



Exhibit C  
 A-GUIDE Nonprofit Partner Application  
 FY 2020-2021 Combined Budget Form  
**COMBINED BUDGET**

**Organization Name:** Greater Delray Beach Chamber of Commerce Inc.  
**Executive Leader & Key Financial Manager Names:** Stephanie Immelman, CEO / Lorraine Plakstis, Finance Director  
**Current FY (2020) Total Organization Budget:** \$ 860,926.00 Expense Budget  
**Program/Project A Name:** Small Business Development Center  
**Program/Project B Name:**  
**Application Due Date:**

INCOME	FY 2020 BUDGET Jan - Dec	FY 2019-2020 ORGANIZATION FISCAL YEAR-TO-DATE THRU 5/31/2020	FY 2020-2021 PROJECTED ORGANIZATION TOTAL BUDGET	FY 2020-2021 PROJECTED TOTAL PROGRAM/ PROJECT A	FY 2020-2021 PROJECTED TOTAL PROGRAM/ PROJECT B
10 Administrative Income	\$ 42,030.00				
20 Membership Income	\$ 351,560.00				
30 Marketing & Promotion Income	\$ 45,800.00				
40 Econ Develmt & Tourism Income	\$ 27,750.00				
<b>40 - SBDC Partnership Income</b>	<b>\$ 40,000.00</b>			<b>\$ 140,000.00</b>	
50 Govt Affairs Education	\$ 5,250.00				
60 Delray Affair Income	\$ 353,750.00				
70-79 Programming Income	\$ 100,090.00				
<b>CRA Actual or Requested</b>	<b>\$ 140,000.00</b>			<b>\$ 140,000.00</b>	
<b>TOTAL INCOME</b>	<b>\$ 966,230.00</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 140,000.00</b>	<b>\$ -</b>
<b>CRA % of Total Income</b>	<b>14%</b>	<b>0%</b>	<b>0%</b>	<b>100%</b>	<b>0%</b>
0					

**NOTES:**

- (1) The CRA Request in INCOME (Column G) should equal the CRA Request at the bottom of the EXPENSES budget
- (2) Total INCOME should equal Total EXPENSES to project a balanced budget in FY 2020-2021 (Column G)
- (3) CRA % of projected Total Organization Income may not exceed 25% for FY 2020-2021 (Column G) unless approved by CRA
- (4) Figures in Column I and, if applicable, Column K, should match Program/Project Budget Narrative

EXPENSES	FY 2020 BUDGET Jan - Dec	FY 2019-2020 ORGANIZATION FISCAL YEAR-TO-DATE THRU 5/31/2020	FY 2020-2021 PROJECTED ORGANIZATION TOTAL BUDGET	FY 2020-2021 PROJECTED TOTAL PROGRAM/ PROJECT A	FY 2020-2021 PROJECTED TOTAL PROGRAM/ PROJECT B
10 Administrative Expenses	\$ 505,618.00				
20 Membership Expenses	\$ 45,534.00				
30 Marketing & Promotion Expenses	\$ 25,620.00				
40 Economic & Development Expenses	\$ 6,888.00				
<b>40 SBDC Program Supplies</b>					
<b>40 SBDC Professional/Consulting</b>	<b>\$ 35,000.00</b>			<b>\$ 129,000.00</b>	
50 Govt Affair Education Expenses	\$ 3,690.00				
60 Delray Affair Expenses	\$ 201,201.00				
70-79 Programming Expenses	\$ 37,375.00				
<b>Sub-Total Expenses</b>	<b>\$ 860,926.00</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 129,000.00</b>	<b>\$ -</b>
% Admin/Indirect Expense					
<b>TOTAL EXPENSES</b>	<b>\$ 860,926.00</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 129,000.00</b>	<b>\$ -</b>
<b>NET INCOME</b>	<b>\$ 105,304.00</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 11,000.00</b>	<b>\$ -</b>
<b>Total Expenses Project A + B</b>			<b>\$ 129,000.00</b>		
<b>CRA Request</b>			<b>\$ -</b>	<b>\$ 140,000.00</b>	<b>\$ -</b>

**NOTES:**

- (1) Refer to separate Instructions for definitions of each line item expense
- (2) In Column G, CRA Request may be less than Total Expense as there may be other sources of revenue for the program(s)
- (3) Projected NET INCOME (Total Income minus Total Expense) should equal zero for a balanced budget in FY 2020-2021 (Column G)



A-GUIDE Nonprofit Partner Application  
 FY 2020-2021 Combined Budget Form  
**PROGRAM A BUDGET NARRATIVE**

**Organization Name**  
**Program/Project A Name**

Greater Delray Beach Chamber of Commerce  
 SBDC at the Greater Delray Beach Chamber - Core Program with Covid- Response

<b>PROGRAM/PROJECT B INCOME NARRATIVE</b>	<b>AMOUNT</b>	<b>JUSTIFICATION / BASIS FOR BUDGETED AMOUNT (Insert lines for significant specific funding sources beneath line item categories)</b>	<b>C or P (2)</b>	<b>Date of: - P - Decision or - C - Funding Start (3)</b>
Fees, Tickets, Registration, etc.				
Corporate Grants/Contributions				
Individual Donations				
Foundation Grants				
Government - Federal				
Government- Local/County				
Government- State				
In-Kind				
Interest Income				
Membership				
<b>CRA Request</b>	<b>\$ 140,000.00</b>	See combined Budget Revenue Section		
<b>TOTAL INCOME</b>	<b>\$ 140,000.00</b>			

**NOTES:**

- (1) Insert additional rows for significant specific funding sources beneath each line item category
- (2) For each significant grant, contract, or contribution, indicate if it is (C) confirmed, or (P) decision pending
- (3) For each item in Column E, indicate date decision is expected for PENDING and date funding begins for CONFIRMED
- (4) CRA Request, Column C, should match Column I on the Combined Budget
- (5) Total Income should equal Program/Project A, Total Income, Combined Budget (Column I)

<b>PROGRAM/PROJECT B EXPENSE NARRATIVE</b>	<b>AMOUNT</b>	<b>ITEM DETAIL/DESCRIPTION</b>
Capital Expenditures		
Conferences & Meetings		
Copying & Printing		
Equipment Rental/Maintenance		
Fringe Benefits		
Insurance		
Licenses, Registration, Permits		
Local Travel		
Office & Program Supplies		
Postage & Delivery		
Professional Svcs/Consulting	\$ 129,000.00	A partnership with the Small Business Development Center at Florida Atlantic
Rent/Mortgage & Maintenance		
Salaries & Related Taxes		
Telecommunication		
Utilities		
Other: Co - Marketing, Co-admin services	\$ 11,000.00	Chamber to partner with SBDC staff in support of marketing , administration,
<b>Sub-Total Expenses</b>	<b>\$ 140,000.00</b>	
_____ % Admin/Indirect Expense		(Equals Sub-Total Expenses + Administrative Expenses Total)
<b>TOTAL EXPENSES</b>	<b>\$ 140,000.00</b>	<b>Equals Total Expense, Program/Project A, Combined Budget (Column I)</b>