

SAMPLE MEMBERSHIP BUDGET

Sources and Uses of Funds

Three-Year Budget

The funding requirements for the Good Land Trust are found in the expense side of the organization's three-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.

	2005-2006		2006-2007		2007-2008		2008-2009		
	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent	
Revenues									
Membership	79,030	49%	97,190	38%	103,100	23%	126,396	33%	
Major Donors	11,000	7%	30,500	12%	56,540	13%	45,233	12%	
Grants	56,400	35%	64,250	25%	118,655	27%	88,517	23%	
Fees and Income	10,600	7%	14,100	6%	23,000	5%	23,000	5%	
Reserve draw down	4,200	2%	46,825	19%	138,732	32%	103,480	27%	
Total Revenues	161,230	100%	252,865	100%	440,027	100%	386,626	100%	
Expenses									
Operating Acquisition	40,054	25%	49,795	20%	81,101	18%	64,529	17%	
Stewardship	44,798	28%	56,055	22%	124,530	28%	83,101	22%	
Public Outreach	17,639	11%	39,488	16%	59,339	14%	59,339	15%	
Fundraising	29,154	18%	50,465	20%	103,636	24%	105,636	27%	
Administration	29,585	18%	57,062	22%	71,421	16%	74,021	19%	
Total Expenses	161,230	100%	252,865	100%	440,027	100%	386,626	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, fundraising strengths and weaknesses, etc. The table below takes the functional expense areas in the previous chart and assigns revenue to them.

SAMPLE MEMBERSHIP BUDGET (CONTINUED)

	2005-2006		2006-2007		2007-2008		2008-2009	
	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent
<i>Operating Acquisition (Non-Capital)</i>								
Membership	10,179	25%	10,514	21%	11,252	14%	21,412	26%
Major Donors	1,575	4%	2,675	5%	0	0%	14,125	17%
Grants	19,550	49%	19,925	40%	3,119	4%	3,050	3%
Fees and Income	8,750	22%	10,500	21%	12,250	15%	12,250	15%
Reserve Draw-down	0	0%	6,181	13%	54,480	67%	32,264	39%
Total Acquisition	40,054	100%	49,795	100%	81,101	100%	83,101	100%
<i>Stewardship</i>								
Membership	4,703	10%	4,388	8%	25,638	21%	25,637	40%
Major Donors	7,425	17%	21,325	38%	47,600	38%	17,600	27%
Grants	28,670	64%	26,845	48%	44,568	36%	14,568	22%
Fees and Income	0	0%	0	0%	3,000	2%	3,000	5%
Reserve Draw-down	4,000	9%	3,497	6%	3,724	3%	3,724	6%
Total Stewardship	44,798	100%	56,055	100%	124,530	100%	64,529	100%
<i>Public Outreach</i>								
Membership	10,104	57%	12,964	33%	16,169	27%	16,169	27%
Major Donors	500	3%	2,000	5%	1,730	3%	1,730	3%
Grants	6,285	36%	13,585	34%	26,574	45%	26,574	45%
Fees and Income	750	4%	1,950	5%	2,750	5%	2,750	5%
Reserve Draw-down	0	0%	8,989	23%	12,116	20%	12,116	20%
Total Outreach	17,639	100%	39,488	100%	59,339	100%	59,339	100%
<i>Fundraising</i>								
Membership	24,659	85%	24,854	49%	10,015	10%	12,015	11%
Major Donors	1,500	5%	4,500	9%	6,250	6%	10,818	10%
Grants	1,895	6%	3,895	8%	38,485	37%	38,485	37%
Fees and Income	1,100	4%	1,650	3%	5,000	5%	5,000	5%
Reserve Draw-down	0	0%	15,566	31%	43,886	42%	39,318	37%
Total Fundraising	29,154	100%	50,465	100%	103,636	100%	105,636	100%
<i>Administration</i>								
Membership	29,385	99%	44,470	78%	40,026	56%	51,163	69%
Major Donors	0	0%	0	0%	960	1%	960	1%
Grants	0	0%	0	0%	5,909	8%	5,840	8%
Fees and Income	0	0%	0	0%	0	0%	0	0%
Reserve Draw-down	200	1%	12,592	22%	24,526	35%	16,058	22%
Total Admin	29,585	100%	57,062	100%	71,421	100%	74,021	100%