Green Party of the United States
2011 Budgeted Revenue and Expenditures

	A	B	C	D	E	F	G	H	I	J
1		Financial History			**2011**					
2		2009	2010	2010 actual	**Budget**	Future Budget Possibilities / Goals				
3		Actual	Budget	Annualized	**Proposal**	2012	2013	2014	2015	2016
4	REVENUE (kinds of income)									
5	Contributions									
6	Sustainers	62865	78000	73500	**90000**	135000	200000	300000	400000	500000
7	One Time Contributors									
8	Green Party Card	9574	5800	1800	**30000**	40000	50000	60000	65000	70000
9	Donation of $250 or more	48375	100000	40000	**80000**	110000	145000	180000	215000	260000
10	Other Contributions	136307	155000	133900	**185000**	210000	270000	350000	475000	600000
11	Planned Giving	30400	30400	30400	**30400**	5000	0	0	0	0
12	Merchandise Sales									
13	Retail Sales	11238	13000	6500	**12000**	20000	35000	50000	55000	60000
14	Bulk Sales				**1600**	2500	5000	10000	15000	20000
15	Printed Literature				**1000**	1500	2000	2500	3500	5000
16	Registration Fees									
17	Annual National Meeting	22682	25000	22025	**22000**	30000	24000	26000	28000	30000
18	Other Events	3665		200	**0**	2000	3000	4000	5000	6000
19	In Kind Contributions									
20	**TOTAL REVENUE**	**325106**	**407200**	**308325**	**452000**	**556000**	**734000**	**982500**	**1261500**	**1551000**
21	% increase over prior year				**47%**	23%	32%	34%	22%	23%
22	FUNDRAISING COSTS									
23	Fundraising Staff									
24	Salaries & Wages	56003	20510	20087	**36000**	42000	48000	54000	60000	60000
25	Payroll Taxes	4877	2166	1994	**4320**	5040	5760	6480	7200	7200
26	Health Insurance	5424	1800	2506	**5592**	6150	6775	7500	8200	9000
27	Direct Mail									
28	Printing & Mailing Costs-Resol	25027	30000	23727	**27000**	35000	45000	55000	70000	90000
29	Printing & Mailing Costs-Prospct				**9000**	12000	20000	25000	30000	40000
30	Postage Costs	7534	7000	8532	**9000**	12000	13500	18000	24000	30000
31	List Purchases				**3000**	5000	10000	20000	25000	30000
32	Online Costs	5500	7000	6000	**9000**	12000	15000	25000	50000	75000
33	Phone Solicitation-Green Donors	53911	42000		**20000**	24000	30000	36000	48000	60000
34	Phone Solicitation-Prospecting				**4000**	6000	10000	15000	18000	20000
35	Merchandising									
36	Cost of Merchandise Sold	7066	6500	4186	**7440**	12250	22000	34000	41000	48000
37	Cost of Printed Literature				**1000**	1500	2000	2500	3500	5000
38	Postage & Shipping		600	400	**1200**	2000	3500	5000	5500	6000
39	Advertising & Promotion				**600**	1000	1750	2500	2750	3000
40	Income Tax on Sales	252	250		**100**	150	200	300	400	500
41	Inventory Growth (10% of sales)				**1360**	**2250**	**4000**	**6000**	**7000**	**8000**
42	Events			973	**350**					
43	Electronic Payment Processing	7687	10000	6865	**4520**	6950	11010	17194	23338	31020
44	Miscellaneous Fundraising Costs	909			**1000**	2000	2500	3000	4000	5000
45	State Sharing Distributions	-4038	12000		**7000**	10000	14000	20000	24000	30000
46	**TOTAL FUNDRAISING COSTS**	**170152**	**139826**	**75270**	**151482**	**197290**	**264995**	**352474**	**451888**	**557720**
47										
48	**NET FUNDS Available for OPERATIONS**	**154954**	**267374**	**233055**	**300518**	**358710**	**469005**	**630026**	**809612**	**993280**
49	ELECTORAL POLITICS									

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50	Political Director Salary	15997	16000	16000	**18,000**	36000	42000	48000	54000	60000
51	Payroll Taxes	1392	1690	1560	**2,160**	4,320	5,040	5760	6480	7200
52	Health Insurance	1359	1800	1962	**4194**	6150	6775	7500	8200	9000
53	Ballot Access				**15,000**	15000	30000	40000	100000	150000
54	Candidate Support				**5,000**	10000	12500	20000	30000	50000
55	Campaign Schools		500	276	**3,000**	6000	8000	10000	12000	15000
56	Travel		1000		**1,000**	2500	3000	3500	4000	4500
57	**TOTAL ELECTORAL POLITICS**	**18748**	**20990**	**19798**	**48,354**	**79,970**	**107,315**	**134760**	**214680**	**295700**
58	ORGANIZING AND OUTREACH									
59	Field Organizer Salaries				**0**	20000	45000	75000	120000	150000
60	Payroll Taxes				**0**	2400	5400	9000	14400	18000
61	Health Insurance				**0**	6150	13550	22500	32800	36000
62	Media Committee									
63	Media Director Salary	9000	9000	9000	**9000**	12000	15000	24000	30000	36000
64	Payroll Taxes				**1080**	1440	1800	2880	3600	4320
65	Health Insurance				**5592**	6150	6775	7500	8200	9000
66	Media Contact List		450	450	**450**	600	800	1000	1200	1500
67	Other Expenses	659	950	673	**1000**	1500	1750	2000	2500	3000
68	Outreach Committee				**0**	2500	4000	8000	15000	25000
69	Printing Platform Summary		2000	1182	**2000**	1000	2000	1000	2000	1000
70	Memberships & Conferences			300	**500**	750	1000	1500	2000	3000
71	Green Pages	2622			**3500**	5000	7500	12000	15000	18000
72	**TOTAL ORGANIZING & OUTREACH**	**12281**	**12400**	**11605**	**23,122**	**59,490**	**104,575**	**166380**	**246700**	**304820**
73	GOVERNANCE									
74	Steering Committee				**2000**	3000	4000	5000	6000	7000
75	Annual National Meeting	20967	25000	19735	**22000**	30000	24000	26000	28000	30000
76	International Representation				**3000**	7500	4500	4500	4500	4500
77	Legal Counsel				**500**	2000	3000	4000	5000	6000
78	**TOTAL GOVERNANCE**	**20967**	**25000**	**19735**	**27500**	**42500**	**35500**	**39500**	**43500**	**47500**
79	SUPPORT & SERVICES									
80	Executive Director	16008	16000	16000	**0**	30000	45000	48000	48000	48000
81	Office Manager	37000	36000	36000	**39,000**	42000	45000	48000	48000	48000
82	Office Asst/Volunteer Coordinator				**0**	0	12000	30000	36000	36000
83	Payroll Taxes	4617	5494	5114	**4680**	8640	12240	15120	15840	15840
84	Health Insurance	5453	7200	6430	**5592**	12300	17100	22500	24600	27000
85	Web Manager Contractor	5376	7200	6366	**7200**	8400	9600	10800	12000	12000
86	Accountant Contractor	10800	900	900	**6000**	7200	8400	9600	10800	12000
87	Rent	18750	18300	18835	**20000**	22000	24000	30000	33000	36000
88	Phone/DSL	4983	5000	4517	**4500**	5500	6000	6500	8000	10000
89	Internet	2277	2000	2272	**2500**	3000	3500	4000	5000	5500
90	Supplies	1040	5000	1862	**2500**	4000	5000	7000	7000	10000
91	IT Development		5000	280	**10000**	5000	5000	5000	10000	10000
92	Postage	5260	6000	4088	**2500**	3500	4500	6000	7000	8000
93	Insurance	-365	1400	1265	**1500**	1600	1700	1800	2000	2500
94	Miscellaneous-bank fees, etc	3395	1403	4210	**1000**	1500	2000	3000	4000	5000

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95	**TOTAL SUPPORT & SERVICES**	**114594**	**116897**	**108139**	**106972**	**154640**	**201040**	**247320**	**271240**	**285840**
96										
97	**TOTAL EXPENDITURES**	**166590**	**175287**	**159277**	**205,948**	**336,600**	**448,430**	**587960**	**776120**	**933860**
98										
99	**EXCESS REVENUE OVER EXP**	**-11636**	**92087**	**73778**	**94,570**	**22,110**	**20,575**	**42066**	**33492**	**59420**
100										
101	Accounts Payable (estimate)		40000	37928	**15,000**					
102	Loan Repayment		29500	28078	**22000**					
103	Restore Earmarked Funds									
104	State Sharing-2008		8000		**6754**					
105	State Sharing-2009		12000		**11061**					
106	State Sharing-1st Q 2010			2633	**2633**					
107	State Sharing-2nd Q 2010			1126	**1126**					
108	State Sharing-3rd Q 2010 (estimate)			1200	**1200**					
109	State Sharing-4th Q 2010 (estimate)			1200	**1200**					
110	Ballott Access (as of 6/30/2010)	108	2464	1000	**1487**					
111	Black Caucus (as of 6/30/2010)	470	1165		**1470**					
112	Coordinated Campaign Committee (@6/30)		36		**36**					
113	IT Fund (as of 6/30/2010)	1175		615	**1790**					
114	GPAX (as of 6/30/2010)		18		**18**					
115	International Committee (as of 6/30/2010)	1185	2360		**2360**					
116	Lavendar Caucus (as of 6/30/2010)	6	477		**289**					
117	Women's Caucus (as of 6/30/2010)	102	577		**582**					
118										
119	**Net Surplus to General Reserves**	**-14682**	**-4510**	**-2**	**28,572**	**22,110**	**20,575**	**42066**	**33492**	**59420**
120										