

**Greater Mankato Area United Way
Approved 2022 Budget**

Ordinary Income/Expense		
1	Income	267,498.00
2	2020 Pledge Income	0.00
3	2021 Pledge Income	
4	2021 Campaign Contra for pass t	0.00
5	2021 Campaign Pass Thru	0.00
6	2021 Pledge Income - Other	0.00
7	Total 2021 Pledge Income	0.00
8	2022 Campaign Pledge Income	2,325,000.00
9	Interest Income	7,000.00
10	Misc Income incl gifts	3,000.00
11	Other Income	
12	Cares Act - Employee Retention	0.00
13	Fees collected for designations	600.00
14	In Kind Contributions	425,000.00
15	Total Other Income	425,600.00
16	Planned Gift Fund-Gain/Loss	2,500.00
17	Planned Gift Fund Donation	0.00
18	Program Income	
19	First Steps Grants	30,000.00
20	Grant Income	14,000.00
21	Principal Match - Sp Prjct	0.00
22	Project Community Connect	12,200.00
23	Total Program Income	56,200.00
24	Sponsorships/Event Income	
25	Fire & Ice Income	
26	Fire & Ice - raffle	0.00
27	Fire & Ice Event Sponsors	0.00
28	Fire & Ice Table Sponsor	0.00
29	Fire and Ice Gala	0.00
30	Fire & Ice Income - Other	140,000.00
31	Total Fire & Ice Income	140,000.00
32	Human Foosball	
33	Human Foosball - Sponsors	10,000.00
34	Human Foosball Team Reg	13,500.00
35	Total Human Foosball	23,500.00
36	Men's Event	
37	Men's Event Games/Raffles	3,000.00
38	Men's Event Silent Auction	5,000.00
39	Men's Event Sponsor	14,000.00
40	Men's Event Tickets	18,000.00
41	Men's Event - Other	0.00
42	Total Men's Event	40,000.00
43	Ride United Event	0.00

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44	Top Executive Lunch	
45	Top Executive Lunch - Sponsor	3,000.00
46	Top Executive Lunch - ticket In	5,000.00
47	Total Top Executive Lunch	8,000.00
48	Women with Heart	
49	Women with Heart Luncheon Fees	10,800.00
50	Women With Heart Sponsors	15,000.00
51	Total Women with Heart	25,800.00
52	Sponsorships/Event Income - Other	12,000.00
53	Total Sponsorships/Event Income	249,300.00
54	Total Income	3,336,098.00
55	Gross Profit	3,336,098.00
56	Expense	
57	Operating Expenses	
58	Audit & Accounting Fees	17,750.00
59	Awards & Recognition	6,300.00
60	Bankcard Fees	1,500.00
61	Campaign Fees Withheld	3,500.00
62	Campaign Supplies	1,250.00
63	Community Impact	
64	Project Community Connect	12,200.00
65	Community Impact - Other	1,000.00
66	Total Community Impact	13,200.00
67	Conferences & Staff Dvpmnt	4,680.00
68	Equipment Purchases	2,500.00
69	Events	
70	Fire & Ice Expense	
71	Fire & Ice CC Processing Fee	0.00
72	Fire & Ice Expense - Other	40,000.00
73	Total Fire & Ice Expense	40,000.00
74	Human Foosball Expense	
75	Bankcard fees for Human Foosball	55.00
76	Human Foosball Expense - Other	3,000.00
77	Total Human Foosball Expense	3,055.00
78	Men's Event Expenses	
79	Men's Event - PayPal/CC Fees	255.00
80	Men's Event Expenses - Other	3,500.00
81	Total Men's Event Expenses	3,755.00
82	Top Executive Lunch- Expense	
83	Bankcard fees	0.00
84	Top Exec Lunch- Expense - Other	4,400.00
85	Total Top Executive Lunch- Expense	4,400.00
86	Women With Heart Luncheon	
87	WWH - PayPal Fees	65.00
88	Women With Heart Luncheon - Other	12,000.00

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89	Total Women With Heart Luncheon	12,065.00
90	Events - Other	3,400.00
91	Total Events	66,675.00
92	Internet/Technology needs	15,000.00
93	Legal Fees	500.00
94	Liab & Prop insurance	
95	Directors and Officers Insuranc	3,028.00
96	Property & Liability Insurance	4,014.00
97	Worker's Compensation	1,550.00
98	Total Liab & Prop insurance	8,592.00
99	Marketing	
100	eCommunications & Design	11,912.00
101	Live United -Tshirts/Logo Wear	2,500.00
102	Outsource Marketing	25,000.00
103	New ideas accr. StratPlan	3,000.00
104	Printed Campaign Materials	4,700.00
105	Printed United Way Materials	2,000.00
106	Video	4,000.00
107	Total Marketing	53,112.00
108	Meeting Expenses	1,300.00
109	Membership-Org Dues	
110	United Way Worldwide Dues	42,449.00
111	Membership-Org Dues - Other	5,800.00
112	Total Membership-Org Dues	48,249.00
113	Misc/DiscretionaryFunds	1,500.00
114	Occupancy	41,000.00
115	Office Supplies/Expense	4,500.00
116	Planned Gift Fund Fees	600.00
117	Postage	
118	Campaign Postage	2,100.00
119	Postage - Other	2,500.00
120	Total Postage	4,600.00
121	Salary & Benefits Expense	
122	Employee Benefits	123,211.94
123	Payroll Expenses	
124	Payroll process fees	600.00
125	Payroll Taxes	
126	FICA Taxes	34,807.48
127	Unemployment tax	2,079.22
128	Total Payroll Taxes	36,886.70
129	Total Payroll Expenses	37,486.70
130	Salaries & Wages	454,999.68
131	Total Salary & Benefits Expense	615,698.32
132	Subscriptions	500.00

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133	Telephone	2,700.00
134	Transportation	2,500.00
135	United Way Car Expense	2,500.00
136	Total Operating Expenses	920,206.32
137	Other Expense	
138	Allocation to Reserves	30,000.00
139	Depreciation	
140	Depreciation - Office	2,406.84
141	Depreciation - UW Vehicle	1,452.55
142	Total Depreciation	3,859.39
143	In Kind Contributions Expense	425,000.00
144	Pledge Loss	75,000.00
145	Total Other Expense	533,859.39
146	Program Expenses	
147	Allocations to Agencies	
148	Books for Kids	33,000.00
149	Partner Agency - Special Alloca	0.00
150	Allocations to Agencies - Other	1,523,925.00
151	Total Allocations to Agencies	1,556,925.00
152	Connecting Kids Grant Expense	0.00
153	First Steps grant expenses	30,000.00
154	Get Connected / 211	3,000.00
155	I-Pads for Seniors Program	0.00
156	Principal - Sp Project exp	0.00
157	School Book Program - Olseth Gr	14,000.00
158	Program Expenses - Other	350.00
159	Total Program Expenses	1,604,275.00
160	Total Expense	3,058,340.71
161	Net Ordinary Income	277,757.29
162	Event Nets to Next Year's Budget	-139,180.00
163		138,577.29