

MCAF - INDIVIDUAL & CORPORATE

	2021 Budget	2020 Prelim actu	2020 Budget	
Revenues				
Individual				
Other Donations	200,000	154,900	200,000	includes MEB reunion
Major Donors	80,000	139,000	120,000	not captured in direct mail; personal cultivation from foundation staff
Tours - Quantico	-	-	10,000	
Distributions from Estates	10,000	-	10,000	
Marathon, 2 Virtual Runs, 10k	20,000	23,000	24,400	
Golf Tournament/silent auction	60,000	50,500	30,000	gross receipts from golf tournament and silent auction
Direct Mail - Lautman budget	681,907	615,000	615,000	
Direct Mail	40,000	157,600		
Board Support - Give or Gets	105,000	140,000	98,000	vej separate line
Board Support - Give or Gets	30,000			
Year-end campaign gift	25,000	25,000	25,000	
Year-end matching campaign	50,000			end of year contributions not related to direct mail or major donors
Combined Federal Campaign	8,000	7,300	12,000	
GO Campaign	25,000			
Restricted for Forums T. Day	50,000	50,000	50,000	
Restricted for Excellence Awards VEJ	10,500	10,800	13,500	part of board member support
Restricted for Writing Awards Chase, Stewart	7,000		21,100	
Restricted for Libraries	-		5,000	
Memberships	30,000	28,740	40,000	
Total Individual Contributions	1,432,407	1,401,840	1,274,000	
Corporate				
Sponsorships - For awards & AD seats	170,000	166,805	239,000	
Corporate Donors from Mundy/Collins	105,000	-	10,000	
Writing Award Contributions	12,000	12,000	12,000	
Magazines Contributions	-	-	3,000	
Corporate Memberships	2,000	3,000	2,000	
Total Corporate Contributions	289,000	181,805	266,000	
Other				
Contributions - MCA	25,000	10,000	125,000	
Investment Earnings	7,000	36,900	5,000	
Total Other Revenue	32,000	46,900	130,000	
Total Revenue				
Total Revenue	1,753,407	1,630,545	1,670,000	1,593,640
EXPENSES				
Program Expenses				
Libraries MCAF-5560-560	125,000	109,091	129,000	
The Commanders' Forum				
Professional Dinners PME Seating (50% of 2019?)	59,000	22,940	137,175	
PDMAP (4,613 per membership budget)	92,260	43,920	-	
Commanders' Forums	133,600	82,591	180,000	no significant battlefield studies until June
LN for Recruits	-	11,600	20,000	
Marine Excellence Awards	216,000	168,020	210,800	
Marine Writing Awards	51,200	49,155	57,200	
Wounded Marine Support	22,400	1,652	25,000	spend remaining fund balance
Support to Marine Organizations	6,000	8,627	6,000	
Total Direct Program Expenses	705,460	497,596	765,175	
Indirect Program Expenses	279,885	308,771	274,825	
Total Program Expenses	985,345	806,367	1,040,000	
Management & General Expenses	111,742	111,317	120,000	
Fundraising Expenses	644,298	565,162	520,000	
Total Expenses	1,741,385	1,482,846	1,680,000	
Net Results	12,022	147,699	-10,000	
overhead ratio	43.12%	41.49%	38.32%	
Program	56.58%	54.38%	61.90%	
M&G	6.42%	7.51%	7.14%	
Fundraising	37.00%	38.11%	30.95%	

	2021 Budget	2020 Budget
Indirect Program Expenses		
Salaries and Wages - Programs	231700	219,225
Benefits - Programs	8130	4,395
SocSec Tax - Programs	16900	15,885
401K Plan - Programs	13745	10,320
Utilities - Programs	500	500
Telephone - Programs	895	1,100
Postage - Programs	200	250
Supplies - Programs	0	3,600
Repair & Maint - Programs	0	3,000
Promotions-Media - Programs	0	0
Credit Card Fees/Bank Charges - Programs	0	6,500
Programs & Software - Programs	0	70
Depreciation - Programs	3815	4,980
Membership Magazine Expense	4000	5,000
Board Advisory Expense	0	0
Total Indirect Program Expenses	279885	274,825
Management And General Expenses		
Salaries & Wages - Mgmt & Gener	65625	63,289
Benefits - Mgmt & General	1530	1,390
SocSec Tax - Mgmt & General	9455	4,680
401K Plan - Mgmt & General	3657	1,985
Utilities - Mgmt & General	200	325
Telephone - Mgmt & General	375	500
Postage - Mgmt & Gener		125
Training - Mgmt & Gener		800
Supplies - Magm & Gener		500
Credit Card Fees/Bank Charges - M&G		600
Investment Fees	1200	0
Minor Equipment - Magmt & General		0
Repairs & maint		381
Professional Fees - Audit & Tax - Magm & Gener	6200	6,000
Professional Fees - Legal & State Solicitation	10500	10,500
Tax, Licenses & Permits - Magm & Gener		25
FF & E Depreciation - Magmt & General	0	1,700
Programs & Software - Magm & Gener		200
Board of Directors - Magmt & General	13000	27,000
Total Management And General Expenses	111742	120,000
Fundraising Expenses		
Salaries and Wages - Fundraising	115640	107,980
Benefits - Fundraising	3600	2,937
SocSec Tax - Fundraising	8475	7,855
401K Plan - Fundraising	2940	2,941
Utilities - Fundraising		225
Telephone - Fundraising		400
Postage - Fundraising	5000	4,000
Solicitation License - Fundraising		0
Major Gift Travel and Gift Exp. - Fundraising	1200	2,500
Supplies - Fundraising		4,000
Professional Fees - Fundraising	78000	75,000
3rd Party Mailing Expense	371843	282,962
Caging Costs	22000	20,000
Golf Tournament	27000	25,113
Printed Supplies - Fundraising		500
Premiums/Books/Gifts - Fundraising	0	200
CFC Marketing Expense	2000	2,300
Credit Card Fees/Bank Charges/Paypal Fees		800
Depreciation - Fundraising	3750	3,300
Programs & Software - Fundraising	2850	2100
Total Fundraising Expenses	644298	545,113

stationary, postcards, etc

logo change - supplies

2 virtual, 1 in person

logo change - supplies

auction/text to give plus giving day

	<u>Excellence Awards</u>	<u>Writing Awards</u>	<u>PME</u>	<u>Libraries</u>	<u>Wounded Marines</u>	<u>Other</u>	<u>M&G</u>	<u>Fundraising</u>	<u>Total</u>
Salaries and Wages	70,669	16,682	94,070	41,011	7,414	1,854	65,625	115,640	412,965
Benefits	2,480	585	3,301	1,439	260	65	1,530	3,600	13,260
SocSec Tax	5,155	1,217	6,861	2,991	541	135	9,455	8,475	34,830
401K Plan	4,192	990	5,580	2,433	440	110	3,657	2,940	20,342
Utilities	153	36	203	89	16	4	200		700
Telephone	273	64	363	158	29	7	375		1,270
Postage	61	14	81	35	6	2		5,000	5,200
Promotions-Media								2,000	2,000
Credit Card Fees/Bank Charges								2,850	2,850
Programs & Software								3,750	3,750
Depreciation	1,164	275	1,549	675	122	31			3,815
Membership Magazine Expense						4,000			4,000
Investment Fees							1,200		1,200
Professional Fees							16,700	78,000	94,700
Meetings							13,000		13,000
Major Donor Gift & Travel								1,200	1,200
3rd Party Mailing Expense								371,843	371,843
Caging Costs								22,000	22,000
Special Events								27,000	27,000
Battlefield & Wargaming Studies								133,600	133,600
PDMAP								92,260	92,260
Active Duty Seats								59,000	59,000
Magazines for veterans						6,000			6,000
Wounded Marine Support					22,400				22,400
Awards	216,000	51,200							267,200
Libraries				125,000					125,000
Total expense by program/category	300,145	71,064	396,869	173,832	31,228	12,207	111,742	644,298	1,741,385

	<u>Excellence Awards</u>	<u>Writing Awards</u>	<u>PME</u>	<u>Libraries</u>	<u>Wounded Marines</u>	<u>Other</u>	<u>M&G</u>	<u>Fundraising</u>	<u>Total</u>
Salaries and Wages	78,757.62	18,591.96	104,838.01	45,705.24	8,263.09	2,065.77	64,066.69	118,137.93	440,426.31
Benefits	1,806.98	426.57	2,405.36	1,048.64	189.59	47.40	1,413.72	3,389.50	10,727.76
SocSec Tax	5,662.27	1,336.67	7,537.32	3,285.97	594.07	148.52	4,670.81	8,457.16	31,692.80
401K Plan	3,235.05	763.68	4,306.33	1,877.39	339.42	84.85	1,876.78	3,138.95	15,622.45
Utilities	104.09	24.57	138.56	60.41	10.92	2.73	274.59	184.38	800.26
Telephone	245.92	58.05	327.35	142.71	25.80	6.45	403.05	403.50	1,612.83
Postage	68.42	16.15	91.08	64.47	7.18	41.50	162.66	3,186.44	3,637.91
Promotions-Media							-	282.00	282.00
CFC Marketing Expense						6,478.94	-	2,337.00	2,337.00
Credit Card Fees/Bank Charges							-	-	6,478.94
Programs & Software						1,443.07	3,296.26	-	3,296.26
Supplies							538.44	10,432.71	12,414.22
Misc.							(833.62)		(833.62)
Taxes & Licenses							(387.50)		962.54
Depreciation						15.08	-		4,313.00
Membership Magazine Expense		135.73	765.39	333.68	60.33		-		2,730.80
Investment Fees						2,730.80	-		1,908.32
Professional Fees						1,908.32	-		89,971.39
Meetings						1,440.00	13,531.39	75,000.00	21,799.61
Major Donor Gift & Travel							21,799.61		349.91
3rd Party Mailing Expense							349.91		284,689.43
Caging Costs							203.44	284,485.99	26,875.65
Special Events						6,303.49	-	25,116.30	31,419.79
Battlefield & Wargaming Studies							-		79,591.50
PDMAP							-		43,919.83
Active Duty Seats			79,591.50				-		22,940.00
Leathemck for Recruits			43,919.83				-		11,600.00
Magazines for veterans			22,940.00			11,600.00	-		11,600.00
Wounded Marine Support						8,627.36	-		8,627.36
Awards	164,926.21	42,555.14			1,652.38	98.08	-		209,231.81
Libraries				109,091.49			-		109,091.49
Total expense by program/category	255,381.55	63,908.53	266,860.73	161,610.01	11,142.78	43,042.37	111,366.23	565,205.36	1,478,517.55