

Sources and Uses of Funds

The funding requirements for the Trust are found in the expense side of the organization's five-year budget. This budget reflects the program priorities established in the planning process. Budget figures for the first year have been defined in great detail and accurately reflect the true costs of implementing the program activities within each function. Future years' budgets estimate expenses using across-the-board increases rather than specific program functional budgets. The overall goal for fundraising is to raise sufficient money to cover the expense in each functional area of the budget over a five-year period.

	2002		2003		2004		2005		2006	
	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent
REVENUE										
Annual Giving	83,528	13%	107,314	15%	120,495	17%	151,548	20%	162,372	20%
Major Donors	200,000	30%	275,000	40%	367,000	51%	400,000	53%	450,000	56%
Grants	225,000	34%	221,500	32%	146,500	20%	121,500	16%	121,500	15%
Fees and Income	8,400	1%	11,050	2%	16,103	2%	16,158	2%	16,216	2%
Interest	17,226	3%	20,434	3%	24,013	3%	26,525	4%	30,536	4%
Reserve draw down	131,717	20%	59,312	9%	50,461	7%	41,867	6%	21,865	3%
TOTAL REVENUE	665,871	100%	694,610	100%	724,571	100%	757,598	100%	802,490	100%
EXPENSE										
Administration	165,816	25%	160,505	23%	162,082	22%	168,510	22%	182,811	23%
Fundraising	206,648	31%	220,528	32%	232,102	32%	245,697	32%	258,052	32%
Public Outreach	111,745	17%	118,296	17%	123,945	17%	129,870	17%	136,085	17%
Operating Acquisition	127,245	19%	134,787	19%	141,202	19%	147,928	20%	154,983	19%
Stewardship	54,417	8%	60,494	9%	65,240	9%	65,593	9%	70,559	9%
Reserves										
TOTAL EXPENSES	665,871	100%	694,610	100%	724,571	100%	757,598	100%	802,490	100%

The expense areas listed above will be covered by a variety of revenue sources. A few of the expense areas will get all of the funding from a single revenue source, but most will combine several streams of revenue to cover the expenses of that program. The appropriate revenues for each program depend on such issues as donor restriction, donor appeal, foundation priorities, existing fundraising strengths and weaknesses, etc. The table below takes the functional expense areas in the previous chart and assigns revenue to them.

	2002		2003		2004		2005		2006	
	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent
<i>Non-Capital Acquisition (Operating Acquisition)</i>										
Annual Giving		0%		0%		0%		0%		0%
Major Donors	16,543	13%	36,605	27%	56,629	40%	87,928	59%	94,983	61%
Grants	110,702	87%	98,182	73%	84,573	60%	60,000	41%	60,000	39%
Fees and Income		0%		0%		0%		0%		0%
Interest		0%		0%		0%		0%		0%
Reserve Draw-down		0%		0%		0%		0%		0%
Total Acquisition	127,245	100%	134,787	100%	141,202	100%	147,928	100%	154,983	100%
<i>Stewardship</i>										
Annual Giving		0%		0%		0%		0%		0%
Major Donors	54,417	100%	47,974	79%	65,240	100%	34,093	52%	39,059	55%
Grants		0%	12,520	21%		0%	31,500	48%	31,500	45%
Fees and Income		0%		0%		0%		0%		0%
Interest		0%		0%		0%		0%		0%
Reserve Draw-down		0%		0%		0%		0%		0%
Total Stewardship	54,417	100%	60,494	121%	65,250	100%	65,593	148%	70,559	100%
<i>Public Outreach</i>										
Annual Giving		0%		0%		0%		0%		0%
Major Donors	69,020	62%	69,359	59%	103,728	84%	99,870	77%	106,085	78%
Fees and Income		0%		0%		0%		0%		0%
Interest		0%		0%		0%		0%		0%
Reserve Draw-down		0%		0%		0%		0%		0%
Total Public Outreach	111,745	100%	118,296	100%	123,945	100%	129,870	100%	136,085	100%
<i>Fundraising</i>										
Annual Giving		0%		0%		0%	25,721	10%	26,314	10%
Major Donors	60,020	29%	121,062	55%	141,403	61%	178,109	72%	209,873	81%
Fees and Income		0%		0%		0%		0%		0%
Interest		0%		0%		0%		0%		0%
Reserve Draw-down	75,055	36%	37,605	17%	48,989	21%	41,867	17%	21,865	8%
Total Fundraising	206,648	100%	220,528	128%	232,102	100%	245,697	100%	258,052	100%
<i>Administration</i>										
Annual Giving	83,528	50%	107,314	67%	120,495	74%	125,828	75%	136,059	74%
Major Donors		0%		0%		0%		0%		0%
Fees and Income	8,400	5%	11,050	7%	16,103	10%	16,158	10%	16,216	9%
Interest	17,226	10%	20,434	13%	24,013	15%	26,525	16%	30,536	17%
Reserve Draw-down	56,662	34%	21,707	14%	1,472	1%		0%		0%
Total Administration	165,816	100%	160,505	100%	162,082	100%	168,510	100%	182,811	100%