

**EDUCATION FOUNDATION OF COLLIER COUNTY
PROJECTED ACTUALS FY2025 VERSUS BUDGET**

	FY25 Projected Actuals	FY25 Budget	Variance
REVENUE			
Foundation Revenue and Grants	1,242,673	1,446,069	(203,396)
Governmental Grants	11,333	13,380	(2,047)
Individual Contributions / Family Foundations	1,684,650	1,412,900	271,750
Corporate/Organizational Revenue	255,354	260,651	(5,297)
Program Services Fees (Contracted Services)	126,148	58,000	68,148
Dividend and Interest Income	104,858	84,000	20,858
TOTAL REVENUES	3,425,016	3,275,000	150,016
EXPENSES	3,294,748	3,677,000	(382,252)
Release from Endowment	40,000	40,000	0
Change in Net Assets	170,268	(362,000)	532,268
<i>Does not include Pre-paid usage or Endowment</i>			

**EDUCATION FOUNDATION OF COLLIER COUNTY
PROPOSED BUDGET FY2026 VERSUS ACTUAL FY2025**

	FY26 Budget	FY25 Actuals	Variance	FY 25 Budget	Variance over FY 25 Budget
REVENUE					
Foundation Revenue and Grants	1,303,003	1,242,673	60,330	1,446,069	(143,066)
Governmental Grants	11,153	11,333	(180)	13,380	(2,227)
Individual Contributions / Family Foundations	1,819,909	1,684,650	135,259	1,412,900	407,009
Corporate Revenue	310,935	255,354	55,581	260,651	50,284
Program Services Fees (Contracted Services)	0	126,148	(126,148) No RTC	58,000	(58,000)
Dividend, Interest	80,000	104,858	(24,858)	84,000	(4,000)
TOTAL REVENUES	3,525,000	3,425,016	99,984	3,275,000	250,000
EXPENSES	3,700,000	3,294,748	405,252	3,677,000	23,000
	<i>FTE 17</i>	<i>FTE 15(current FTE 12)</i>			
Release from Endowment	175,000	40,000		40,000	135,000
Change in Net Assets	0	170,268	(170,268)	(362,000)	362,000

The Education Foundation of Collier County Inc.
Proposed Budget FY 2026
Total Roll Up Organizational View

	Proposed FY 2026 Budget	FY 2025 Projected Actuals	Variance	
Income				
Foundation Revenue and Grants	1,303,003	1,242,673	60,330	
Governmental Grants	11,153	11,333	(180)	
Individual Contributions / Family Foundations	1,819,909	1,684,650	135,259	
Corporate/Organizational Revenue	310,935	255,354	55,581	
Program Services Fees (Contracted Services)	0	126,148	(126,148)	
Dividend and Interest Income	80,000	104,858	(24,858)	<i>No RTC</i>
Total Income	3,525,000	3,425,016	99,984	
Expenses				
Salaries	1,635,500	1,342,396	293,104	<i>FTE 17</i>
Payroll Taxes	141,802	116,377	25,424	
Employee Benefits	223,076	190,404	32,672	
Staff Development Costs	20,000	3,863	16,137	<i>Increase for staff initiatives</i>
Recruitment Expense	53,142	51,400	1,742	
Background Checks/Drug Testing	1,020	1,000	20	
Cell Phone/Mileage Reimbursement	5,859	5,859	(0)	
Accounting and Legal	21,450	19,854	1,596	
IT and Technical Support	45,250	35,250	10,000	
Photography	8,875	8,875	-	
Graphic Design	33,380	31,880	1,500	
Video Production	79,459	41,209	38,250	<i>Events</i>
Special Event Professional Services	10,000	8,955	1,045	
Program Contracted Services	36,150	70,085	(33,935)	<i>RTC/Krupa</i>
Other Professional Services	40,000	8,125	31,875	<i>HR Consultant/Staff Development</i>
Facility Operations and HOA Fees	87,208	85,666	1,542	
Repairs, Maintenance & Cleaning	7,664	7,664	-	
Office Supplies	13,626	22,737	(9,111)	<i>Purchased computers of \$8k FY25</i>
Equipment Leases	21,050	21,159	(109)	
Telecommunications & Website	37,273	36,003	1,270	
Software Licenses	71,652	71,269	383	
Financial Service Fees	11,593	11,593	(0)	
Insurance	50,444	46,136	4,308	<i>9% increase</i>
State Registration and Licensing Fees	429	429	-	
Payroll Processing Fees	22,500	18,750	3,750	
Scholarships	126,909	153,850	(26,941)	
Grants to Third Parties	206,501	298,533	(92,032)	<i>Less teacher grants/GA grants</i>
Awards and Recognition to Individuals	14,450	14,450	-	
General Program Materials	79,617	69,010	10,607	
Meals and Entertainment	341,317	281,309	60,008	<i>Events</i>
Transportation	27,990	28,705	(715)	
School Services	500	500	-	
Advertising	6,722	6,740	(19)	
Volunteer and Intern Expense	23,000	10,428	12,572	<i>More focus</i>
Marketing and Direct Donor Expense	7,153	3,139	4,014	
Dues, Publications and Subscriptions	6,301	8,801	(2,500)	
Travel	12,539	9,177	3,362	
Conferences, Conventions and Meetings	17,251	9,757	7,494	
Postage and Shipping	4,999	4,999	-	
Printing and Copying	40,886	32,836	8,050	
Outreach and Education	2,200	2,312	(112)	
Auction Expense	750	750	-	
Depreciation	102,512	102,512	-	
Total Expenses	3,700,000	3,294,746	405,253	
NET SURPLUS/(DEFICIT)	(175,000)	130,269	(305,269)	
Release from Endowment for Operating'	175,000	40,000	135,000	
NET SURPLUS/(DEFICIT)	(0)	170,269	(170,270)	

Night For Champions

	FY25	FY24	Variance	Projected FY26	Variance Over FY 25
Sponsorship	127,582	160,573	(32,991)	127,582	-
Tickets	57,716	48,774	8,942	57,716	-
Table Sales	78,000	30,181	47,819	78,000	-
Donation	28,545	17,372	11,173	28,545	-
Auction	-	36,400	(36,400)	-	-
Fund A Need	773,391	525,018	248,373	809,780	36,389
Income	1,065,234	818,319	246,915	1,101,623	36,389
Expenses	279,746	245,130	34,616	287,369	7,623
Net	785,488	573,189	212,299	814,254	28,766

	FY25	FY24	Variance	Projected FY26	Variance Over FY 25
Golden Apple					
Sponsorship	60,000	94,000	(34,000)	125,000	65,000
Tickets	-	-	-	18,000	18,000
Donation	7,256	4,903	2,354	32,000	24,744
Income	67,256	98,903	(31,646)	175,000	107,744
Expenses	65,844	55,981	9,863	120,000	54,156
Net	1,413	42,922	(41,509)	55,000	53,587

Total Event Revenues	1,132,490	917,221	215,269	1,276,623	144,133
Total Event Expenses	345,590	301,111	44,479	407,369	61,779
Net Event Income	786,901	616,110	170,791	869,254	82,353

The Education Foundation of Collier County Inc.
Proposed Budget FY 2026
Program Budget Details

	College and Career Prep	TSIC	Entrepreneur	General Student Programs	Total Student Programs	Teacher Grant Program	Golden Apple Program	Other Educator Programs	Total Educators & Teachers	Total CFL Programs
Income										
Foundation Revenue and Grants	579,645	245,491	40,000	-	865,135	72,589	156,896	8,033	237,518	1,102,653
Governmental Grants	-	-	-	-	-	11,153	-	-	11,153	11,153
Individual Contributions / Family Foundations	27,052	150,500	-	124,897	302,450	76,246	5,104	1,500	82,850	385,299
Corporate Revenue	38,500	75,000	-	30,000	143,500	12,783	-	2,500	15,283	158,783
Organizational Revenue	-	7,000	-	10,000	17,000	1,789	-	-	1,789	18,789
Program Services Fees (Contracted Services)	-	-	-	-	-	-	-	-	-	-
Contributions of Nonfinancial Assets	-	-	-	-	-	-	-	-	-	-
Dividend and Interest Income	-	-	-	-	-	-	-	-	-	-
Gain/Loss	-	-	-	-	-	-	-	-	-	-
Other Income	-	-	-	-	-	-	-	-	-	-
Total	645,197	477,991	40,000	164,897	1,328,085	174,560	162,000	12,033	348,593	# 1,676,678
Expenses										
Salaries	504,412	441,788	40,638	-	986,838	122,602	203,310	-	325,912	1,312,750
Salaries (Accrued Vacation)	-	-	-	-	-	-	-	-	-	-
Payroll Taxes	43,733	38,303	3,523	0	85,559	10,630	17,627	-	28,257	113,815
Employee Benefits	68,892	60,339	5,550	(0)	134,782	16,745	27,768	(0)	44,513	179,295
Staff Development Costs	-	-	-	-	-	-	-	-	-	-
Recruitment Expense	-	-	-	-	-	-	-	-	-	-
Background Checks/Drug Testing	-	-	-	-	-	-	-	-	-	-
Cell Phone/Mileage Reimbursement	-	-	57	-	57	-	-	-	-	57
Accounting and Legal	-	-	-	-	-	-	-	-	-	-
FRC Consultants	-	-	-	-	-	-	-	-	-	-
IT and Technical Support	-	-	-	-	-	2,250	-	-	2,250	2,250
Photography	500	350	-	-	850	-	2,000	-	2,000	2,850
Graphic Design	2,500	3,000	-	-	5,500	-	-	-	-	5,500
Video Production	3,500	1,000	-	-	4,500	2,513	8,350	-	10,863	15,363
Special Event Professional Services	-	-	-	-	-	-	-	-	-	-
Program Contracted Services	11,500	-	-	12,325	23,825	-	12,325	-	12,325	36,150
Other Professional Services	-	-	-	-	-	-	-	-	-	-
Donated Professional Services	-	-	-	-	-	-	-	-	-	-
Facility Operations and HOA Fees	-	-	-	-	-	-	-	-	-	-
Repairs, Maintenance & Cleaning	-	-	-	-	-	-	-	-	-	-
Office Supplies	296	180	-	-	476	-	-	-	-	476
Equipment - Expendable	-	-	-	-	-	-	-	-	-	-
Equipment Leases	-	-	-	-	-	-	-	-	-	-
Telecommunications & Website	-	-	-	-	-	-	-	-	-	-
Software Licenses	13,409	2,666	1,000	-	17,075	811	1,500	-	2,311	19,386
Financial Service Fees	-	-	-	-	-	1,785	-	-	1,785	1,785
Insurance	-	-	-	-	-	-	-	-	-	-
State Registration and Licensing Fees	-	-	-	-	-	-	-	-	-	-
Payroll Processing Fees	-	-	-	-	-	-	-	-	-	-
Scholarships	20,876	100,000	-	-	120,876	-	-	6,033	6,033	126,909
Grants to Third Parties	-	-	-	-	-	175,501	25,000	6,000	206,501	206,501
Awards and Recognition to Individuals	-	-	450	-	450	-	14,000	-	14,000	14,450
General Program Materials	36,245	8,000	2,024	-	46,269	2,132	25,100	-	27,232	73,500
Meals and Entertainment	14,725	1,362	2,570	-	18,656	100	18,428	0	18,528	37,184
Transportation	27,755	-	-	-	27,755	-	-	-	-	27,755
School Services	500	-	-	-	500	-	-	-	-	500
Advertising	1,136	-	-	-	1,136	-	-	-	-	1,136
Volunteer and Intern Expense	4,000	6,000	-	-	10,000	-	5,000	-	5,000	15,000
Marketing and Direct Donor Expense	-	-	-	-	-	103	-	-	103	103
Dues, Publications and Subscriptions	900	-	-	-	900	-	-	-	-	900
Travel	7,500	500	1,839	-	9,839	-	-	-	-	9,839
Conferences, Conventions and Meetings	11,950	2,500	-	-	14,450	-	-	-	-	14,450
Postage and Shipping	-	-	-	-	-	-	-	-	-	-
Printing and Copying	1,000	-	1,500	-	2,500	-	-	-	-	2,500
Outreach and Education	500	-	1,600	-	2,100	-	-	-	-	2,100
Auction Expense	-	-	-	-	-	-	-	-	-	-
Depreciation	-	-	-	-	-	-	-	-	-	-
Shared Cost Expense	155,882	136,529	12,559	-	304,970	37,889	62,830	-	100,719	405,688
Total Expenses	931,712	802,517	73,310	12,325	1,819,863	373,059	423,238	12,033	808,330	# 2,628,193
NET SURPLUS/(DEFICIT)	(286,515)	(324,526)	(33,310)	152,572	(491,779)	(198,499)	(261,238)	-	(459,737)	# (951,516)

CHAMPIONS FOR LEARNING

	FY 18 Actuals	FY19 Actuals	FY20 Actual	FY21 Actuals	FY22 Actuals	FY23 Actuals	FY24 Actuals	FY 25 Projected Actuals
Income	3,207,236	3,499,579	4,352,111	4,500,247	4,381,096	4,639,651	3,705,511	3,425,016
Total expenses	2,784,052	2,860,407	3,038,580	3,247,355	3,868,989	4,906,242	4,530,306	3,294,748
Change in Net Assets	423,184	639,172	1,313,531	1,252,892	512,107	(266,591)	(824,795)	130,268

*Endowment not
included (\$3.5M)*