

SAMPLE DEVELOPMENT DIRECTOR PROJECT BUDGET

September 1st – August 31st

This is an example of a project budget for an agency that proposes to hire a Director of Development to increase the agency's revenue sources, and in particular to decrease their dependency on government funding and increase their individual and foundation support. It shows increases in various revenue sources as a result of the Development Director's efforts.

Expenses	2007-08	2008-09	2009-10	2010-11
Salaries & Benefits	\$700,000	\$760,000	\$820,000	\$910,000
Program Expenses	125,000	162,000	182,000	200,000
Administrative Expenses	95,000	100,000	120,000	140,000
Occupancy	41,400	42,600	44,000	45,200
Proposed Dev. Dir. Salary & Benefits	-0-	52,000	54,000	59,000
Other New Dev. Expenses	-0-	10,000	-0-	-0-
Total Expenses	\$961,400	\$1,126,600	\$1,220,000	\$1,354,200
Revenues				
Government Grants	\$425,817	\$385,000	\$365,000	\$320,000
United Way	185,000	200,000	200,000	200,000
Program Fees	167,583	190,000	220,000	240,000
ABC Corporation	66,000	66,000	66,000	66,000
XYZ Foundation	40,000	40,000	40,000	40,000
Individuals	37,000	60,000	80,000	150,000
DEF Corp. (pending in 2005-06 & 2006-07)	20,000	20,000	20,000	20,000
Fundraising Events	10,000	30,000	40,000	55,000
Other Foundations	10,000	20,600	39,000	50,000
ABC Foundation	-0-	50,000	50,000	50,000
GHI Foundation (Oct. challenge deadline)	-0-	15,000	-0-	-0-
Meadows Foundation (recommended)	-0-	\$50,000	\$40,000	\$24,000
To Be Raised	-0-	-0-	60,000	139,200
Total Revenues	\$961,400	\$1,126,600	\$1,220,000	\$1,354,200

Note:

- The agency proposes to spend about \$60,000 annually in order to raise about \$400,000 over a three-year period.
- The Foundation looks at, among other things, what the agency proposes to spend and compares that with the anticipated agency operating budget increase.
- This will determine whether the proposed costs outweigh or balance out the anticipated budget growth over the grant period.
- The multi-year project budget will also be compared with the agency's expectations in the text of the grant proposal and should be used to determine the goals for the grant.