

2001 Waynet, Inc. Projected Yearly Budget and Income Worksheet  
Revised 2/13/01

Projected 2002 Budget	2002 Budget Est.	Jan	Feb	March	April	May	June	July	Aug	Sept	Oct	Nov	Dec	Totals
Salaries and Benefits <sup>1</sup>	\$ 21,745.30	\$ 1,794.17	\$ 1,794.17	\$ 1,794.17	\$ 1,794.17	\$ 1,794.17	\$ 1,794.17	\$ 1,794.17	\$ 1,794.17	\$ 1,794.17	\$ 1,865.93	\$ 1,865.93	\$ 1,865.93	\$ 21,745.30
Office Supplies <sup>2</sup>	\$ 600.00	\$ 100.00	\$ 5.00	\$ 5.00	\$ 30.00	\$ 20.00	\$ 10.00	\$ 5.00	\$ 300.00	\$ 100.00	\$ 10.00	\$ 5.00	\$ 10.00	\$ 600.00
Professional Services <sup>3</sup>	\$ 1,500.00	\$ 500.00	\$ 50.00	\$ 50.00	\$ -	\$ 100.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 1,500.00
Communication & Transportation <sup>4</sup>	\$ 840.00	\$ 70.00	\$ 70.00	\$ 70.00	\$ 70.00	\$ 70.00	\$ 70.00	\$ 70.00	\$ 70.00	\$ 70.00	\$ 70.00	\$ 70.00	\$ 70.00	\$ 840.00
Postage & UPS <sup>5</sup>	\$ 450.00		\$ 150.00				\$ 150.00				\$ 150.00			\$ 450.00
Travel <sup>6</sup>	\$ 50.00						\$ 50.00							\$ 50.00
Printing/Advertising <sup>7</sup>	\$ 5,499.96	\$ 2,973.50	\$ 816.46	\$ 20.00	\$ 15.00	\$ 15.00	\$ 515.00	\$ 15.00	\$ 30.00	\$ 230.00	\$ 815.00	\$ 50.00	\$ 5.00	\$ 5,499.96
Insurance <sup>8</sup>	\$ 500.00		\$ 500.00											\$ 500.00
Equipment Rental and Repair <sup>9</sup>	\$ 200.00							\$ -			\$ 200.00			\$ 200.00
Dues <sup>9</sup>	\$ 710.00	\$ 100.00	\$ 300.00			\$ 10.00	\$ 175.00						\$ 125.00	\$ 710.00
Furniture & Equipment <sup>10</sup>	\$ 850.00								\$ 850.00					\$ 850.00
Totals:	\$ 32,945.26	\$ 5,537.67	\$ 3,635.63	\$ 1,939.17	\$ 1,909.17	\$ 2,009.17	\$ 2,914.17	\$ 2,034.17	\$ 3,194.17	\$ 2,394.17	\$ 3,310.93	\$ 1,990.93	\$ 2,075.93	\$ 32,945.26

\*See detail on Advertising Budget

2002 Income Worksheet	Annual Income Per Account	Jan	Feb	March	April	May	June	July	Aug	Sept	Oct	Nov	Dec	Totals
Basic (49)	\$ 60.00	\$ 180.00	\$ 375.00	\$ 180.00	\$ 180.00	\$ 435.00	\$ 300.00	\$ 255.00	\$ 180.00	\$ 180.00	\$ 315.00	\$ 180.00	\$ 180.00	\$ 2,940.00
Not-for-Profit (22)	\$ 60.00	\$ 195.00	\$ 165.00	\$ 75.00	\$ 135.00	\$ 165.00	\$ 135.00	\$ 105.00	\$ 15.00	\$ 15.00	\$ 105.00	\$ 195.00	\$ 15.00	\$ 1,320.00
Not-for-Profit-Fee Waived (30)	\$ -													\$ -
Business Members (8)	\$ 300.00	\$ 450.00		\$ 600.00	\$ 150.00	\$ 300.00		\$ 750.00			\$ 150.00			\$ 2,400.00
Sponsoring Members (24)	\$ 500.00	\$ 2,500.00	\$ 1,000.00		\$ 1,000.00	\$ 2,000.00	\$ 2,000.00	\$ 500.00	\$ 2,000.00		\$ 500.00	\$ 500.00		\$ 12,000.00
Gold Members (2)	\$ 1,000.00				\$ 1,000.00			\$ 1,000.00						\$ 2,000.00
Platinum Members (3)	\$ 2,500.00						\$ 2,500.00		\$ 2,500.00			\$ 2,500.00		\$ 7,500.00
Services/Other	\$ 100.00					\$ 100.00								\$ 200.00
Non-Members														\$ -
Total:	\$ 3,425.00	\$ 1,540.00	\$ 855.00	\$ 2,465.00	\$ 3,000.00	\$ 4,935.00	\$ 2,610.00	\$ 4,695.00	\$ 195.00	\$ 1,070.00	\$ 3,375.00	\$ 195.00	\$ 195.00	\$ 28,360.00
Grant Income	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Income:	\$ 3,425.00	\$ 1,540.00	\$ 855.00	\$ 2,465.00	\$ 3,000.00	\$ 4,935.00	\$ 2,610.00	\$ 4,695.00	\$ 195.00	\$ 1,070.00	\$ 3,375.00	\$ 195.00	\$ 195.00	\$ 28,360.00
	\$ 3,425.00	\$ 4,965.00	\$ 5,820.00	\$ 8,285.00	\$ 11,285.00	\$ 16,220.00	\$ 18,830.00	\$ 23,525.00	\$ 23,720.00	\$ 24,790.00	\$ 28,165.00	\$ 28,360.00	\$ 28,360.00	Shortfall: \$ (4,585.26)

Conclusion: Assuming we maintain membership levels - we will finish out the year in the red, if we spend the full budgeted amount for each line item. We either need to reduce expenses or increase income (memberships).

Add New Members to make up difference of:	\$ (4,585.26)
\$2,500	(2)
\$1,000	(5)
\$500	(9)
\$300	(15)
\$60	(76)

- Salaries and Benefits <sup>1</sup> = \$20,000/year + 4% increase in September
- Office Supplies <sup>2</sup> = includes money for software upgrades and general office supplies.
- Professional Services <sup>3</sup> = line item for scripting, software set up and maintenance, forum speakers.
- Communication & Transportation <sup>4</sup> = Verizon = \$60/month local & MCI = \$10/month long distance
- Postage & UPS <sup>5</sup> = includes \$150 for yearly normal postage & 2 direct mail campaigns.
- Travel <sup>6</sup> = covers one trip to Indy for yearly INCA meeting.
- Printing/Advertising <sup>7</sup> = See attached details.
- Insurance <sup>8</sup> = Equipment insurance only - does not include board or libel insurance.
- Equipment Rental and Repair <sup>9</sup> = for repair of equipment if necessary.
- Dues <sup>9</sup> = dues & filing fees - Chamber of Commerce, ICNA, State of Indiana, Network Solutions, WCTV
- Furniture & Equipment <sup>10</sup> = Includes line item for new Digital Camera.