FY 2021-2022 A-GUIDE COMBINED BUDGET

Organization Name: Greater Delray Beach Chamber of Commerce

Executive Leader: Stephanie Immelman
Key Financial Manager: Lorraine Plakstis

Current FY 2020-2021 Total Organization Budget:

\$783,223.55 (Expense Budget)

Program/Project A:

Small Business Development Center

Program/Project B:

| | ORGANIZATION | | | | | |
|---|--------------|-------------------------------------|--|------------|----------|---|
| INCOME | | 2020-2021 ORGANIZATION BUDGET | FY 2020-2021 ORGANIZATION BUDGET YEAR-TO-DATE (THRU 3/31/2021) | | | Y 2021-2022 TED ORGANIZATION BUDGET |
| Fees, Tickets, Registration, etc. | | | | | | |
| Corporate Grants/Contributions | | | | | | |
| Individual Donations | | | | | | |
| Foundation Grants | | | | | | |
| Government - Federal | | | | | | |
| Government- Local/County | | | | | | |
| Government- State | | | | | | |
| In-Kind | | | | | | |
| Interest Income | | | | | | |
| Membership | | | | | | |
| CRA Actual or Requested | ├─ | | \vdash | | | |
| | | 45 440 00 | | 25 265 02 | | |
| 10 Administrative Income | \$ | 46,410.00 | \$ | 25,365.03 | <u> </u> | |
| 20 Membership Income | \$ | 366,180.00 | \$ | 172,852.76 | <u> </u> | |
| 30 Marketing & Promotion Income | \$ | 26,200.00 | \$ | 4,424.94 | - | |
| 40 Econ Develmt & Tourism Income | \$ | 9,500.00 | | 2,374.97 | | |
| 40 - SBDC Partnership Income 50 Govt Affairs Education | \$ | 40,000.00 | \$ | 10,000.00 | <u> </u> | |
| | \$ | 7,250.00 | | 6,500.03 | <u> </u> | |
| 60 Delray Affair Income | \$ | 135,900.00 | \$ | 21 072 44 | <u> </u> | |
| 70-79 Programming Income 80 Misc Chamber Events Revenue | \$ | 76,440.00 900.00 | \$ | 21,972.44 | | |
| | | | | 242 400 47 | | |
| TOTAL INCOME | \$ | 708,780.00 | \$ | 243,490.17 | \$ | - |
| CRA % of Total Income | | 0% | | 0% | | 0% |

| PROGRAM A | PROGRAM B |
|-----------------|-----------------|
| FY 2021-2022 | FY 2021-2022 |
| PROJECTED TOTAL | PROJECTED TOTAL |
| PROGRAM BUDGET | PROGRAM BUDGET |
| CRA FUNDS ONLY | CRA FUNDS ONLY |
| (A) | (B) |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| \$ 40,000.00 | |
| 7 40,000.00 | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| \$ 40,000.00 | \$ - |
| | 00/ |
| 100% | 0% |
| | |

NOTES:

CRA % of projected Total Organization Income may not exceed 25% unless approved by CRA

| EXPENSES | FY 2020-2021 TOTAL ORGANIZATION BUDGET | FY 2020-2021 ORGANIZATION BUDGET YEAR-TO-DATE (THRU 3/31/2021) | FY 2021-2022 PROJECTED ORGANIZATION BUDGET |
|--|--|--|--|
| Salaries & Related Taxes (list each | | | |
| position/title seperately) | | | |
| Position: | | | |
| | | | |
| | | | |
| | | | |
| SUB-TOTAL SALARIES | \$ - | \$ - | \$ - |
| Fringe Benefits (list each position/title) | | | |
| Position: | | | |
| Position: | | | |
| Position: | | | |

| FY 2020-2021 TOTAL PROGRAM BUDGET USE OF CRA FUNDS ONLY (A) | FY 2020-2021 TOTAL PROGRAM BUDGET USE OF CRA FUNDS ONLY (B) |
|---|--|
| | |
| | |
| | |
| | |
| | |
| | |
| \$ - | \$ - |
| \$ - | |
| | |

BUDGET 1 of 10

Executive Leader: Stephanie Immelman
Key Financial Manager: Lorraine Plakstis

Current FY 2020-2021 Total Organization Budget:

\$783,223.55 (Expense Budget)

Program/Project A: Program/Project B: **Small Business Development Center**

| | ORGANIZATION | | | | | |
|------------------------------------|---------------|-----------|---------|--------|--|--|
| Position: | | | | | | |
| Position: | | | | | | |
| Position: | | | | | | |
| Position: | | | | | | |
| | | | | | | |
| | | | | | | |
| | | | | | | |
| SUB-TOTAL FRINGE BENEFITS | \$ - | \$ | - \$ | - | | |
| Capital Expenditures (list each | | | | | | |
| seperately) | | | | | | |
| | | | | | | |
| | | | | | | |
| | | | | | | |
| | | | | | | |
| | | | | | | |
| | | | | | | |
| | | | | | | |
| | | | | | | |
| SUB-TOTAL CAPITAL EXPENDITURES | \$ - | \$ | - \$ | | | |
| Conferences & Meetings (list each | | | | | | |
| seperately) | | | | | | |
| | | | | | | |
| | | | | | | |
| | | | | | | |
| | | | | | | |
| | | | | | | |
| | | | | | | |
| | | | | | | |
| | | _ | | | | |
| SUB-TOTAL CONFERENCES & | | | | - 1 | | |
| MEETINGS | ļ \$ - | \$ | - \$ | - | | |
| Copying & Printing (list each | | | | | | |
| seperately) | | | | | | |
| • | | | | | | |
| | | | | | | |
| | | | | | | |
| | | | | | | |
| | | | | | | |
| | | | | \neg | | |
| | | | | | | |
| | | | | | | |
| SUB-TOTAL COPYING & PRINTING | \$ - | \$ | - \$ | - | | |
| Equipment Rental/Maintenance (list | | | | | | |
| each seperately) | | | | | | |
| | | | | | | |
| | | | | | | |
| | | | | | | |
| | | | | | | |
| | | | | | | |
| | | | | | | |
| | | | | | | |
| | | | | | | |
| SUB-TOTAL EQUIPMENT | | | | | | |
| RENTAL/MAINTENANCE | | ş | - \$ | - | | |

| П | PROGRAI | ΜΔ | PROGRAM B |
|---|---------|------|-----------|
| | PROGRA | VI A | PROGRAMIO |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | \$ | - \$ | - |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | \$ | - \$ | - |
| | | | |
| | \$ | - | |
| | 7 | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | \$ | - \$ | _ |
| | 7 | • | |
| | | | |
| | \$ | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | \$ | - \$ | _ |
| | J | - Y | = |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| Ц | | | |
| | | ہ ا | |
| | \$ | - \$ | - |

GET 2 of 10

Executive Leader: Stephanie Immelman
Key Financial Manager: Lorraine Plakstis

Current FY 2020-2021 Total Organization Budget:

\$783,223.55 (Expense Budget)

Program/Project A: Small Business Development Center

Program/Project B:

| | | ORGANIZATION | |
|---------------------------------------|----------|--------------|----------|
| Insurance (list each seperately) | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| SUB-TOTAL INSURANCE | \$ - | \$ - | \$ - |
| Licenses, Registration, Permits (list | - | - | - |
| each seperately) | | | |
| caen coperatory, | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| SUB-TOTAL LICENSES, REGISTRATION, | | _ | |
| PERMITS | \$ - | \$ - | \$ - |
| Local Travel (list each seperately) | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| SUB-TOTAL LOCAL TRAVEL | \$ - | \$ - | \$ - |
| Office & Program Supplies (list each | | | |
| seperately) | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| SUB-TOTAL OFFICE & PROGRAM | <u> </u> | | <u> </u> |
| SUB-TOTAL OFFICE & PROGRAM SUPPLIES | s - | , - | \$ - |
| Postage & Delivery (list each | - | 7 | - |
| seperately) | | | |
| Postage & Delivery | | | |
| 0 , | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |

| PROGRAM A | PROGRAM B |
|-----------|-------------|
| | |
| | |
| | |
| | |
| | |
| | |
| \$ - | <i>\$</i> - |
| - | - |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| \$ - | <i>\$</i> - |
| - | - |
| | |
| | |
| | |
| | |
| | |
| | |
| \$ - | \$ - |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| \$ - | \$ - |
| | |
| | |
| | |
| | |
| | |
| | |
| | |

BUDGET 3 of 10

FY 2021-2022 A-GUIDE COMBINED BUDGET

Organization Name: Greater Delray Beach Chamber of Commerce

Executive Leader: Stephanie Immelman
Key Financial Manager: Lorraine Plakstis

Current FY 2020-2021 Total Organization Budget:

\$783,223.55 (Expense Budget)

Program/Project A:

Small Business Development Center

Program/Project B:

| | ORGANIZATION | | | | |
|---|--------------|------------|----------|------------|-------------|
| SUB-TOTAL POSTAGE & DELIVERY | \$ | - | \$ | - | \$ - |
| Professional Svcs/Consulting (list each | | | | | |
| seperately) | | | | | |
| 40 SBDC Professional/Consulting | \$ | 35,000.00 | \$ | 8,750.00 | |
| | | | | | |
| | | | | | |
| | | | | | |
| | _ | | _ | | |
| | ⊢ | | | | |
| | ⊢ | | <u> </u> | | |
| SUB-TOTAL PROFESSIONAL | ⊢— | | <u> </u> | | <u> </u> |
| | \$ | 35,000.00 | \$ | 8,750.00 | , - |
| SVCS/CONSULTING Rent/Mortgage & Maintenance (list | 7 | 33,000.00 | 7 | 8,730.00 | - |
| each seperately) | | | | | |
| Building Maintenance | | | | | |
| Daniania Manifestianice | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| SUB-TOTAL RENT/MORTGAGE & | | | | | |
| MAINTENANCE | \$ | - | \$ | - | \$ - |
| Telecommunication (list each | | | | | |
| seperately) | | | | | |
| | ⊢ | | | | \vdash |
| | - | | _ | | <u> </u> |
| | ⊢ | | _ | | |
| | - | | _ | | \vdash |
| | ⊢— | | <u> </u> | | |
| | _ | | | | |
| | _ | | | | |
| SUB-TOTAL TELECOMMUNICATION | \$ | - | \$ | - | \$ - |
| Utilities (list each seperately) | | | | | |
| electric | | | | | |
| DSL/Cable | | | | | |
| Water/Sewer | | | | | |
| | <u> </u> | | | | |
| | ⊢— | | | | |
| | ⊢— | | | | <u></u> |
| | ⊢— | | <u> </u> | | ļ |
| | | | <u> </u> | | |
| SUB-TOTAL UTILITIES | \$ | - | \$ | - | \$ - |
| Other: (list each seperately) | | | | | |
| 10 Administrative Expenses | \$ | 510,922.60 | \$ | 124,155.15 | \vdash |
| 20 Membership Expenses | \$ | 45,294.00 | \$ | 6,918.97 | \vdash |
| 30 Marketing & Promotion Expenses | \$ | 6,320.00 | \$ | 1,419.97 | \vdash |
| 40 Economic & Development Expenses | \$ | 5,388.00 | \$ | 1,347.00 | \vdash |
| 50 Govt Affair Education Expenses | \$ | 3,150.00 | \$ | 500.00 | \vdash |
| 60 Delray Affair Expenses | \$ | 156,773.95 | \$ | - | |
| CO Senay , man Expenses | | 230,773.33 | <u> </u> | | |

| PROGRAM A | PROGRAM B |
|--------------|-----------|
| \$ - | \$ - |
| Y | Y |
| | |
| \$ 35,000.00 | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| \$ 35,000.00 | \$ - |
| | |
| | |
| \$ - | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| \$ - | \$ - |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| \$ - | \$ - |
| | |
| \$ - | |
| | |
| | |
| | |
| | |
| | |
| | |
| \$ - | \$ - |
| | |
| | |
| \$ 5,000.00 | |
| | |
| | |
| | |
| | |
| | I |

BUDGET 4 of 10

FY 2021-2022 A-GUIDE COMBINED BUDGET

Organization Name: Greater Delray Beach Chamber of Commerce

Executive Leader: Stephanie Immelman
Key Financial Manager: Lorraine Plakstis

Current FY 2020-2021 Total

Organization Budget: \$783,223.55 (Expense Budget)

Program/Project A: Small Business Development Center

Program/Project B:

| | ORGANIZATION | | | | |
|--------------------------------|--------------|-------------|----|------------|------|
| 70-79 Programming Expenses | \$ | 20,025.00 | \$ | 4,210.06 | |
| 80 Misc Chamber Events Revenue | \$ | 350.00 | | | |
| SUB-TOTAL OTHER | \$ | 748,223.55 | \$ | 138,551.15 | \$ - |
| SUB-TOTAL EXPENSES | \$ | 783,223.55 | \$ | 147,301.15 | \$ - |
| | \$ | - | \$ | - | \$ - |
| TOTAL EXPENSES | \$ | 783,223.55 | \$ | 147,301.15 | \$ - |
| NET INCOME | \$ | (74,443.55) | \$ | 96,189.02 | \$ - |

| PROGRAM A | | PROGRAM B |
|-----------------|----|-----------|
| | | |
| | | |
| \$ 5,000.00 | \$ | - |
| \$ 40,000.00 | \$ | - |
| \$ - | \$ | - |
| \$ 40,000.00 | \$ | - |
| | | |
| \$ - | \$ | - |

BUDGET 5 of 10

Program/Project A: Small Business Development Center

| INCOME | AMOUNT | PROGRAM A | *C | **Date of |
|-----------------------------------|--------------|--|----|-------------------------|
| | | Justification/Narrative for CRA Funded Program | or | Funding Decision |
| | | | P | (for P) or Start |
| | | | | Date (for C) |
| Fees, Tickets, Registration, etc. | \$ - | | | |
| Corporate Grants/Contributions | \$ - | | | |
| Individual Donations | \$ - | | | |
| Foundation Grants | \$ - | | | |
| Government - Federal | \$ - | | | |
| Government- Local/County | \$ - | | | |
| Government- State | \$ - | | | |
| In-Kind | \$ - | | | |
| Interest Income | \$ - | | | |
| Membership | \$ - | | | |
| CRA Actual or Requested | \$ 40,000.00 | SBDC & chamber Admin | | |
| TOTAL INCOME | \$ 40,000.00 | | | |

NOTES:

CRA % of projected Total Organization Income may not exceed 25% unless approved by CRA

| EXPENSES | AMOUNT | PROGRAM A Justification/Narrative for How CRA Funds Will be Used |
|--|--------|---|
| Salaries & Related Taxes (list each position/title seperately) | | |
| Position: Ex Director | \$ - | |
| Position: Directors | \$ - | |
| Position: Administrative | \$ - | |
| Position: Librarian I | \$ - | |
| Position: Librarian II | \$ - | |
| Position: Circulation | \$ - | |
| Position: | \$ - | |
| | \$ - | |
| | \$ - | |
| | \$ - | |
| SUB-TOTAL SALARIES | \$ - | Total Salaries & Related Taxes |
| Fringe Benefits (list each position/title) | | |
| Position: Medical | \$ - | |
| Position: Dental | \$ - | |
| Position: Vision | \$ - | |
| Position: Gap | \$ - | |
| Position: LTD, STD & AD | \$ - | |

NARRATIVE A 6 of 10

Organization Name:

Greater Delray Beach Chamber of Commerce

Program/Project A:

Small Business Development Center

| | I | \neg \vdash | |
|---|-------------|-----------------------|----------------------------|
| Position: | \$ - | $\bot \!\!\!\! ullet$ | |
| Position: | \$ - | | |
| | \$ - | | |
| | \$ - | | |
| | \$ - | | |
| SUB-TOTAL FRINGE BENEFITS | | Tot | tal Fringe Benefits |
| Capital Expenditures (list each | | | |
| seperately) | ė. | | |
| | \$ - | | |
| | \$ - | - | |
| | \$ - | _ | |
| | \$ - | _ | |
| | \$ - | $\bot \!\!\!\! ullet$ | |
| | \$ - | _ | |
| | \$ - | | |
| | \$ - | | |
| SUB-TOTAL CAPITAL EXPENDITURES | | Tot | tal Capital Expenditures |
| Conferences & Meetings (list each seperately) | | | |
| Administrative Expenses | \$ - | | |
| | \$ - | | |
| | \$ - | | |
| | \$ - | | |
| | | | |
| | \$ - | $\dashv \vdash$ | |
| | \$ - | - | |
| | \$ - | - | |
| CUR TOTAL CONFEDENCES O | \$ - | _ | |
| SUB-TOTAL CONFERENCES & MEETINGS | <i>\$</i> - | Tot | tal Conferences & Meetings |
| Copying & Printing (list each | | | |
| seperately) Copying & Printing | | | |
| | \$ - | + $-$ | |
| | \$ - | + - | |
| | \$ - | - $-$ | |
| | \$ - | _ | |
| | \$ - | _ | |
| | \$ - | | |
| | \$ - | | |
| | \$ - | | |
| SUB-TOTAL COPYING & PRINTING | | Tot | tal Copying & Printing |
| Equipment Rental/Maintenance (list each seperately) | | | |
| | \$ - | | |
| Technology maintenance | _ <u>-</u> | | |

NARRATIVE A 7 of 10

Program/Project A: Small Business Development Center

| S | | | |
|---|-------------------------------------|--|---------------------------------------|
| S | | \$ - | |
| S | | \$ - | |
| S | | | |
| S | | | |
| SUB-TOTAL EQUIPMENT S | | | |
| SUB-TOTAL EQUIPMENT S | | \$ - | |
| SUB-TOTAL (QUIPMENT Color Color | | \$ - | |
| Total Equipment Rental/Mointenance | | | |
| Insurance (list each seperately) | | | Total Fauinment Rental/Maintenance |
| D&O | Insurance (list each seperately) | | Total Equipment Kentaly Maintenance |
| S | | l e | |
| S | | 1 | |
| S | Liability & Umbrella | Ş - | |
| S | | \$ - | |
| S | | \$ - | |
| S | | \$ - | |
| SUB-TOTAL INSURANCE S | | \$ - | |
| SUB-TOTAL INSURANCE S | | \$ - | |
| SUB-TOTAL INSURANCE S | | | |
| Licenses, Registration, Permits (list each seperately) | SUB-TOTAL INSURANCE | | Total Insurance |
| S | | | |
| S | each seperately) | | |
| S | | \$ - | |
| S | | | |
| SUB-TOTAL LICENSES, REGISTRATION, PERMITS Total Licenses, Registration, Permits | | | |
| SUB-TOTAL LICENSES, REGISTRATION, PERMITS Local Travel (list each seperately) \$ - | | | |
| PERMITS S | CUR TOTAL LICENICS DECISES AT AT AT | | |
| Local Travel (list each seperately) | | | Total Licenses, Registration, Permits |
| \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ - | Local Travel (list each seperately) | | |
| \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ - | | | |
| \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ - | 1 | \$ - | |
| \$ - \$ - \$ - \$ - \$ - \$ - \$ - | | | |
| \$ - \$ - \$ - \$ - \$ - | | \$ - | |
| \$ - \$ - \$ - | | \$ - \$ - | |
| \$ - \$ - | | \$ - \$ - \$ | |
| \$ - | | \$ - \$ - \$ - | |
| | | \$ - \$ - \$ - | |
| CUD TOTAL LOCAL TRANSCI C | | \$ - \$ - \$ - \$ - \$ - | |
| SUB-TOTAL LOCAL TRAVEL \$ - Total Local Travel | | \$ - \$ - \$ - \$ - \$ - \$ - | |

NARRATIVE A 8 of 10

Organization Name:

Greater Delray Beach Chamber of Commerce

Program/Project A:

Small Business Development Center

| T | | |
|---|--------------|--|
| Office & Program Supplies (list each seperately) | | |
| Program Supplies | \$ - | |
| | \$ - | |
| | \$ - | |
| | \$ - | |
| | \$ - | |
| | \$ - | |
| | \$ - | |
| SUB-TOTAL OFFICE & PROGRAM | \$ - | |
| SUPPLIES | | Total Office & Program Supplies |
| Postage & Delivery (list each seperately) | | |
| | \$ - | |
| | \$ - | |
| | \$ - | |
| | \$ - | |
| | \$ - | |
| | \$ - | |
| | \$ - | |
| SUB-TOTAL POSTAGE & DELIVERY | \$ - \$ - | Total Postage & Delivery |
| Professional Svcs/Consulting (list each | | j , |
| seperately) | | |
| | \$ 35,000.00 | A partnership with the Small Business Development Center at Florida Atlantic University, cost for a dedicated Business Consultant at the Greater Delray Beach Chamber of Commerce. |
| | \$ - | |
| | \$ - | |
| | \$ - | |
| | \$ - | |
| | \$ - | |
| | \$ - | |
| SUB-TOTAL PROFESSIONAL | \$ - | |
| SVCS/CONSULTING Rent/Mortgage & Maintenance (list | | Total Professional Svcs/Consulting |
| each seperately) | | |
| Building Maintenance | \$ - | |
| | \$ - | |
| | \$ - | |
| | \$ - | |
| | \$ - | |

9 of 10

Organization Name:

Greater Delray Beach Chamber of Commerce

Program/Project A:

Small Business Development Center

| | \$ - | |
|----------------------------------|--------------|-----------------------------------|
| | \$ - | |
| | \$ - | |
| SUB-TOTAL RENT/MORTGAGE & | | |
| MAINTENANCE | \$ - | Total Rent/Mortgage & Maintenance |
| Telecommunication (list each | | |
| seperately) | | |
| | \$ - | |
| | \$ - | |
| | \$ - | |
| | \$ - | |
| | \$ - | |
| | \$ - | |
| | \$ - | |
| | \$ - | |
| SUB-TOTAL TELECOMMUNICATION | \$ - | Total Telecommunication |
| Utilities (list each seperately) | | |
| electric | \$ - | |
| DSL/Cable | \$ - | |
| Water/Sewer | \$ - | |
| | \$ - | |
| | \$ - | |
| | \$ - | |
| | \$ - | |
| | \$ - | |
| SUB-TOTAL UTILITIES | \$ - | Total Utilities |
| Other: (list each seperately) | | |
| | \$ - | |
| 10 Administrative Expenses | \$ 5,000.00 | SBDC Admin Expenses |
| SUB-TOTAL OTHER | \$ 5,000.00 | Total Other |
| | | |
| SUB-TOTAL EXPENSES | | Sub-Total Expenses |
| | \$ - | Administrative Expenses |
| TOTAL EXPENSES | \$ 40,000.00 | Total Expenses |
| | | |

NARRATIVE A 10 of 10