

	A	B	C	D	E	F	G
1		Approved Budget FY20	Actual 5.31.20	Estimated 6.30.20	Scenario A: all virtual training	Scenario B: limited in-person	Scenario C: mostly in-person
2	REVENUE						
3							
4	MEMBERSHIP						
5	New Membership	\$80,000	\$77,045	\$80,000	\$60,000	\$65,000	\$75,000
6	Membership-student	\$15,000	\$21,675	\$22,000	\$10,000	\$10,000	\$12,000
7	Membership-international	\$10,000	\$6,450	\$7,000	\$5,000	\$6,000	\$6,000
8	Membership renewals	\$141,000	\$117,275	\$124,000	\$85,000	\$90,000	\$115,000
9	Renewals-student	\$6,000	\$5,525	\$5,500	\$3,000	\$4,000	\$5,000
10	Renewals-international	\$4,000	\$4,200	\$4,500	\$2,000	\$3,000	\$4,000
11	Membership revenue	\$256,000	\$232,170	\$243,000	\$165,000	\$178,000	\$217,000
12							
13	IRE SALES & SERVICES						
14	Data analysis/visualization & database sales	\$15,000	\$14,968	\$15,000	\$7,500	\$7,500	\$7,500
15	IRE Journal subscriptions/advertising	\$4,000	\$4,814	\$5,000	\$3,000	\$3,000	\$3,000
16	Book sales and royalty	\$30,000	\$21,853	\$23,000	\$15,000	\$15,000	\$15,000
17	Story/tipsheet sales & Research Desk	\$12,000	\$2,574	\$3,000	\$2,500	\$2,500	\$2,500
18	Award Contest fees	\$40,000	\$40,850	\$41,000	\$35,000	\$35,000	\$35,000
19	Web ads/services	\$40,000	\$38,521	\$41,000	\$30,000	\$30,000	\$30,000
20	Fiscal Agent fees	\$12,000	\$13,800	\$15,000	\$12,000	\$12,000	\$12,000

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21	Other	\$1,000	\$1,618	\$2,000	\$1,000	\$1,000	\$1,000
22	IRE Services / Products revenue	\$154,000	\$138,998	\$145,000	\$106,000	\$106,000	\$106,000
23							
24	CONFERENCES						
25	Registrations and fees (IRE & NICAR)	\$605,000	\$275,800	\$276,000	\$390,000	\$560,000	\$663,000
26	Hands-on training classes	\$30,000	\$30,511	\$30,000	\$20,000	\$23,000	\$29,000
27	Other revenues	\$40,000	\$15,350	\$15,000	\$3,000	\$30,000	\$43,000
28	Sponsorships	\$325,000	\$66,250	\$66,250	\$348,000	\$445,000	\$460,000
29	Conference revenue	\$1,000,000	\$387,911	\$387,250	\$761,000	\$1,058,000	\$1,195,000
30							
31	Program Revenue						
32	Watchdog workshops	\$35,000	\$15,325	\$15,000	\$10,000	\$15,000	\$20,000
33	TV watchdog workshops	\$5,000	\$3,225	\$3,000	\$2,000	\$3,000	\$4,000
34	Data in Local Newsrooms	\$0	\$0	\$0	\$0	\$0	\$0
35	Custom newsroom training	\$65,000	\$67,796	\$68,000	\$40,000	\$55,000	\$60,000
36	Boot camps	\$35,000	\$51,135	\$52,000	\$96,000	\$96,000	\$96,000
37	Program Revenue	\$140,000	\$137,481	\$138,000	\$148,000	\$169,000	\$180,000
38							
39	GRANTS / FOUNDATIONS Released						

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40	Google News Initiative: Data in Local Newsrooms (restricted)	\$165,000	\$149,000	\$149,000	\$16,000	\$16,000	\$16,000
41	John S. and James L. Knight Foundation: TV initiative (restricted)	\$137,000	\$74,779	\$75,000	\$142,000	\$142,000	\$142,000
42	Kohlberg Foundation: TNT (restricted)	\$150,000	\$83,000	\$83,000	\$67,000	\$67,000	\$67,000
43	Excellence and Ethics in Journalism: Watchdog workshops (restricted)	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000
44	Lumina Foundation: IRE On Campus (restricted)	\$57,000	\$1,000	\$1,000	\$94,000	\$94,000	\$94,000
45	Dow Jones Newspaper Fund: intern data boot camp (restricted)	\$43,000	\$21,625	\$22,000	\$0	\$0	\$0
46	Arnold Ventures (unrestricted)	\$150,000	\$150,000	\$150,000	\$150,000	\$150,000	\$150,000
47	Jonathan Logan Family Foundation (unrestricted)	\$75,000	\$75,000	\$75,000	\$75,000	\$75,000	\$75,000
48	Park Foundation (unrestricted)	\$0	\$40,000	\$40,000	\$0	\$0	\$0
49	Grants / Foundations revenue	\$877,000	\$694,404	\$695,000	\$644,000	\$644,000	\$644,000
50							
51	INDIVIDUAL DONATIONS						
52	Unrestricted/temporary restricted	\$54,000	\$62,709	\$64,000	\$25,000	\$25,000	\$30,000
53	Perm. Restricted -Endowment	\$50,000	\$10,904	\$11,000	\$25,000	\$25,000	\$25,000
54	Individual donations revenue	\$104,000	\$73,613	\$75,000	\$50,000	\$50,000	\$55,000
55							

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56	INVESTMENT INCOME						
57	Income released-fellowships,administrative	\$135,000	\$0	\$152,000	\$150,000	\$150,000	\$150,000
58	Income not released	\$0		\$0	\$0	\$0	\$0
59	Investment income revenue	\$135,000	\$0	\$152,000	\$150,000	\$150,000	\$150,000
60							
61							
62	Reserve for website FY20, carryover from FY19	\$40,000	\$22,250	\$40,000	\$0	\$0	\$0
63	Reserve fund				\$0	\$0	\$0
64	PY investment income released	\$0	\$0	\$0	\$0	\$0	\$0
65	Paycheck Protection Program		\$233,400	\$233,400	\$0	\$0	\$0
66	TOTAL REVENUE	\$2,706,000	\$1,920,227	\$2,108,650	\$2,024,000	\$2,355,000	\$2,547,000
67							
68	EXPENSES						
69							
70	PERSONNEL						
71	Salaries: full-time staff	\$920,000	\$827,608	\$903,046	\$951,000	\$951,000	\$951,000
72	Benefits: full-time staff	\$322,000	\$284,077	\$311,000	\$322,000	\$322,000	\$322,000
73	Part-time wages	\$78,000	\$67,178	\$72,000	\$45,000	\$45,000	\$45,000
74	Student wages	\$52,000	\$36,784	\$40,000	\$40,000	\$40,000	\$40,000

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75	Personnel expenses	\$1,372,000	\$1,215,647	\$1,326,046	\$1,358,000	\$1,358,000	\$1,358,000
76							
77	IRE SALES & SERVICES						
78	Membership	\$5,000	\$1,950	\$2,000	\$2,000	\$2,000	\$2,000
79	Data Library	\$3,000	\$818	\$1,000	\$1,500	\$1,500	\$1,500
80	Journal	\$34,000	\$33,068	\$33,000	\$30,000	\$30,000	\$30,000
81	Book costs	\$20,000	\$12,085	\$14,000	\$15,000	\$15,000	\$15,000
82	Resource Center	\$13,000	\$10,071	\$11,000	\$10,000	\$10,000	\$10,000
83	Contest (judges' travel, plaques, other)	\$18,000	\$2,480	\$3,000	\$5,000	\$5,000	\$5,000
84	Web services	\$2,000	\$2,780	\$3,000	\$2,000	\$2,000	\$2,000
85	Other	\$1,000	\$1,726	\$2,000	\$1,000	\$1,000	\$1,000
86	Sales/Products	\$96,000	\$64,978	\$69,000	\$66,500	\$66,500	\$66,500
87							
88	PROGRAM EXPENSES						
89	Conferences	\$600,000	\$296,852	\$297,000	\$158,000	\$436,000	\$647,000
90	Watchdog workshops	\$39,000	\$26,681	\$27,000	\$10,000	\$15,000	\$25,000
91	TV watchdog workshops	\$35,000	\$4,099	\$4,000	\$5,000	\$10,000	\$15,000
92	Data in Local Newsrooms	\$30,000	\$16,127	\$16,000	\$0	\$0	\$0
93	Total Newsroom Training (TNT)	\$23,000	\$9,956	\$10,000	\$9,000	\$12,000	\$16,000

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94	Lumina-IRE on Campus	\$0	\$409	\$500	\$5,000	\$8,000	\$10,000
95	Custom newsroom training	\$25,000	\$25,691	\$27,000	\$15,000	\$18,000	\$20,000
96	Boot camps	\$20,000	\$20,823	\$21,000	\$5,000	\$5,000	\$10,000
97	Fellowships/scholarships	\$85,000	\$35,650	\$36,000	\$48,000	\$48,000	\$48,000
98	Program Expenses	\$857,000	\$436,288	\$438,500	\$255,000	\$552,000	\$791,000
99							
100	PROFESSIONAL SERVICES						
101	Investment management fees	\$18,000	\$16,840	\$18,000	\$18,000	\$18,000	\$18,000
102	Accounting	\$23,000	\$25,020	\$25,000	\$25,000	\$25,000	\$25,000
103	Legal	\$10,000	\$0	\$0	\$5,000	\$5,000	\$5,000
104	Professional services expenses	\$51,000	\$41,860	\$43,000	\$48,000	\$48,000	\$48,000
105							
106	BOARD OF DIRECTORS						
107	Retreat-audio/visual, room rental, faciliator	\$12,500	\$12,433	\$12,500	\$0	\$0	\$0
108	Election software	\$2,500	\$2,060	\$2,100	\$2,500	\$2,500	\$2,500
109	Board of directors expenses	\$15,000	\$14,493	\$14,600	\$2,500	\$2,500	\$2,500
110							
111	GENERAL OFFICE						
112	Telephone and fax	\$6,000	\$4,490	\$5,000	\$6,000	\$6,000	\$6,000

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113	Postage	\$4,000	\$4,935	\$5,000	\$3,000	\$3,000	\$3,000
114	Office supplies	\$6,000	\$2,092	\$3,000	\$6,000	\$6,000	\$6,000
115	Photocopying	\$3,000	\$1,485	\$2,000	\$3,000	\$3,000	\$3,000
116	Insurance	\$20,000	\$17,788	\$18,000	\$20,000	\$20,000	\$20,000
117	Computer supplies	\$2,000	\$2,580	\$3,000	\$2,000	\$2,000	\$2,000
118	Credit card service fees	\$45,000	\$38,278	\$40,000	\$40,000	\$40,000	\$40,000
119	Dues/fees/subscriptions	\$2,000	\$2,247	\$2,500	\$2,500	\$2,500	\$2,500
120	Office Travel/Executive Director Travel	\$15,000	\$8,327	\$9,000	\$5,000	\$5,000	\$5,000
121	Marketing/promotions	\$9,000	\$8,405	\$9,000	\$9,000	\$9,000	\$9,000
122	Staff retreat / professional development	\$6,000	\$9,267	\$9,000	\$3,000	\$3,000	\$6,000
123	Software/equipment/maintenance/hosting	\$20,000	\$33,305	\$34,000	\$30,000	\$30,000	\$30,000
124	Web design/updates	\$40,000	\$25,250	\$25,000	\$40,000	\$40,000	\$40,000
125	Office relocation expenses	\$10,000	\$0	\$0	\$5,000	\$5,000	\$5,000
126	Other office expense	\$5,000	\$3,766	\$5,000	\$4,000	\$4,000	\$4,000
127	General office expenses	\$193,000	\$162,215	\$169,500	\$178,500	\$178,500	\$181,500
128							
129	Fundraising expenses	\$15,000	\$8,782	\$10,000	\$10,000	\$10,000	\$10,000
130	Depreciation	\$10,000	\$0	\$10,000	\$10,000	\$10,000	\$10,000

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131							
132	TOTAL EXPENSES	\$2,609,000	\$1,944,263	\$2,080,646	\$1,928,500	\$2,225,500	\$2,467,500
133							
134	Reinvested Investment Income	\$0	\$0	\$0	\$0	\$0	\$0
135	Permanently restricted-Endowment	\$50,000	\$10,904	\$11,000	\$25,000	\$25,000	\$25,000
136	PPP loan payoff			\$0	\$47,000	\$47,000	\$47,000
137							
138	REVENUE MINUS EXPENSES	\$47,000	-\$34,940	\$17,004	\$23,500	\$57,500	\$7,500
139	PERCENT OF TOTAL REVENUE	1.7%	-1.8%	0.8%	1.2%	2.4%	0.3%

Employee	Salary	Benefits
Amy Johnston	\$44,533	\$15,586
Charles Minshew	\$68,120	\$23,842
Chris Vachon	\$89,080	\$31,178
Cody Winchester	\$71,264	\$24,942
Denise Malan	\$86,744	\$30,360
Doug Haddix	\$126,788	\$44,376
Francisco Vara-Orta	\$70,000	\$24,500
Heather F. Henry	\$62,340	\$21,819
Lauren Grandestaff	\$50,128	\$17,545
Madison Fleck	\$50,000	\$17,500
Patti DiVincenzo	\$70,000	\$24,500
Sarah Hutchins	\$70,000	\$24,500
Stephanie Klimstra	\$73,360	\$25,676
	\$932,356	\$326,325
2% pool for raises	\$18,647	
Total Budget for Fiscal 2021	\$951,004	