

BUDGETS FOR NFPS

From Quick Drafts to Detailed Formulas

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Business Insights. Automated.

Agenda

- **Quick Draft – The Budget Factory**
 - **Last Year plus a percentage**
- **Driver-based budgets**
 - **Start from the detail**
- **Getting the Balance Right**
 - **Time vs Accuracy**

01

The First Draft

Hundreds of Budgets

Budgets & Actuals

Budget Tools

Cashflow Settings

Budget Manager

Budget Factory

Loan Wizard

Export

Import

Melbourne (AUD)
Selected organisation

< BACK

NEXT STEP >

Adjust each year's totals by specifying an amount or a percentage change from the prior year.

	Source('20-21)	2021-2022		2022-2023	
Income	2145669	2295866	7 %	2387701	4 %
Cost of Sales	102051	109195	7 %	113563	4 %
Expenses	1253496	1291101	3 %	1316923	2 %
Other Income	0	0	0 %	0	0 %
Other Expenses	0	0	0 %	0	0 %
Net Profit	790122	895570		957215	


02

Driver-based Budgets

Build the Detail


Budget Selection


Grants (Cwlth) - Op - Rcnt JULY 2020 - JUNE 2021

 Help

☒ Formula

☐ Repeating

 ONE-OFF ☐

 LIVE

Data Source

Current Forecast

▼

Project

▼

B Support L...

▼

Period

0

▼

July 2020

Enter your formula calculation


M Cups of co...

times (x)

▼

M Price

< CANCEL

 APPLY FORMULA

03

Getting the Balance Right

Use The Budget Factory

- **When not much changes**
- **There are consistent changes**
- **You are short on time**
- **For the first draft**

Use Drivers and Formulas

- **For new projects**
- **To validate a budget**
- **When assumptions change**
- **When you have the time**

04 Reporting on Budgets

This Year vs Last Year

Budget vs Last Year Actual — Melbourne (AUD)

JUL 2021 - JUN 2022

	Budget	Last Year Forecast	Variance	Variance (%)
Income				
Grant Funding	1,345,995	890,315	455,680	34%
Services	1,444,728	1,110,463	334,265	23%
Other Income	253,500	144,891	108,609	43%
Total Income	3,044,224	2,145,669	898,554	30%
Cost of Sales				
Opening Stock	0	8,000	8,000	N/A
Purchases	39,777	78,051	38,274	96%
Freight Inwards	18,200	8,000	(10,200)	(56%)
Less: Closing Stock	0	8,000	8,000	N/A
Cleaning	938	8,000	7,062	753%
Total Cost of Sales	58,916	110,051	51,135	87%
Gross Profit	2,985,308	2,035,619	949,689	32%
Expense				

Actuals vs Budget

Actual vs Budget — Not-for-Profit Xero

MONTH: MAR 2018

	Mar 2018			Jul 2017 -Mar 2018		
	Actuals	Budgets	Variance	YTD Actuals	YTD Budgets	Variance
Income						
Grants	80,327	75,273	5,055	722,255	695,795	26,459
Fundraising- Gifts	1,527	1,500	27	14,964	14,409	555
Fundraising- Contributions	4,404	3,967	437	36,394	36,539	(145)
Trading/Operating Activities	0	0	0	0	940	(940)
Total Income	86,258	80,740	5,519	773,612	747,683	25,929
Cost of Sales						
Cost of Sales	636	455	(182)	4,957	4,135	(822)
Total Cost of Sales	636	455	(182)	4,957	4,135	(822)
Gross Profit	85,622	80,285	5,337	768,655	743,549	25,107
Expense						
Operational	3,039	2,358	(681)	16,984	16,488	(497)
Finance	1,873	1,194	(679)	15,446	13,524	(1,922)

Unspent Budget

Unspent Budget — Not-for-Profit Xero

MONTH: MAR 2018

	Mar 2018			Jul 2017 -Mar 2018					
	Actuals	Budgets	Variance	(YTD)Actuals	(YTD)Budgets	Variance	Budget Annual Total	Unspent / Unearned Budget	Spent (%)
Income									
Grants	80,327	75,273	5,055	722,255	695,795	26,459	919,250	196,995	79%
Fundraising - Gifts	1,527	1,500	27	14,964	14,409	555	19,000	4,036	79%
Fundraising - Contributions	4,404	3,967	437	36,394	36,539	(145)	49,802	13,409	73%
Trading/Operating Activities	0	0	0	0	940	(940)	14,735	14,735	0%
Total Income	86,258	80,740	5,519	773,612	747,683	25,929	1,002,788	229,176	77%
Cost of Sales									
Cost of Sales	636	455	(182)	4,957	4,135	(822)	5,998	1,042	83%
Total Cost of Sales	636	455	(182)	4,957	4,135	(822)	5,998	1,042	83%
Gross Profit	85,622	80,285	5,337	768,655	743,549	25,107	996,789	228,134	77%
Expense									
Operational	3,039	2,358	(681)	16,984	16,488	(497)	23,115	6,131	73%
Finance	1,873	1,194	(679)	15,446	13,524	(1,922)	17,812	2,366	87%
Employment	69,437	67,713	(1,725)	609,971	604,507	(5,463)	793,525	183,555	77%
Occupancy	3,927	1,905	(2,022)	26,336	17,401	(8,934)	27,397	1,061	96%
Motor Vehicle Expenses	2,442	2,204	(238)	14,431	14,417	(14)	18,766	4,335	77%
Marketing	6,725	4,855	(1,870)	44,319	40,957	(3,362)	55,016	10,697	81%
Total Expense	87,443	80,228	(7,215)	727,487	707,294	(20,193)	935,632	208,145	78%
Operating Profit	(1,821)	57	(1,878)	41,169	36,255	4,914	61,158	19,989	67%
Net Profit	(1,821)	57	(1,878)	41,169	36,255	4,914	61,158	19,989	67%

Summarise

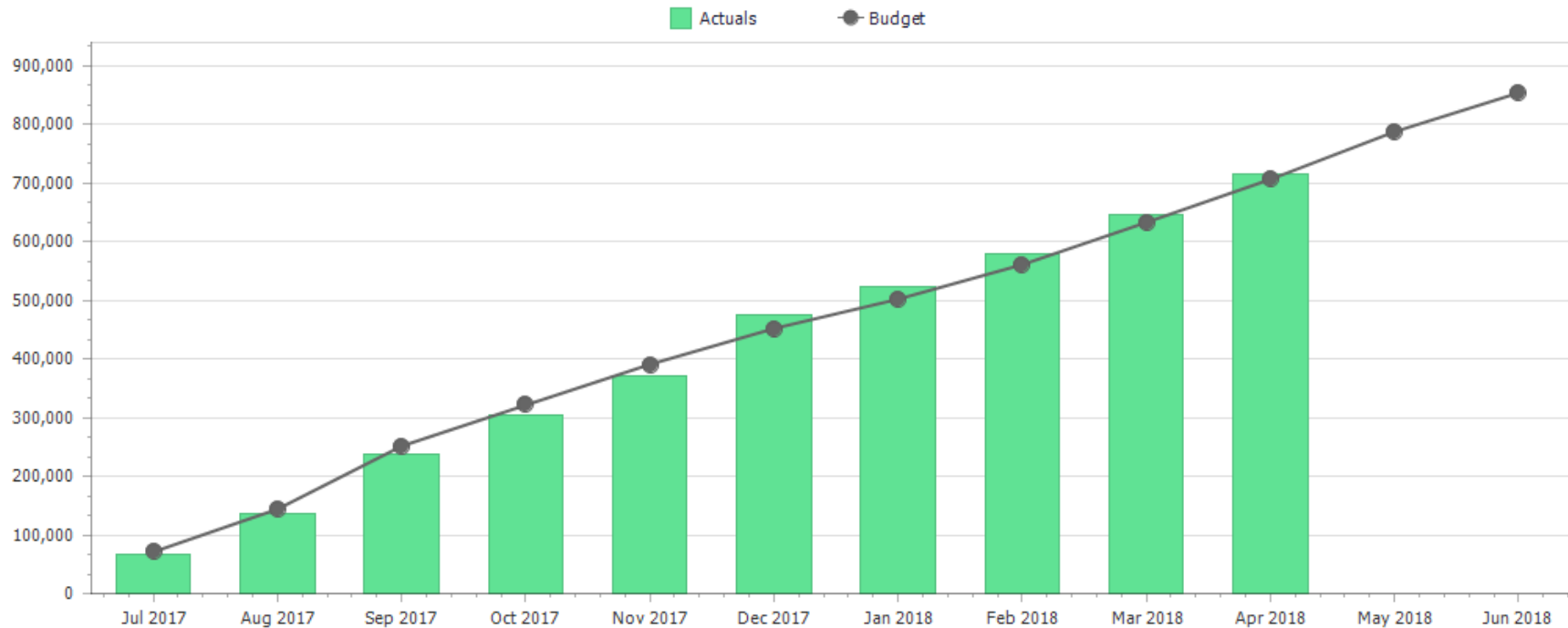
Income and Expense Summary — Not-for-Profit Inc. (AR Live)

Cost Centre	Selected Month						Year To Date					
	Budget			Actual			Budget			Actual		
	Income	Expenses	Profit/Loss	Income	Expenses	Profit/Loss	Income	Expenses	Profit/Loss	Income	Expenses	Profit/Loss
Consolidated Project(s)	107,800	104,247	3,553	104,266	102,345	1,921	1,836,721	1,718,825	117,897	963,316	952,126	11,190
120C · Self-Defence Owealth	57,332	55,185	2,147	55,453	54,671	781	661,592	633,120	28,472	546,741	539,037	7,704
120L · Self-Defence Local	5,733	5,492	242	5,545	5,440	105	65,776	63,003	2,773	54,674	53,640	1,034
120Q · Self-Defence QLD	11,466	10,983	483	11,091	10,881	210	131,551	126,005	5,546	109,348	107,280	2,068
130L · Accommodation Short Term	4,587	4,414	173	4,436	4,372	64	530,522	442,624	87,898	43,739	43,111	628
130Q · Accommodation Long Term	10,320	9,958	362	9,981	9,865	116	319,901	317,878	2,023	98,413	97,268	1,145
200L · Support Local	6,896	7,234	(339)	6,669	6,235	434	79,110	89,964	(10,854)	65,758	67,995	(2,237)
200Q · Support QLD	11,466	10,982	484	11,091	10,880	211	48,269	46,230	2,039	44,642	43,794	848

YTD Progress

Cumulative Actual to Budget — PlantNursery

JUL 2017 - JUN 2018

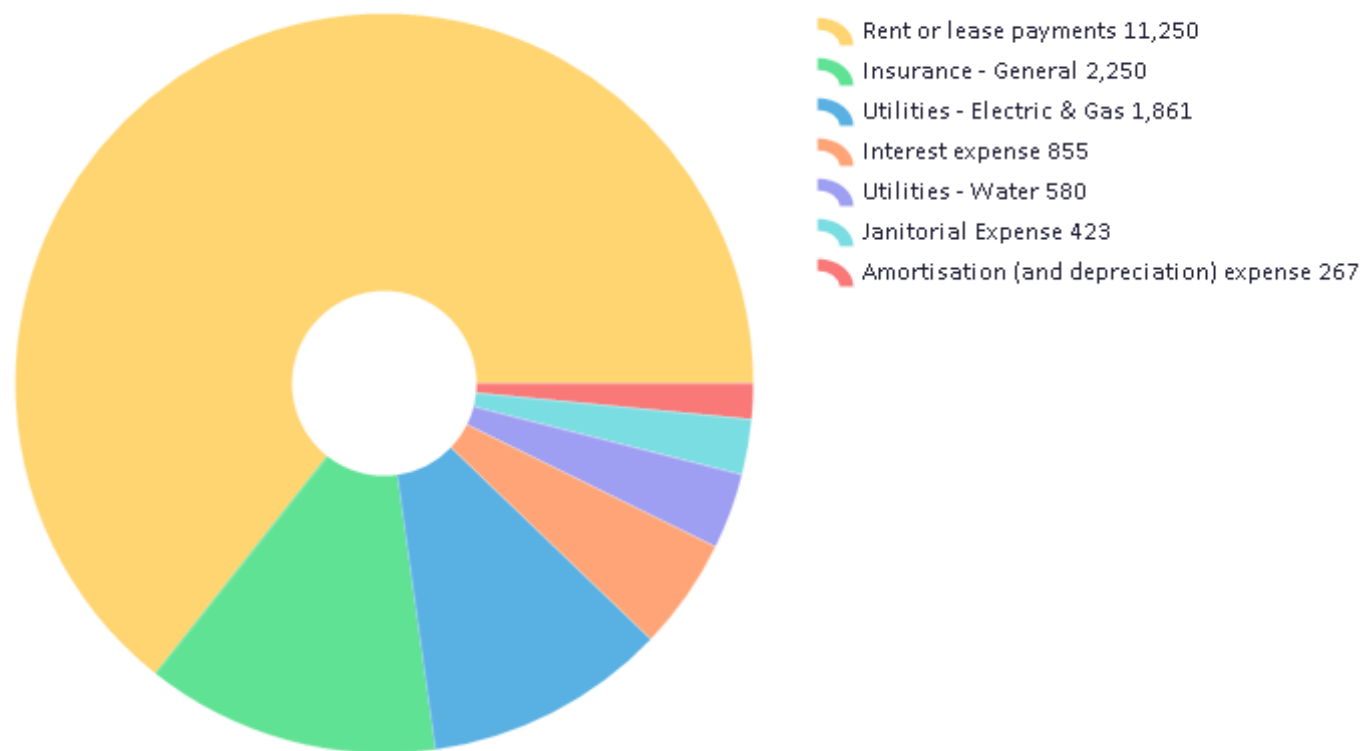


Analyse

Account Breakdown — Sand Castle Company

JUL 2015 - FEB 2016

Actuals



Calxa Donations

Check out connectingup.org

