

Summary	<i>tier 1</i>	<i>tier 2</i>		
Gross Fundraising Income	\$842,321	\$882,321	100%	100%
Fundraising Expense	\$364,270	\$376,270	43%	43%
Net Fundraising Income	\$478,051	\$506,051	57%	57% % gross
DC Office	\$176,330	\$176,330	37%	35% % net
Steering Committee	\$82,400	\$172,400	17%	34%
Finance Committee	\$60,850	\$60,850	13%	12%
Coordinated Campaign	\$49,500	\$49,500	10%	10%
Diversity	\$27,800	\$27,800	6%	5%
Communications	\$16,850	\$16,850	4%	3%
Media	\$9,400	\$9,400	2%	2%
Platform	\$7,500	\$7,700	2%	2%
International	\$6,950	\$6,950	1%	1%
Greenpages	\$5,000	\$5,000	1%	1%
Accreditation	\$3,470	\$3,470	1%	1%
Presidential Exploratory	\$3,000	\$6,000	1%	1%
BRPP	\$2,000	\$2,000	0%	0%
Net Surplus (Deficit)	\$27,001	(\$38,199)	6%	-8%
Stipend Proposal	\$27,000	\$56,400	6%	11%
Surplus (Deficit) after stip	\$1	(\$94,599)	0%	-19%

Fundraising Committee

Events	All Events	Celebrity	Spring Drive	Dec Drive
# Events		2	30	45
Expense/Event		\$5,000	\$50	\$50
Staff/Event		\$1,000		
Contract Staff			\$4,000	\$4,000
Income/Event		\$20,000	\$300	\$300
GPUS Split		50%	100%	100%
Gross Event Income	\$42,500	\$20,000	\$9,000	\$13,500
Event Expense	\$17,750	\$6,000	\$5,500	\$6,250
Net Event Income	\$24,750	\$14,000	\$3,500	\$7,250

Initial Mailings	All Initial	Prospect	Rollout
# Mailings		12	12
Pieces/mailing		10,000	20,000
\$/name		\$0.10	\$0.10
\$/piece		\$0.40	\$0.40
contract staff			
Response rate		1.1%	2.0%
Avg contribution		\$46	\$44
GPUS split		100%	100%
Gross Initial-Mailing Income	\$271,920	\$60,720	\$211,200
Initial-Mailing Expense	\$180,000	\$60,000	\$120,000
Net Initial-Mailing Income	\$91,920	\$720	\$91,200

Misc Mailings	All Misc	State	Spring	Dec
# Mailings		12	1	1
Pieces/mailing		3,000	10,000	15,000
\$/name		\$0.00	\$0.00	\$0.00
\$/piece		\$0.40	\$0.40	\$0.40
contract staff			\$2,500	\$2,500
Response rate		1.0%	5.0%	5.0%
Avg contribution		\$54	\$40	\$40
GPUS split		75%	100%	100%
Gross Misc-Mailing Income	\$64,580	\$14,580	\$20,000	\$30,000
Misc-Mailing Expense	\$25,800	\$10,800	\$6,500	\$8,500
Net Misc-Mailing Income	\$38,780	\$3,780	\$13,500	\$21,500
Payout to States	\$35,000			
Net Misc-Mailing Income	\$3,780			

Resolicitation Mailings	All Resolicit	Mar	Jun	Sep	Dec
# Mailings		1	1	1	1
Pieces/mailing		6,530	8,060	10,090	11,620
\$/name		\$0.00	\$0.00	\$0.00	\$0.00
\$/piece		\$0.40	\$0.40	\$0.40	\$0.40
contract staff					
Response rate		7.7%	7.7%	7.7%	7.7%
Avg contribution		\$57	\$57	\$57	\$57
GPUS split		100%	100%	100%	100%
Gross Resolicit-Mailing Incc	\$159,321	\$28,660	\$35,375	\$44,285	\$51,000
Resolicit-Mailing Expense	\$14,520	\$2,612	\$3,224	\$4,036	\$4,648
Net Resolicit-Mailing Income	\$144,801	\$26,048	\$32,151	\$40,249	\$46,352

All Mailings

Gross Initial-Mailing Income	\$271,920
Gross Misc-Mailing Income	\$64,580
Gross Resolicit-Mailing Incc	\$159,321
Gross Mailing Income	\$495,821

Initial-Mailing Expense	\$180,000
Misc-Mailing Expense	\$25,800
Resolicit-Mailing Expense	\$14,520
Total Mailing Expense	\$220,320
Payout to States	\$35,000

Net Mailing Income \$240,501

Personal Solicitations

Finance Director (mo)	\$8,000
Steering Committee (mo)	\$2,000
Other committees & caucuses	\$5,000
Total Monthly	\$15,000
Total Solicitations	\$180,000

Sustainer income

2002 YE per month	\$8,000
Total Sustainer	\$96,000

Internet/Web

list purchase	\$12,000
Gross Internet Income	\$24,000
Net Internet	\$12,000

States

State Party Contributions	\$4,000
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Gross Income Summary

	<i>tier 1</i>	<i>tier 2</i>	
Gross Event Income	\$42,500	\$82,500	(tier 2 assumes 6 celebrity events)
Gross Mailing Income	\$495,821	\$495,821	
Total Solicitations	\$180,000	\$180,000	
Total Sustainer	\$96,000	\$96,000	
Gross Internet Income	\$24,000	\$24,000	
State Party Contributions	\$4,000	\$4,000	
Gross Income	\$842,321	\$882,321	

Net Income Summary	<i>tier 1</i>	<i>tier 2</i>	
Net Event Income	\$24,750	\$52,750	(tier 2 assumes 6 celebrity events)
Net Mailing Income	\$240,501	\$240,501	
Total Solicitations	\$180,000	\$180,000	
Total Sustainer	\$96,000	\$96,000	
Net Internet	\$12,000	\$12,000	
State Party Contributions	\$4,000	\$4,000	
Thank-you Letters	(\$2,000)	(\$2,000)	
Income Before Staff	\$555,251	\$583,251	

Fundraising Staff

Finance Director	\$39,000	
portion of Pol Coord	\$10,000	25%
fundraising staff overhead	\$14,700	30%
Finance Dir expense acct	\$13,500	
Total Staff Expense	\$77,200	\$77,200

Net Fundraising Income \$478,051 \$506,051

DC Office

Monthly expenses

rent	\$2,500	
office supplies	\$350	
phone expenses:		service \$140
		DSL \$150
		conf line \$100
		long dist \$500
		toll-free \$250
total phone	\$1,140	\$1,140
postal meter machine	\$600	
janitorial	\$200	
Monthly Total	\$4,190	
Total Monthlies	\$50,280	

Annual expenses

insurance	\$2,000
conferences:	
officeholder	\$1,000
committees	\$1,000
Total Annuals	\$4,000

Staff

Political Coord salary	\$40,000	
office portion of Pol Coord	75%	
Political Coord net	\$30,000	
Pol Coord expense acct	\$9,500	
Office Manager pay (hourly)	\$27,300	
DC staff overhead	\$17,190	30%
Health insurance	\$22,000	
Payroll taxes	\$9,600	
Payroll fees	\$960	
Total Office Staff	\$116,550	

Office Equipment

equipment	\$2,500
copy machine	\$3,000
Office Equipment	\$5,500

Office Summary

Total Monthlies	\$50,280	
Total Annuals	\$4,000	
Total Office Staff	\$116,550	
Office Equipment	\$5,500	
DC Office	\$176,330	\$176,330

Steering Committee

Per Member	<i>members: 7</i>	
	<i>tier 1</i>	<i>tier 2</i>
annual travel	\$2,000	\$2,000
annual phone reimbursement	\$1,800	\$1,800
<u>annual expense per member</u>	<u>\$3,800</u>	<u>\$3,800</u>
SC Members Expense	\$26,600	\$26,600
Annual		
discretionary travel	\$5,000	\$5,000
discretionary for committees	\$2,500	\$2,500
legal	\$8,000	\$8,000
staff raises	\$11,000	\$11,000
staff expansion	\$0	\$80,000
membership fees	\$2,000	\$2,000
discretionary general	\$7,000	\$7,000
equipment	\$1,000	\$1,000
caucuses - all	\$9,300	\$9,300
<u>Annual Expense</u>	<u>\$45,800</u>	<u>\$125,800</u>

2003 Meeting

venue deposit	\$500
printing	\$2,500
organizer	\$2,500
catering	\$15,000
facilitator	\$1,000
stenographer	\$4,000
evening event	\$2,000
<u>Expense Subtotal</u>	<u>\$27,500</u>
<u>Registration Income</u>	<u>\$27,500</u>
Net 2003 Meeting	\$0

Merchandising

Materials Expense	\$10,000	\$20,000
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SC Summary

SC Members Expense	\$26,600	\$26,600
Annual Expense	\$45,800	\$125,800
Net 2003 Meeting	\$0	\$0
Materials Expense	\$10,000	\$20,000
<u>Steering Committee</u>	<u>\$82,400</u>	<u>\$172,400</u>

Greenpages

production per issue	\$1,800	
layout fee	\$400	
webpage update	\$100	
supplies	\$200	
<u>total cost per issue</u>	<u>\$2,500</u>	
issues per year	4	
annual cost	\$10,000	
estimated income	\$5,000	
<u>Greenpages</u>	<u>\$5,000</u>	<u>\$5,000</u>

Accreditation

photocopy	\$300	
postage	\$120	
total travel	\$2,800	
desktop plates per	\$100	
long distance phone reimb	\$150	
<u>Accreditation</u>	<u>\$3,470</u>	<u>\$3,470</u>

Communications

annual webmaster	\$9,600	
annual web designer	\$6,000	
web hosting expense	\$250	
phone	\$500	
printing	\$500	
<u>Communications</u>	<u>\$16,850</u>	<u>\$16,850</u>

Coordinated Campaign

materials	\$1,000	
website development	\$500	
database	\$500	
polling/precinct analysis	\$5,000	
total for trainings	\$5,000	
consultants	\$500	
CC personnel	\$25,000	
fundraising expense	\$12,000	
<u>Coordinated Campaign</u>	<u>\$49,500</u>	<u>\$49,500</u>

Diversity**Administrative**

transportation	\$1,000
lodging	\$1,000
conference fees	\$1,000
website development	\$2,000
postage	\$200
conference call line	\$1,200
phone reimbursements	\$2,000
business cards	\$100
copying	\$300
books/subscriptions	\$200
Total Administrative	\$9,000

Internal Organizing/Education/Outreach

long distance calls	\$2,000
postage	\$200
copying	\$200
travel	\$3,000
lodging	\$3,000
conference fees	\$1,000
Total Internal	\$9,400

External Organizing/Education/Outreach

travel	\$4,000
lodging	\$3,000
conference fees	\$1,000
copying	\$300
postage	\$100
long distance reimbursement	\$1,000
Total External	\$9,400

Diversity **\$27,800** **\$27,800**

Finance

Bookkeeper	\$7,200
reserve	\$50,000
audit	\$3,000
printing	\$500
postage	\$150
Finance Committee	\$60,850
	\$60,850

International**Travel**

World Social Forum	\$1,000	Jan 23-28
P7 Meeting	\$1,000	April
EFGP 15th Council	\$2,000	Nov 7-9
FPVA Meeting	\$1,500	date tba
Total Travel	\$5,500	

Materials

Global Greens charter	\$300	
Position papers	\$150	
office supplies	\$200	DC office
international gifts	\$300	
	\$950	

Misc

various int'l web sites	\$300
FPVA membership	\$200
	\$500

International **\$6,950** **\$6,950**

Media

Media list purchase	\$1,000	
Lexis-Nexis purchase	\$2,500	
phone reimbursements	\$500	
cell phone for media rep	\$600	
fax/email distribution	\$500	
press conference cost	\$500	
video project	\$3,000	
training materials	\$300	
travel to trainings	\$500	
Media	\$9,400	\$9,400

Platform

Printing and mailing	\$4,870	
Communications	\$500	
Travel	\$1,500	
Meals	\$150	
web devel for platform input	\$480	\$680
Platform	\$7,500	\$7,700

Bylaws, Rules, Policy and Procedure

phone	\$500	
printing	\$500	
travel	\$1,000	
BRPP	\$2,000	\$2,000

Presidential Exploratory

phone	\$750	\$750
printing	\$500	\$500
travel	\$1,750	\$4,750
Presidential Exploratory	\$3,000	\$6,000

Proposed Stipends

	<i>tier 1</i>	<i>tier 2</i>
Steering Committee stipends	\$21,000	\$50,400
Media Committee Staff	\$6,000	\$6,000
Stipends	\$27,000	\$56,400

Personnel Detail

	<i>tier 1</i>	<i>tier 2</i>
Employees (W2)		
Finance Director	\$39,000	\$39,000
fundraising staff overhead	\$14,700	\$14,700
Political Coord salary	\$40,000	\$40,000
Office Manager pay (hourly)	\$27,300	\$27,300
DC staff overhead	\$17,190	\$17,190
Health insurance	\$22,000	\$22,000
Payroll taxes	\$9,600	\$9,600
Payroll fees	\$960	\$960
staff raises	\$11,000	\$11,000
staff expansion	\$0	\$80,000
CC personnel	\$25,000	\$25,000
Steering Committee stipends	\$21,000	\$50,400
Media Committee Staff	\$6,000	\$6,000
Total Employees	\$233,750	\$343,150

Contractors (1099)

Bookkeeper	\$7,200	\$7,200
annual webmaster	\$9,600	\$9,600
annual web designer	\$6,000	\$6,000
Total Contractors	\$15,600	\$15,600