

NOTE: Expenses reflect 121 NorCal campers and 124 SoCal campers in 2016, along with 28 staff per session in NorCal and 46 staff in SoCal. We are targeting 144 NorCal Campers and 150 SoCal Campers in 2017 with 29 staff per session in NorCal and 52 staff in SoCal.

	2016 Budget	2016 Spent	2017 Budget
EXPENSES			
Administration:			
ACA Membership and Certification	1,742	1,742	1,750
Bank Service Fees Interest	100	39	50
Collaboration Service (Sharepoint - now on Google Drive Grant)	350	444	0
CPA Services	700	400	600
Credit Card Processing Fees	4,000	3,089	3,707
Government Fillings	25	183	200
Insurance General Liability	5,500	3,530	5,500
Office Supplies	1,200	197	300
PO BOX Rental	175	148	180
Storage	600	780	800
Facilities:			
Norcal Facility	26,576	42,097	33,114
Norcal Food	31,842	34,695	39,562
SoCal Facility and Food	57,120	56,195	67,993
Special Food Needs	600		
Mini-van rental for airport pickups			600
Nocal Pre-camp Park (bus pickup)	600	1,345	1,400
Nocal Pre-camp Park (other) ?	100		160
Fundraising:			
Reporting and Recognition (thank you mailings)	1,000	90	100
Health and Safety:			
Emergency Communications	150	135	135
Hired Lifeguards	4,500	3,150	3,200
Medical and General Supplies*	1,500	67	500
* NOTE: We probably spend more on medical supplies but haven't done a great job of separating it out of program supply costs			
Marketing:			
Conference and events	2,000	131	300
Facebook Ads	1,800	169	200
Holiday Mailing	1,000	987	0
Other Advertising	300	249	300
Website and Domain Registrations	50	15	50
Coffee Mugs for Early Registration Incentive			350
Program:			
Supplies	4,500	5,398	6,500
T-shirts	3,000	3,013	3,500
Van	1,000	768	1,000
Van/Trailer Rental and Gas	1,400	1,038	1,100
Registration:			
E-signature Services	600		500
Fax Services (now uploads done through RightSignature service)	220	136	0
Homesickness Videos	75	550	434
Staff Development:			
ACA Training	200	125	200
Archery Training	200	605	600

CPR/First Aid	1,500	1,964	2,000
Food Handler Training	20	84	100
Expert Online Training (previously paid for by National)			1660
In-person Training (Lunch, etc)	500	1,196	800
Lifeguard training		767	700
Livescan and Other Background Checks	500	732	800
National Summit	1,000	1,209	1,200
Post-Camp Dinner - SoCal (Part of food contract @NorCal)	400	580	900
Pre-Camp Campouts	300		
Volunteer Appreciation Weekend (food costs)		872	500
Travel(reimbursement and Direct) College Counselor ?	1,000	225	1,000

Employee - Virtual Office Administrator

Employee Labor Cost	9,330	9,205	13,000
Processing cost	1,080	783	1,000
Worker Comp Insurance	1,500	1,556	2,000

Licensing

National Fees		221	
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Other

Unexected Expenses	1000		1600
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TOTAL EXPENSES	172,855	180,904	202,145
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INCOME

Registration Payments (including Family Fundraising)		138900	172690
General Donations		39783	29500

TOTAL INCOME		178683	202190
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Bank Balance - Start		23419	
Bank Balance - End		21,198	

NET		-2,221	
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NOTE: Income budget based on assumption that all campers pay the Tier 1 price for camp (minus financial aid). This means that a portion of our general donations support the tiered pricing and some support financial aid. All donations support campers and their families.

REGISTRATION TIERED PRICING FOR 2017

Tier 1	635	Increase of 13% over 2016
Tier 2	675	
Tier 3	715	