rental & Maintenance	-	750	-	-	750	500
										Total 8200 - Occupancy expenses	52,930	52,820	-	-	105,750	107,665
										8500 - Other/Misc expenses						
										8520 - Affiliated organization	-	-	10,000	-	10,000	10,000
										8530 - Organization membership dues	75	-	200	-	275	525
										Total 8500 - Other/Misc expenses	75	-	10,200		10,275	10,525
										Total Expense	77,245	101,418	290,391	17,310	486,365	536,872
										Net Income/(Loss)	(70,044)	(42,181)	(167,141)	(17,310)	(296,677)	(369,128)