

**Albuquerque Community Foundation Operations**  
**2022 Budget to Actual Summary**  
**Through June 30, 2022**

|   | 2022 Budget         | 2022 Q2 Budget      | Actual 6/30/22      | Actual 6/30/21    | Actual Percentage Received / Expensed |
|---|---------------------|---------------------|---------------------|-------------------|---------------------------------------|
| <b>Revenue</b>                                      |                     |                     |                     |                   |                                       |
| Contributions - Corporate (Net Amount to Operating) | 90,000              | 45,000              | 58,500              | 19,550            | 65%                                   |
| Contributions - Partners                            | 80,000              | 40,000              | 33,589              | 23,232            | 42%                                   |
| Contributions - Trustees                            | 123,200             | 61,600              | 50,860              | 32,650            | 41%                                   |
| Contributions - Other                               | -                   | -                   | 1,938               | 253               | N/A                                   |
| Corporate Philanthropy                              | 24,500              | 12,250              | 20,000              | 4,500             | 82%                                   |
| Endowment Management Fee Revenue                    | 1,529,178           | 764,589             | 797,911             | 690,527           | 52%                                   |
| Hammersley Fees                                     | 27,000              | 13,500              | 13,500              | 13,500            | 50%                                   |
| Fiscal Sponsorship Fees                             | 75,000              | 37,500              | 31,580              | -                 | 42%                                   |
| Administrative Endowment Revenue                    | 36,310              | 36,310              | 41,173              | 38,221            | 113%                                  |
| CRT Fee Revenue                                     | 27,884              | -                   | -                   | 15,300            | 0%                                    |
| Annual Business Meeting                             | 22,500              | 22,500              | 19,545              | -                 | 87%                                   |
| Seminar Revenue                                     | 10,000              | 10,000              | 9,694               | 1,255             | 97%                                   |
| New Mexico Community Trust                          | 16,000              | 8,000               | 4,634               | -                 | 29%                                   |
| Other Income  | -                   | -                   | 16,860              | 5,018             | N/A                                   |
| Endowment Set-up Fees                               | 2,000               | 1,000               | 250                 | 2,000             | 13%                                   |
| <b>Total Revenue</b>                                | <b>\$ 2,063,572</b> | <b>\$ 1,052,249</b> | <b>\$ 1,100,034</b> | <b>\$ 846,006</b> | <b>53%</b>                            |
| <b>Expenses</b>                                     |                     |                     |                     |                   |                                       |
| <b>Philanthropic Services Expenses</b>              |                     |                     |                     |                   |                                       |
| Donor Relations/Development                         | 58,700              | 28,350              | 30,243              | 10,480            | 52%                                   |
| Communications and Marketing                        | 68,500              | 34,250              | 28,659              | 25,649            | 42%                                   |
| Annual Business Meeting                             | 40,000              | 40,000              | 47,276              | 616               | 118%                                  |
| 40th Anniversary                                    | -                   | -                   | 4,861               | 5,728             | N/A                                   |
| Grant Distribution                                  | 7,000               | 7,000               | 6,750               | 18,250            | 96%                                   |
| Grant Distribution - Interfund                      | 6,000               | 3,000               | 5,000               | 5,000             | 83%                                   |
| <b>Total Philanthropic Services Expenses</b>        | <b>180,200</b>      | <b>112,600</b>      | <b>122,790</b>      | <b>65,723</b>     | <b>68%</b>                            |
| <b>Management &amp; General Expenses</b>            |                     |                     |                     |                   |                                       |
| Professional Services                               | 71,000              | 35,500              | 22,646              | 50,424            | 32%                                   |
| Board & Committee Meetings                          | 22,100              | 11,050              | 23,199              | 9,414             | 105%                                  |
| Information Systems                                 | 87,480              | 43,740              | 69,154              | 60,517            | 79%                                   |
| Occupancy   | 34,500              | 17,250              | 21,092              | 16,765            | 61%                                   |
| Office Expense                                      | 108,539             | 54,269              | 55,761              | 67,697            | 51%                                   |
| Postage   | 10,000              | 5,000               | 5,114               | 4,083             | 51%                                   |
| Professional Development                            | 38,645              | 13,172              | 28,709              | 15,330            | 74%                                   |
| Telephone & Internet                                | 14,592              | 7,296               | 6,132               | 6,491             | 42%                                   |
| Salaries & Fringe Benefits                          | 1,438,651           | 684,359             | 661,802             | 517,553           | 46%                                   |
| Travel  | 6,500               | 3,250               | 5,003               | -                 | 77%                                   |
| <b>Total Management &amp; General</b>               | <b>1,832,007</b>    | <b>874,887</b>      | <b>898,612</b>      | <b>748,273</b>    | <b>49%</b>                            |
| <b>Total Expenses</b>                               | <b>\$ 2,012,207</b> | <b>\$ 987,487</b>   | <b>\$ 1,021,401</b> | <b>\$ 813,996</b> | <b>51%</b>                            |
| <b>Net Revenue Over / (Under) Expenses</b>          | <b>\$ 51,365</b>    | <b>\$ 64,762</b>    | <b>\$ 78,633</b>    | <b>\$ 32,010</b>  |                                       |
| <b>Other Funding Sources</b>                        |                     |                     |                     |                   |                                       |
| Revenue Carry Over                                  | -                   | -                   | -                   | -                 | N/A                                   |
| <b>Net Operating Cash</b>                           | <b>\$ 51,365</b>    |                     | <b>\$ 78,633</b>    |                   |                                       |
| <b>1/1/2022</b>                                     |                     |                     |                     |                   |                                       |
| <b>Operating Reserve</b>                            | \$ 1,163,756.91     |                     |                     |                   |                                       |
| <b>Savings</b>                                      | \$ 193,627.00       |                     |                     |                   |                                       |
|   | \$ 1,357,383.91     |                     |                     |                   |                                       |