Resist Steering Committee Meeting, Feb. 7, 2010

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RESIST Board Meeting  
February 7, 2010  
Business Meeting Minutes


1. **Decision:** December 2009 Board Meeting Minutes Approved

2. Review/Reflect/Evaluate Grantmaking

   Some Questions to be addressed by Grantmaking Committee:
   
   a) There seems to be a lack on consistency in applying the Organizational Diversity criteria (rural/urban; states that have diverse populations and those that do not, etc.)
   
   b) Some organizing strategies need more discussion - online organizing, coffee houses, student organizing, GI Rights
   
   c) Do we always defer decisions when we do not have enough references? When do we decide on the grant anyway rather than differing them?
   
   d) How to address issues that come up when board members have a question about a group that has been screened out by the grants committee.
   
   e) Discussion around number of proposals at each meeting. Do we want to divide the proposals so not every board member has to read all the proposals?

3. Committee Business

   I. Executive Committee

   The Executive Committee thanked the Board R & R Committee – Cynthia, Ragini, Miabi and Ravi - for their work on the Board Retreat.

   Robin will be on sabbatical starting June 15 – September 15. We need to find someone to fill in while she is gone. The person needs to start early enough to allow for some overlap between them.

   The term for some current Board Officers on the Executive Committee will expire. We will need to elect new officers at the April Board Meeting. Members whose terms expire include: Jim (Treasurer), Kay (President), and Mark (At-large).

   **Decision:** The Finance Committee nominated Becca for Treasurer. Approved Unanimously

   We need to elect a President and an At-large member in April. R and R Committee will recruit for these positions.
II. Finance Committee

RESIST ended last year with a deficit of about $20,752. This is due to the Board’s decision to spend some of the anticipated gift of 100K in 2009. The gift will not come in till after the year ended. The financial report presented at the meeting is a draft; numbers will change somewhat by the time the audit is completed.

The audit process this year is much more vigorous than in previous years due to changes in the law. There are many additional requirements including a greater review by the board. We had a grace period last year.

(Please see RESIST Finance Narrative for more on last year’s finances)

Discussion on the Budget:

The Finance Committee is planning to propose a 3-5 year budget, which will allow us to do better long-term financial planning.

There were some concerns expressed about the percentage of money given out in grants. Question about whether there is a threshold below which we would not go?

What is the distinction between political education and fundraising? Is the goal of the website and newsletter to raise funds? From the early days of RESIST political education was seen as an important part of the program work of the organization. 90% of the website and the newsletter have a programmatic focus; therefore 90% of the expenses for them are on the Political Education (program) portion of the budget. The auditors make the final determination about percentages allocated to fundraising and political education.

Decision: 2010 Proposed Budget - Approved Unanimously

(Please see RESIST 2010 Budget Narrative for more on the 2010 Budget)

III. Fundraising Committee

The Fundraising Committee is going to lead a Major Donor campaign from March 8 – April 30. There will be a major donor “ask” training, for board members who might be interested, on March 10 with Buzz Harris who is a fundraising consultant with RESIST.

The Spring Appeal will be mailed out on Feb. 22. Appeals are much more successful if they are personalized, including hand written addresses. Please stop by the office if you are able to help with this.

As part of the Major Donor Campaign, each Board Member will be asked to develop and maintain a personal relationship with a few donors. Malika will speak with individual board members about this.
There is going to be a fundraising House Party in NYC on April 11 or 18. Need folks to help on the planning committee. The event will be a Sunday Brunch.

IV. Communications Committee:

The Communications Committee passed out Newsletter Ideas for 2010. They are looking for suggestions for Authors & Articles.

People really like the two color Newsletters!

V. Grants Committee

Miabi will lead the political discussion at the April Board Meeting.

There was some discussion about notes from the political discussion portion of the Dec. board retreat. Some people were not sure if we should include names next to comments people made; something to consider for future political discussions.

VI. Board R. & R. Committee

There was a decision by the Board to have a standing Personnel Committee. The committee needs four members. Kay, Ravi and Melissa agreed to serve on the committee. R and R will recruit a fourth member.

The Personnel Committee will develop a job description for itself to bring back to the April Board Meeting. The Committee will conduct staff evaluations and do any follow-up that is needed and will look at staff roles/concerns.

The R and R Committee will consider options for grant review, based on discussion during the review/reflect on grantmaking. R and R will also consider ways in which to create space for all to speak during the meeting.

4. Reflections on Board Meeting

- Liked the discussion on Finances
- Great Food
- Some people spoke more than others, specially during discussions on grants
- Create space for discussions when/if a comment is made that requires a response
- Great business meeting
- More time for discussion on Budget
Multi-Year Grants

Renewals

1. Fuerza Laboral - Power of Workers $3,000
   P.O. Box 202, Central Falls, RI 02863-0202  Gregory Pehrson 401/725-2700 www.fuerza-laboral.org
   multi-year funding to empower immigrant and low-income workers to achieve fair, equal, and dignified working conditions.

2. South Carolina Progressive Network $3,000
   P.O. Box 8325, Columbia, SC 29202  Brett Bursey 803/808-3384 www.scpronet.com
   multi-year funding for a statewide coalition that works to create a grassroots mechanism for affecting public policy.

New

3. Jobs with Justice - Rhode Island $3,000
   280 Broadway, #201, Providence, RI 02903-3007  Camilo Viveiros 401/454-4766 www.rijwj.org
   for a coalition of labor, community, faith-based and student groups working for economic justice.
   Decision: Full
   Comments:

General Support

4. Justice Committee $3,000
   P.O. Box 1885, New York, NY 10159  Loyda Colon 212/614-5343 www.thejusticecommittee.org
   to build a movement against police violence and systemic racism through community education and direct action.
   Decision: Full
   Comments: YouTube videos were very good. Good response re: reproductive rights/abortion position.

5. Rhode Island HUD Tenant Project $2,000
   807 Broad Street, #132, Providence, RI 02907  Dania Flores-Heagney 401/270-1105 www.rihudtenant.org
   to preserve affordable housing in Rhode Island by helping tenants of HUD-subsidized housing organize to save their homes.
   Decision: Partial
   Comments: OTAG money is to enable tenants to organize- but money is running out. #11 is not strong.

6. United Campus Ministry: Center for Spiritual Growth and Social Justice $1,500
   18 North College Street, Athens, OH 45701  Melissa Wales 740/593-7301 www.ucmathens.org
   to organize for social justice among faith-based communities and allies in Appalachian Southeast Ohio.
   Decision: Partial
   Comments: Located in Appalachian Ohio. Strong supporter of lgbtq and reproductive rights since their beginning. Connect people to issues beyond themselves. Use an organizing tool that is appropriate to their community. Act as a bridge between the university and the town. Challenge students re broad justice based issues and town re: lgbtq and reproductive rights issues.
Health/AIDS/Disability Rights

7. Civilian Medical Resources Network
309 Valverde Street, Taos, NM 87571 Howard Waitzkin 575/758-4647 www.civilianmedicalresources.net
to organize around the unmet medical and psychological needs of GIs as a means of working towards peace and the reduction of militarism.

Decision: No
Comments: Has it moved beyond service? Unsophisticated answers to #11. Unclear if there is any discussion within the organization of the impact of immigration status on serving GIs and their access to health care. Need technical assistance to help them develop an organizing strategy. Need to expand political vision (especially answers to #4).

8. NARAL Pro-Choice Wyoming
P.O. Box 271, Laramie, WY 82073 Sharon Breitweiser 307/742-9189
to ensure that all women are guaranteed meaningful access to a full range of reproductive choices, through education, training, organizing, legal action and public policy.

Decision: No
Comments: Unclear where current race analysis is at. Have been a successful watchdog around anti-choice legislation in state. Planned Parenthood in Wyoming does not do abortions. Help people to cross state lines to get access. Need better application with details.

9. North Dakota Disability Advocacy Consortium
Defer
400 E Broadway, #402, Bismarck, ND 58501 Jim Moench 701/223-0347 www.nddac.org
to organize for full inclusion of persons with disabilities in their own home and community.

Decision: Defer
Comments: Do they have a broader social justice analysis. How do they work with other groups? Is there more than just a conference? As them to speak to their vision of justice. Need more references.

Middle East

10. Al-Awda New York: Palestine Right to Return Coalition
Defer
7201 5th Avenue, Brooklyn, NY 11209 Lamis Deek 718/228-8636 www.al-awdany.org
to empower Palestinian and Arab immigrant communities to organize for human and legal rights, including the Palestinian right to return.

Decision: Defer
Comments: Did not address right of return in application. Are they sectarian? Unclear if work with other groups doing Middle East work- talk mostly about work with Malcolm X and DRUM. Need more information/references re: Palestinian activist groups in New York.

Peace/Anti-Militarism

11. Fort Hood Support Network
$3,000
1210 Norwood Road, Austin, TX 78722 Alice Embree 512/459-4819 www.underthehoodcafe.org
to create a safe space for service-members, military families and veterans to discuss the hardships of military life, including command abuse, PTSD, sexual trauma, deployment, and GI rights.

Decision: Full
Comments: Support court martialed soldiers. Code Pink members on their board. Do they have a surplus? In the letter ask re: reproductive rights position/Hyde Amendment.
12. Northwest Suburban Peace & Education Project $1,000
3418 West Medill Avenue, Chicago, IL 60647-2422 Elizabeth Frank 773/292-0041 www.nwsubpep.org
to conduct counter-recruitment campaigns in public high schools located in the northwest suburbs of Chicago.

Decision: Partial
Comments: In two years have gained access to all 6 high schools in the district. Recognize their faults. Great reference. Little diversity given located in suburbs of Chicago.

Prisoners’ Rights

13. Coalition for Parole Restoration $1,500
P.O. Box 1379, New York, NY 10013-0877 James Ritter 888/590-9212 www.parolecpr.org
to assist people in prison in obtaining parole release and to assist formerly incarcerated persons and their families with transition and re-entry.

Decision: Partial
Comments: They work in coalition with groups doing important work in New York. Whole board is prison-affected. Interesting tactic to have prisoners do 12 hours of service with them upon release - but is it mostly service oriented?

14. Prison Activist Resource Center $2,000
387 17th Street, #208, Oakland, CA 94612 Taeva Shefler 510/893-4648 www.prisonactivist.org
to expose and challenge the institutionalized oppressions in the prison industrial complex.

Decision: Partial
Comments: Mostly an on-line resource. Families do tap in to it. Prisoners do not have access directly. Send paper mailings to prisoners inside. Get huge number of hits on their site.

15. Students Against the Death Penalty Defer
1600 Wickersham Lane, #3084, Austin, TX 78741 Hooman Hedayati 210/601-7231 www.studentabolition.org
to advocate for the end of the death penalty through public education and youth activism.

Decision: Defer
Comments: Is it really doing work outside of Texas? Need more references to speak to their national work.

Women’s Rights

16. New Mexico Women's Justice Project
P.O. Box 25501, Albuquerque, NM 87125-5501 Terri Turner 505/999-1935 www.nmwjp.org
to advocate for alternatives to incarceration by addressing the broad range of systemic barriers to social, economic and political justice faced by women, girls and their families in New Mexico.

Decision: No
Comments: Unclear if there are any ex-prisoners involved. Advocating “on behalf of” minorities. Do not recruit new members- selected by board. No prisoners or ex-prisoners in leadership.

17. Women in Transition $3,000
P.O. Box 1808, Louisville, KY 40201 Khalilah Collins 502/636-0160 www.witky.com
to organize for economic justice and rights for poor and working class people.

Decision: Full
Comments: Lost CCHD funding as a result of their stance on reproductive rights. Great references.
### Accessibility Grant

18. **ADAPT- Colorado**

201 South Cherokee Street, Denver, CO 80223  
Babs Johnson  
303/733-9324  
www.adapt.org

for an accessibility grant to enable people with disabilities to participate in organizing for full and equal access into all parts of society.

| Decision: | Full |
| Comments: | |

| Total Number of Grants: | 14 general support grants; 3 multi-year grants; 1 accessibility grant; 13 not on agenda |
| Total Amount Requested: | $54,000 |
| Total Allocation for Cycle: | $34,250 |
| Total Grants: | $17,000 general support grants; $9,000 multi-year grants; $3,000 accessibility grants |
| Total Allocated: | $29,000 |
| Total # of Grants Allocated: | 8 general support grants; 3 multi-year grants; 1 accessibility grants |
| Total # of Grants: | 12 |
Not on the Agenda
February 2010

1. 8centric
141 Dorchester Avenue, #310, South Boston, MA 02127 Jason Chou 617/872-4222 www.8centric.org
to develop community leaders by identifying social issues and creating an effective strategy to address them.
Reason: Projects: English conversational class; street clean up. Talk about "social issues" and non-profit proliferation without any specific details. No Board or oversight apparent. No significant political analysis. Asking for $3,000- but budget for 2010 is only $1,100. No links to activist groups.

2. All-Ages Movement Project
305 Harrison Street, Seattle, WA 98109 Kevin Erickson 206/965-8197 http://allages.net
for a network of all-ages music spaces and youth music organizations working for social and cultural change.
Reason: Making spaces for youth to share music by pooling resources and attempting to cross class lines. Unclear where actual organizing comes in. Have an advisory committee but no board. Have received a $150,000 three year grant.

3. Black Radical Congress
P.O. Box 24795, St. Louis, MO 63115 Jessica Watson-Crosby 314/307-3441 www.blackradicalcongress.org
to create a radical agenda among African American activists and scholars on the Left.
Reason: No real agenda other than to "be present" at the US Social Forum in Detroit. Have a biannual convention. Sounds as though local organizing committees are active- but unclear how national plays a role. Answers re: political focus are not sophisticated. No financial information.

4. Boston Interpreters Collective
81 Melville Avenue, Dorchester, MA 02124 Corry Banton 617/999-0888 www.interpreterscollective.org
to work towards language equity by providing support to non-native English speaking parents who have children in the Boston Public Schools and community-based multilingual groups working for justice.
Reason: Most of work is service based. While mention collaborations- work still seems to be more in realm of service. No charge for services. No significant discussion of the impact of language barriers or immigration status. No position on reproductive rights/abortion. No detailed political analysis. No analysis of impact of US or local policy on public schools, education reform, service loss, etc. No real analysis of disability issues and position (only "as the need arises"). Looking to go from a $350 budget to a $34,000 budget without any income plan.

5. Democratic World Federalists
55 New Montgomery Street, #225, San Francisco, CA 94105 John Sutter 415/227-4880 www.dwfed.org
to advocate a democratic, republican, secular, federal system of governing the world as a means to end wars and crimes against humanity.
Reason: Don't get me started ... "We would welcome more diverse activists. One of the problems in attracting them is a lack of interest in world governance by many persons of other backgrounds." Out of 125 members, 120 are white.

6. Feminist Action Project
c/o Gender and Sexuality Center, 1 University Station, A4400, Austin, TX 78712 Kalee Gower 281/723-2403
to develop a feminist activist conference that will focus on global justice, equality, global feminisms and activism.
Reason: Students who are trying to expand on classroom learning. No web site to help plan conference. Application reads like a class project.

7. Food for Maine's Future
3 Flower Farm Lane, Sedgwick, ME 04676 Bob St. Peter 207/615-5151 www.foodformainesfuture.org
for a food and farm advocacy organization and part of the international movement for food sovereignty.
Reason: Almost all white. No discussion of outreach for diversity- new immigrants (both farmers and non-farmers), migrant farmworkers. No specific class analysis. No position on reproductive rights/abortion- a problem given health issues associated with genetically modified organic material.
8. Frozen Film Festival
564 Market Street, #401, San Francisco, CA 94104 415/399-9895 www.frozenfilmfestival.com
to create venues for independent musicians & filmmakers to exhibit their work, build skills and highlight their talents.
*Reason:* Did not respond directly to application questions. No contact person. No organizing. No answers to #11. Diversity grid unusable.

9. Kongo
1212 Ocean Avenue, #5A, Brooklyn, NY 11230 Oneza Lafontant 718/670-3747
to provide cultural music workshops in afterschool programs, interactive performances at cultural institutions and drumming for protests, campaigns and community forums.
*Reason:* Mostly service based. Does provide some back up for activists- but no organizing. Total budget is $3,890.

10. Michigan Peaceworks
120 1/2 West Liberty, Ann Arbor, MI 48104 Laura Russello 734/761-5922 www.michiganpeaceworks.org
to work towards peace, democracy, civil right and civil liberties by taking action and educating the community at the local and state level on U.S. foreign and domestic policy.
*Reason:* Just rejected in June. No change in analysis or organizing. Diversity grid shows no movement. Avoid stating a position on reproductive rights.

11. Prax(us)
304 Elati Street, Denver, CO 80223 Dara Burwell 720/251-3263 www.praxus.org
to address the root causes of domestic human trafficking and exploitation through community organizing, policy work and education; and to provide direct services to youth via a street outreach program.
*Reason:* Majority of work is direct human services. Additional component is training service providers and community members about human trafficking work. Conduct intervention via a street outreach program using a harm reduction model. Do not have any real leadership from affected youth or people of color. All board members are white. 55% of youth served are youth of color. Incomplete information on three staff. Active volunteer numbers do not add up. Only 2 people under 21 involved - and as volunteers. Expect to almost double budget- majority based on government contracts for service.

12. Prisoners Literature Project
2022 Blake Street, Berkeley, CA 94704 Jeanette Lewicki 415/672-7858
to distribute free progressive books and prison activist resource guides to prisoners across the US.
*Reason:* No organizing. No data for Board members or key decision makers.

13. Think Outside the Bomb
P.O. Box 4099, Albuquerque, NM 87196 Chelsea Colgone 505/242-0497 http://totbtour.wordpress.com
to educate and mobilize young people to actively resist nuclear weapons and power.
*Reason:* Spent $15,000 on a 4 day conference for 50 people. Majority white. No position on reproductive rights. Not actually collaborating with local groups actively engaged at Los Alamos (e.g. Los Alamos Study Group, Embudo Valley Environmental Monitoring Group, Citizens Concerned for Nuclear Safety, etc.). Talk the talk- but do not appear to walk the walk.
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# RESIST

## Board Meeting Chair and Minutes Schedule

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January 20, 2009

Executive Committee
Resist, Inc.
259 Elm Street, #201
Somerville, MA 02144

Re: Request for a Leave of Absence

Dear Kay, Marc, Jim and Christy,

I would like to request a leave from my position here at RESIST for a period of three months. In order to minimize impact on the staff, Board and the organization itself- I request a leave from June 15, 2010 until September 15, 2010. During that time I would be available to assist staff with any specific issues that may arise, but I would not participate in the August Board meeting. During this period of time, I would use six weeks of my accumulated leave and take another six weeks of unpaid time.

In order to ensure a smooth transition, I have spoken to Catherine Joseph to discuss her availability during that time. Unless she has already taken a permanent position, she has indicated that she would be willing to cover my absence.

The cost for Catherine to cover for twelve weeks at $30/hour would be $12,000. The unpaid portion of my salary for that period would be $6,853. The cost to RESIST would be approximately $5,147.

I hope that you will consider this request favorably and I look forward to discussing it with you. Please feel free to call me if you have any questions.

Sincerely,

Robin Carton
Malika, Christy and Robin met today regarding our workloads. The following tasks are ones that need to get done but that we are unable to manage. By having Catherine Joseph take on the following pieces of work, we feel that we can reduce printing and copying costs, improve donor relations and streamline office functioning. Given the returns we expect to see, we feel that this would be a reasonable investment in this period of time.

Let us know if we can provide more information.

Robin

Proposal for Additional Time for Catherine Joseph - 2010

Fundraising Tasks
1. Revise Sage database to reflect additional names of donors to avoid duplication and unnecessary postage/printing fees.
   18 hours at $25.00/hour = $450.00

2. Edit “Caddy Items” in Sage to ensure donor preferences are honored and reduce paper costs during the transition to e-fundraising campaigns.
   22 hours at $25.00/hours = 550.00

3. Assist in year end reporting and acknowledgment- for donors, audit and budget purposes.
   25 hours at $25.00/hour = 625.00

Non-Fundraising Tasks
1. Coverage during re-entry period for Yafreisy, including reference calls, payables and general office tasks.
   15 hours at $25.00/hour = 375.00

2. Newsletter correspondence and subscription requests from prisoners.
   5 hours at $25.00/hour = $125.00

Total Cost = $2,125
RESIST Finance Narrative  
January 1, 2009 to December 31, 2009  
Accompanies Statement of Net Assets and Statement of Activities

BIG PICTURE

Our net income (income less expenses) for January 1, 2009, through December 31, 2009, was a loss of about $20,752. In our annual budget for this time period, we expected to have a net gain of $5,542.

Income is higher than expected by $48,353, Expenses are approximately $74,647 more than anticipated. This means we have a difference of approximately $26,294 between where we expected to be at this time and where we actually are. Overall, revenue is down from direct mailings: $21,226 from internal mailings $2,893 from prospect returns. In contrast, special contributions are up significantly: unsolicited donations are up about $22,024 and bequests are up $21,227. The most significant increase in expense line items is a Board authorized expenditure of an additional $30,000 on grant awards.

Bottom line: Based on these figures, the Finance Committee has only minimal recommendations for amendments to the draft annual budget for 2010.

STATEMENT OF NET ASSETS (ITEM A)

At this time, we have assets of approximately $514,631. This is about $20,000 less than we had in 2008. The decrease in assets is primarily due to an increase in expenses over revenue in 2009.

STATEMENT OF NET ACTIVITIES (ITEM B)

Revenue:

Revenue is about $48,402 higher than budgeted: $718,652 actual vs. $670,250 in the budget.

Gifts and Pledges: $37,196 higher than budgeted

- **Internal mailing** contributions are approximately $21,226 less than budgeted. Income from the pledge program is approximately $6,662 lower than expected; appeals to current donors are $12,435 lower than expected and revenue from the Newsletter is about $2,129 less than expected. It appears that these drops in revenue are correlated with reduced giving on the part of donors in response to current economic conditions.

- **Prospect mailing** contributions are $2,893 lower than expected.

- **Special Contributions** are $56,539 higher than budgeted. Unsolicited contributions were higher than expected ($22,024 over budget) and bequests were $21,227 over budget.

- **Special Events Income** is $4,776 higher than anticipated based upon the returns from the auction ($13,119), donations from an event held by Red Sun Press ($1,519), a house party ($2,486) and a raffle of Red Sox tickets ($330).
Investment Income: $13,763 more than budgeted

- *Interest and dividends* are $6,474 lower than budgeted.
- *Realized gains or losses* on the sale of investments are $9,621 less than budgeted based on the sale of a California Bond in the Bequest Fund at below 100% of value.
- *Unrealized gains or losses* on investments are $29,857 more than budgeted as a result of a rise in the stock market.

**Expenses:**

Expenses are about $74,647 more than budgeted: $739,405 actual vs. $664,758 in the budget.

**Fundraising expenses:** $21,707 more than budgeted

- *Internal mailing* costs are about $12,933 more than the budgeted amount. This reflects approximately 7,000 in costs for 2008 that were paid in 2009 and not attributed back. It also includes the Board decision to utilize funds from the Marianne Wells Estate to increase mailings to lapsed donors and pledge consultant costs of $1,755.
- *Prospect mailing* costs are $6,837 more than expected given the Board’s decision to allocate $7,000 from the Wells Estate in 2009.
- *Other Fundraising Costs* are approximately $253 less than expected given lower administrative fees incurred and the cost of promo t-shirts has not yet been allocated.

**Program expenses:** $42,097 more than budgeted

- *Grants Awards* are $40,043 more than budgeted. This reflects the Board decision to allocate $30,000 from the Wells Estate to increase grantmaking in 2009 and three checks for 2008 grants that were re-issued in 2009.
- *Grant Program expenses* are over budget by $2,419. This reflects postage, printing and equipment rental costs that are now directly allocated as program expenses.
- *Newsletter* costs are $435 less than budgeted.
- *Web site* expenses are $70 more than budgeted.

**Administrative Expenses:** $10,343 more than budgeted

- *General and Administrative* expenses are $4,919 more than budgeted. $6,200 represents increases in accounting costs as a result of charitable registration requirements and onerous changes in federal tax filings. $6,016 represents temporary help costs for Catherine Joseph to cover Yafreisy’s maternity leave.
- *Personnel and Health Insurance* expenses are $4,743 more than budgeted. There is an additional week of salary allocated in 2009 since paychecks were written on 12/31/09, but the pay period ended on 1/2/10. This may be re-allocated during the audit process. There is also approximately $3,000 in pre-paid health insurance for 2010 that should be re-allocated during the audit as well.
# Statement of Activities - Short Form

For the Period Ended December 31, 2009

<table>
<thead>
<tr>
<th></th>
<th>YTD ACTUAL 2009</th>
<th>ANNUAL BUDGET</th>
<th>+/- BUDGET</th>
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<td></td>
</tr>
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<td></td>
</tr>
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<td>Investment Income</td>
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<td></td>
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<td></td>
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<td>Internal Mailings</td>
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<td>Communications Program</td>
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<td></td>
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<td>35,835</td>
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<td>229,061</td>
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<td><strong>CHANGE IN NET ASSETS</strong></td>
<td>(20,752)</td>
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<td>(26,294)</td>
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<td><strong>NET ASSETS, BEGINNING OF YEAR</strong></td>
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<td>535,383</td>
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<td><strong>NET ASSETS, END OF YEAR</strong></td>
<td>514,631</td>
<td>540,925</td>
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</table>
RESIST
2010 Budget Narrative - Draft

Fiscal Overview

This budget was prepared as the result of a look back at trends over a five year period of RESIST income and expenses. Line item increases or decreases are proposed based upon that trend analysis.

Prior Fiscal Policy:
In 1996 the Board voted that:
1. All restricted funds must be maintained at current principal levels. The RESIST Funds Account includes: the Loan Fund, the RESIST Endowment, the Holmes Memorial Fund and the Cohen Memorial Fund. Currently, this account totals approximately $135,617.
2. RESIST will maintain $25,000 in cash on hand each year in the Operating Fund to cover the costs of any prospecting mailing (later amended to cover any temporary cash shortfall).
3. RESIST will reserve $35,000 to cover any unanticipated expenses which might arise during the course of a single year. Based on current budget expansion this totals $70,000.

As a result, the total fund balances which RESIST should not fall below is $175,000. However, actual spending needs suggest fund balances should not fall below $210,000.

In 2006 the Board voted that:
1. Bequest Income
Income generated from investment of the principal of Phil Schleimer's bequest may be considered part of RESIST's regular income stream and can be used for general operating expenses.

2. Bequest Principal
The principal of Phil Schleimer's bequest can only be used for the specific purpose of developing long term and sustainable programs (e.g. a major donor program). Any amounts used from the principal to fund these programs must be returned within a reasonable period. An appropriate use of the principal assets for long term and sustainable programs should be determined on a case-by-case basis by the Finance Committee. The principal should not be used to augment RESIST's regular income stream and pay for general operating expenses.

3. Ordinary Expenses and Income
In order to engage in appropriate fiscal management and ensure the long-term health of the organization, the Board must ensure that ordinary income is sufficient to cover ordinary expenses. In the event that ordinary income is incapable of covering ordinary expenses, the Board should either raise additional income or cut expenses.

In 2007 the Board voted to:
Balance the FY08 budget utilizing approximately $41,000 of the Phil Schleimer bequest principal to offset new development costs. The Board voted that this amount be re-paid to the Fund within three years.

In 2009 the Board voted on the use of the distribution of $100,000 from the Estate of Marianne Wells as follows:
1. Use $50,000 to boost the remaining 3 grant cycles of 2009 and use any leftover funds in 2010.
2. Use $10,000 to upgrade and make changes to the Newsletter and the website.
3. Use $3,000 in 2010 to increase the Newsletter budget for printing expenses.
4. Use $28,100 to implement a major donor program and boost direct mail efforts.

The FY'10 Budget takes these policies into account and reflects that RESIST can no longer spend down its assets.
FY 2010 Special Notes

Major Donor Solicitations and Program Costs
This budget reflects projections of an increase in income of 5% from current major donors in 2010 (approximately $10,000). Major donors are defined as donors giving over $500 in a single year. The Fundraising Committee has been analyzing major donor giving and is basing this assessment on implementation of a new major donor campaign in 2010. Increases will be shown in this budget across categories, rather than in a single line item.

While this budget currently reflects income anticipated from the new major donor program, it also includes expenses- which should total approximately $6,000. At this time, these expenses are in the Travel and Meeting section under General and Administrative Expenses.

Special Event Income/Expenses
This budget reflects a financial request of $500 for expenses related to planning or hosting special events such as house parties in 2010. It includes revenue projections of $6,500 from special event fundraising- $500 from a raffle of Red Sox tickets and $6,000 from house parties.

Professional Fees/Accounting
There have been and will continue to be significant increases in this line item. These increases are due to: 1) costs affiliated with charitable registration in each state; and 2) increased oversight required by the IRS. At the direction of the Finance Committee, Meredith Smith has been handling the initial and annual registrations. It would have cost over $6,000 annually to contract this out- but Meredith will have billed approximately $2,500 for this task. The IRS has dramatically increased the level of scrutiny required by auditors for nonprofit organizations. This means that the amount of information that RESIST must provide to Linda Smith will increase as well as the corresponding time she will be required to spend reviewing and testing the data. Because of our size, RESIST had an extra year to comply with the new standards- but in 2010 the new standards will be in place.

Benchmarks:
In the past, RESIST’s direct grant program and communications expenses (exclusive of administration of the programs) have been close to or exceeding 50% of the total annual budget. In the last several years, as expenses have outpaced income, grant spending has not be able to remain stable as other costs have increased. As a result, direct program expenses are now approximately 41% of the annual budget, our long term goal is to bring this ratio back up to 50% or more.

Bottom Line
This surplus budget reflects a surplus based upon the anticipation of a $100,000 bequest from the Estate of Marianne Wells, which should be disbursed in March 2010. This budget will need to be re-visited after: 1) FY09 income and expenses are finalized; and 2) finalization of major donor program expenses to determine if additional changes are needed.
Income

Income Projections

Internal and External mailing Income: Increases predicted from internal and external mailings total 15% ($64,061 more than received for FY09). Pledge income is projected to increase by 11% ($15,003) based upon pledge drives, electronic funds transfers, credit card gifts and list clean up. Newsletter income is projected to rise by 14% ($6,734) as donors have adjusted to the reduction in Newsletter issues and in response to the hiring of a dedicated communications staff person. Renewal mailing income will increase by 16% ($30,560) based upon improving market conditions and lowered job loss predictions in FY10. Increased numbers of donors retained through prospect mailings and better coordination of Newsletter, house and prospecting solicitations will assist in this projection. Prospect income is projected to increase by 26% ($11,764) based upon current economic trends and response rates. RESIST conducted three prospect appeals in 2007, two appeals in 2008 and 2009 and will only conduct two in 2010. However, the prospect mailings in 2010 will be to larger numbers of people and will include development of a new fundraising package.

Special Contributions: Unsolicited donations are expected to decrease by approximately 10% ($18,259) from FY09 budget projections. Foundation dollars are expected to decrease by $7,000 with continued $10,000/year donations from the Bardon-Cole Foundation. Bequests will increase $68,773 based upon the anticipated distribution from the Estate of Marianne Wells. As a result, Special Contributions will show an increase of $44,676

Board Fundraising: Board fundraising is no longer an integral part of the budget (approximately $2,000). In FY09 it does not appear that members will meet their fundraising goals; the FY10 budget reflects this.

Special Event Income: Income from Special Event fundraising is projected at $6,500. It includes revenue projections of $6,000 from house parties and $500 from an on-line raffle of Red Sox tickets.

Investment Income: Projected $1,500 increase in comparison to FY09 based on current market projections.

Sales: T-shirts sales are projected to increase $362 with the addition of a new t-shirt line.

Restricted Income: In 2008 the Board voted to set up an additional named fund in Memory of Sharon Kurtz, a RESIST donor who passed away in FY08. The budget reflects a projection of an additional $1,000 to be raised in FY10. $150 represents annual contributions to the Holmes Memorial Fund.

Total Income: Projection is for approximately $87,228 more in revenue in comparison to FY09 (a 12% increase). The majority of this increase is from bequests, with the remaining $36,000 income increase from RESIST’s ongoing fundraising strategies.

Fund-raising Strategies Proposed for 2010

RESIST’s income to expense ratio has decreased over the last few years (with the exception of increased 40th Anniversary giving in 2007). Whereas RESIST benefited from the economic boom of the 1990s, RESIST has continued to experience a proportional drop during the economic downturn of the current market. RESIST has also been negatively impacted by the re-direction of donor funds in response to general elections, political crisis and natural disasters. This is congruent with the experience of other social justice foundations- which have reported a reduction in both major and sustaining gifts. Given that RESIST will also encounter some decreases in the traditional sources of funding, two emphases are suggested for the coming year:

1. Increase outreach to potential major donor and corporate sponsors.
   Implement a new long-term sustainable income stream. Board members should work in conjunction with Malika to make calls to current major donors.
2. Expand the base through expansion of prospect mailing program. 
RESIST will continue to engage in an aggressive donor acquisition project. It is important to maintain donor acquisition to offset (and move past) donor attrition. The costs and benefits of this strategy are already included in the FY10 budget.

3. Hold two house parties to increase giving

4. Expand Use of Electronic Technology to Increase E-Giving
Given the drop in giving from e-newsletter recipients, expand the use of electronic technology to increase donations from e-newsletter recipients and other donors. This will go hand-in-hand with the upgrades to the web site.

Expenses

Fundraising Costs
Renewal Mailings: A 5% increase in costs ($1,816) reflects higher printing, postage and mailhouse expenses.

Prospect Mailings: A 6% increase in costs reflects two mailings that will be sent out in FY10 to a larger number of recipients. This may also impact income and should be monitored.

Program Costs
Grants: Grantmaking will be level funded. These funds are part of the 2010 Board allocation from the Wells Estate. This budget includes funding for Holmes, Kurtz and Salzman grant awards.

Communications: Newsletter costs are anticipated to increase by approximately $1,465. This maintains four of the six issues at eight pages in length rather than the standard twelve and reflects printing and postage increases. $3,000 is also allocated to a consultant from the Marianne Wells bequest to assist with shaping RESIST’s message for the public. Web site and internet costs include an additional $7,000 approved by the Board for web redesign and migration costs.

Administrative Costs
Personnel: A 2% increase in this line item of $3,901 primarily reflects a small staff raise and health insurance cost increases. FY09 salaries reflect a 2% raise, but do not contain a cost of living adjustment. The Bureau of Labor Statistics is currently predicting no cost of living increase over 2009. Health insurance is predicted to have a $3,000 increase in FY10.

State Filing Fees: Represents the costs of annual charitable registration fees.

Administrative Fees: This line item represents fees paid for e-fundraising to Groundspring and Network for Good. It also includes credit card processing fees paid to Sage.

Equipment Rental and Maintenance: This line item reflects rental fees for the copier; Pitney Bowes postage meter; and Poland Spring water cooler. The copier and postage meter costs have been allocated across categories (grants, fundraising and administration). These items do not reflect significant increases over current costs.

Additional Information

The FY2010 Budget reflects a surplus based upon the anticipated receipt of the bequest from the Estate of Marianne Wells. Given the need to re-pay the $41,000 taken from the Schleimer Fund - the Board should consider establishing an amount as the third installment on re-paying the loan.
## 2010 Budget - 2nd Draft

### Income

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<tr>
<th>Category</th>
<th>FY06</th>
<th>FY07</th>
<th>FY08</th>
<th>Budget 2009</th>
<th>FY09 YTD</th>
<th>Budget 2010</th>
<th>% Change</th>
</tr>
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### Expenses

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<td>Internal Mailing Costs</td>
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<th>FY07</th>
<th>FY08</th>
<th>Budget 2009</th>
<th>FY09 YTD</th>
<th>Budget 2010</th>
<th>% Change</th>
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<td>Grants</td>
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<td>Website</td>
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<td>$1,570</td>
<td>$8,500</td>
<td>567%</td>
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<tr>
<td><strong>Total Program Costs</strong></td>
<td>$333,170</td>
<td>$346,362</td>
<td>$306,946</td>
<td>$277,970</td>
<td>$320,567</td>
<td>$333,030</td>
<td>120%</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Category</th>
<th>FY06</th>
<th>FY07</th>
<th>FY08</th>
<th>Budget 2009</th>
<th>FY09 YTD</th>
<th>Budget 2010</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Personnel</td>
<td>$181,305</td>
<td>$192,029</td>
<td>$233,406</td>
<td>$229,061</td>
<td>$233,804</td>
<td>$237,705</td>
<td>104%</td>
</tr>
<tr>
<td>General and Administrative</td>
<td>$65,611</td>
<td>$76,168</td>
<td>$82,793</td>
<td>$77,175</td>
<td>$82,094</td>
<td>$96,610</td>
<td>125%</td>
</tr>
<tr>
<td>Board Expenses</td>
<td>$1,712</td>
<td>$1,815</td>
<td>$1,385</td>
<td>$1,550</td>
<td>$2,232</td>
<td>$1,900</td>
<td>123%</td>
</tr>
<tr>
<td><strong>Total Other Costs</strong></td>
<td>$248,628</td>
<td>$270,012</td>
<td>$317,584</td>
<td>$307,786</td>
<td>$318,130</td>
<td>$336,215</td>
<td>109%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Category</th>
<th>FY06</th>
<th>FY07</th>
<th>FY08</th>
<th>Budget 2009</th>
<th>FY09 YTD</th>
<th>Budget 2010</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total Expenses</strong></td>
<td>$653,580</td>
<td>$743,515</td>
<td>$704,488</td>
<td>$664,708</td>
<td>$739,406</td>
<td>$771,695</td>
<td>116%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Category</th>
<th>FY06</th>
<th>FY07</th>
<th>FY08</th>
<th>Budget 2009</th>
<th>FY09 YTD</th>
<th>Budget 2010</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total Income (Loss)</strong></td>
<td>$139,983</td>
<td>$49,111</td>
<td>($82,293)</td>
<td>$5,542</td>
<td>($20,754)</td>
<td>$34,187</td>
<td>617%</td>
</tr>
</tbody>
</table>

### Other Income/Expense

<table>
<thead>
<tr>
<th>Category</th>
<th>FY06</th>
<th>FY07</th>
<th>FY08</th>
<th>Budget 2009</th>
<th>FY09 YTD</th>
<th>Budget 2010</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Receivables</td>
<td>$370,059</td>
<td>$28,759</td>
<td>$0</td>
<td>$0</td>
<td>$2,615</td>
<td>$0</td>
<td>100%</td>
</tr>
<tr>
<td><strong>Net Income (Loss)</strong></td>
<td>$510,042</td>
<td>$77,870</td>
<td>($82,293)</td>
<td>$5,542</td>
<td>($18,139)</td>
<td>$34,187</td>
<td>617%</td>
</tr>
<tr>
<td>Income</td>
<td>2006</td>
<td>2007</td>
<td>2008</td>
<td>2009 Budget</td>
<td>2009 YTD</td>
<td>2010 Budget</td>
<td>Change</td>
</tr>
<tr>
<td>-------------------------------------</td>
<td>-----------</td>
<td>-----------</td>
<td>-----------</td>
<td>-------------</td>
<td>------------</td>
<td>-------------</td>
<td>---------</td>
</tr>
<tr>
<td><strong>Internal Mailings</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Pledges</td>
<td>132,425</td>
<td>154,284</td>
<td>140,008</td>
<td>147,000</td>
<td>140,338</td>
<td>155,341</td>
<td>111%</td>
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<td>Newsletter</td>
<td>33,248</td>
<td>37,883</td>
<td>42,725</td>
<td>52,000</td>
<td>49,871</td>
<td>56,605</td>
<td>114%</td>
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<tr>
<td>ABC/House mailings</td>
<td>188,075</td>
<td>176,900</td>
<td>198,548</td>
<td>200,000</td>
<td>187,565</td>
<td>218,125</td>
<td>116%</td>
</tr>
<tr>
<td><strong>Total Internal Mailings</strong></td>
<td>353,748</td>
<td>369,067</td>
<td>381,280</td>
<td>399,000</td>
<td>377,774</td>
<td>430,071</td>
<td>114%</td>
</tr>
<tr>
<td><strong>Prospecting</strong></td>
<td>49,499</td>
<td>62,166</td>
<td>58,955</td>
<td>48,000</td>
<td>45,107</td>
<td>56,871</td>
<td>126%</td>
</tr>
<tr>
<td><strong>Special Contributions</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Bequests</td>
<td>0</td>
<td>0</td>
<td>44,862</td>
<td>30,000</td>
<td>51,227</td>
<td>120,000</td>
<td>234%</td>
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<tr>
<td>Board Fundraising</td>
<td>1,690</td>
<td>1,834</td>
<td>900</td>
<td>5,000</td>
<td>100</td>
<td>2,000</td>
<td>2000%</td>
</tr>
<tr>
<td>Employer Matching Grants</td>
<td>1,081</td>
<td>341</td>
<td>740</td>
<td>600</td>
<td>293</td>
<td>400</td>
<td>137%</td>
</tr>
<tr>
<td>Foundations</td>
<td>30,000</td>
<td>0</td>
<td>2,000</td>
<td>3,500</td>
<td>22,000</td>
<td>15,000</td>
<td>68%</td>
</tr>
<tr>
<td>Unsolicited</td>
<td>143,845</td>
<td>198,285</td>
<td>155,745</td>
<td>155,500</td>
<td>177,524</td>
<td>159,265</td>
<td>90%</td>
</tr>
<tr>
<td>Holmes Memorial Fund</td>
<td>600</td>
<td>150</td>
<td>150</td>
<td>150</td>
<td>150</td>
<td>150</td>
<td>100%</td>
</tr>
<tr>
<td>Kurtz Memorial Fund</td>
<td>0</td>
<td>0</td>
<td>8,625</td>
<td>1,845</td>
<td>1,000</td>
<td></td>
<td>54%</td>
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<tr>
<td><strong>Total Special Contributions</strong></td>
<td>177,216</td>
<td>200,610</td>
<td>213,022</td>
<td>196,600</td>
<td>253,139</td>
<td>297,815</td>
<td>118%</td>
</tr>
<tr>
<td><strong>Special Event Income</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Auction</td>
<td>0</td>
<td>13,179</td>
<td>200</td>
<td>10,000</td>
<td>13,119</td>
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<td>Advertising</td>
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<td>8,976</td>
<td>0</td>
<td>0</td>
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<td>0%</td>
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<td>Corporate Sponsors</td>
<td>1,500</td>
<td>2,750</td>
<td>956</td>
<td>0</td>
<td>1,591</td>
<td>0</td>
<td>0%</td>
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<td>House Parties</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>2,750</td>
<td>2,486</td>
<td>6,000</td>
<td>241%</td>
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<td>In-Kind Gifts or Services</td>
<td>0</td>
<td>2,042</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0%</td>
</tr>
<tr>
<td>Individual Donors</td>
<td>14,200</td>
<td>77,047</td>
<td>185</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0%</td>
</tr>
<tr>
<td>Misc Income</td>
<td>0</td>
<td>720</td>
<td>992</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0%</td>
</tr>
<tr>
<td>Organizational Sponsors</td>
<td>0</td>
<td>1,500</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0%</td>
</tr>
<tr>
<td>Raffle</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>330</td>
<td>500</td>
<td>152%</td>
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<tr>
<td>Ticket Sales</td>
<td>0</td>
<td>10,220</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0%</td>
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<tr>
<td><strong>Total Special Event Income</strong></td>
<td>15,700</td>
<td>116,434</td>
<td>2,333</td>
<td>12,750</td>
<td>17,526</td>
<td>6,500</td>
<td>37%</td>
</tr>
<tr>
<td><strong>Other Revenue</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fiscal Sponsorship Fees</td>
<td>190</td>
<td>250</td>
<td>167</td>
<td>200</td>
<td>143</td>
<td>200</td>
<td>140%</td>
</tr>
<tr>
<td>In Kind Goods or Services</td>
<td>18</td>
<td>202</td>
<td>25</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0%</td>
</tr>
<tr>
<td>NWTRCC</td>
<td>3,758</td>
<td>4,048</td>
<td>2,909</td>
<td>1,525</td>
<td>1,554</td>
<td>1,600</td>
<td>103%</td>
</tr>
<tr>
<td>Royalties</td>
<td>419</td>
<td>142</td>
<td>90</td>
<td>75</td>
<td>76</td>
<td>75</td>
<td>98%</td>
</tr>
<tr>
<td>T-Shirt Sales</td>
<td>1,263</td>
<td>4,260</td>
<td>1,868</td>
<td>1,250</td>
<td>638</td>
<td>1,000</td>
<td>157%</td>
</tr>
<tr>
<td>T-Shirt Expenses</td>
<td>(582)</td>
<td>(1,928)</td>
<td>40</td>
<td>(750)</td>
<td>(2,667)</td>
<td>(750)</td>
<td>-831%</td>
</tr>
<tr>
<td><strong>Total Other Revenue</strong></td>
<td>5,066</td>
<td>6,974</td>
<td>5,099</td>
<td>2,300</td>
<td>(256)</td>
<td>2,125</td>
<td>-831%</td>
</tr>
<tr>
<td><strong>Investment Income</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Dividends and Interest</td>
<td>10,372</td>
<td>16,262</td>
<td>15,619</td>
<td>11,500</td>
<td>5,026</td>
<td>7,500</td>
<td>149%</td>
</tr>
<tr>
<td><strong>Total Investment Income</strong></td>
<td>10,372</td>
<td>16,262</td>
<td>15,619</td>
<td>11,500</td>
<td>5,026</td>
<td>7,500</td>
<td>149%</td>
</tr>
<tr>
<td>Realized Gain (Loss)</td>
<td>(2,851)</td>
<td>530</td>
<td>(4,896)</td>
<td>100</td>
<td>(9,521)</td>
<td>0</td>
<td>0%</td>
</tr>
<tr>
<td>Unrealized Gain (Loss)</td>
<td>8,512</td>
<td>5,644</td>
<td>(49,275)</td>
<td>0</td>
<td>29,857</td>
<td>5,000</td>
<td>17%</td>
</tr>
<tr>
<td><strong>Total Income</strong></td>
<td>617,262</td>
<td>777,687</td>
<td>622,138</td>
<td>670,250</td>
<td>718,654</td>
<td>805,882</td>
<td>112%</td>
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</tbody>
</table>
## Expense

### Internal Mailing Costs

**Pledge Program**

<table>
<thead>
<tr>
<th></th>
<th>2006</th>
<th>2007</th>
<th>2008</th>
<th>2009 Budget</th>
<th>2009 YTD</th>
<th>2010 Budget</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Printing</td>
<td>2,580</td>
<td>1,713</td>
<td>1,460</td>
<td>1,750</td>
<td>2,175</td>
<td>2,300</td>
<td>106%</td>
</tr>
<tr>
<td>Postage</td>
<td>1,545</td>
<td>1,607</td>
<td>1,771</td>
<td>1,675</td>
<td>1,484</td>
<td>1,675</td>
<td>113%</td>
</tr>
<tr>
<td>Mailhouse</td>
<td>775</td>
<td>1,540</td>
<td>2,099</td>
<td>2,285</td>
<td>2,295</td>
<td>2,600</td>
<td>113%</td>
</tr>
<tr>
<td>Consultant</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>1,755</td>
<td>0</td>
<td>0%</td>
</tr>
</tbody>
</table>

**Total Pledge Program**

|          | 4,901 | 4,860 | 5,330 | 5,710       | 7,709    | 6,575       | 85%     |

### ABC/House Mailings

<table>
<thead>
<tr>
<th></th>
<th>2006</th>
<th>2007</th>
<th>2008</th>
<th>2009 Budget</th>
<th>2009 YTD</th>
<th>2010 Budget</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Printing</td>
<td>5,530</td>
<td>4,779</td>
<td>6,654</td>
<td>6,400</td>
<td>7,800</td>
<td>9,500</td>
<td>122%</td>
</tr>
<tr>
<td>Postage</td>
<td>4,068</td>
<td>5,908</td>
<td>4,337</td>
<td>3,750</td>
<td>4,554</td>
<td>6,000</td>
<td>132%</td>
</tr>
<tr>
<td>Mailhouse</td>
<td>2,395</td>
<td>4,491</td>
<td>3,286</td>
<td>5,600</td>
<td>9,892</td>
<td>10,250</td>
<td>104%</td>
</tr>
<tr>
<td>Consultant</td>
<td>2,714</td>
<td>6,355</td>
<td>8,424</td>
<td>9,250</td>
<td>13,688</td>
<td>12,000</td>
<td>88%</td>
</tr>
</tbody>
</table>

**Total ABC/House Mailings**

|          | 14,707 | 21,533 | 22,701 | 25,000       | 35,934   | 37,750       | 105%    |

**Total Internal Mailing Costs**

|          | 19,607 | 26,393 | 28,031 | 30,710       | 43,643   | 44,325       | 102%    |

### Prospect Mailing Costs

<table>
<thead>
<tr>
<th></th>
<th>2006</th>
<th>2007</th>
<th>2008</th>
<th>2009 Budget</th>
<th>2009 YTD</th>
<th>2010 Budget</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Printing</td>
<td>11,801</td>
<td>20,883</td>
<td>15,825</td>
<td>14,138</td>
<td>15,472</td>
<td>16,000</td>
<td>103%</td>
</tr>
<tr>
<td>Postage</td>
<td>15,495</td>
<td>23,893</td>
<td>16,200</td>
<td>14,572</td>
<td>17,404</td>
<td>16,500</td>
<td>95%</td>
</tr>
<tr>
<td>Mailhouse</td>
<td>5,870</td>
<td>10,315</td>
<td>6,682</td>
<td>6,003</td>
<td>6,201</td>
<td>7,000</td>
<td>113%</td>
</tr>
<tr>
<td>Consultants</td>
<td>10,704</td>
<td>12,580</td>
<td>6,096</td>
<td>5,603</td>
<td>9,115</td>
<td>8,000</td>
<td>156%</td>
</tr>
<tr>
<td>Photos and Graphics</td>
<td>200</td>
<td>570</td>
<td>840</td>
<td>783</td>
<td>1,010</td>
<td>1,000</td>
<td>99%</td>
</tr>
<tr>
<td>List Rentals</td>
<td>5,249</td>
<td>7,752</td>
<td>4,659</td>
<td>4,133</td>
<td>6,415</td>
<td>6,000</td>
<td>94%</td>
</tr>
</tbody>
</table>

**Total Prospect Mailing Costs**

|          | 49,319 | 75,992 | 50,301 | 45,067       | 51,617   | 54,500       | 106%    |

### Special Events

<table>
<thead>
<tr>
<th></th>
<th>2006</th>
<th>2007</th>
<th>2008</th>
<th>2009 Budget</th>
<th>2009 YTD</th>
<th>2010 Budget</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Anniversary Events</td>
<td>0</td>
<td>20,631</td>
<td>(900)</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0%</td>
</tr>
<tr>
<td>Auction</td>
<td>0</td>
<td>0</td>
<td>500</td>
<td>2,053</td>
<td>0</td>
<td>0</td>
<td>0%</td>
</tr>
<tr>
<td>Consultant</td>
<td>600</td>
<td>8,901</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0%</td>
</tr>
<tr>
<td>House Parties</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>60</td>
<td>500</td>
<td>0</td>
<td>827%</td>
</tr>
<tr>
<td>Printing</td>
<td>0</td>
<td>4,914</td>
<td>0</td>
<td>0</td>
<td>0</td>
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<td>0%</td>
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<tr>
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<td>0</td>
<td>3,248</td>
<td>0</td>
<td>913</td>
<td>0</td>
<td>0</td>
<td>0%</td>
</tr>
<tr>
<td>Mailhouse</td>
<td>0</td>
<td>846</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0%</td>
</tr>
</tbody>
</table>

**Total Special Events**

|          | 600   | 38,540 | (900) | 500         | 3,027    | 500         | 17%     |

### Misc. Fundraising Costs

<table>
<thead>
<tr>
<th></th>
<th>2006</th>
<th>2007</th>
<th>2008</th>
<th>2009 Budget</th>
<th>2009 YTD</th>
<th>2010 Budget</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Administrative Fees</td>
<td>0</td>
<td>0</td>
<td>993</td>
<td>600</td>
<td>162</td>
<td>300</td>
<td>185%</td>
</tr>
<tr>
<td>Misc. Costs</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>160</td>
<td>0</td>
<td>0%</td>
</tr>
</tbody>
</table>
| Thank You Cards
  | Printing| 55    | 60    | 60      | 100        | 0        | 100         | 0%      |
  | Postage | 975   | 1,090 | 1,395  | 1,400       | 2,100    | 1,400       | 67%     |
  | Purchase| 190   | 0     | 77     | 75          | 0        | 75          | 0%      |

**Total Thank You Cards**

|          | 1,220 | 1,150 | 1,533 | 1,575       | 2,100    | 1,575       | 75%     |

### Communications Program

<table>
<thead>
<tr>
<th></th>
<th>2006</th>
<th>2007</th>
<th>2008</th>
<th>2009 Budget</th>
<th>2009 YTD</th>
<th>2010 Budget</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Printing</td>
<td>14,968</td>
<td>20,190</td>
<td>20,932</td>
<td>18,600</td>
<td>18,180</td>
<td>18,500</td>
<td>102%</td>
</tr>
<tr>
<td>Postage</td>
<td>7,161</td>
<td>8,142</td>
<td>9,030</td>
<td>10,000</td>
<td>8,789</td>
<td>10,000</td>
<td>114%</td>
</tr>
<tr>
<td>Mailhouse</td>
<td>4,740</td>
<td>5,403</td>
<td>6,333</td>
<td>7,100</td>
<td>8,326</td>
<td>8,500</td>
<td>102%</td>
</tr>
<tr>
<td>Consultants</td>
<td>75</td>
<td>252</td>
<td>785</td>
<td>0</td>
<td>350</td>
<td>3,000</td>
<td>857%</td>
</tr>
<tr>
<td>Photos and Graphics</td>
<td>150</td>
<td>50</td>
<td>200</td>
<td>570</td>
<td>190</td>
<td>300</td>
<td>158%</td>
</tr>
</tbody>
</table>

**Total Newsletter Costs**

|          | 27,094| 34,037| 37,280| 36,270       | 35,835   | 40,300      | 112%    |

### Website & Internet

<table>
<thead>
<tr>
<th></th>
<th>2006</th>
<th>2007</th>
<th>2008</th>
<th>2009 Budget</th>
<th>2009 YTD</th>
<th>2010 Budget</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Printing</td>
<td>1,209</td>
<td>1,224</td>
<td>1,482</td>
<td>1,500</td>
<td>1,570</td>
<td>8,500</td>
<td>541%</td>
</tr>
</tbody>
</table>

**Total Communications Program**

|          | 28,302| 35,262| 38,761| 37,770       | 37,405   | 48,800      | 130%    |
### Grants Program

**Grant Allocations**

<table>
<thead>
<tr>
<th></th>
<th>2006</th>
<th>2007</th>
<th>2008</th>
<th>2009 Budget</th>
<th>2009 YTD</th>
<th>2010 Budget</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>General Support Grants</td>
<td>201,250</td>
<td>234,550</td>
<td>177,000</td>
<td>160,000</td>
<td>214,700</td>
<td>205,000</td>
<td>95%</td>
</tr>
<tr>
<td>Multi-Year Grants</td>
<td>93,000</td>
<td>54,000</td>
<td>81,000</td>
<td>69,000</td>
<td>54,000</td>
<td>60,000</td>
<td>111%</td>
</tr>
<tr>
<td>Emergency Grants</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>1,000</td>
<td>1,000</td>
<td>100%</td>
</tr>
<tr>
<td>Technical Assistance Grants</td>
<td>4,000</td>
<td>4,500</td>
<td>3,990</td>
<td>3,500</td>
<td>4,000</td>
<td>6,000</td>
<td>150%</td>
</tr>
<tr>
<td>NWTRCC Grants</td>
<td>3,845</td>
<td>3,591</td>
<td>3,334</td>
<td>3,000</td>
<td>1,343</td>
<td>3,000</td>
<td>223%</td>
</tr>
<tr>
<td>Holmes Memorial Grant</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>500</td>
<td>500</td>
<td>100%</td>
</tr>
<tr>
<td>Kurtz Memorial Grant</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>500</td>
<td>500</td>
<td>100%</td>
</tr>
<tr>
<td>Salzman Memorial Grant</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>3,000</td>
<td>3,000</td>
<td>3,000</td>
<td>100%</td>
</tr>
<tr>
<td><strong>Total Grant Allocations</strong></td>
<td>302,095</td>
<td>296,641</td>
<td>265,324</td>
<td>238,500</td>
<td>279,043</td>
<td>279,000</td>
<td>100%</td>
</tr>
<tr>
<td>Equipment Rental</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>2,605</td>
<td>2,700</td>
<td>104%</td>
</tr>
<tr>
<td>Library</td>
<td>0</td>
<td>0</td>
<td>106</td>
<td>0</td>
<td>29</td>
<td>30</td>
<td>0%</td>
</tr>
<tr>
<td>Printing</td>
<td>2,307</td>
<td>2,113</td>
<td>1,777</td>
<td>700</td>
<td>728</td>
<td>1,500</td>
<td>206%</td>
</tr>
<tr>
<td>Postage</td>
<td>465</td>
<td>597</td>
<td>977</td>
<td>600</td>
<td>757</td>
<td>1,000</td>
<td>132%</td>
</tr>
<tr>
<td>Membership and Dues</td>
<td>0</td>
<td>0</td>
<td>400</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0%</td>
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<tr>
<td><strong>Total Grants Program</strong></td>
<td>304,867</td>
<td>299,351</td>
<td>268,184</td>
<td>240,200</td>
<td>283,162</td>
<td>284,230</td>
<td>100%</td>
</tr>
</tbody>
</table>

**Personnel**

<table>
<thead>
<tr>
<th></th>
<th>2006</th>
<th>2007</th>
<th>2008</th>
<th>2009 Budget</th>
<th>2009 YTD</th>
<th>2010 Budget</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Employee Salaries</td>
<td>141,053</td>
<td>149,737</td>
<td>177,738</td>
<td>168,324</td>
<td>171,120</td>
<td>171,690</td>
<td>100%</td>
</tr>
<tr>
<td>Payroll Taxes</td>
<td>12,320</td>
<td>12,009</td>
<td>14,989</td>
<td>14,644</td>
<td>14,765</td>
<td>14,763</td>
<td>100%</td>
</tr>
<tr>
<td>Pension Plan Match</td>
<td>5,842</td>
<td>5,959</td>
<td>7,303</td>
<td>6,733</td>
<td>6,736</td>
<td>6,867</td>
<td>102%</td>
</tr>
<tr>
<td>Health Insurance</td>
<td>21,691</td>
<td>24,285</td>
<td>31,381</td>
<td>38,000</td>
<td>39,810</td>
<td>43,000</td>
<td>108%</td>
</tr>
<tr>
<td>Workers Compensation</td>
<td>399</td>
<td>806</td>
<td>(17)</td>
<td>860</td>
<td>760</td>
<td>775</td>
<td>102%</td>
</tr>
<tr>
<td>Staff Development</td>
<td>0</td>
<td>0</td>
<td>2,012</td>
<td>500</td>
<td>613</td>
<td>610</td>
<td>100%</td>
</tr>
<tr>
<td><strong>Total Personnel</strong></td>
<td>181,305</td>
<td>192,796</td>
<td>233,406</td>
<td>229,061</td>
<td>233,804</td>
<td>237,705</td>
<td>102%</td>
</tr>
</tbody>
</table>

**General and Administrative**

<table>
<thead>
<tr>
<th></th>
<th>2006</th>
<th>2007</th>
<th>2008</th>
<th>2009 Budget</th>
<th>2009 YTD</th>
<th>2010 Budget</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Advertising and Outreach</td>
<td>1,785</td>
<td>1,035</td>
<td>2,240</td>
<td>2,000</td>
<td>1,780</td>
<td>2,000</td>
<td>112%</td>
</tr>
<tr>
<td>Books &amp; Subscriptions</td>
<td>1,911</td>
<td>1,350</td>
<td>1,619</td>
<td>2,250</td>
<td>1,909</td>
<td>1,809</td>
<td>1659%</td>
</tr>
<tr>
<td>Depreciation and Amortization</td>
<td>2,412</td>
<td>1,904</td>
<td>0</td>
<td>2,250</td>
<td>0</td>
<td>2,000</td>
<td>#DIV/0!</td>
</tr>
<tr>
<td>Donated Materials and Supplies</td>
<td>0</td>
<td>2,042</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>#DIV/0!</td>
</tr>
<tr>
<td>Dues, Fees and Fines</td>
<td>2,794</td>
<td>2,847</td>
<td>3,183</td>
<td>2,500</td>
<td>5,165</td>
<td>6,000</td>
<td>116%</td>
</tr>
<tr>
<td>Bank &amp; Credit Card Fees</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>125</td>
<td>200</td>
<td>160%</td>
</tr>
<tr>
<td>Dues</td>
<td>64</td>
<td>13</td>
<td>87</td>
<td>100</td>
<td>221</td>
<td>250</td>
<td>113%</td>
</tr>
<tr>
<td>Finance Charges</td>
<td>254</td>
<td>237</td>
<td>351</td>
<td>300</td>
<td>505</td>
<td>300</td>
<td>59%</td>
</tr>
<tr>
<td>Total Dues, Fees and Fines</td>
<td>3,112</td>
<td>3,097</td>
<td>3,620</td>
<td>4,900</td>
<td>6,016</td>
<td>6,750</td>
<td>112%</td>
</tr>
<tr>
<td>Equipment Rental &amp; Maintenance</td>
<td>1,395</td>
<td>1,210</td>
<td>2,810</td>
<td>4,125</td>
<td>1,323</td>
<td>1,500</td>
<td>113%</td>
</tr>
<tr>
<td>Filing Fees - State</td>
<td>0</td>
<td>0</td>
<td>2,817</td>
<td>1,700</td>
<td>3,395</td>
<td>3,800</td>
<td>112%</td>
</tr>
<tr>
<td>Insurance</td>
<td>89</td>
<td>22</td>
<td>89</td>
<td>89</td>
<td>0</td>
<td>0</td>
<td>0%</td>
</tr>
<tr>
<td>Computer</td>
<td>2,225</td>
<td>2,225</td>
<td>2,596</td>
<td>2,300</td>
<td>2,225</td>
<td>2,300</td>
<td>103%</td>
</tr>
<tr>
<td>Director and Officers</td>
<td>734</td>
<td>1,379</td>
<td>67</td>
<td>1,000</td>
<td>782</td>
<td>1,500</td>
<td>192%</td>
</tr>
<tr>
<td>Liability</td>
<td>911</td>
<td>879</td>
<td>890</td>
<td>900</td>
<td>964</td>
<td>975</td>
<td>101%</td>
</tr>
<tr>
<td>Property</td>
<td>3,960</td>
<td>4,505</td>
<td>3,642</td>
<td>4,289</td>
<td>3,971</td>
<td>4,775</td>
<td>120%</td>
</tr>
<tr>
<td><strong>Total Insurance</strong></td>
<td>215</td>
<td>1,718</td>
<td>(460)</td>
<td>1,250</td>
<td>712</td>
<td>1,000</td>
<td>140%</td>
</tr>
</tbody>
</table>

**Occupancy expenses**

<table>
<thead>
<tr>
<th></th>
<th>2006</th>
<th>2007</th>
<th>2008</th>
<th>2009 Budget</th>
<th>2009 YTD</th>
<th>2010 Budget</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rent</td>
<td>38,542</td>
<td>39,150</td>
<td>39,150</td>
<td>40,836</td>
<td>40,838</td>
<td>42,750</td>
<td>105%</td>
</tr>
<tr>
<td>Repairs and Maintenance</td>
<td>280</td>
<td>0</td>
<td>0</td>
<td>250</td>
<td>0</td>
<td>250</td>
<td>0%</td>
</tr>
<tr>
<td>Utilities</td>
<td>4,025</td>
<td>3,510</td>
<td>3,683</td>
<td>4,000</td>
<td>3,171</td>
<td>3,750</td>
<td>118%</td>
</tr>
<tr>
<td>Sub Lease (rent)</td>
<td>(15,957)</td>
<td>(16,200)</td>
<td>(14,850)</td>
<td>(16,875)</td>
<td>(18,225)</td>
<td>(17,640)</td>
<td>97%</td>
</tr>
<tr>
<td>Sub Lease (utilities)</td>
<td>(1,352)</td>
<td>(1,444)</td>
<td>(1,137)</td>
<td>(1,600)</td>
<td>(1,027)</td>
<td>(1,500)</td>
<td>146%</td>
</tr>
<tr>
<td><strong>Total Occupancy expenses</strong></td>
<td>25,538</td>
<td>25,015</td>
<td>26,846</td>
<td>26,611</td>
<td>24,757</td>
<td>27,610</td>
<td>112%</td>
</tr>
<tr>
<td>Printing &amp; Coping</td>
<td>792</td>
<td>1,181</td>
<td>1,990</td>
<td>1,250</td>
<td>1,007</td>
<td>1,150</td>
<td>114%</td>
</tr>
<tr>
<td></td>
<td>2006</td>
<td>2007</td>
<td>2008</td>
<td>2009 Budget</td>
<td>2009 YTD</td>
<td>2010 Budget</td>
<td>Change</td>
</tr>
<tr>
<td>---------------------------</td>
<td>-------</td>
<td>-------</td>
<td>-------</td>
<td>-------------</td>
<td>----------</td>
<td>-------------</td>
<td>---------</td>
</tr>
<tr>
<td>Postage, Shipping, Delivery</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>US Post Office</td>
<td>837</td>
<td>1,177</td>
<td>1,697</td>
<td>1,500</td>
<td>516</td>
<td>750</td>
<td>145%</td>
</tr>
<tr>
<td>Postage Due/BRE Costs</td>
<td>2,083</td>
<td>2,738</td>
<td>4,587</td>
<td>3,000</td>
<td>3,629</td>
<td>4,000</td>
<td>110%</td>
</tr>
<tr>
<td>Total Postage, Shipping, Delivery</td>
<td>2,920</td>
<td>3,914</td>
<td>6,284</td>
<td>4,500</td>
<td>4,145</td>
<td>4,750</td>
<td>115%</td>
</tr>
<tr>
<td>Professional Fees</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounting</td>
<td>11,700</td>
<td>11,813</td>
<td>21,620</td>
<td>14,000</td>
<td>20,200</td>
<td>22,000</td>
<td>109%</td>
</tr>
<tr>
<td>Brokerage fees</td>
<td>789</td>
<td>2,432</td>
<td>1,376</td>
<td>1,700</td>
<td>1,810</td>
<td>1,900</td>
<td>105%</td>
</tr>
<tr>
<td>Consultant</td>
<td>185</td>
<td>520</td>
<td>0</td>
<td>0</td>
<td>90</td>
<td>0</td>
<td>0%</td>
</tr>
<tr>
<td>Temporary Help</td>
<td>2,946</td>
<td>3,006</td>
<td>410</td>
<td>0</td>
<td>6,016</td>
<td>2,575</td>
<td>43%</td>
</tr>
<tr>
<td>Total Professional Fees</td>
<td>15,620</td>
<td>17,770</td>
<td>23,406</td>
<td>15,700</td>
<td>28,116</td>
<td>26,475</td>
<td>94%</td>
</tr>
<tr>
<td>Supplies</td>
<td>2,281</td>
<td>3,343</td>
<td>3,651</td>
<td>3,000</td>
<td>3,401</td>
<td>3,500</td>
<td>103%</td>
</tr>
<tr>
<td>Telephone</td>
<td>2,501</td>
<td>2,552</td>
<td>2,488</td>
<td>2,750</td>
<td>2,621</td>
<td>2,750</td>
<td>105%</td>
</tr>
<tr>
<td>Travel &amp; Meeting Expenses</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Conference &amp; Meeting Fees</td>
<td>26</td>
<td>132</td>
<td>545</td>
<td>100</td>
<td>0</td>
<td>100</td>
<td>100%</td>
</tr>
<tr>
<td>Meals &amp; Food</td>
<td>263</td>
<td>537</td>
<td>485</td>
<td>200</td>
<td>319</td>
<td>350</td>
<td>110%</td>
</tr>
<tr>
<td>Travel</td>
<td>355</td>
<td>837</td>
<td>648</td>
<td>300</td>
<td>422</td>
<td>6,300</td>
<td>1493%</td>
</tr>
<tr>
<td>Total Travel &amp; Meeting Expenses</td>
<td>644</td>
<td>1,507</td>
<td>1,678</td>
<td>600</td>
<td>741</td>
<td>6,750</td>
<td>911%</td>
</tr>
<tr>
<td>Total General and Administrative</td>
<td>65,085</td>
<td>72,142</td>
<td>82,631</td>
<td>77,175</td>
<td>82,094</td>
<td>96,610</td>
<td>118%</td>
</tr>
<tr>
<td>Taxes</td>
<td>285</td>
<td>2,125</td>
<td>(265)</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>100%</td>
</tr>
<tr>
<td>Board Expense</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Postage</td>
<td>17</td>
<td>2</td>
<td>0</td>
<td>0</td>
<td>46</td>
<td>50</td>
<td>109%</td>
</tr>
<tr>
<td>Travel</td>
<td>1,166</td>
<td>1,416</td>
<td>1,097</td>
<td>1,250</td>
<td>1,685</td>
<td>1,350</td>
<td>80%</td>
</tr>
<tr>
<td>Food</td>
<td>529</td>
<td>397</td>
<td>287</td>
<td>300</td>
<td>500</td>
<td>500</td>
<td>0%</td>
</tr>
<tr>
<td>Total Board Expense</td>
<td>1,712</td>
<td>1,815</td>
<td>1,385</td>
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<td>Net Ordinary Income</td>
<td>(36,677)</td>
<td>35,038</td>
<td>(82,187)</td>
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<td>(20,750)</td>
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<td>63,797</td>
<td>(82,187)</td>
<td>5,542</td>
<td>(18,135)</td>
<td>34,937</td>
<td>-193%</td>
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</table>
2010 Newsletter Ideas
Below are our top ideas for the year so far.

January/February
Annual grants issue
- Overview article about political and funding trends in 2009
- List of all 2009 grantees, with short descriptions and grant info

March/April
ICE raids and detention
- Increasing under Obama
- Impact on communities; organizing to resist raids
- What causes migration? What is happening to immigrants?
- Immigration reform plan, legislative piece and analysis

May/June
Foreign policy issue – focus TBD
- Climate change and foreign policy?
- NAFTA – what its done to force migration to the US, deportation, immigration, labor issues. How different kinds of organizing come from it. Holistic.
- Israel/Palestine issues. So vexing and difficult to navigate.
- Obama’s inability to make up his mind. Honduras and the Coup. Israel/Palestine.
- We don’t do a lot of solidarity organizing anymore. If we do an issue, include a box inviting folks to apply for funding.
- Asia (Hank willing to write)

July/August
Non-profit industrial complex & crisis in non-profits
- How does the non-profit/NGO structure obstruct radical movement building?
- How has reliance on foundation funding impacted the course of social justice movements? What is RESIST’s role?
- How we can fund our movements? Could we hear from an organization that gave up their non-profit status or stopped seeking foundation funding?
- How non-profits spring up to do all sorts of things governments used to do
- Legislation going on making it harder for non-profits to raise money, take political stands
- NYU reported that at least 100,000 non-profits will close over this year and next year as result of economic crisis

September/October
Radical queer organizing
- SONG recently celebrated 15 years – southern queer organizing, how it has grown and changed
- HIV/AIDS organizing today, needle exchange programs and funding under Obama. Domestic and international.
- 40th anniversary of Stonewall in 2009
- Trans organizing within left groups and communities. Fight for marriage vs fight for liberation. Crucial role that multi-racial, mostly working class, transgender and gender variant people played in queer organizing history.

November/December
TBD. We’d like to decide this issue’s topic as we get closer to the publication date.
Other ideas we've had include:

- Related to foreign policy, upcoming climate treaty. China is a huge player there.

- Doing something on the state of the union. AFL-CIO just had a new president. The UNITE HERE / Change to Win. Is there talk about the unions coming back together? Buyout of the auto industry?

- Progressive organizing in red states.

- Why is "socialism" such a bad word?

- Funny issue (let's use more political cartoons!)

- Food crisis: Ethanol, population growth, trade policy. Drawback: we don't really have grantees working on this.

- What happened to solidarity movements?

- Patriot Act

- Disability rights organizing

- Congressional election this November. Disappointment in the electoral process from the left's point of view. Spent millions getting rid of Bush.
Feb 2010 Board Narrative

**Bottom Line:**
Our Direct Mail Program, including Renewal, Pledge, Prospect and Newsletter are all showing healthy returns by industry standards for the cost-per-dollar-raised (CPDR) and % donor return. We received 3 major estates in 2009. The events column includes the House Party, 2009 Auction (both exceeded goals) and the raffle (no budgeted goal). The number of donors giving over $500 has remained consistent (147 donors in 08 to 145 donors in 09) and income has gone up by $30,000 which is likely attributable to the estates.

**Renewal (ABC House) Mailing:** The number of donors responding has remained consistent to 2008 (2,100) but the average gift size is down slightly from last year. Now that our donor file is large enough, we will introduce low risk, sensible testing options in 2010 which generally has good return on investment.

**Estate:** We received $18,000 more from the Schleimer account, nearly $30,000 from the Pomerance account and $2,048 from the Bertram Stiller account. There was a $20,000 increase in estates from 2008.

**Event:** We had a spring house party which exceeded our goal by returning $3,639 and 19 new donors, a fall auction which exceeded our goal by returning over $13,000 and 31 new donors and an online Red Sox ticket raffle which returned $330 (not budgeted).

**Newsletter:** The Newsletter is returning a relatively consistent number of gifts and the average gift size is up in 2010.

**None:** The None Column has shifted in 2009 - Events, Unsolicited and Estate have been shifted out of this column. Additionally both low and high range donors have gone in unsolicited. We are working on improving analysis of the column by reclassifying it to be “Major Donor aka $500+” for 2010.

**Pledge:** Pledge is increasing in donors by 20 (due to direct mail devices). Income is consistent.

**Acquisitions (Prospect):** We acquired 1,200 new donors from the 2 prospect mailings which are doing very well. We have a 1.16% response rate and the ideal is 1%. The 2009 acquisitions at $1.28 CPDR were more productive than 2008’s at $1.39. The variance in 2007 and 2008 income is due to dropping 3 prospect mailings in 2007 (and the rollover of income).
RESIST
2010 Budget Narrative - Draft

Fiscal Overview

This budget was prepared as the result of a look back at trends over a five year period of RESIST income and expenses. Line item increases or decreases are proposed based upon that trend analysis.

Prior Fiscal Policy:

In 1996 the Board voted that:

1. All restricted funds must be maintained at current principal levels. The RESIST Funds Account includes: the Loan Fund, the RESIST Endowment, the Holmes Memorial Fund and the Cohen Memorial Fund. Currently, this account totals approximately $135,617.
2. RESIST will maintain $25,000 in cash on hand each year in the Operating Fund to cover the costs of any prospecting mailing (later amended to cover any temporary cash shortfall).
3. RESIST will reserve $35,000 to cover any unanticipated expenses which might arise during the course of a single year. Based on current budget expansion this totals $70,000.

As a result, the total fund balances which RESIST should not fall below is $175,000. However, actual spending needs suggest fund balances should not fall below $210,000.

In 2006 the Board voted that:

1. Bequest Income
   Income generated from investment of the principal of Phil Schleimer’s bequest may be considered part of RESIST’s regular income stream and can be used for general operating expenses.

2. Bequest Principal
   The principal of Phil Schleimer’s bequest can only be used for the specific purpose of developing long term and sustainable programs (e.g. a major donor program). Any amounts used from the principal to fund these programs must be returned within a reasonable period. An appropriate use of the principal assets for long term and sustainable programs should be determined on a case-by-case basis by the Finance Committee. The principal should not be used to augment RESIST’s regular income stream and pay for general operating expenses.

3. Ordinary Expenses and Income
   In order to engage in appropriate fiscal management and ensure the long-term health of the organization, the Board must ensure that ordinary income is sufficient to cover ordinary expenses. In the event that ordinary income is incapable of covering ordinary expenses, the Board should either raise additional income or cut expenses.

In 2007 the Board voted to:

Balance the FY08 budget utilizing approximately $41,000 of the Phil Schleimer bequest principal to offset new development costs. The Board voted that this amount be re-paid to the Fund within three years.

In 2009 the Board voted on the use of the distribution of $100,000 from the Estate of Marianne Wells as follows:

1. Use $50,000 to boost the remaining 3 grant cycles of 2009 and use any leftover funds in 2010.
2. Use $10,000 to upgrade and make changes to the Newsletter and the website.
3. Use $3,000 in 2010 to increase the Newsletter budget for printing expenses.
4. Use $28,100 to implement a major donor program and boost direct mail efforts.

The FY’10 Budget takes these policies into account and reflects that RESIST can no longer spend down its assets.
FY 2010 Special Notes

Major Donor Solicitations and Program Costs
This budget reflects projections of an increase in income of 5% from current major donors in 2010 (approximately $10,000). Major donors are defined as donors giving over $500 in a single year. The Fundraising Committee has been analyzing major donor giving and is basing this assessment on implementation of a new major donor campaign in 2010. Increases will be shown in this budget across categories, rather than in a single line item.

While this budget currently reflects income anticipated from the new major donor program, it also includes expenses- which should total approximately $6,000. At this time, these expenses are in the Travel and Meeting section under General and Administrative Expenses.

Special Event Income/Expenses
This budget reflects a financial request of $500 for expenses related to planning or hosting special events such as house parties in 2010. It includes revenue projections of $6,500 from special event fundraising- $500 from a raffle of Red Sox tickets and $6,000 from house parties.

Professional Fees/Accounting
There have been and will continue to be significant increases in this line item. These increases are due to: 1) costs affiliated with charitable registration in each state; and 2) increased oversight required by the IRS. At the direction of the Finance Committee, Meredith Smith has been handling the initial and annual registrations. It would have cost over $6,000 annually to contract this out- but Meredith will have billed approximately $2,500 for this task. The IRS has dramatically increased the level of scrutiny required by auditors for nonprofit organizations. This means that the amount of information that RESIST must provide to Linda Smith will increase as well as the corresponding time she will be required to spend reviewing and testing the data. Because of our size, RESIST had an extra year to comply with the new standards- but in 2010 the new standards will be in place.

Benchmarks:
In the past, RESIST’s direct grant program and communications expenses (exclusive of administration of the programs) have been close to or exceeding 50% of the total annual budget. In the last several years, as expenses have outpaced income, grant spending has not be able to remain stable as other costs have increased. As a result, direct program expenses are now approximately 41% of the annual budget, our long term goal is to bring this ratio back up to 50% or more.

Bottom Line
This surplus budget reflects a surplus based upon the anticipation of a $100,000 bequest from the Estate of Marianne Wells, which should be disbursed in March 2010. This budget will need to be re-visited after: 1) FY09 income and expenses are finalized; and 2) finalization of major donor program expenses to determine if additional changes are needed.
**Income**

**Income Projections**

*Internal and External mailing Income:* Increases predicted from internal and external mailings total 15% ($64,061 more than received for FY09). Pledge income is projected to increase by 11% ($15,003) based upon pledge drives, electronic funds transfers, credit card gifts and list clean up. Newsletter income is projected to rise by 14% ($6,734) as donors have adjusted to the reduction in *Newsletter* issues and in response to the hiring of a dedicated communications staff person. Renewal mailing income will increase by 16% ($30,560) based upon improving market conditions and lowered job loss predictions in FY10. Increased numbers of donors retained through prospect mailings and better coordination of *Newsletter*, house and prospecting solicitations will assist in this projection. Prospect income is projected to increase by 26% ($11,764) based upon current economic trends and response rates. RESIST conducted three prospect appeals in 2007, two appeals in 2008 and 2009 and will only conduct two in 2010. However, the prospect mailings in 2010 will be to larger numbers of people and will include development of a new fundraising package.

*Special Contributions:* Unsolicited donations are expected to decrease by approximately 10% ($18,259) from FY09 budget projections. Foundation dollars are expected to decrease by $7,000 with continued $10,000/year donations from the Bardon-Cole Foundation. Bequests will increase $68,773 based upon the anticipated distribution from the Estate of Marianne Wells. As a result, Special Contributions will show an increase of $44,676.

*Board Fundraising:* Board fundraising is no longer an integral part of the budget (approximately $2,000). In FY09 it does not appear that members will meet their fundraising goals; the FY10 budget reflects this.

*Special Event Income:* Income from Special Event fundraising is projected at $6,500. It includes revenue projections of $6,000 from house parties and $500 from an on-line raffle of Red Sox tickets.

*Investment Income:* Projected $1,500 increase in comparison to FY09 based on current market projections.

*Sales:* T-shirts sales are projected to increase $362 with the addition of a new t-shirt line.

*Restricted Income:* In 2008 the Board voted to set up an additional named fund in Memory of Sharon Kurtz, a RESIST donor who passed away in FY08. The budget reflects a projection of an additional $1,000 to be raised in FY10. $150 represents annual contributions to the Holmes Memorial Fund.

*Total Income:* Projection is for approximately $87,228 more in revenue in comparison to FY09 (a 12% increase). The majority of this increase is from bequests, with the remaining $36,000 income increase from RESIST’s ongoing fundraising strategies.

**Fund-raising Strategies Proposed for 2010**

RESIST’s income to expense ratio has decreased over the last few years (with the exception of increased 40th Anniversary giving in 2007). Whereas RESIST benefited from the economic boom of the 1990s, RESIST has continued to experience a proportional drop during the economic downturn of the current market. RESIST has also been negatively impacted by the re-direction of donor funds in response to general elections, political crisis and natural disasters. This is congruent with the experience of other social justice foundations- which have reported a reduction in both major and sustaining gifts. Given that RESIST will also encounter some decreases in the traditional sources of funding, two emphases are suggested for the coming year:

1. Increase outreach to potential major donor and corporate sponsors. Implement a new long-term sustainable income stream. Board members should work in conjunction with Malika to make calls to current major donors.
2. *Expand the base through expansion of prospect mailing program.*
RESIST will continue to engage in an aggressive donor acquisition project. It is important to maintain donor acquisition to offset (and move past) donor attrition. The costs and benefits of this strategy are already included in the FY10 budget.

3. *Hold two house parties to increase giving*

4. *Expand Use of Electronic Technology to Increase E-Giving*
Given the drop in giving from e-newsletter recipients, expand the use of electronic technology to increase donations from e-newsletter recipients and other donors. This will go hand-in-hand with the upgrades to the web site.

**Expenses**

**Fundraising Costs**
*Renewal Mailings:* A 5% increase in costs ($1,816) reflects higher printing, postage and mailhouse expenses.

*Prospect Mailings:* A 6% increase in costs reflects two mailings that will be sent out in FY10 to a larger number of recipients. This may also impact income and should be monitored.

**Program Costs**
*Grants:* Grantmaking will be level funded. These funds are part of the 2010 Board allocation from the Wells Estate. This budget includes funding for Holmes, Kurtz and Salzman grant awards.

*Communications:* Newsletter costs are anticipated to increase by approximately $1,465. This maintains four of the six issues at eight pages in length rather than the standard twelve and reflects printing and postage increases. $3,000 is also allocated to a consultant from the Marianne Wells bequest to assist with shaping RESIST’s message for the public. Web site and internet costs include an additional $7,000 approved by the Board for web redesign and migration costs.

**Administrative Costs**
*Personnel:* A 2% increase in this line item of $3,901 primarily reflects a small staff raise and health insurance cost increases. FY09 salaries reflect a 2% raise, but do not contain a cost of living adjustment. The Bureau of Labor Statistics is currently predicting no cost of living increase over 2009. Health insurance is predicted to have a $3,000 increase in FY10.

*State Filing Fees:* Represents the costs of annual charitable registration fees.

*Administrative Fees:* This line item represents fees paid for e-fundraising to Groundspring and Network for Good. It also includes credit card processing fees paid to Sage.

*Equipment Rental and Maintenance:* This line item reflects rental fees for the copier; Pitney Bowes postage meter; and Poland Spring water cooler. The copier and postage meter costs have been allocated across categories (grants, fundraising and administration). These items do not reflect significant increases over current costs.

**Additional Information**

The FY2010 Budget reflects a surplus based upon the anticipated receipt of the bequest from the Estate of Marianne Wells. Given the need to re-pay the $41,000 taken from the Schleimer Fund - the Board should consider establishing an amount as the third installment on re-paying the loan.
<table>
<thead>
<tr>
<th></th>
<th>FY06</th>
<th>FY07</th>
<th>FY08</th>
<th>Budget 2009</th>
<th>FY09 YTD</th>
<th>Budget 2010</th>
<th>% Change</th>
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<tr>
<td>Board Expenses</td>
<td>$1,712</td>
<td>$1,815</td>
<td>$1,385</td>
<td>$1,550</td>
<td>$2,232</td>
<td>$1,900</td>
<td>123%</td>
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<td>$664,708</td>
<td>$739,406</td>
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<td>$139,983</td>
<td>$49,111</td>
<td>($82,293)</td>
<td>$5,542</td>
<td>($20,754)</td>
<td>$34,187</td>
<td>617%</td>
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<td><strong>Other Income/Expense</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Receivables</td>
<td>$370,059</td>
<td>$28,759</td>
<td>$0</td>
<td>$0</td>
<td>$2,615</td>
<td>$0</td>
<td>100%</td>
</tr>
<tr>
<td><strong>Net Income (Loss)</strong></td>
<td>$510,042</td>
<td>$77,870</td>
<td>($82,293)</td>
<td>$5,542</td>
<td>($18,139)</td>
<td>$34,187</td>
<td>617%</td>
</tr>
</tbody>
</table>
# RESIST, INC.
## Budget 2010 - 2nd Draft

### Income

#### Internal Mailings
- **Pledges**: 2006 - 132,425, 2007 - 154,284, 2008 - 140,008
- **Total Internal Mailings**: 2006 - 353,748, 2007 - 369,067, 2008 - 381,280

#### Prospecting
- **Prospecting**: 2006 - 149,499, 2007 - 62,166, 2008 - 58,955

#### Special Contributions
- **Bequests**: 2006 - 0, 2007 - 0, 2008 - 44,862
- **Board Fundraising**: 2006 - 1,081, 2007 - 341, 2008 - 740
- **Foundations**: 2006 - 30,000, 2007 - 0, 2008 - 2,000
- **Holmes Memorial Fund**: 2006 - 600, 2007 - 150, 2008 - 150
- **Kurtz Memorial Fund**: 2006 - 0, 2007 - 0, 2008 - 8,625
- **Total Special Contributions**: 2006 - 177,216, 2007 - 200,610, 2008 - 213,022

#### Special Event Income
- **Auction**: 2006 - 0, 2007 - 13,179, 2008 - 20
- **Advertising**: 2006 - 0, 2007 - 8,976, 2008 - 0
- **Corporate Sponsors**: 2006 - 1,500, 2007 - 2,750, 2008 - 956
- **House Parties**: 2006 - 0, 2007 - 0, 2008 - 0
- **In-Kind Gifts or Services**: 2006 - 0, 2007 - 2,042, 2008 - 0
- **Individual Donors**: 2006 - 14,200, 2007 - 77,047, 2008 - 185
- **Misc Income**: 2006 - 0, 2007 - 0, 2008 - 720
- **Organizational Sponsors**: 2006 - 0, 2007 - 1,500, 2008 - 0
- **Raffle**: 2006 - 0, 2007 - 0, 2008 - 0
- **Ticket Sales**: 2006 - 0, 2007 - 10,220, 2008 - 0

#### Other Revenue
- **Fiscal Sponsorship Fees**: 2006 - 190, 2007 - 250, 2008 - 167
- **In Kind Goods or Services**: 2006 - 18, 2007 - 202, 2008 - 25
- **NWTRCC**: 2006 - 3,758, 2007 - 4,048, 2008 - 2,909
- **T-Shirt Sales**: 2006 - 1,263, 2007 - 4,260, 2008 - 1,868
- **T-Shirt Expenses**: 2006 - (582), 2007 - (1,928), 2008 - (750)
- **Total Other Revenue**: 2006 - 5,066, 2007 - 6,974, 2008 - 5,099

### Investment Income

#### Dividends and Interest

### Realized Gain (Loss)
- **Realized Gain (Loss)**: 2006 - (2,851), 2007 - 530, 2008 - (4,896)
- **Total Realized Gain (Loss)**: 2006 - (2,851), 2007 - 530, 2008 - (4,896)

### Unrealized Gain (Loss)
- **Unrealized Gain (Loss)**: 2006 - 8,512, 2007 - 5,644, 2008 - (49,275)
- **Total Unrealized Gain (Loss)**: 2006 - 8,512, 2007 - 5,644, 2008 - (49,275)

### Total Income

### Change
- **Change**: 2006 - 111%, 2007 - 114%, 2008 - 116%

### Notes
- **Budget 2010 - 2nd Draft**
- **Income**
  - **Internal Mailings**
    - **Pledges**
    - **Newsletter**
    - **ABC/House mailings**
- **Prospecting**
  - **Prospecting**
- **Special Contributions**
  - **Bequests**
  - **Board Fundraising**
  - **Foundations**
  - **Unsolicited**
  - **Holmes Memorial Fund**
  - **Kurtz Memorial Fund**
- **Total Special Contributions**
  - **Total Special Contributions**
- **Special Event Income**
  - **Auction**
  - **Advertising**
  - **Corporate Sponsors**
  - **House Parties**
  - **In-Kind Gifts or Services**
  - **Individual Donors**
  - **Misc Income**
  - **Organizational Sponsors**
  - **Raffle**
  - **Ticket Sales**
- **Total Special Event Income**
  - **Total Special Event Income**
- **Other Revenue**
  - **Fiscal Sponsorship Fees**
  - **In Kind Goods or Services**
  - **NWTRCC**
  - **Royalties**
  - **T-Shirt Sales**
  - **T-Shirt Expenses**
- **Total Other Revenue**
  - **Total Other Revenue**
- **Investment Income**
  - **Dividends and Interest**
  - **Total Investment Income**
- **Realized Gain (Loss)**
  - **Realized Gain (Loss)**
- **Unrealized Gain (Loss)**
  - **Unrealized Gain (Loss)**
- **Total Income**
  - **Total Income**

### Additional Notes
- **Change**
  - **Change**
- **2009 Budget**
  - **2009 YTD**
  - **2010 Budget**
  - **Change**
- **Page 1 of 4**
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## RESIST, INC.
### Budget 2010 - 2nd Draft

### Grants Program

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<th>2006</th>
<th>2007</th>
<th>2008</th>
<th>2009 Budget</th>
<th>2009 YTD</th>
<th>2010 Budget</th>
<th>Change</th>
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<td>284,230</td>
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</table>

### Personnel

| Employee Salaries                  | 141,053 | 149,737 | 177,738 | 168,324 | 171,120 | 171,690 | 100% |
| Payroll Taxes                      | 12,320  | 12,009  | 14,989  | 14,644  | 14,765  | 14,763  | 100% |
| Pension Plan Match                 | 5,842   | 5,959   | 7,303   | 6,733   | 6,736   | 6,867   | 102% |
| Health Insurance                   | 21,691  | 24,285  | 31,381  | 38,000  | 39,810  | 43,000  | 108% |
| Workers Compensation               | 399     | 806     | (17)    | 860     | 760     | 775     | 102% |
| Staff Development                  | 0       | 0       | 2,012   | 500     | 613     | 610     | 100% |
| **Total Personnel**                | 181,305 | 192,796 | 233,406 | 229,061 | 233,804 | 237,705 | 102% |

### General and Administrative

| Advertising and Outreach           | 1,785   | 1,035   | 2,240   | 2,000   | 1,780   | 2,000   | 112% |
| Books & Subscriptions              | 1,911   | 1,350   | 1,619   | 2,250   | 109     | 1,800   | 1659% |
| Depreciation and Amortization      | 2,412   | 1,904   | 0       | 2,250   | 0       | 2,000   | #DIV/0! |
| Donated Materials and Supplies     | 0       | 2,042   | 0       | 0       | 0       | 0       | #DIV/0! |
| Dues, Fees and Fines               | 2,794   | 2,847   | 3,183   | 2,500   | 5,165   | 6,000   | 116% |
| Bank & Credit Card Fees            | 0       | 0       | 0       | 2,000   | 125     | 200     | 160% |
| Dues                               | 64      | 13      | 87      | 100     | 221     | 250     | 113% |
| Late Fees                          | 254     | 237     | 351     | 300     | 505     | 300     | 59%  |
| **Total Dues, Fees and Fines**     | 3,112   | 3,097   | 3,620   | 4,900   | 6,016   | 6,750   | 112% |
| Equipment Rental & Maintenance     | 1,395   | 1,210   | 2,810   | 4,125   | 1,323   | 1,500   | 113% |
| Filing Fees - State                | 0       | 0       | 2,817   | 1,700   | 3,395   | 3,800   | 112% |
| Insurance                          | 89      | 22      | 89      | 89      | 0       | 0       | 0%   |
| Computer                           | 2,225   | 2,225   | 2,596   | 2,300   | 2,225   | 2,300   | 103% |
| Liability                          | 734     | 1,379   | 67      | 1,000   | 782     | 1,500   | 192% |
| Property                           | 911     | 879     | 890     | 900     | 964     | 975     | 101% |
| **Total Insurance**                | 3,960   | 4,505   | 3,642   | 4,289   | 3,971   | 4,775   | 120% |
| Minor Office Equipment             | 215     | 1,718   | (460)   | 1,250   | 712     | 1,000   | 140% |

### Occupancyexpenses

<p>| Rent                               | 38,542  | 39,150  | 39,150  | 40,836 | 40,838 | 42,750 | 105% |
| Repairs and Maintenance             | 280     | 0       | 0       | 250    | 0      | 250    | 0%   |
| Utilities                           | 4,025   | 3,510   | 3,683   | 4,000  | 3,171  | 3,750  | 118% |
| Sub Lease (rent)                    | (15,957)| (16,200)| (14,850)| (16,875)| (18,225)| (17,640)| 97% |
| Sub Lease (utilities)               | (1,352)| (1,444)| (1,137)| (1,600)| (1,027)| (1,500)| 146% |
| <strong>Total Occupancy expenses</strong>        | 25,538  | 25,015  | 26,846  | 26,611 | 24,757 | 27,610 | 112% |
| Printing &amp; Copying                  | 792     | 1,181   | 1,990   | 1,250  | 1,007  | 1,150  | 114% |</p>
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<th>Item</th>
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<th>2007</th>
<th>2008</th>
<th>Budget</th>
<th>YTD</th>
<th>2010 Budget</th>
<th>Change</th>
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<tbody>
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<td>Postage, Shipping, Delivery</td>
<td></td>
<td></td>
<td></td>
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<td></td>
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</tr>
<tr>
<td>US Post Office</td>
<td>837</td>
<td>1,177</td>
<td>1,697</td>
<td>1,500</td>
<td>516</td>
<td>750</td>
<td>145%</td>
</tr>
<tr>
<td>Postage Due/BRE Costs</td>
<td>2,083</td>
<td>2,738</td>
<td>4,587</td>
<td>3,000</td>
<td>3,629</td>
<td>4,000</td>
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<td>Total Postage, Shipping, Delivery</td>
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<td>3,914</td>
<td>6,284</td>
<td>4,500</td>
<td>4,145</td>
<td>4,750</td>
<td>115%</td>
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<td>Professional Fees</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
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<td>Accounting</td>
<td>11,700</td>
<td>11,813</td>
<td>21,620</td>
<td>14,000</td>
<td>20,200</td>
<td>22,000</td>
<td>109%</td>
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<td>2,432</td>
<td>1,376</td>
<td>1,700</td>
<td>1,810</td>
<td>1,900</td>
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<td>Consultant</td>
<td>185</td>
<td>520</td>
<td>0</td>
<td>0</td>
<td>90</td>
<td>0</td>
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<td>Temporary Help</td>
<td>2,946</td>
<td>3,006</td>
<td>410</td>
<td>0</td>
<td>6,016</td>
<td>2,575</td>
<td>43%</td>
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<td>17,770</td>
<td>23,406</td>
<td>15,700</td>
<td>28,116</td>
<td>26,475</td>
<td>94%</td>
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<td>Supplies</td>
<td>2,281</td>
<td>3,343</td>
<td>3,651</td>
<td>3,000</td>
<td>3,401</td>
<td>3,500</td>
<td>103%</td>
</tr>
<tr>
<td>Telephone</td>
<td>2,501</td>
<td>2,552</td>
<td>2,488</td>
<td>2,750</td>
<td>2,621</td>
<td>2,750</td>
<td>105%</td>
</tr>
<tr>
<td>Total Travel &amp; Meeting Expenses</td>
<td>644</td>
<td>1,507</td>
<td>1,678</td>
<td>600</td>
<td>741</td>
<td>6,750</td>
<td>911%</td>
</tr>
<tr>
<td>Conference &amp; Meeting Fees</td>
<td>26</td>
<td>132</td>
<td>545</td>
<td>100</td>
<td>0</td>
<td>100</td>
<td></td>
</tr>
<tr>
<td>Meals &amp; Food</td>
<td>263</td>
<td>537</td>
<td>485</td>
<td>200</td>
<td>319</td>
<td>350</td>
<td>110%</td>
</tr>
<tr>
<td>Travel</td>
<td>355</td>
<td>837</td>
<td>648</td>
<td>300</td>
<td>422</td>
<td>6,300</td>
<td>1493%</td>
</tr>
<tr>
<td>Total Travel &amp; Meeting Expenses</td>
<td>644</td>
<td>1,507</td>
<td>1,678</td>
<td>600</td>
<td>741</td>
<td>6,750</td>
<td>911%</td>
</tr>
<tr>
<td>Total General and Administrative</td>
<td>65,085</td>
<td>72,142</td>
<td>82,631</td>
<td>77,175</td>
<td>82,094</td>
<td>96,610</td>
<td>118%</td>
</tr>
<tr>
<td>Taxes</td>
<td>285</td>
<td>2,125</td>
<td>(265)</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>100%</td>
</tr>
<tr>
<td>Board Expense</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Postage</td>
<td>17</td>
<td>2</td>
<td>0</td>
<td>0</td>
<td>46</td>
<td>50</td>
<td>109%</td>
</tr>
<tr>
<td>Travel</td>
<td>1,166</td>
<td>1,416</td>
<td>1,097</td>
<td>1,250</td>
<td>1,685</td>
<td>1,350</td>
<td>80%</td>
</tr>
<tr>
<td>Food</td>
<td>529</td>
<td>397</td>
<td>287</td>
<td>300</td>
<td>500</td>
<td>500</td>
<td>100%</td>
</tr>
<tr>
<td>Total Board Expense</td>
<td>1,712</td>
<td>1,815</td>
<td>1,385</td>
<td>1,550</td>
<td>2,231</td>
<td>1,900</td>
<td>85%</td>
</tr>
<tr>
<td>Total Expense</td>
<td>653,938</td>
<td>742,649</td>
<td>704,325</td>
<td>664,708</td>
<td>739,404</td>
<td>770,945</td>
<td>104%</td>
</tr>
<tr>
<td>Net Ordinary Income</td>
<td>(36,677)</td>
<td>35,038</td>
<td>(82,187)</td>
<td>5,542</td>
<td>(20,750)</td>
<td>34,937</td>
<td>-168%</td>
</tr>
<tr>
<td>Receivable Income</td>
<td>370,059</td>
<td>28,759</td>
<td>0</td>
<td>0</td>
<td>2,615</td>
<td>0</td>
<td>100%</td>
</tr>
<tr>
<td>Net Income</td>
<td>333,382</td>
<td>63,797</td>
<td>(82,187)</td>
<td>5,542</td>
<td>(18,135)</td>
<td>34,937</td>
<td>-193%</td>
</tr>
</tbody>
</table>
RESIST Finance Narrative

Introduction

Board members have a “fiduciary duty” to protect the assets of RESIST. To satisfy this responsibility, Board members must review and understand RESIST’s financial statements.

The RESIST Board meets this obligation, in several ways:

- The Finance Committee reviews detailed financial reports at each meeting. These meetings occur approximately every two months.

- At each Board meeting, the full Board reviews simplified financial reports, based on the data that has already been reviewed in detail by the Finance Committee.

- Each year, the full Board reviews and comments on a draft annual budget prepared by RESIST staff and the Finance Committee. At a subsequent meeting, the full Board must approve the annual budget.

- As needed, the Finance Committee drafts revisions of the annual budget. These are submitted to the full Board for a vote.

At each Board meeting, the full Board reviews the Statement of Net Assets and the Statement of Net Activities.

STATEMENT OF NET ASSETS

RESIST’s assets are comprised of the holdings in bank and stock accounts, any bills paid ahead of time, the value of the “stuff” that RESIST owns, and any security deposits RESIST holds for our sub-tenants, less any “liabilities” such as grants committed but not yet disbursed.

A Statement of Net Assets is a report that provides a financial snapshot of RESIST as of a specific date. The report shows how much RESIST is worth (equity) by subtracting all the money RESIST owes (liabilities) from everything we own (assets). The total includes RESIST’s net income for the fiscal year to date.

The Statement of Net Assets gives Board members the information they need to determine whether RESIST has enough assets to continue operating smoothly and responsibly and how much RESIST owes (for example, to vendors, and for payroll and tax liabilities). The report compares the current year with the same period in the prior year.

One asset is about $400,000 received from the Estate of Phillip Schleimer. This has been invested. In 2006, the Board voted on how RESIST can use this bequest:

- Resist can use income generated by investing the bequest for general operating expenses. In other words, this income can be used as “ordinary” income in annual budgeting for grants, staff salaries, etc.

- Resist can only use the bequest principal to develop long-term and sustainable programs (e.g. a major donor program). If RESIST uses principal for these purposes, there is an expectation that the program will generate funds that, within a reasonable period of time, could replenish the bequest principal.
STATEMENT OF NET ACTIVITIES

The Statement of Net Activities is also referred to as an income statement. It summarizes RESIST's revenue (or income) and expenses for a set period of time. The report shows subtotals for each income or expense line item in our "chart of accounts." The last line shows RESIST's net income (or loss) for the period covered by the report (for example, a month, a quarter, or a year). Using this document, Board members can tell whether RESIST is operating at a profit or a loss. The report compares income and expenses with the amounts in the annual budget for the same period.

RESIST receives most donations in December and the following January. Therefore, each year, expenses appear to exceed income until near the end of RESIST's fiscal year, December 31. The annual budget takes expected month-by-month variations into account, and it is examined to determine whether income is on track to meet projections.

Revenue

RESIST derives its income from two major sources: gifts and pledges; and investment income.

Gifts and pledges are composed of the income received from:

- "Internal mailings:" This is our name for the pledge program (for example, commitments to send a certain amount each month), business reply envelopes inserted in each Newsletter, and mail appeals to current donors
- Prospect mailings: Mailing to solicit new donors
- Special contributions: Employer matching grants, stock gifts, and unsolicited contributions
- Special events: Currently, this category includes donations received in connection with Resist's 40th Anniversary.

Investment Income represents:

- Interest and dividends
- Realized gains (or losses) from selling investments
- Unrealized gains (or losses) on investments that are currently held. These depend on the market conditions.

Expenses

Expenses are divided into three categories:

Fundraising costs: The costs of the internal mailing programs, the prospect mailing program for new donors, and other fundraising costs, including special events.

Program expenses: The costs of the grants program (including grantmaking), the library, postage and printing, the Newsletter, and the web site.

Administrative costs: The costs for general and administrative matters, personnel (including salaries and benefits); and the Board (such as travel and food).
RESIST Finance Narrative
January 1, 2009 to December 31, 2009
Accompanies Statement of Net Assets and Statement of Activities

BIG PICTURE

Our net income (income less expenses) for January 1, 2009, through December 31, 2009, was a loss of about $20,752. In our annual budget for this time period, we expected to have a net gain of $5,542.

Income is higher than expected by $48,353. Expenses are approximately $74,647 more than anticipated. This means we have a difference of approximately $26,294 between where we expected to be at this time and where we actually are. Overall, revenue is down from direct mailings: $21,226 from internal mailings $2,893 from prospect returns. In contrast, special contributions are up significantly: unsolicited donations are up about $22,024 and bequests are up $21,227. The most significant increase in expense line items is a Board authorized expenditure of an additional $30,000 on grant awards.

Bottom line: Based on these figures, the Finance Committee has only minimal recommendations for amendments to the draft annual budget for 2010.

STATEMENT OF NET ASSETS (ITEM A)

At this time, we have assets of approximately $514,631. This is about $20,000 less than we had in 2008. The decrease in assets is primarily due to an increase in expenses over revenue in 2009.

STATEMENT OF NET ACTIVITIES (ITEM B)

Revenue:

Revenue is about $48,402 higher than budgeted: $718,652 actual vs. $670,250 in the budget.

Gifts and Pledges: $37,196 higher than budgeted

- Internal mailing contributions are approximately $21,226 less than budgeted. Income from the pledge program is approximately $6,662 lower than expected; appeals to current donors are $12,435 lower than expected and revenue from the Newsletter is about $2,129 less than expected. It appears that these drops in revenue are correlated with reduced giving on the part of donors in response to current economic conditions.

- Prospect mailing contributions are $2,893 lower than expected.

- Special Contributions are $56,539 higher than budgeted. Unsolicited contributions were higher than expected ($22,024 over budget) and bequests were $21,227 over budget.

- Special Events Income is $4,776 higher than anticipated based upon the returns from the auction ($13,119), donations from an event held by Red Sun Press ($1,519), a house party ($2,486) and a raffle of Red Sox tickets ($330).
Investment Income: $13,763 more than budgeted

- *Interest and dividends* are $6,474 lower than budgeted.
- *Realized gains or losses* on the sale of investments are $9,621 less than budgeted based on the sale of a California Bond in the Bequest Fund at below 100% of value.
- *Unrealized gains or losses* on investments are $29,857 more than budgeted as a result of a rise in the stock market.

**Expenses:**

Expenses are about $74,647 more than budgeted: $739,405 actual vs. $664,758 in the budget.

**Fundraising expenses: $21,707 more than budgeted**

- *Internal mailing* costs are about $12,933 more than the budgeted amount. This reflects approximately 7,000 in costs for 2008 that were paid in 2009 and not attributed back. It also includes the Board decision to utilize funds from the Marianne Wells Estate to increase mailings to lapsed donors and pledge consultant costs of $1,755.
- *Prospect mailing* costs are $6,837 more than expected given the Board’s decision to allocate $7,000 from the Wells Estate in 2009.
- *Other Fundraising Costs* are approximately $253 less than expected given lower administrative fees incurred and the cost of promo t-shirts has not yet been allocated.

**Program expenses: $42,097 more than budgeted**

- *Grants Awards* are $40,043 more than budgeted. This reflects the Board decision to allocate $30,000 from the Wells Estate to increase grantmaking in 2009 and three checks for 2008 grants that were re-issued in 2009.
- *Grant Program* expenses are over budget by $2,419. This reflects postage, printing and equipment rental costs that are now directly allocated as program expenses.
- *Newsletter* costs are $435 less than budgeted.
- *Web site* expenses are $70 more than budgeted.

**Administrative Expenses: $10,343 more than budgeted**

- *General and Administrative* expenses are $4,919 more than budgeted. $6,200 represents increases in accounting costs as a result of charitable registration requirements and onerous changes in federal tax filings. $6,016 represents temporary help costs for Catherine Joseph to cover Yafreisy’s maternity leave.
- *Personnel and Health Insurance* expenses are $4,743 more than budgeted. There is an additional week of salary allocated in 2009 since paychecks were written on 12/31/09, but the pay period ended on 1/2/10. This may be re-allocated during the audit process. There is also approximately $3,000 in pre-paid health insurance for 2010 that should be re-allocated during the audit as well.
RESIST, Inc.  
Statement of Activities - Short Form  
For the Period Ended December 31, 2009

<table>
<thead>
<tr>
<th></th>
<th>YTD ACTUAL 2009</th>
<th>ANNUAL BUDGET</th>
<th>+/- BUDGET</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>SUPPORT AND REVENUES</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Gifts and Pledges</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Internal Mailings</td>
<td>377,774</td>
<td>399,000</td>
<td>(21,226)</td>
</tr>
<tr>
<td>Prospecting Mailings</td>
<td>45,107</td>
<td>48,000</td>
<td>(2,893)</td>
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<tr>
<td>Special Contributions</td>
<td>253,139</td>
<td>196,600</td>
<td>56,539</td>
</tr>
<tr>
<td>Special Events Income</td>
<td>17,526</td>
<td>12,750</td>
<td>4,776</td>
</tr>
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<td>Total Gifts and Pledges</td>
<td>693,546</td>
<td>656,350</td>
<td>37,196</td>
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<td>Investment Income</td>
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<td></td>
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<tr>
<td>Interest and Dividend Income</td>
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<td>11,500</td>
<td>(6,474)</td>
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<td>Realized and Unrealized Gain/(Loss)</td>
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<td>100</td>
<td>20,237</td>
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<td>Total Investment Income</td>
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<td>13,763</td>
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<td>Other Support and Revenue</td>
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<td>(2,606)</td>
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<td>670,300</td>
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<td><strong>EXPENSES</strong></td>
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<td>Other Fundraising</td>
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<td>Total Fundraising Costs</td>
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<tr>
<td>Communications Program</td>
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<td></td>
<td></td>
</tr>
<tr>
<td>Newsletter Costs</td>
<td>35,835</td>
<td>36,270</td>
<td>(435)</td>
</tr>
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<td>Website and Internet</td>
<td>1,570</td>
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<td>Total Communications Program</td>
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<td>37,770</td>
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<td>Grants Program</td>
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<td>Grant Awards</td>
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<td>277,970</td>
<td>42,597</td>
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<tr>
<td>Personnel</td>
<td>233,804</td>
<td>229,061</td>
<td>4,743</td>
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<tr>
<td>General and Administrative</td>
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<td>77,175</td>
<td>4,919</td>
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<td>Board Expenses</td>
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<td>681</td>
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<td>Total Administrative Costs</td>
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<td><strong>TOTAL EXPENSES</strong></td>
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<td>(26,294)</td>
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<td><strong>NET ASSETS, BEGINNING OF YEAR</strong></td>
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<td>535,383</td>
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</tr>
<tr>
<td><strong>NET ASSETS, END OF YEAR</strong></td>
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<td>540,925</td>
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</tr>
<tr>
<td>SUPPORT AND REVENUES</td>
<td>YTD ACTUAL 2009</td>
<td>ANNUAL BUDGET</td>
<td>+/- BUDGET</td>
</tr>
<tr>
<td>----------------------------------------------------------</td>
<td>-----------------</td>
<td>---------------</td>
<td>-----------</td>
</tr>
<tr>
<td><strong>Internal Mailings</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Pledges</td>
<td>140,338</td>
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</tr>
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<td>Total Internal Mailings</td>
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<td>(21,226)</td>
</tr>
<tr>
<td><strong>Prospecting Mailings</strong></td>
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<td></td>
<td></td>
</tr>
<tr>
<td>Total Prospecting Mailings</td>
<td>45,107</td>
<td>48,000</td>
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</tr>
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<td><strong>Special Contributions</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Bequests</td>
<td>51,227</td>
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<td>21,227</td>
</tr>
<tr>
<td>Board Fundraising</td>
<td>100</td>
<td>5,000</td>
<td>(4,900)</td>
</tr>
<tr>
<td>Foundations</td>
<td>22,000</td>
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<td>18,500</td>
</tr>
<tr>
<td>Matching Grants</td>
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<td>600</td>
<td>(307)</td>
</tr>
<tr>
<td>Restricted Funds</td>
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<td>2,000</td>
<td>(5)</td>
</tr>
<tr>
<td>Unsolicited</td>
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</tr>
<tr>
<td>Total Special Contributions</td>
<td>253,139</td>
<td>196,600</td>
<td>56,539</td>
</tr>
<tr>
<td><strong>Special Events Income</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total Special Event Income</td>
<td>17,526</td>
<td>12,750</td>
<td>4,776</td>
</tr>
<tr>
<td><strong>Investment Income</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Interest and Dividend Income</td>
<td>5,026</td>
<td>11,500</td>
<td>(6,474)</td>
</tr>
<tr>
<td>Unrealized Gain (Loss)</td>
<td>29,857</td>
<td>0</td>
<td>29,857</td>
</tr>
<tr>
<td>Realized Gain (Loss)</td>
<td>(9,521)</td>
<td>100</td>
<td>(9,621)</td>
</tr>
<tr>
<td>Total Investment Income</td>
<td>25,362</td>
<td>11,600</td>
<td>13,762</td>
</tr>
<tr>
<td><strong>Other Revenue</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fiscal Sponsorship Fees</td>
<td>143</td>
<td>200</td>
<td>(57)</td>
</tr>
<tr>
<td>In-Kind Goods and Services</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Royalties</td>
<td>76</td>
<td>75</td>
<td>1</td>
</tr>
<tr>
<td>T-Shirt Sales</td>
<td>638</td>
<td>1,250</td>
<td>(612)</td>
</tr>
<tr>
<td>T-Shirt Expense</td>
<td>(2,667)</td>
<td>(750)</td>
<td>(1,917)</td>
</tr>
<tr>
<td>NWTRCC</td>
<td>1,554</td>
<td>1,525</td>
<td>29</td>
</tr>
<tr>
<td>Total Other Revenue</td>
<td>(256)</td>
<td>2,300</td>
<td>(2,556)</td>
</tr>
<tr>
<td><strong>TOTAL SUPPORT AND REVENUES</strong></td>
<td>718,652</td>
<td>670,250</td>
<td>48,402</td>
</tr>
</tbody>
</table>
## EXPENSES

### Fundraising Costs

#### Internal Mailings

**Pledge Program**
- Printing: 2,175, 1,750, 425
- Postage: 1,484, 1,675, (191)
- Mailhouse: 2,295, 2,285, 10
- Consultant: 1,755, 0, 1,755

**Total Pledge Program**: 7,709, 5,710, 1,999

**ABC House mailings**
- Printing: 7,800, 6,400, 1,400
- Postage: 4,554, 3,750, 804
- Mailhouse: 9,892, 5,600, 4,292
- Consultant: 13,688, 9,250, 4,438

**Total ABC/House mailings**: 35,934, 25,000, 10,934

**Total Internal Mailing Costs**: 43,643, 30,710, 12,933

#### Prospecting Mailings

- Printing: 15,472, 14,138, 1,334
- Postage: 17,404, 14,572, 2,832
- Mailhouse: 6,201, 6,003, 198
- Consultants: 5,115, 5,438, (323)
- Photos and Graphics: 1,010, 783, 227
- List rentals: 6,415, 4,133, 2,282

**Total Prospecting mailing Costs**: 51,617, 45,067, 6,550

#### Special Events

- Auction: 2,053, 500, 1,553
- Printing: 0, 0, 0
- Postage: 913, 0, 913
- Mailhouse: 0, 0, 0
- Consultants: 0, 0, 0
- House Parties: 60, 0, 60
- Advertising: 0, 0, 0
- Event Costs: 0, 0, 0

**Total Special Events**: 3,026, 500, 2,526

#### Misc. Fundraising Costs

- Administrative Fees: 162, 600, (438)
- Promo t-shirts: 160, 500, (340)
- Thank you cards
  - Printing: 0, 100, (100)
  - Postage: 2,100, 1,400, 700
  - Purchase: 0, 75, (75)

**Total thank-you cards**: 2,100, 1,575, 525

**Total Misc. Fundraising Costs**: 2,422, 2,675, (253)

**Total Fundraising Costs**: 100,708, 78,952, 21,756
## Program Costs

### Communications Program

<table>
<thead>
<tr>
<th></th>
<th>YTD ACTUAL 2009</th>
<th>ANNUAL BUDGET</th>
<th>+/- BUDGET</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Printing</strong></td>
<td>18,180</td>
<td>18,600</td>
<td>(420)</td>
</tr>
<tr>
<td><strong>Postage</strong></td>
<td>8,789</td>
<td>10,000</td>
<td>(1,211)</td>
</tr>
<tr>
<td><strong>Mailhouse</strong></td>
<td>8,326</td>
<td>7,100</td>
<td>1,226</td>
</tr>
<tr>
<td><strong>Consultants</strong></td>
<td>350</td>
<td>0</td>
<td>350</td>
</tr>
<tr>
<td><strong>Photos and graphics</strong></td>
<td>190</td>
<td>570</td>
<td>(380)</td>
</tr>
<tr>
<td><strong>Total Newsletter Costs</strong></td>
<td>35,835</td>
<td>36,270</td>
<td>(435)</td>
</tr>
<tr>
<td><strong>Website and Internet</strong></td>
<td>1,570</td>
<td>1,500</td>
<td>70</td>
</tr>
<tr>
<td><strong>Total Communications Program</strong></td>
<td>37,405</td>
<td>37,770</td>
<td>(365)</td>
</tr>
</tbody>
</table>

### Grants Program

<table>
<thead>
<tr>
<th>Grant Allocations</th>
<th>YTD ACTUAL 2009</th>
<th>ANNUAL BUDGET</th>
<th>+/- BUDGET</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>General Support Grants</strong></td>
<td>214,700</td>
<td>160,000</td>
<td>54,700</td>
</tr>
<tr>
<td><strong>Multi-year grants</strong></td>
<td>54,000</td>
<td>69,000</td>
<td>(15,000)</td>
</tr>
<tr>
<td><strong>Emergency grants</strong></td>
<td>1,000</td>
<td>0</td>
<td>1,000</td>
</tr>
<tr>
<td><strong>Technical Assistance Grants</strong></td>
<td>4,000</td>
<td>3,500</td>
<td>500</td>
</tr>
<tr>
<td><strong>Holmes Memorial Grant</strong></td>
<td>500</td>
<td>0</td>
<td>500</td>
</tr>
<tr>
<td><strong>Kurtz Memorial Grant</strong></td>
<td>500</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td><strong>Salzman Memorial Grant</strong></td>
<td>3,000</td>
<td>3,000</td>
<td>0</td>
</tr>
<tr>
<td><strong>NWTRCC donor directed Grants</strong></td>
<td>1,343</td>
<td>3,000</td>
<td>(1,657)</td>
</tr>
<tr>
<td><strong>Total Grant Allocations</strong></td>
<td>279,043</td>
<td>238,500</td>
<td>40,543</td>
</tr>
<tr>
<td><strong>Equipment Rental</strong></td>
<td>2,605</td>
<td>0</td>
<td>2,605</td>
</tr>
<tr>
<td><strong>Library</strong></td>
<td>29</td>
<td>0</td>
<td>29</td>
</tr>
<tr>
<td><strong>Photos and Graphics</strong></td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td><strong>Printing</strong></td>
<td>728</td>
<td>700</td>
<td>28</td>
</tr>
<tr>
<td><strong>Postage</strong></td>
<td>757</td>
<td>600</td>
<td>157</td>
</tr>
<tr>
<td><strong>Membership dues - organization</strong></td>
<td>0</td>
<td>400</td>
<td>(400)</td>
</tr>
<tr>
<td><strong>Supplies</strong></td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td><strong>Total Grants Program</strong></td>
<td>283,162</td>
<td>240,200</td>
<td>42,462</td>
</tr>
<tr>
<td><strong>Total Program Costs</strong></td>
<td>320,567</td>
<td>277,970</td>
<td>42,097</td>
</tr>
</tbody>
</table>

### Personnel

<table>
<thead>
<tr>
<th>Personnel Item</th>
<th>YTD ACTUAL 2009</th>
<th>ANNUAL BUDGET</th>
<th>+/- BUDGET</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Employee salaries</strong></td>
<td>171,120</td>
<td>168,324</td>
<td>2,796</td>
</tr>
<tr>
<td><strong>Payroll taxes</strong></td>
<td>14,765</td>
<td>14,644</td>
<td>121</td>
</tr>
<tr>
<td><strong>Pension plan match</strong></td>
<td>6,736</td>
<td>6,733</td>
<td>3</td>
</tr>
<tr>
<td><strong>Health insurance</strong></td>
<td>39,810</td>
<td>38,000</td>
<td>1,810</td>
</tr>
<tr>
<td><strong>Workers compensation</strong></td>
<td>760</td>
<td>860</td>
<td>(100)</td>
</tr>
<tr>
<td><strong>Staff development</strong></td>
<td>613</td>
<td>500</td>
<td>113</td>
</tr>
<tr>
<td><strong>Total Personnel</strong></td>
<td>233,804</td>
<td>229,061</td>
<td>4,743</td>
</tr>
</tbody>
</table>

### General and Administrative Costs

<table>
<thead>
<tr>
<th>General and Administrative Costs Item</th>
<th>YTD ACTUAL 2009</th>
<th>ANNUAL BUDGET</th>
<th>+/- BUDGET</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Advertising</strong></td>
<td>1,780</td>
<td>2,000</td>
<td>(220)</td>
</tr>
<tr>
<td><strong>Books, subscriptions, reference</strong></td>
<td>109</td>
<td>2,250</td>
<td>(2,141)</td>
</tr>
<tr>
<td><strong>Depreciation and amortization expense</strong></td>
<td>0</td>
<td>2,250</td>
<td>(2,250)</td>
</tr>
<tr>
<td><strong>Dues, Fees and Fines</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Bank, Credit Card and Finance Charges</strong></td>
<td>5,165</td>
<td>2,600</td>
<td>2,565</td>
</tr>
<tr>
<td><strong>Dues</strong></td>
<td>125</td>
<td>2,000</td>
<td>(1,875)</td>
</tr>
<tr>
<td><strong>Fines and Late Fees</strong></td>
<td>726</td>
<td>300</td>
<td>426</td>
</tr>
<tr>
<td><strong>Total Dues, Fees and Fines</strong></td>
<td>6,016</td>
<td>4,900</td>
<td>1,116</td>
</tr>
<tr>
<td></td>
<td>YTD ACTUAL 2009</td>
<td>ANNUAL BUDGET</td>
<td>+/- BUDGET</td>
</tr>
<tr>
<td>--------------------------------</td>
<td>-----------------</td>
<td>---------------</td>
<td>------------</td>
</tr>
<tr>
<td>Equip rental &amp; maintenance</td>
<td>1,323</td>
<td>4,125</td>
<td>(2,802)</td>
</tr>
<tr>
<td>Filing Fees - State Registration</td>
<td>3,395</td>
<td>1,700</td>
<td>1,695</td>
</tr>
<tr>
<td>Insurance</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Liability</td>
<td>782</td>
<td>1,000</td>
<td>(218)</td>
</tr>
<tr>
<td>Directors and Officers</td>
<td>2,225</td>
<td>2,300</td>
<td>(75)</td>
</tr>
<tr>
<td>Computer</td>
<td>0</td>
<td>89</td>
<td>(89)</td>
</tr>
<tr>
<td>Property</td>
<td>964</td>
<td>900</td>
<td>64</td>
</tr>
<tr>
<td>Total Insurance</td>
<td>3,971</td>
<td>4,289</td>
<td>(318)</td>
</tr>
<tr>
<td>Minor office equipment</td>
<td>712</td>
<td>1,250</td>
<td>(538)</td>
</tr>
<tr>
<td>Occupancy expenses</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Rent</td>
<td>40,838</td>
<td>40,836</td>
<td>2</td>
</tr>
<tr>
<td>Repairs and maintenance</td>
<td>0</td>
<td>250</td>
<td>(250)</td>
</tr>
<tr>
<td>Utilities</td>
<td>3,171</td>
<td>4,000</td>
<td>(829)</td>
</tr>
<tr>
<td>Real estate taxes</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Sub lease (rent)</td>
<td>(18,225)</td>
<td>(16,875)</td>
<td>(1,350)</td>
</tr>
<tr>
<td>Sub lease (utilities)</td>
<td>(1,027)</td>
<td>(1,600)</td>
<td>573</td>
</tr>
<tr>
<td>Total Occupancy expenses</td>
<td>24,757</td>
<td>26,611</td>
<td>(1,854)</td>
</tr>
<tr>
<td>Printing &amp; Copying</td>
<td>1,007</td>
<td>1,250</td>
<td>(243)</td>
</tr>
<tr>
<td>Postage, shipping, delivery</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>US Post Office</td>
<td>516</td>
<td>1,500</td>
<td>(984)</td>
</tr>
<tr>
<td>Postage due/BRE envelopes</td>
<td>3,629</td>
<td>3,000</td>
<td>629</td>
</tr>
<tr>
<td>Total Postage, shipping, delivery</td>
<td>4,145</td>
<td>4,500</td>
<td>(355)</td>
</tr>
<tr>
<td>Professional Fees</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Temporary Help</td>
<td>6,016</td>
<td>0</td>
<td>6,016</td>
</tr>
<tr>
<td>Accounting</td>
<td>20,200</td>
<td>14,000</td>
<td>6,200</td>
</tr>
<tr>
<td>Consultants</td>
<td>90</td>
<td>0</td>
<td>90</td>
</tr>
<tr>
<td>Brokerage Fees</td>
<td>1,810</td>
<td>1,700</td>
<td>110</td>
</tr>
<tr>
<td>Total Professional fees</td>
<td>28,116</td>
<td>15,700</td>
<td>12,416</td>
</tr>
<tr>
<td>Supplies</td>
<td>3,401</td>
<td>3,000</td>
<td>401</td>
</tr>
<tr>
<td>Telephone</td>
<td>2,621</td>
<td>2,750</td>
<td>(129)</td>
</tr>
<tr>
<td>Travel &amp; meetings expenses</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Conference, convention, meeting</td>
<td>0</td>
<td>100</td>
<td>(100)</td>
</tr>
<tr>
<td>Meals, food</td>
<td>319</td>
<td>200</td>
<td>119</td>
</tr>
<tr>
<td>Travel</td>
<td>422</td>
<td>300</td>
<td>122</td>
</tr>
<tr>
<td>Total travel &amp; meeting expenses</td>
<td>741</td>
<td>600</td>
<td>141</td>
</tr>
<tr>
<td>Total General and Administrative Costs</td>
<td>82,094</td>
<td>77,175</td>
<td>4,919</td>
</tr>
<tr>
<td>Board Expenses</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Copying</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Postage</td>
<td>46</td>
<td>0</td>
<td>46</td>
</tr>
<tr>
<td>Travel</td>
<td>1,685</td>
<td>1,250</td>
<td>435</td>
</tr>
<tr>
<td>Food</td>
<td>500</td>
<td>300</td>
<td>200</td>
</tr>
<tr>
<td>Total Board Expense</td>
<td>2,231</td>
<td>1,550</td>
<td>681</td>
</tr>
<tr>
<td>TOTAL EXPENSES</td>
<td>739,404</td>
<td>664,708</td>
<td>74,196</td>
</tr>
<tr>
<td>Net Ordinary Income</td>
<td>(20,752)</td>
<td>5,542</td>
<td>(25,794)</td>
</tr>
</tbody>
</table>
Subject: Re: RESIST Audit and 990 Progress  
From: "Robin Carton (Grants Manager)" <robinc@resistinc.org>  
Date: Mon, 25 Jan 2010 15:53:59 -0500  
To: "Robin Carton (w)" <robinc@resistinc.org>

The Board empowers the Finance Committee to review the draft audited financial statements and IRS Form 990. In the event that any filing is required before the next full meeting of the Board of Directors, the Finance Committee is authorized to make a final determination of the accuracy and completeness of any filing, including all IRS Form 990 filings, attachments and audited financial statements. The Finance Committee shall report any authorizations made to the Board at the next scheduled meeting.

Name: Robin Carton  
Date: 1/25/09  
I am in favor of this proposal
I approve!

On Jan 25, 2010 4:16 PM, "Guillermo Quinteros" <GuillermoQ@solidago.org> wrote:

Sounds good to me too.

Guillermo Quinteros
Program Officer
Solidago Foundation

Please note our new address:

150 Main Street, Suite 24
Northampton, MA 01060
Tel. 413.587.0174
Fax 413.587.0175

"Justice is what love looks like in public" - Cornel Ronald West

From: Christy Pardew [mailto:christy@resistinc.org]
Sent: Monday, January 25, 2010 3:02 PM
To: board@resistinc.org
Subject: Re: RESIST Audit and 990 Progress

Sounds good to me. Christy -- Christy Pardew Communications Director RESIST 617-623-5110 htt...
Subject: Re: RESIST Audit and 990 Progress
From: Marc Miller <marc@fortpointtheatrechannel.org>
Date: Mon, 25 Jan 2010 21:18:39 -0500
To: "Robin Carton (Grants Manager)" <robinc@resistinc.org>
CC: Board - RESIST <board@resistinc.org>, Linda Smith <Linda@lms-cpa.com>

In favor.
Marc Miller

On Mon, Jan 25, 2010 at 1:29 PM, Robin Carton (Grants Manager) <robinc@resistinc.org> wrote:

Dear Board members,

We are beginning our audit and IRS Form 990 preparation today. In order to allow this process to go forward smoothly (and to enable a timely filing of our 990), Linda Smith has asked the Board to approve the following request:

The Board empowers the Finance Committee to review the draft audited financial statements and IRS Form 990. In the event that any filing is required before the next full meeting of the Board of Directors, the Finance Committee is authorized to make a final determination of the accuracy and completeness of any filing, including all IRS Form 990 filings, attachments and audited financial statements. The Finance Committee shall report any authorizations made to the Board at the next scheduled meeting.

Please respond to this e-mail as soon as possible with your acceptance or concerns.

Thank you.
Robin

The Board empowers the Finance Committee to review the draft audited financial statements and IRS Form 990. In the event that any filing is required before the next full meeting of the Board of Directors, the Finance Committee is authorized to make a final determination of the accuracy and completeness of any filing, including all IRS Form 990 filings, attachments and audited financial statements. The Finance Committee shall report any authorizations made to the Board at the next scheduled meeting.

Name:
Date:

I am in favor of this proposal:
I am not in favor of this proposal:

--
Marc S. Miller
Co-Artistic Director/Producer
Fort Point Theatre Channel

www.fortpointtheatrechannel.org
marc@fortpointtheatrechannel.org
Subject: Re: RESIST Audit and 990 Progress
From: Camilo Viveiros <camiloviveiros@yahoo.com>
Date: Mon, 25 Jan 2010 20:43:18 -0800 (PST)
To: Marc Miller <marc@fortpointtheatrechannel.org>, "Robin Carton (Grants Manager)" <robinc@resistinc.org>
CC: Board - RESIST <board@resistinc.org>, Linda Smith <Linda@lms-cpa.com>

find by me
camilo

----- Original Message -----
From: Marc Miller <marc@fortpointtheatrechannel.org>
To: Robin Carton (Grants Manager) <robinc@resistinc.org>
Cc: Board - RESIST <board@resistinc.org>; Linda Smith <Linda@lms-cpa.com>
Sent: Mon, January 25, 2010 9:18:39 PM
Subject: Re: RESIST Audit and 990 Progress

In favor.
Marc Miller

On Mon, Jan 25, 2010 at 1:29 PM, Robin Carton (Grants Manager) <robinc@resistinc.org> wrote:

Dear Board members,

We are beginning our audit and IRS Form 990 preparation today. In order to allow this process to go forward smoothly (and to enable a timely filing of our 990), Linda Smith has asked the Board to approve the following request:

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Robin

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Name:

Date:

I am in favor of this proposal:
I am not in favor of this proposal:

--
Marc S. Miller
Co-Artistic Director/Producer
Fort Point Theatre Channel
Subject: RE: RESIST Audit and 990 Progress  
From: "Guillermo Quinteros" <GuillermoQ@solidago.org>  
Date: Mon, 25 Jan 2010 16:16:08 -0500  
To: <board@resistinc.org>  

Sounds good to me too.

Guillermo Quinteros  
Program Officer  
Solidago Foundation  

Please note our new address:

150 Main Street, Suite 24  
Northampton, MA 01060  
Tel. 413.587.0174  
Fax 413.587.0175  

"Justice is what love looks like in public" - Cornel Ronald West  

From: Christy Pardew [mailto:christy@resistinc.org]  
Sent: Monday, January 25, 2010 3:02 PM  
To: board@resistinc.org  
Subject: Re: RESIST Audit and 990 Progress  

Sounds good to me.

Christy  

--  
Christy Pardew  
Communications Director  
RESIST  
617-623-5110  
http://www.resistinc.org  

Stay in touch with RESIST:  
www.resistinc.org/subscribe  

Quoting Dimple Rana:  
I accept.

Dimple-->

Dimple Rana  

Co-Director and Lead Community Organizer  
Deported Diaspora
Subject: Re: RESIST Audit and 990 Progress

From: melissa <mmcarino@gmail.com>

Date: Mon, 25 Jan 2010 16:14:42 -0500

To: "Robin Carton (Grants Manager)" <robinc@resistinc.org>

I approve.

On Mon, Jan 25, 2010 at 3:01 PM, Christy Pardew <christy@resistinc.org> wrote:

Sounds good to me.

Christy

--

Christy Pardew
Communications Director
RESIST
617-623-5110
http://www.resistinc.org

Stay in touch with RESIST:
www.resistinc.org/subscribe

Quoting Dimple Rana:

I accept.

Dimple->

Dimple Rana

Co-Director and Lead Community Organizer
Deported Diaspora
P.O. Box 52471
Boston, MA 02205
http://www.deporteddiaspora.org/
http://www.facebook.com/deporteddiaspora/

Resist, Inc.
Board Member
http://www.resistinc.org/

My URL's
http://www.facebook.com/dimple.scorpio/

If I cannot air this pain and alter it, I will surely die of it. That's the beginning of social protest. - Audre Lorde

On Mon, Jan 25, 2010 at 1:55 PM, Jennifer Bonardi <jbonardi@hotmail.com> wrote:

OK.
I approve.

On Mon, Jan 25, 2010 at 1:29 PM, Robin Carton (Grants Manager) <robinc@resistinc.org> wrote:

Dear Board members,

We are beginning our audit and IRS Form 990 preparation today. In order to allow this process to go forward smoothly (and to enable a timely filing of our 990), Linda Smith has asked the Board to approve the following request:

The Board empowers the Finance Committee to review the draft audited financial statements and IRS Form 990. In the event that any filing is required before the next full meeting of the Board of Directors, the Finance Committee is authorized to make a final determination of the accuracy and completeness of any filing, including all IRS Form 990 filings, attachments and audited financial statements. The Finance Committee shall report any authorizations made to the Board at the next scheduled meeting.

Please respond to this e-mail as soon as possible with your acceptance or concerns.

Thank you.

Robin

The Board empowers the Finance Committee to review the draft audited financial statements and IRS Form 990. In the event that any filing is required before the next full meeting of the Board of Directors, the Finance Committee is authorized to make a final determination of the accuracy and completeness of any filing, including all IRS Form 990 filings, attachments and audited financial statements. The Finance Committee shall report any authorizations made to the Board at the next scheduled meeting.

Name:

Date:

I am in favor of this proposal:
I am not in favor of this proposal:
Subject: Re: RESIST Audit and 990 Progress
From: Miabi Chatterji <mc1322@nyu.edu>
Date: Mon, 25 Jan 2010 15:58:08 -0500
To: "Robin Carton (Grants Manager)" <robin@resistinc.org>

Yes, absolutely.

----- Original Message ----- 
From: "Robin Carton (Grants Manager)" <robin@resistinc.org>
Date: Monday, January 25, 2010 1:46 pm
Subject: RESIST Audit and 990 Progress
To: Board - RESIST <board@resistinc.org>
Cc: Linda Smith <Linda@lms-CPA.com>

Dear Board members,

We are beginning our audit and IRS Form 990 preparation today. In order to allow this process to go forward smoothly (and to enable a timely filing of our 990), Linda Smith has asked the Board to approve the following request:

The Board empowers the Finance Committee to review the draft audited financial statements and IRS Form 990. In the event that any filing is required before the next full meeting of the Board of Directors, the Finance Committee is authorized to make a final determination of the accuracy and completeness of any filing, including all IRS Form 990 filings, attachments and audited financial statements. The Finance Committee shall report any authorizations made to the Board at the next scheduled meeting.

Please respond to this e-mail as soon as possible with your acceptance or concerns.

Thank you.

Robin

The Board empowers the Finance Committee to review the draft audited financial statements and IRS Form 990. In the event that any filing is required before the next full meeting of the Board of Directors, the Finance Committee is authorized to make a final determination of the accuracy and completeness of any filing, including all IRS Form 990 filings, attachments and audited financial statements. The Finance Committee shall report any authorizations made to the Board at the next scheduled meeting.

Name:

Date:

I am in favor of this proposal:
I am not in favor of this proposal:
Re: RESIST Audit and 990 Progress

Subject: Re: RESIST Audit and 990 Progress
From: Yafreisy Mejia <yafreisym@resistinc.org>
Date: Wed, 27 Jan 2010 09:22:19 -0500
To: "Robin Carton (Grants Manager)" <robinct@resistinc.org>
CC: Board - RESIST <board@resistinc.org>, Linda Smith <Linda@lms-cpa.com>

Fine by me

Yafreisy

Robin Carton (Grants Manager) wrote:

Dear Board members,

We are beginning our audit and IRS Form 990 preparation today. In order to allow this process to go forward smoothly (and to enable a timely filing of our 990), Linda Smith has asked the Board to approve the following request:

The Board empowers the Finance Committee to review the draft audited financial statements and IRS Form 990. In the event that any filing is required before the next full meeting of the Board of Directors, the Finance Committee is authorized to make a final determination of the accuracy and completeness of any filing, including all IRS Form 990 filings, attachments and audited financial statements. The Finance Committee shall report any authorizations made to the Board at the next scheduled meeting.

Please respond to this e-mail as soon as possible with your acceptance or concerns.

Thank you.

Robin

The Board empowers the Finance Committee to review the draft audited financial statements and IRS Form 990. In the event that any filing is required before the next full meeting of the Board of Directors, the Finance Committee is authorized to make a final determination of the accuracy and completeness of any filing, including all IRS Form 990 filings, attachments and audited financial statements. The Finance Committee shall report any authorizations made to the Board at the next scheduled meeting.

Name:
Date:

I am in favor of this proposal:
I am not in favor of this proposal:

Yafreisy Mejia <yafreisym@resistinc.org>
Administrative Director
Resist, Inc.
Subject: Re: RESIST Audit and 990 Progress
From: Cynthia Bargar <cbargar@gis.net>
Date: Wed, 27 Jan 2010 09:29:29 -0500
To: "Robin Carton (Grants Manager)" <robin@resistinc.org>

Name: Cynthia Bargar

Date: 1/27/10

I am in favor of this proposal:

--
Cynthia M. Bargar
Midway Studios #418
15 Channel Center St.
Boston, MA 02210
617.513.3407
Subject: Re: RESIST Audit and 990 Progress
From: "Christy Pardew" <christy@resistinc.org>
Date: Mon, 25 Jan 2010 15:01:40 -0500
To: board@resistinc.org

Sounds good to me.

Christy

--
Christy Pardew
Communications Director
RESIST
617-623-5110
http://www.resistinc.org

Stay in touch with RESIST:
www.resistinc.org/subscribe

Quoting Dimple Rana:

I accept.

Dimple~>

Dimple Rana

Co-Director and Lead Community Organizer
Deported Diaspora
P.O. Box 52471
Boston, MA 02205
http://www.deporteddiaspora.org/
http://www.facebook.com/deporteddiaspora/

Resist, Inc.
Board Member
http://www.resistinc.org/

My URL's
http://www.facebook.com/dimple.scorpio/

If I cannot air this pain and alter it, I will surely die of it. That's the beginning of social protest. - Audre Lorde

On Mon, Jan 25, 2010 at 1:55 PM, Jennifer Bonardi <jbonardi@hotmail.com> wrote:

OK.

- Jen Bonardi
Re: RESIST Audit and 990 Progress

Subject: Re: RESIST Audit and 990 Progress
From: Dimple Rana <dimple.scorpio@gmail.com>
Date: Mon, 25 Jan 2010 14:56:55 -0500
To: Jennifer Bonardi <jbonardi@hotmail.com>
CC: Robin Carton <robinc@resistinc.org>, board@resistinc.org, linda@lms-cpa.com

I accept.

Dimple~>

Dimple Rana

Co-Director and Lead Community Organizer
Deported Diaspora
P.O. Box 52471
Boston, MA 02205
http://www.deporteddiaspora.org/
http://www.facebook.com/deporteddiaspora/

Resist, Inc.
Board Member
http://www.resistinc.org/

My URL's
http://www.facebook.com/dimple.scorpio/

If I cannot air this pain and alter it, I will surely die of it. That's the beginning of social protest. - Audre Lorde

On Mon, Jan 25, 2010 at 1:55 PM, Jennifer Bonardi <jbonardi@hotmail.com> wrote:

OK.

- Jen Bonardi

Date: Mon, 25 Jan 2010 13:29:58 -0500
From: robinc@resistinc.org
To: board@resistinc.org
CC: Linda@lms-cpa.com
Subject: RESIST Audit and 990 Progress

Dear Board members,

We are beginning our audit and IRS Form 990 preparation today. In order to allow this process to go forward smoothly (and to enable a timely filing of our 990), Linda Smith has asked the Board to approve the following request:

The Board empowers the Finance Committee to review the draft audited financial statements and IRS Form 990. In the event that any filing is required before the next full meeting of the Board of Directors, the Finance Committee is authorized to make a final determination of the accuracy and completeness of any filing, including all IRS Form 990 filings, attachments and audited financial statements. The Finance Committee shall report any authorizations made to the Board at the next scheduled meeting.
The Board empowers the Finance Committee to review the draft audited financial statements and IRS Form 990. In the event that any filing is required before the next full meeting of the Board of Directors, the Finance Committee is authorized to make a final determination of the accuracy and completeness of any filing, including all IRS Form 990 filings, attachments and audited financial statements. The Finance Committee shall report any authorizations made to the Board at the next scheduled meeting.

Name: Jim O'B

Date: 1/25/10

I am in favor of this proposal: Yes
I am not in favor of this proposal:
OK with me!

----- Original Message ----- 
From: Robin Carton (Grants Manager) 
To: Board - RESIST 
Cc: Linda Smith 
Sent: Monday, January 25, 2010 1:29 PM 
Subject: RESIST Audit and 990 Progress 

Dear Board members,

We are beginning our audit and IRS Form 990 preparation today. In order to allow this process to go forward smoothly (and to enable a timely filing of our 990), Linda Smith has asked the Board to approve the following request:

The Board empowers the Finance Committee to review the draft audited financial statements and IRS Form 990. In the event that any filing is required before the next full meeting of the Board of Directors, the Finance Committee is authorized to make a final determination of the accuracy and completeness of any filing, including all IRS Form 990 filings, attachments and audited financial statements. The Finance Committee shall report any authorizations made to the Board at the next scheduled meeting.

Please respond to this e-mail as soon as possible with your acceptance or concerns.

Thank you.

Robin 

The Board empowers the Finance Committee to review the draft audited financial statements and IRS Form 990. In the event that any filing is required before the next full meeting of the Board of Directors, the Finance Committee is authorized to make a final determination of the accuracy and completeness of any filing, including all IRS Form 990 filings, attachments and audited financial statements. The Finance Committee shall report any authorizations made to the Board at the next scheduled meeting.

Name: 
Date:

I am in favor of this proposal: 
I am not in favor of this proposal:
Re: RESIST Audit and 990 Progress

Subject: Re: RESIST Audit and 990 Progress
From: diana digges <dldigges@yahoo.com>
Date: Mon, 25 Jan 2010 11:31:10 -0800 (PST)
To: "Robin Carton (Grants Manager)" <robinc@resistinc.org>

see approval below

From: Robin Carton (Grants Manager) <robinc@resistinc.org>
To: Board - RESIST <board@resistinc.org>
Cc: Linda Smith <Linda@lms-cpa.com>
Sent: Mon, January 25, 2010 1:29:58 PM
Subject: RESIST Audit and 990 Progress

Dear Board members,

We are beginning our audit and IRS Form 990 preparation today. In order to allow this process to go forward smoothly (and to enable a timely filing of our 990), Linda Smith has asked the Board to approve the following request:

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Please respond to this e-mail as soon as possible with your acceptance or concerns.

Thank you.

Robin

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Name: Diana Digges

Date: January 25, 2010

I am in favor of this proposal: YES
I am not in favor of this proposal:
Subject: Re: RESIST Audit and 990 Progress
From: "Kay Mathew" <kaymathew@juno.com>
Date: Mon, 25 Jan 2010 18:48:05 GMT
To: robinc@resistinc.org
CC: board@resistinc.org, Linda@lms-cpa.com

Ok.

Kay Mathew
Boston, Massachusetts

---

Subject: RESIST Audit and 990 Progress
From: "Robin Carton (Grants Manager)" <robinc@resistinc.org>
Date: Mon, 25 Jan 2010 13:29:58 -0500
To: Board - RESIST <board@resistinc.org>
CC: Linda Smith <Linda@lms-cpa.com>

Dear Board members,

We are beginning our audit and IRS Form 990 preparation today. In order to allow this process to go forward smoothly (and to enable a timely filing of our 990), Linda Smith has asked the Board to approve the following request:

The Board empowers the Finance Committee to review the draft audited financial statements and IRS Form 990. In the event that any filing is required before the next full meeting of the Board of Directors, the Finance Committee is authorized to make a final determination of the accuracy and completeness of any filing, including all IRS Form 990 filings, attachments and audited financial statements. The Finance Committee shall report any authorizations made to the Board at the next scheduled meeting.

Please respond to this e-mail as soon as possible with your acceptance or concerns.

Thank you.

Robin

The Board empowers the Finance Committee to review the draft audited financial statements and IRS Form 990. In the event that any filing is required before the next full meeting of the Board of Directors, the Finance Committee is authorized to make a final determination of the accuracy and completeness of any filing, including all IRS Form 990 filings, attachments and audited financial statements. The Finance Committee shall report any authorizations made to the Board at the next scheduled meeting.
Subject: RE: RESIST Audit and 990 Progress  
From: Jennifer Bonardi <jbonardi@hotmail.com>  
Date: Mon, 25 Jan 2010 13:55:19 -0500  
To: Robin Carton <robinc@resistinc.org>, <board@resistinc.org>  
CC: <linda@lms-cpa.com>

OK.

- Jen Bonardi

Date: Mon, 25 Jan 2010 13:29:58 -0500  
From: robinc@resistinc.org  
To: board@resistinc.org  
CC: Linda@lms-cpa.com  
Subject: RESIST Audit and 990 Progress

Dear Board members,

We are beginning our audit and IRS Form 990 preparation today. In order to allow this process to go forward smoothly (and to enable a timely filing of our 990), Linda Smith has asked the Board to approve the following request:

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Please respond to this e-mail as soon as possible with your acceptance or concerns.

Thank you.

Robin

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Name:

Date:

I am in favor of this proposal:
I am not in favor of this proposal:

Hotmail: Free, trusted and rich email service. Get it now.
Re: RESIST Audit and 990 Progress

Subject: Re: RESIST Audit and 990 Progress
From: Becca Howes-Mischel <beccaella@gmail.com>
Date: Mon, 25 Jan 2010 14:03:31 -0500
To: "Robin Carton (Grants Manager)" <robinc@resistinc.org>

I am in favor of this proposal

good luck with the audit

On Mon, Jan 25, 2010 at 1:29 PM, Robin Carton (Grants Manager) <robinc@resistinc.org> wrote:

Dear Board members,

We are beginning our audit and IRS Form 990 preparation today. In order to allow this process to go forward smoothly (and to enable a timely filing of our 990), Linda Smith has asked the Board to approve the following request:

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Please respond to this e-mail as soon as possible with your acceptance or concerns.

Thank you.

Robin

The Board empowers the Finance Committee to review the draft audited financial statements and IRS Form 990. In the event that any filing is required before the next full meeting of the Board of Directors, the Finance Committee is authorized to make a final determination of the accuracy and completeness of any filing, including all IRS Form 990 filings, attachments and audited financial statements. The Finance Committee shall report any authorizations made to the Board at the next scheduled meeting.

Name:

Date:

I am in favor of this proposal:
I am not in favor of this proposal:

--
Rebecca Howes-Mischel
Ph.D. Candidate
Dept of Anthropology
New York University
http://homepages.nyu.edu/~rhm222
Subject: Re: RESIST Audit and 990 Progress
From: Jen Willsea <jen.willsea@gmail.com>
Date: Mon, 25 Jan 2010 14:03:59 -0500
To: "Robin Carton (Grants Manager)" <robin@resistinc.org>

ok with me!

On Mon, Jan 25, 2010 at 1:29 PM, Robin Carton (Grants Manager) <robin@resistinc.org> wrote:

Dear Board members,

We are beginning our audit and IRS Form 990 preparation today. In order to allow this process to go forward smoothly (and to enable a timely filing of our 990), Linda Smith has asked the Board to approve the following request:

The Board empowers the Finance Committee to review the draft audited financial statements and IRS Form 990. In the event that any filing is required before the next full meeting of the Board of Directors, the Finance Committee is authorized to make a final determination of the accuracy and completeness of any filing, including all IRS Form 990 filings, attachments and audited financial statements. The Finance Committee shall report any authorizations made to the Board at the next scheduled meeting.

Please respond to this e-mail as soon as possible with your acceptance or concerns.

Thank you.

Robin

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Name:

Date:

I am in favor of this proposal:
I am not in favor of this proposal:
Subject: Re: Morgan Stanley Enabling Resolutions 2010.doc
From: melissa <mmcarino@gmail.com>
Date: Tue, 19 Jan 2010 11:48:28 -0500
To: "Robin Carton (Grants Manager)" <robinc@resistinc.org>

On Mon, Jan 11, 2010 at 5:11 PM, Robin Carton (Grants Manager) <robinc@resistinc.org> wrote:

Dear Delightful Board members-

Morgan Stanley has asked that we once again submit a Board resolution that allows us to continue our accounts and change them as necessary. Signers on the account would be Malika and myself. We could add a Board member at some point in the future- but this needs to go in ASAP. It basically re-states what the Board has passed before.

All the gobbledygook is below and attached as a separate document.

So ... after reading the resolutions- please reply with your name and date at the bottom if you agree. If you do not agree- please say so as well.

The Board, via the By-Laws, is empowered to take this action by e-mail. I will collect responses until Thursday and they can be found in the 2010 Minute book if anyone would like to see them.

Thank you.

Robin

---

Morgan Stanley Enabling Resolutions
1/14/2010

The following is a full, true and correct copy of Resolutions duly and regularly adopted by vote of the Board of Directors of the Client, that such Resolutions have not been rescinded or modified and are in full force and effect, and the Client further represents and warrants that: (1) the Resolutions are in accord with and pursuant to the Client’s underlying charter and bylaws; (2) the Resolutions are in accord with all constitutional, statutory and regulatory provisions pertaining to the Client; (3) the Client is empowered to take the actions called for by the Resolutions; (4) the Client is duly organized, validly existing and in good standing under all applicable state laws; and (5) the persons designated above -as officers of the Client have been duly installed and now hold the offices in the Client set forth by their respective names and their true signatures.

1. Resolved that the Client is authorized and empowered to open one or more investment accounts (collectively, the “Securities Account”) with Morgan Stanley Smith Barney.

2. Resolved that the Securities Account shall be a Cash Account or a Margin Account for the purpose of purchasing, investing in, or otherwise acquiring, selling (including short sales), possessing, transferring, exchanging, pledging, or otherwise disposing of, and generally dealing in any and all forms of securities and financial instruments of every kind or nature whatsoever, including, without limitation, purchasing, selling, etc., of option contracts (including uncovered option contracts). All orders and instructions, written or oral, relating to the Securities Account shall be given by one of the individuals designated above under the heading “Authorized Individuals,” and each of them individually is hereby authorized and directed to purchase and/or sell and/or deal in any and all securities and financial instruments for the Client, including the power to deliver, accept delivery of, pledge, endorse, surrender and direct the transfer of record title of any assets beneficially owned by the Client for any purpose, including to effect any exchange or conversion, or to deposit with any protective or similar committee, or otherwise, without obligation on Morgan Stanley
Smith Barney’s part to inquire into the reasons for said order or instructions.

3. Resolved that the Client is authorized to obtain, and borrow at any time and from time to time under, any commercial line of credit that may be extended, and/or term loan that may be made or any other financial accommodation, financial service or extension of credit, to the Client at any time and from time to time (a “Credit Facility”), and to secure payment therefore with property of the Client (including but not limited to equipment, inventory, accounts, general intangibles, real property and investment property), and to enter into any credit, security and other agreements and other documents necessary to effect the foregoing, in form and substance and in such amounts and with such repayment provisions, interest and fees, and other terms, as shall be satisfactory to any of the Authorized Individuals, acting alone, such satisfaction to be conclusively evidenced by the execution and delivery of such agreements and other documents by such Authorized Individual.

4. Resolved that Morgan Stanley Smith Barney may deal with any one of the Authorized Individuals as though Morgan Stanley Smith Barney were dealing with the Client directly and each Authorized Individual is authorized and directed generally to do and take all action necessary in connection with the Securities Account.

5. Resolved that each of the Authorized Individuals is authorized and directed to bind and obligate the Client to and for the carrying out of any contract, arrangement or transaction that shall be entered into by any such Authorized Individual for and on behalf of the Client with or through Morgan Stanley Smith Barney; to execute and deliver to Morgan Stanley Smith Barney on behalf of the Client any and all agreements, documents, contracts, releases and other writings that Morgan Stanley Smith Barney may require; to affix the corporate seal to any documents or agreements; and to agree to any terms or conditions to control the Securities Account.

6. Resolved that the Secretary (or other duly designated officer) of the Client is hereby authorized, empowered and directed to certify, under the Seal of the Client, or otherwise to Morgan Stanley Smith Barney: (a) a true copy of these Resolutions; (b) specimen signatures of each and every individual empowered by these Resolutions; (c) a certificate (which, if Morgan Stanley Smith Barney requires, shall be supported by an opinion of the general counsel of the Client, or other counsel satisfactory to Morgan Stanley Smith Barney) that the Client is duly organized and existing, that its charter empowers to transact the business contemplated in these Resolutions, and that no limitation has been imposed upon such powers by constitution, statute, regulations, charter, bylaw or otherwise.

7. Resolved that Morgan Stanley Smith Barney may rely upon any certification given in accordance with these Resolutions as continuing fully effective unless and until Morgan Stanley Smith Barney shall receive due written notice of an amendment, modification or rescission of such Resolutions or certification. Further resolved that Morgan Stanley Smith Barney shall not be liable for any action taken or not taken upon instruction of any Authorized Individual prior to Morgan Stanley Smith Barney’s actual receipt of written notice of the termination or impairment of such person’s authority. The failure to supply any specimen signature shall not invalidate any transaction which is in accordance with authority actually granted.

Further resolved that the Client shall indemnify and hold harmless Morgan Stanley Smith Barney, Morgan Stanley & Co. Incorporated and any of their subsidiaries and affiliates from any and all claims that a transaction was unauthorized or outside the scope of the Client’s powers, if such transaction was authorized by any of the Authorized Individuals.

8. Resolved that in the event of any change in the office or powers of persons hereby empowered, the Secretary (or other duly designated officer) shall certify such changes to Morgan Stanley Smith Barney, in writing, which certification, when Morgan Stanley Smith Barney receives it, shall terminate the powers of the persons previously authorized and empower the persons thereby substituted.

9. Resolved that the Client hereby authorizes Morgan Stanley Smith Barney to charge any amount due
Morgan Stanley Smith Barney under any arrangement with the Client against any or all of the accounts and
other property of the Client held with Morgan Stanley Smith Barney or any of its affiliates, with the Client
remaining liable for any deficiency and each Authorized Individual is authorized and directed to pay to
Morgan Stanley Smith Barney by checks and/or drafts drawn upon the funds of the Client such sums as may
be necessary to discharge the Client’s obligations to Morgan Stanley Smith Barney.

10. I/we agree that Morgan Stanley Smith Barney may apply this form to any accounts in the name of the
entity listed in Section 1 above. I/we further agree that all of the terms, conditions, authorizations and
representations shall apply to such accounts.

I vote in favor of this resolution:
I oppose this resolution:

Name: Melissa Cariño Date: January 19, 2010
Subject: RE: Morgan Stanley Enabling Resolutions 2010.doc
From: Jennifer Bonardi <jbonardi@hotmail.com>
Date: Fri, 15 Jan 2010 10:41:58 -0500
To: Robin Carton <robinc@resistinc.org>

Sorry I'm a day late! :-(

Date: Mon, 11 Jan 2010 17:11:32 -0500
From: robinc@resistinc.org
To: board@resistinc.org
Subject: Morgan Stanley Enabling Resolutions 2010.doc

Dear Delightful Board members-

Morgan Stanley has asked that we once again submit a Board resolution that allows us to continue our accounts and change them as necessary. Signers on the account would be Malika and myself. We could add a Board member at some point in the future- but this needs to go in ASAP. It basically re-states what the Board has passed before.

All the gobbledygook is below and attached as a separate document.

So ... after reading the resolutions- please reply with your name and date at the bottom if you agree. If you do not agree- please say so as well.

The Board, via the By-Laws, is empowered to take this action by e-mail. I will collect responses until Thursday and they can be found in the 2010 Minute book if anyone would like to see them.

Thank you.

Robin

Morgan Stanley Enabling Resolutions
1/14/2010

The following is a full, true and correct copy of Resolutions duly and regularly adopted by vote of the Board of Directors of the Client, that such Resolutions have not been rescinded or modified and are in full force and effect, and the Client further represents and warrants that: (1) the Resolutions are in accord with and pursuant to the Client's underlying charter and bylaws; (2) the Resolutions are in accord with all constitutional, statutory and regulatory provisions pertaining to the Client; (3) the Client is empowered to take the actions called for by the Resolutions; (4) the Client is duly organized, validly existing and in good standing under all applicable state laws; and (5) the persons designated above as officers of the Client have been duly installed and now hold the offices in the Client set forth by their respective names and their true signatures.

1. Resolved that the Client is authorized and empowered to open one or more investment accounts (collectively, the "Securities Account") with Morgan Stanley Smith Barney.

2. Resolved that the Securities Account shall be a Cash Account or a Margin Account for the purpose of purchasing, investing in, or otherwise acquiring, selling (including short sales), possessing, transferring, exchanging, pledging, or otherwise disposing of, and
generally dealing in any and all forms of securities and financial instruments of every kind or nature whatsoever, including, without limitation, purchasing, selling, etc., of option contracts (including uncovered option contracts). All orders and instructions, written or oral, relating to the Securities Account shall be given by one of the individuals designated above under the heading “Authorized Individuals,” and each of them individually is hereby authorized and directed to purchase and/or sell and/or deal in any and all securities and financial instruments for the Client, including the power to deliver, accept delivery of, pledge, endorse, surrender and direct the transfer of record title of any assets beneficially owned by the Client for any purpose, including to effect any exchange or conversion, or to deposit with any protective or similar committee, or otherwise, without obligation on Morgan Stanley Smith Barney’s part to inquire into the reasons for said order or instructions.

3. Resolved that the Client is authorized to obtain, and borrow at any time and from time to time under, any commercial line of credit that may be extended, and/or term loan that may be made or any other financial accommodation, financial service or extension of credit, to the Client at any time and from time to time (a “Credit Facility”), and to secure payment therefore with property of the Client (including but not limited to equipment, inventory, accounts, general intangibles, real property and investment property), and to enter into any credit, security and other agreements and other documents necessary to effect the foregoing, in form and substance and in such amounts and with such repayment provisions, interest and fees, and other terms, as shall be satisfactory to any of the Authorized Individuals, acting alone, such satisfaction to be conclusively evidenced by the execution and delivery of such agreements and other documents by such Authorized Individual.

4. Resolved that Morgan Stanley Smith Barney may deal with any one of the Authorized Individuals as though Morgan Stanley Smith Barney were dealing with the Client directly and each Authorized Individual is authorized and directed generally to do and take all action necessary in connection with the Securities Account.

5. Resolved that each of the Authorized Individuals is authorized and directed to bind and obligate the Client to and for the carrying out of any contract, arrangement or transaction that shall be entered into by any such Authorized Individual for and on behalf of the Client with or through Morgan Stanley Smith Barney; to execute and deliver to Morgan Stanley Smith Barney on behalf of the Client any and all agreements, documents, contracts, releases and other writings that Morgan Stanley Smith Barney may require; to affix the corporate seal to any documents or agreements; and to agree to any terms or conditions to control the Securities Account.

6. Resolved that the Secretary (or other duly designated officer) of the Client is hereby authorized, empowered and directed to certify, under the Seal of the Client, or otherwise to Morgan Stanley Smith Barney: (a) a true copy of these Resolutions; (b) specimen signatures of each and every individual empowered by these Resolutions; (c) a certificate (which, if Morgan Stanley Smith Barney requires, shall be supported by an opinion of the general counsel of the Client, or other counsel satisfactory to Morgan Stanley Smith Barney) that the Client is duly organized and existing, that its charter empowers to transact the business contemplated in these Resolutions, and that no limitation has been imposed upon such powers by constitution, statute, regulations, charter, bylaw or otherwise.

7. Resolved that Morgan Stanley Smith Barney may rely upon any certification given in
accordance with these Resolutions as continuing fully effective unless and until Morgan Stanley Smith Barney shall receive due written notice of an amendment, modification or rescission of such Resolutions or certification. Further resolved that Morgan Stanley Smith Barney shall not be liable for any action taken or not taken upon instruction of any Authorized Individual prior to Morgan Stanley Smith Barney’s actual receipt of written notice of the termination or impairment of such person’s authority. The failure to supply any specimen signature shall not invalidate any transaction which is in accordance with authority actually granted.

Further resolved that the Client shall indemnify and hold harmless Morgan Stanley Smith Barney, Morgan Stanley & Co. Incorporated and any of their subsidiaries and affiliates from any and all claims that a transaction was unauthorized or outside the scope of the Client’s powers, if such transaction was authorized by any of the Authorized Individuals.

8. Resolved that in the event of any change in the office or powers of persons hereby empowered, the Secretary (or other duly designated officer) shall certify such changes to Morgan Stanley Smith Barney, in writing, which certification, when Morgan Stanley Smith Barney receives it, shall terminate the powers of the persons previously authorized and empower the persons thereby substituted.

9. Resolved that the Client hereby authorizes Morgan Stanley Smith Barney to charge any amount due Morgan Stanley Smith Barney under any arrangement with the Client against any or all of the accounts and other property of the Client held with Morgan Stanley Smith Barney or any of its affiliates, with the Client remaining liable for any deficiency and each Authorized Individual is authorized and directed to pay to Morgan Stanley Smith Barney by checks and/or drafts drawn upon the funds of the Client such sums as may be necessary to discharge the Client’s obligations to Morgan Stanley Smith Barney.

10. I/we agree that Morgan Stanley Smith Barney may apply this form to any accounts in the name of the entity listed in Section 1 above. I/we further agree that all of the terms, conditions, authorizations and representations shall apply to such accounts.

I vote in favor of this resolution: X
I oppose this resolution:

Name: Jennifer Bonardi
Date: 1/15/2010

Hotmail: Free, trusted and rich email service. Get it now.
Re: Morgan Stanley Enabling Resolutions 2010.doc

Subject: Re: Morgan Stanley Enabling Resolutions 2010.doc
From: Christy Pardew <christy@resistinc.org>
Date: Wed, 13 Jan 2010 08:54:08 -0500
To: "Robin Carton (Grants Manager)" <robinc@resistinc.org>

Robin Carton (Grants Manager) wrote:

Dear Delightful Board members-

Morgan Stanley has asked that we once again submit a Board resolution that allows us to continue our accounts and change them as necessary. Signers on the account would be Malika and myself. We could add a Board member at some point in the future- but this needs to go in ASAP. It basically re-states what the Board has passed before.

All the gobbledygook is below and attached as a separate document.

So ... after reading the resolutions- please reply with your name and date at the bottom if you agree. If you do not agree- please say so as well.

The Board, via the By-Laws, is empowered to take this action by e-mail. I will collect responses until Thursday and they can be found in the 2010 Minute book if anyone would like to see them.

Thank you.

Robin

Morgan Stanley Enabling Resolutions
1/14/2010

The following is a full, true and correct copy of Resolutions duly and regularly adopted by vote of the Board of Directors of the Client, that such Resolutions have not been rescinded or modified and are in full force and effect, and the Client further represents and warrants that: (1) the Resolutions are in accord with and pursuant to the Client’s underlying charter and bylaws; (2) the Resolutions are in accord with all constitutional, statutory and regulatory provisions pertaining to the Client; (3) the Client is empowered to take the actions called for by the Resolutions; (4) the Client is duly organized, validly existing and in good standing under all applicable state laws; and (5) the persons designated above as officers of the Client have been duly installed and now hold the offices in the Client set forth by their respective names and their true signatures.

1. Resolved that the Client is authorized and empowered to open one or more investment accounts (collectively, the “Securities Account”) with Morgan Stanley Smith Barney.

2. Resolved that the Securities Account shall be a Cash Account or a Margin Account for the purpose of purchasing, investing in, or otherwise acquiring, selling (including short sales), possessing, transferring, exchanging, pledging, or otherwise disposing of, and generally dealing in any and all forms of securities and financial instruments of every kind or nature whatsoever, including, without limitation, purchasing, selling, etc., of option contracts (including uncovered option contracts). All orders and instructions, written or oral, relating to the Securities Account shall be given by one of the individuals designated above under the heading “Authorized Individuals,” and each of them individually is hereby authorized and directed to purchase and/or sell and/or deal in any and all securities and financial instruments for the Client, including the power to deliver, accept delivery of, pledge, endorse, surrender and direct the transfer of record title of
any assets beneficially owned by the Client for any purpose, including to effect any exchange or conversion, or to deposit with any protective or similar committee, or otherwise, without obligation on Morgan Stanley Smith Barney’s part to inquire into the reasons for said order or instructions.

3. Resolved that the Client is authorized to obtain, and borrow at any time and from time to time under, any commercial line of credit that may be extended, and/or term loan that may be made or any other financial accommodation, financial service or extension of credit, to the Client at any time and from time to time (a “Credit Facility”), and to secure payment therefore with property of the Client (including but not limited to equipment, inventory, accounts, general intangibles, real property and investment property), and to enter into any credit, security and other agreements and other documents necessary to effect the foregoing, in form and substance and in such amounts and with such repayment provisions, interest and fees, and other terms, as shall be satisfactory to any of the Authorized Individuals, acting alone, such satisfaction to be conclusively evidenced by the execution and delivery of such agreements and other documents by such Authorized Individual.

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10. I/we agree that Morgan Stanley Smith Barney may apply this form to any accounts in the name of the entity listed in Section 1 above. I/we further agree that all of the terms, conditions, authorizations and representations shall apply to such accounts.

I vote in favor of this resolution: Christy Pardew
I oppose this resolution:

Name: Christy Pardew
Date: January 13, 2009

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Christy Pardew
Communications Director, RESIST
617-623-5110

Stay in touch with RESIST! Sign up here today.
Join our cause on Facebook!
Hey Robin,

I vote in favor of the Morgan Stanley resolutions have signed and dated below.

Peace.

Dimple ->

Morgan Stanley Enabling Resolutions
1/14/2010

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10. I/we agree that Morgan Stanley Smith Barney may apply this form to any accounts in the name of the entity listed in Section 1 above. I/we further agree that all of the terms, conditions, authorizations and representations shall apply to such accounts.

I vote in favor of this resolution: YES
I oppose this resolution:
Subject: Re: Morgan Stanley Enabling Resolutions 2010.doc
From: Marc Miller <marc@fortpointtheatrechannel.org>
Date: Mon, 11 Jan 2010 17:24:01 -0500
To: "Robin Carton (Grants Manager)" <robinc@resistinc.org>

See below.

On Mon, Jan 11, 2010 at 5:11 PM, Robin Carton (Grants Manager) <robinc@resistinc.org> wrote:

Dear Delightful Board members-

Morgan Stanley has asked that we once again submit a Board resolution that allows us to continue our accounts and change them as necessary. Signers on the account would be Malika and myself. We could add a Board member at some point in the future- but this needs to go in ASAP. It basically re-states what the Board has passed before.

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So ... after reading the resolutions- please reply with your name and date at the bottom if you agree. If you do not agree- please say so as well.

The Board, via the By-Laws, is empowered to take this action by e-mail. I will collect responses until Thursday and they can be found in the 2010 Minute book if anyone would like to see them.

Thank you.

Robin

Morgan Stanley Enabling Resolutions 1/14/2010

The following is a full, true and correct copy of Resolutions duly and regularly adopted by vote of the Board of Directors of the Client, that such Resolutions have not been rescinded or modified and are in full force and effect, and the Client further represents and warrants that: (1) the Resolutions are in accord with and pursuant to the Client’s underlying charter and bylaws; (2) the Resolutions are in accord with all constitutional, statutory and regulatory provisions pertaining to the Client; (3) the Client is empowered to take the actions called for by the Resolutions; (4) the Client is duly organized, validly existing and in good standing under all applicable state laws; and (5) the persons designated above as officers of the Client have been duly installed and now hold the offices in the Client set forth by their respective names and their true signatures.

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I vote in favor of this resolution: Marc Miller
I oppose this resolution:

Name: Marc Miller Date: January 11, 2001
Subject: Re: Morgan Stanley Enabling Resolutions 2010.doc  
From: "Jim O'Brien" <jimobrien48@gmail.com>  
Date: Mon, 11 Jan 2010 17:31:52 -0500  
To: "Robin Carton (Grants Manager)" <robinc@resistinc.org>

On 1/11/10, Robin Carton (Grants Manager) <robinc@resistinc.org> wrote:

Dear Delightful Board members,

Morgan Stanley has asked that we once again submit a Board resolution that allows us to continue our accounts and change them as necessary. Signers on the account would be Malika and myself. We could add a Board member at some point in the future- but this needs to go in ASAP. It basically re-states what the Board has passed before.

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Thank you.

Robin

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Morgan Stanley Enabling Resolutions  
1/14/2010

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3. Resolved that the Client is authorized to obtain, and borrow at any time and from time to time under, any commercial line of credit that may be extended, and/or term loan that may be made or any other financial accommodation, financial service or extension of credit, to the Client at any time and from time to time (a “Credit Facility”), and to secure payment therefore with property of the Client (including but not limited to equipment, inventory, accounts, general intangibles, real property and investment property), and to enter into any credit, security and other agreements and other documents necessary to effect the foregoing, in form and substance and in such amounts and with such repayment provisions, interest and fees, and other terms, as shall be satisfactory to any of the Authorized Individuals, acting alone, such satisfaction to be conclusively evidenced by the execution and delivery of such agreements and other documents by such Authorized Individual.

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9. Resolved that the Client hereby authorizes Morgan Stanley Smith Barney to charge any amount due Morgan Stanley Smith Barney under any arrangement with the Client against any or all of the accounts and other property of the Client held with Morgan Stanley Smith Barney or any of its affiliates, with the Client remaining liable for any deficiency and each Authorized Individual is authorized and directed to pay to Morgan Stanley Smith Barney by checks and/or drafts drawn upon the funds of the Client such sums as may be necessary to discharge the Client’s obligations to Morgan Stanley Smith Barney.

10. I/we agree that Morgan Stanley Smith Barney may apply this form to any accounts in the name of the entity listed in Section 1 above. I/we further agree that all of the terms, conditions, authorizations and representations shall apply to such accounts.

I vote in favor of this resolution: x
I oppose this resolution:

Name: Jim O'Brien Date: 1/11/10
Subject: Re: Morgan Stanley Enabling Resolutions 2010.doc
From: Becca Howes-Mischel <beccaella@gmail.com>
Date: Tue, 12 Jan 2010 09:58:27 -0500
To: "Robin Carton (Grants Manager)" <robinc@resistinc.org>

I vote in favor of this Resolution
Rebecca Howes-Mischel
1/12/10

On Mon, Jan 11, 2010 at 5:11 PM, Robin Carton (Grants Manager) <robinc@resistinc.org> wrote:

Dear Delightful Board members-

Morgan Stanley has asked that we once again submit a Board resolution that allows us to continue our accounts and change them as necessary. Signers on the account would be Malika and myself. We could add a Board member at some point in the future- but this needs to go in ASAP. It basically re-states what the Board has passed before.

All the gobbledygook is below and attached as a separate document.

So ... after reading the resolutions- please reply with your name and date at the bottom if you agree. If you do not agree- please say so as well.

The Board, via the By-Laws, is empowered to take this action by e-mail. I will collect responses until Thursday and they can be found in the 2010 Minute book if anyone would like to see them.

Thank you.

Robin

---

Morgan Stanley Enabling Resolutions
1/14/2010

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1. Resolved that the Client is authorized and empowered to open one or more investment accounts (collectively, the “Securities Account”) with Morgan Stanley Smith Barney.

2. Resolved that the Securities Account shall be a Cash Account or a Margin Account for the purpose of purchasing, investing in, or otherwise acquiring, selling (including short sales), possessing, transferring, exchanging, pledging, or otherwise disposing of, and generally dealing in any and all forms of securities and financial instruments of every kind or nature whatsoever, including, without limitation, purchasing, selling, etc., of option contracts (including uncovered option contracts). All orders and instructions, written or oral, relating to the Securities Account shall be given by one of the individuals designated above under the heading “Authorized Individuals,” and each of them individually is hereby authorized and directed to purchase and/or sell and/or deal in any and all securities and financial instruments for the Client, including the power to deliver, accept delivery of, pledge, endorse, surrender and direct the transfer of record title of
any assets beneficially owned by the Client for any purpose, including to effect any exchange or conversion, or to deposit with any protective or similar committee, or otherwise, without obligation on Morgan Stanley Smith Barney’s part to inquire into the reasons for said order or instructions.

3. Resolved that the Client is authorized to obtain, and borrow at any time and from time to time under, any commercial line of credit that may be extended, and/or term loan that may be made or any other financial accommodation, financial service or extension of credit, to the Client at any time and from time to time (a “Credit Facility”), and to secure payment therefore with property of the Client (including but not limited to equipment, inventory, accounts, general intangibles, real property and investment property), and to enter into any credit, security and other agreements and other documents necessary to effect the foregoing, in form and substance and in such amounts and with such repayment provisions, interest and fees, and other terms, as shall be satisfactory to any of the Authorized Individuals, acting alone, such satisfaction to be conclusively evidenced by the execution and delivery of such agreements and other documents by such Authorized Individual.

4. Resolved that Morgan Stanley Smith Barney may deal with any one of the Authorized Individuals as though Morgan Stanley Smith Barney were dealing with the Client directly and each Authorized Individual is authorized and directed generally to do and take all action necessary in connection with the Securities Account.

5. Resolved that each of the Authorized Individuals is authorized and directed to bind and obligate the Client to and for the carrying out of any contract, arrangement or transaction that shall be entered into by any such Authorized Individual for and on behalf of the Client with or through Morgan Stanley Smith Barney; to execute and deliver to Morgan Stanley Smith Barney on behalf of the Client any and all agreements, documents, contracts, releases and other writings that Morgan Stanley Smith Barney may require; to affix the corporate seal to any documents or agreements; and to agree to any terms or conditions to control the Securities Account.

6. Resolved that the Secretary (or other duly designated officer) of the Client is hereby authorized, empowered and directed to certify, under the Seal of the Client, or otherwise to Morgan Stanley Smith Barney: (a) a true copy of these Resolutions; (b) specimen signatures of each and every individual empowered by these Resolutions; (c) a certificate (which, if Morgan Stanley Smith Barney requires, shall be supported by an opinion of the general counsel of the Client, or other counsel satisfactory to Morgan Stanley Smith Barney) that the Client is duly organized and existing, that its charter empowers to transact the business contemplated in these Resolutions, and that no limitation has been imposed upon such powers by constitution, statute, regulations, charter, bylaw or otherwise.

7. Resolved that Morgan Stanley Smith Barney may rely upon any certification given in accordance with these Resolutions as continuing fully effective unless and until Morgan Stanley Smith Barney shall receive due written notice of an amendment, modification or rescission of such Resolutions or certification. Further resolved that Morgan Stanley Smith Barney shall not be liable for any action taken or not taken upon instruction of any Authorized Individual prior to Morgan Stanley Smith Barney’s actual receipt of written notice of the termination or impairment of such person’s authority. The failure to supply any specimen signature shall not invalidate any transaction which is in accordance with authority actually granted.

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Morgan Stanley Smith Barney under any arrangement with the Client against any or all of the accounts and
other property of the Client held with Morgan Stanley Smith Barney or any of its affiliates, with the Client
remaining liable for any deficiency and each Authorized Individual is authorized and directed to pay to
Morgan Stanley Smith Barney by checks and/or drafts drawn upon the funds of the Client such sums as may
be necessary to discharge the Client’s obligations to Morgan Stanley Smith Barney.

10. I/we agree that Morgan Stanley Smith Barney may apply this form to any accounts in the name of the
entity listed in Section 1 above. I/we further agree that all of the terms, conditions, authorizations and
representations shall apply to such accounts.

I vote in favor of this resolution:
I oppose this resolution:

Name: Date:

--
Rebecca Howes-Mischel
Ph.D. Candidate
Dept of Anthropology
New York University
http://homepages.nyu.edu/~rhm222
Subject: Re: Morgan Stanley Enabling Resolutions 2010.doc
From: "Ravi Khanna" <ravikhanna@igc.org>
Date: Tue, 12 Jan 2010 10:06:52 -0500
To: "Robin Carton (Grants Manager)" <robin@resistinc.org>

Hi Robin,

Happy new Years!

I approve the Morgan Stanley Enabling Resolution, I have added my name and the date at the bottom of the statement.

Take care,

Ravi

----- Original Message ----- 
From: Robin Carton (Grants Manager) 
To: Board - RESIST 
Sent: Monday, January 11, 2010 5:11 PM 
Subject: Morgan Stanley Enabling Resolutions 2010.doc 

Dear Delightful Board members-

Morgan Stanley has asked that we once again submit a Board resolution that allows us to continue our accounts and change them as necessary. Signers on the account would be Malika and myself. We could add a Board member at some point in the future- but this needs to go in ASAP. It basically re-states what the Board has passed before.

All the gobbledygook is below and attached as a separate document.

So ... after reading the resolutions- please reply with your name and date at the bottom if you agree. If you do not agree- please say so as well.

The Board, via the By-Laws, is empowered to take this action by e-mail. I will collect responses until Thursday and they can be found in the 2010 Minute book if anyone would like to see them.

Thank you.

Robin

Morgan Stanley Enabling Resolutions 

1/14/2010 

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I vote in favor of this resolution:

I oppose this resolution:

Name: Ravi Khanna

Date: January 12, 2010
Dear Delightful Board members-

Morgan Stanley has asked that we once again submit a Board resolution that allows us to continue our accounts and change them as necessary. Signers on the account would be Malika and myself. We could add a Board member at some point in the future- but this needs to go in ASAP. It basically re-states what the Board has passed before.

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So ... after reading the resolutions- please reply with your name and date at the bottom if you agree. If you do not agree- please say so as well.

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Robin

Morgan Stanley Enabling Resolutions
1/14/2010

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I vote in favor of this resolution:
I oppose this resolution:

Name: Kay Mathew                        Date: January 12, 2010
Executive Committee Meeting
January 20, 2010

Present: Kay, Jim, Marc, Christy (minutes)

1. Robin's proposed sabbatical
   Some discussion. We all approve the request.

   How are we going to address the replacement plan? Let's set a timeframe so that we know by, say, the beginning of May that we have someone. Realistically we're probably talking about someone who will be between jobs, and we may not know who's in that position until the time gets closer.

2. Executive Committee Membership
   Needs to be on agenda for February board meeting. Our two year terms are up now, so we need to elect a new Executive Committee. The Finance Committee will recommend that Becca become the Treasurer. Someone needs to take Kay's place and Marc's place. Kay will talk to the R & R Committee about making that happen. (Kay will also talk to Cynthia about having people join the newly-established Personnel Committee.)

3. Personnel Committee and next staff evaluation process
   Kay is hoping to join the newly-established standing Personnel Committee. Kay would like the EC to recommend to the PC that the two committees meet to share information about the evaluation process.

   Christy will write up a timeline of last year's evaluation process and send it to the EC. She'll also send along any notes she has about the process.

   The schedule will probably run April through the August board meetings. (Robin will be away for much of that time.) Any chance we can do it by the June board meeting?

   The PC will be doing the staff evaluations this year, with the support of the EC. They will aim to start in February and get it done by the June board meeting so that Robin can be part of the process.

4. Agenda for upcoming Board meeting
   Next Board meeting is February 6. Christy will check in with Robin. She'll also ask her about assignments.

   We should ask Board member's opinions about Saturday meetings. In 2007, we agreed to divide up 2008 Board meetings between Saturdays and Sundays, but we have not re-evaluated

   Finance met last week. There will be a budget to propose. We'll allot 15 minutes. Communications will not meet before this Board meeting, but the Committee will be presenting Newsletter topic ideas for 2010. 5 minutes. Fundraising will most likely need 10 minutes. Executive Committee election and Personnel Committee wrangling. We'll allot 15 minutes. Board R & R. We're unsure on time for them.
Political discussion idea:
Overall political scene in the country and Massachusetts. Nearly inevitable failure of health care reform. Active opposition in this country right now seems to be almost entirely from the Right. Jim would be willing to facilitate this conversation.

In the future, how can we broaden the ideas we bring to the political discussion topic? Kay suggested asking for ideas at the Board meetings. Christy wondered about sending out an email to the Board before the EC meeting and asking for ideas about what's on people's minds right now, what they'd like to talk about as a group. Or we could brainstorm 5 or 6 ideas at the EC meeting and send out a poll to the Board.

5. Other business
None right now.

6. Next Executive Committee meeting
Wednesday, March 24 at 9 AM (subject to change based on new members of the Committee)
RESIST Finance Narrative  
January 1, 2009 to December 31, 2009  
Accompanies Statement of Net Assets and Statement of Activities

BIG PICTURE

Our net income (income less expenses) for January 1, 2009, through December 31, 2009, was a loss of about $15,052. In our annual budget for this time period, we expected to have a net gain of $5,542. Income is higher than expected by $46,410. Expenses are approximately $69,619 more than anticipated. This means we have a difference of approximately $23,209 between where we expected to be at this time and where we actually are. Overall, revenue is down from direct mailings; $24,681 from internal mailings $3,003 from prospect returns. In contrast, special contributions are up significantly: unsolicited donations are up about $21,349 and bequests are up $21,227. The most significant increase in expense line items is a Board authorized expenditure of an additional $30,000 on grant awards.

Bottom line: Based on these figures, the Finance Committee has only minimal recommendations for amendments to the draft annual budget for 2010.

STATEMENT OF NET ASSETS (ITEM A)

At this time, we have assets of approximately $517,401. This is about $17,982 less than we had in 2008. The decrease in assets is primarily due to an increase in expenses over revenue in 2009.

STATEMENT OF NET ACTIVITIES (ITEM B)

Revenue:

Revenue is about $46,410 higher than budgeted: $716,660 actual vs. $671,250 in the budget.

Gifts and Pledges: $32,776 higher than budgeted

- Internal mailing contributions are approximately $24,681 less than budgeted. Income from the pledge program is approximately $6,962 lower than expected; appeals to current donors are $15,590 lower than expected and revenue from the Newsletter is about $2,129 less than expected. It appears that these drops in revenue are correlated with reduced giving on the part of donors in response to current economic conditions.

- Prospect mailing contributions are $3,003 lower than expected.

- Special Contributions are $55,864 higher than budgeted. Unsolicited contributions were higher than expected ($21,349 over budget) and bequests were $21,227 over budget.

- Special Events Income is $4,776 higher than anticipated based upon the returns from the auction ($13119), donations from an event held by Red Sun Press ($1,519), a house party ($2,486) and a raffle of Red Sox tickets ($330).
Investment Income: $13,351 more than budgeted

- *Interest and dividends* are $6,885 lower than budgeted.
- *Realized gains or losses* on the sale of investments are $9,621 less than budgeted based on the sale of a California Bond in the Bequest Fund at below 100% of value.
- *Unrealized gains or losses* on investments are $29,857 more than budgeted as a result of a rise in the stock market.

**Expenses:**

Expenses are about $69,619 more than budgeted: $734,327 actual vs. $664,708 in the budget.

**Fundraising expenses:** $18,877 more than budgeted

- *Internal mailing* costs are about $12,062 more than the budgeted amount. This reflects approximately 7,000 in costs for 2008 that were paid in 2009 and not attributed back and pledge consultant costs of $4,405.
- *Prospect mailing* costs are $6,837 more than expected given the Board’s decision to allocate $7,000 from the Wells Estate in 2009.
- *Other Fundraising Costs* are approximately $1,325 less than expected given lower administrative fees incurred and the cost of promo t-shirts has not yet been allocated.

**Program expenses:** $36,192 more than budgeted

- *Grants Awards* are $38,043 more than budgeted. This reflects the Board decision to allocate $30,000 from the Wells Estate to increase grantmaking in 2009 and three checks for 2008 grants that were re-issued in 2009.
- *Grant Program* expenses are under budget by $1,251. This will be corrected once postage has been reallocated to the grant program.
- *Newsletter* costs are $513 less than budgeted.
- *Web site* expenses are $87 less than budgeted.

**Administrative Expenses:** $14,550 more than budgeted

- *General and Administrative* expenses are $5,410 more than budgeted. $6,200 represents increases in accounting costs as a result of charitable registration requirements and onerous changes in federal tax filings. $5,589 represents temporary help costs for Catherine Joseph to cover Yafreisy’s maternity leave. These increases are offset by savings on insurance premiums and dues ($4,175)
- *Personnel and Health Insurance* expenses are $8,467 more than budgeted. There is an additional week of salary allocated in 2009 since paychecks were written on 12/31/09, but the pay period ended on 1/2/10. This may be re-allocated during the audit process. There is also approximately $3,000 in pre-paid health insurance for 2010 that should be re-allocated during the audit as well.
RESIST, INC.
Statement of Financial Position
December 31, 2009 and 2008

<table>
<thead>
<tr>
<th>ASSETS</th>
<th>2009</th>
<th>2008</th>
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<tr>
<td><strong>CURRENT ASSETS:</strong></td>
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<tr>
<td>Cash</td>
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<td>Investments</td>
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<td>Grants Receivable, Current</td>
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<td>Prepaid Expenses, Inventory and Other Current Assets</td>
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<td><strong>Total Current Assets</strong></td>
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<td>Property and Equipment, Net</td>
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<td><strong>OTHER ASSETS</strong></td>
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<tr>
<td>Grants Receivable, Long-Term</td>
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<td>-</td>
</tr>
<tr>
<td>Deposits</td>
<td>2,234</td>
<td>2,230</td>
</tr>
<tr>
<td><strong>Total Other Assets</strong></td>
<td>2,234</td>
<td>2,230</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td>$603,481</td>
<td>$620,821</td>
</tr>
</tbody>
</table>

| LIABILITIES AND NET ASSETS                        |           |           |
| Grants Payable                                    | $72,000   | $76,855   |
| Accounts Payable and Accrued Expenses             | 19,548    | 11,945    |
| Accrued Payroll and Related Costs                | 9,207     | 12,497    |
| **Total Liabilities**                            | 100,755   | 101,297   |

| NET ASSETS                                        |           |           |
| Net Assets, Beginning of Year                     | 535,383   | 617,000   |
| Change in Net Assets                              | (17,982)  | (82,610)  |
| **Net Assets, End of Year**                       | 517,401   | 534,390   |

**TOTAL LIABILITIES AND NET ASSETS**               | $618,156  | $635,687  |
# RESIST, INC.
## Profit & Loss Budget vs. Actual
### January through December 2009

<table>
<thead>
<tr>
<th></th>
<th>12/31/09</th>
<th>Budget</th>
<th>+/- Budget</th>
<th>% Budget</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Ordinary Income/Expense</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Income</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Internal Mailings</td>
<td>374,319</td>
<td>399,000</td>
<td>(24,681)</td>
<td>93.81%</td>
</tr>
<tr>
<td>Prospecting</td>
<td>44,997</td>
<td>48,000</td>
<td>(3,003)</td>
<td>93.74%</td>
</tr>
<tr>
<td>Special Contributions</td>
<td>252,464</td>
<td>196,600</td>
<td>55,864</td>
<td>128.42%</td>
</tr>
<tr>
<td>Special Event Income</td>
<td>17,526</td>
<td>12,750</td>
<td>4,776</td>
<td>137.46%</td>
</tr>
<tr>
<td>Other Revenue</td>
<td>2,402</td>
<td>2,300</td>
<td>102</td>
<td>104.42%</td>
</tr>
<tr>
<td>Investment Income</td>
<td>4,615</td>
<td>11,500</td>
<td>(6,885)</td>
<td>40.13%</td>
</tr>
<tr>
<td>Realized Gain (Loss)</td>
<td>(9,521)</td>
<td>100</td>
<td>(9,621)</td>
<td>(9,520.69%)</td>
</tr>
<tr>
<td>Unrealized Gain (Loss)</td>
<td>29,857</td>
<td>0</td>
<td>29,857</td>
<td>100.0%</td>
</tr>
<tr>
<td><strong>Total Income</strong></td>
<td>$716,660</td>
<td>$670,250</td>
<td>$46,410</td>
<td>106.92%</td>
</tr>
<tr>
<td><strong>Expense</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Internal Mailing Costs</td>
<td>42,772</td>
<td>30,710</td>
<td>12,062</td>
<td>139.28%</td>
</tr>
<tr>
<td>Prospect Mailing Costs</td>
<td>51,904</td>
<td>45,067</td>
<td>6,837</td>
<td>115.17%</td>
</tr>
<tr>
<td>Special Events</td>
<td>1,829</td>
<td>500</td>
<td>1,329</td>
<td>365.75%</td>
</tr>
<tr>
<td>Misc. Fundraising Costs</td>
<td>1,324</td>
<td>2,675</td>
<td>(1,351)</td>
<td>49.51%</td>
</tr>
<tr>
<td>Communications Program</td>
<td>37,170</td>
<td>37,770</td>
<td>(600)</td>
<td>98.41%</td>
</tr>
<tr>
<td>Grants Program</td>
<td>276,992</td>
<td>240,200</td>
<td>36,792</td>
<td>115.32%</td>
</tr>
<tr>
<td>Personnel</td>
<td>237,528</td>
<td>229,061</td>
<td>8,467</td>
<td>103.7%</td>
</tr>
<tr>
<td>General and Administrative</td>
<td>82,585</td>
<td>77,175</td>
<td>5,410</td>
<td>107.01%</td>
</tr>
<tr>
<td>Misc Expenses</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0.0%</td>
</tr>
<tr>
<td>Board Expense</td>
<td>2,223</td>
<td>1,550</td>
<td>673</td>
<td>143.42%</td>
</tr>
<tr>
<td><strong>Total Expense</strong></td>
<td>$734,327</td>
<td>$664,708</td>
<td>$69,619</td>
<td>110.47%</td>
</tr>
<tr>
<td><strong>Net Ordinary Income</strong></td>
<td>($17,667)</td>
<td>$5,542</td>
<td>($23,209)</td>
<td>(318.78%)</td>
</tr>
<tr>
<td><strong>Other Income/Expense</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Receivable Income</td>
<td>2,615</td>
<td>0</td>
<td>2,615</td>
<td>100.0%</td>
</tr>
<tr>
<td><strong>Total Other Income</strong></td>
<td>2,615</td>
<td>0</td>
<td>2,615</td>
<td>100.0%</td>
</tr>
<tr>
<td><strong>Net Income</strong></td>
<td>($15,052)</td>
<td>$5,542</td>
<td>($20,594)</td>
<td>(271.6%)</td>
</tr>
</tbody>
</table>

Unreconciled
### RESIST, Inc.
#### Profit and Loss
#### January through December 2009

<table>
<thead>
<tr>
<th></th>
<th>FY09 YTD</th>
<th>Budget 2009</th>
<th>Budget 2010</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Income</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Internal Mailings</td>
<td>374,319</td>
<td>$399,000</td>
<td>$430,071</td>
<td>108%</td>
</tr>
<tr>
<td>Prospect Mailings</td>
<td>44,997</td>
<td>$48,000</td>
<td>$56,871</td>
<td>118%</td>
</tr>
<tr>
<td>Special Contributions</td>
<td>252,464</td>
<td>$196,000</td>
<td>$297,814</td>
<td>151%</td>
</tr>
<tr>
<td>Special Events</td>
<td>17,526</td>
<td>$12,750</td>
<td>$6,500</td>
<td>51%</td>
</tr>
<tr>
<td>Investments</td>
<td>24,951</td>
<td>$11,600</td>
<td>$12,500</td>
<td>108%</td>
</tr>
<tr>
<td>Other</td>
<td>2,402</td>
<td>$2,300</td>
<td>$2,125</td>
<td>92%</td>
</tr>
<tr>
<td><strong>Total Income</strong></td>
<td><strong>$716,660</strong></td>
<td><strong>$670,250</strong></td>
<td><strong>$805,881</strong></td>
<td><strong>120%</strong></td>
</tr>
</tbody>
</table>

|                              |          |             |             |          |
| **Expenses**                 |          |             |             |          |
| **Fundraising**              |          |             |             |          |
| Internal Mailing Costs       | $42,772  | $30,710     | $44,260     | 144%     |
| Prospect Mailing Costs       | $51,904  | $45,067     | $54,500     | 121%     |
| Event Costs                  | $1,829   | $500        | $500        | 100%     |
| Misc. Fundraising Costs      | $1,324   | $2,675      | $2,375      | 89%      |
| **Total Fundraising Costs**  | **$97,829** | **$78,952** | **$101,635** | **129%** |

|                              |          |             |             |          |
| **Program**                  |          |             |             |          |
| Grants Awarded               | $276,543 | $238,500    | $274,000    | 115%     |
| Grants Program               | $449     | $1,700      | $3,530      | 208%     |
| Newsletter                   | $35,757  | $36,270     | $40,100     | 111%     |
| Website                      | $1,413   | $1,500      | $8,500      | 567%     |
| **Total Program Costs**      | **$314,162** | **$277,970** | **$326,130** | **117%** |

|                              |          |             |             |          |
| **Other**                    |          |             |             |          |
| Personnel                    | $237,528 | $229,061    | $237,470    | 104%     |
| General and Administrative   | $82,585  | $77,175     | $91,514     | 119%     |
| Board Expenses               | $2,223   | $1,550      | $1,900      | 123%     |
| **Total Other Costs**        | **$322,336** | **$307,786** | **$330,884** | **108%** |

|                              |          |             |             |          |
| **Total Expenses**           | **$734,327** | **$664,708** | **$758,649** | **114%** |

| **Total Income (Loss)**      | **($17,667)** | **$5,542**  | **$47,232** | **852%** |

|                              |          |             |             |          |
| **Other Income/Expense**     |          |             |             |          |
| Receivables                  | $2,615   | $0          | $0          | 100%     |

| **Net Income (Loss)**        | **($15,052)** | **$5,542**  | **$47,232** | **852%** |
### RESIST, Inc.
#### Profit Loss Budget vs. Actual
##### January through December 2009

<table>
<thead>
<tr>
<th>Ordinary Income/Expense</th>
<th>Jan - Dec 09</th>
<th>Budget</th>
<th>+/- Budget</th>
<th>% Budget</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Income</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Internal Mailings</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Pledges</td>
<td>140,038</td>
<td>147,000</td>
<td>(6,962)</td>
<td>95.26%</td>
</tr>
<tr>
<td>Newsletter</td>
<td>49,871</td>
<td>52,000</td>
<td>(2,129)</td>
<td>95.91%</td>
</tr>
<tr>
<td>ABC/House mailings</td>
<td>184,410</td>
<td>200,000</td>
<td>(15,590)</td>
<td>92.21%</td>
</tr>
<tr>
<td>Total Internal Mailings</td>
<td>374,319</td>
<td>399,000</td>
<td>(24,681)</td>
<td>93.81%</td>
</tr>
<tr>
<td>Prospecting</td>
<td>44,997</td>
<td>48,000</td>
<td>(3,003)</td>
<td>93.74%</td>
</tr>
<tr>
<td>Special Contributions</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Bequests</td>
<td>51,227</td>
<td>30,000</td>
<td>21,227</td>
<td>170.76%</td>
</tr>
<tr>
<td>Board Fundraising</td>
<td>100</td>
<td>5,000</td>
<td>(4,900)</td>
<td>2.00%</td>
</tr>
<tr>
<td>Employer Matching Grants</td>
<td>293</td>
<td>600</td>
<td>(307)</td>
<td>48.83%</td>
</tr>
<tr>
<td>Foundations</td>
<td>22,000</td>
<td>3,500</td>
<td>18,500</td>
<td>628.57%</td>
</tr>
<tr>
<td>Unsolicited</td>
<td>176,849</td>
<td>155,500</td>
<td>21,349</td>
<td>113.73%</td>
</tr>
<tr>
<td>Holmes Memorial Fund</td>
<td>150</td>
<td>150</td>
<td>0</td>
<td>100.00%</td>
</tr>
<tr>
<td>Kurtz Memorial Fund</td>
<td>1,845</td>
<td>1,850</td>
<td>(5)</td>
<td>99.73%</td>
</tr>
<tr>
<td>Restricted Funds</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0.00%</td>
</tr>
<tr>
<td>Stocks &amp; Bonds</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0.00%</td>
</tr>
<tr>
<td>Total Special Contributions</td>
<td>252,464</td>
<td>196,600</td>
<td>55,864</td>
<td>128.42%</td>
</tr>
<tr>
<td>Special Event Income</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Auction</td>
<td>13,119</td>
<td>10,000</td>
<td>3,119</td>
<td>131.19%</td>
</tr>
<tr>
<td>Advertising</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0.00%</td>
</tr>
<tr>
<td>Corporate Sponsors</td>
<td>1,591</td>
<td>0</td>
<td>1,591</td>
<td>100.00%</td>
</tr>
<tr>
<td>Foundation Grants</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0.00%</td>
</tr>
<tr>
<td>House Parties</td>
<td>2,486</td>
<td>2,750</td>
<td>(264)</td>
<td>90.40%</td>
</tr>
<tr>
<td>In-Kind Gifts or Services</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0.00%</td>
</tr>
<tr>
<td>Individual Donors</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0.00%</td>
</tr>
<tr>
<td>Misc Income</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0.00%</td>
</tr>
<tr>
<td>Organizational Sponsors</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0.00%</td>
</tr>
<tr>
<td>Raffle</td>
<td>330</td>
<td>0</td>
<td>330</td>
<td>100.00%</td>
</tr>
<tr>
<td>Ticket Sales</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0.00%</td>
</tr>
<tr>
<td>Total Special Event Income</td>
<td>17,526</td>
<td>12,750</td>
<td>4,776</td>
<td>137.46%</td>
</tr>
<tr>
<td>Other Revenue</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Advertising</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0.00%</td>
</tr>
<tr>
<td>Fiscal Sponsorship Fees</td>
<td>143</td>
<td>200</td>
<td>(57)</td>
<td>71.59%</td>
</tr>
<tr>
<td>In Kind Goods or Services</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0.00%</td>
</tr>
<tr>
<td>List Sales - names in the news</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0.00%</td>
</tr>
<tr>
<td>List Sales - Other</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0.00%</td>
</tr>
<tr>
<td>NWTRCC</td>
<td>1,544</td>
<td>1,525</td>
<td>19</td>
<td>101.26%</td>
</tr>
<tr>
<td>Royalties</td>
<td>76</td>
<td>75</td>
<td>1</td>
<td>101.68%</td>
</tr>
<tr>
<td>T-Shirt Sales</td>
<td>638</td>
<td>1,250</td>
<td>(612)</td>
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</tr>
<tr>
<td>T-Shirt Expenses</td>
<td>0</td>
<td>(750)</td>
<td>750</td>
<td>0.00%</td>
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<tr>
<td>Miscellaneous Revenue</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0.00%</td>
</tr>
<tr>
<td>Total Other Revenue</td>
<td>2,402</td>
<td>2,300</td>
<td>102</td>
<td>104.42%</td>
</tr>
<tr>
<td>Investment Income</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Bank Interest</td>
<td>1</td>
<td>0</td>
<td>1</td>
<td>100.00%</td>
</tr>
<tr>
<td>Bond Interest</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0.00%</td>
</tr>
<tr>
<td>CDs - Maturity</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0.00%</td>
</tr>
<tr>
<td>Dividends and Interest</td>
<td>4,614</td>
<td>11,500</td>
<td>(6,886)</td>
<td>40.12%</td>
</tr>
<tr>
<td>Neuberger Berman</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0.00%</td>
</tr>
<tr>
<td>Savings/Short-Term Investments</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0.00%</td>
</tr>
<tr>
<td>Total Investment Income</td>
<td>4,615</td>
<td>11,500</td>
<td>(6,885)</td>
<td>40.13%</td>
</tr>
<tr>
<td>Realized Gain (Loss)</td>
<td>(9,521)</td>
<td>100</td>
<td>(9,621)</td>
<td>(9,520.69%)</td>
</tr>
<tr>
<td>Unrealized Gain (Loss)</td>
<td>29,857</td>
<td>0</td>
<td>29,857</td>
<td>100.00%</td>
</tr>
<tr>
<td>Total Income</td>
<td>716,660</td>
<td>670,250</td>
<td>46,410</td>
<td>106.92%</td>
</tr>
<tr>
<td>Expense</td>
<td>Internal Mailing Costs</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>---------</td>
<td>------------------------</td>
<td>-----</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Pledge Program</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Printing</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>2,175</td>
<td>1,750</td>
<td>425</td>
<td>124.29%</td>
</tr>
<tr>
<td></td>
<td>Postage</td>
<td>1,432</td>
<td>1,675</td>
<td>(243)</td>
</tr>
<tr>
<td></td>
<td>Mailhouse</td>
<td>3,994</td>
<td>2,285</td>
<td>1,709</td>
</tr>
<tr>
<td></td>
<td>Consultant</td>
<td>4,405</td>
<td>0</td>
<td>4,405</td>
</tr>
<tr>
<td></td>
<td>Total Pledge Program</td>
<td>12,006</td>
<td>5,710</td>
<td>6,296</td>
</tr>
<tr>
<td></td>
<td>ABC/House Mailings</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Printing</td>
<td>7,508</td>
<td>6,400</td>
<td>1,108</td>
</tr>
<tr>
<td></td>
<td>Postage</td>
<td>4,535</td>
<td>3,750</td>
<td>785</td>
</tr>
<tr>
<td></td>
<td>Mailhouse</td>
<td>8,193</td>
<td>5,600</td>
<td>2,593</td>
</tr>
<tr>
<td></td>
<td>Consultant</td>
<td>10,530</td>
<td>9,250</td>
<td>1,280</td>
</tr>
<tr>
<td></td>
<td>Total ABC/House Mailings</td>
<td>30,766</td>
<td>25,000</td>
<td>5,766</td>
</tr>
<tr>
<td></td>
<td>Total Internal Mailing Costs</td>
<td>42,772</td>
<td>30,710</td>
<td>12,062</td>
</tr>
<tr>
<td></td>
<td>Prospect Mailing Costs</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Printing</td>
<td>15,472</td>
<td>14,138</td>
<td>1,334</td>
</tr>
<tr>
<td></td>
<td>Postage</td>
<td>17,399</td>
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<tr>
<td></td>
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<tr>
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<td>Special Events</td>
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<td>House Parties</td>
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<td>Consultants</td>
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<tr>
<td></td>
<td>Misc. Fundraising Costs</td>
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<td></td>
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</tr>
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<td></td>
<td>Administrative Fees</td>
<td>162</td>
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<td>(438)</td>
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<td>(500)</td>
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<td>Misc. Costs</td>
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<td>3</td>
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<td></td>
<td>Thank You Cards</td>
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</tr>
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<td></td>
<td>Printing</td>
<td>0</td>
<td>100</td>
<td>(100)</td>
</tr>
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<td>1,575</td>
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<td>1,350</td>
<td>2,675</td>
<td>(1,325)</td>
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<td></td>
<td>Communications Program</td>
<td></td>
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<tr>
<td></td>
<td>Newsletter Costs</td>
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</tr>
<tr>
<td></td>
<td>Printing</td>
<td>18,180</td>
<td>18,600</td>
<td>(420)</td>
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<td>Postage</td>
<td>8,711</td>
<td>10,000</td>
<td>(1,289)</td>
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<td></td>
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<td>8,326</td>
<td>7,100</td>
<td>1,226</td>
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<td>Consultants</td>
<td>350</td>
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<td></td>
<td>Photos and Graphics</td>
<td>190</td>
<td>570</td>
<td>(380)</td>
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<td>Total Newsletter Costs</td>
<td>35,757</td>
<td>36,270</td>
<td>(513)</td>
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<td></td>
<td>Website &amp; Internet</td>
<td>1,413</td>
<td>1,500</td>
<td>(87)</td>
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<td>Total Communications Program</td>
<td>37,170</td>
<td>37,770</td>
<td>(600)</td>
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RESIST, Inc.
Profit Loss Budget vs. Actual
January through December 2009

Grants Program
Grant Allocations

<table>
<thead>
<tr>
<th>Grants Program</th>
<th>Budget</th>
<th>Actual</th>
<th>Difference</th>
<th>% Difference</th>
</tr>
</thead>
<tbody>
<tr>
<td>General Support Grants</td>
<td>215,200</td>
<td>160,000</td>
<td>55,200</td>
<td>134.5%</td>
</tr>
<tr>
<td>Multi-Year Grants</td>
<td>54,000</td>
<td>69,000</td>
<td>(15,000)</td>
<td>78.26%</td>
</tr>
<tr>
<td>Emergency Grants</td>
<td>1,000</td>
<td></td>
<td></td>
<td>0.0%</td>
</tr>
<tr>
<td>Technical Assistance Grants</td>
<td>5,000</td>
<td>3,500</td>
<td>1,500</td>
<td>142.86%</td>
</tr>
<tr>
<td>NWTRCC Grants</td>
<td>1,343</td>
<td>3,000</td>
<td>(1,657)</td>
<td>44.78%</td>
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<tr>
<td>Cohen Memorial Grant</td>
<td>0</td>
<td></td>
<td></td>
<td>0.0%</td>
</tr>
<tr>
<td>Holmes Memorial Grant</td>
<td>0</td>
<td></td>
<td></td>
<td>0.0%</td>
</tr>
<tr>
<td>Salzman Memorial Grant</td>
<td>0</td>
<td>3,000</td>
<td>(3,000)</td>
<td>0.0%</td>
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<tr>
<td><strong>Total Grant Allocations</strong></td>
<td>276,543</td>
<td>238,500</td>
<td>38,043</td>
<td>115.95%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Category</th>
<th>Budget</th>
<th>Actual</th>
<th>Difference</th>
<th>% Difference</th>
</tr>
</thead>
<tbody>
<tr>
<td>Library</td>
<td>29</td>
<td>0</td>
<td>29</td>
<td>100.0%</td>
</tr>
<tr>
<td>Photos &amp; Graphics</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0.0%</td>
</tr>
<tr>
<td>Printing</td>
<td>93</td>
<td>700</td>
<td>(607)</td>
<td>13.27%</td>
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<tr>
<td>Postage</td>
<td>327</td>
<td>600</td>
<td>(273)</td>
<td>54.47%</td>
</tr>
<tr>
<td>Membership &amp; Dues</td>
<td>0</td>
<td>400</td>
<td>(400)</td>
<td>0.0%</td>
</tr>
<tr>
<td>Supplies</td>
<td>0</td>
<td>0</td>
<td></td>
<td>0.0%</td>
</tr>
<tr>
<td><strong>Total Grants Program</strong></td>
<td>276,992</td>
<td>240,200</td>
<td>36,792</td>
<td>115.32%</td>
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</table>

Personnel

<table>
<thead>
<tr>
<th>Category</th>
<th>Budget</th>
<th>Actual</th>
<th>Difference</th>
<th>% Difference</th>
</tr>
</thead>
<tbody>
<tr>
<td>Employee Salaries</td>
<td>171,533</td>
<td>168,324</td>
<td>3,209</td>
<td>101.91%</td>
</tr>
<tr>
<td>Payroll Taxes</td>
<td>14,764</td>
<td>14,644</td>
<td>120</td>
<td>100.82%</td>
</tr>
<tr>
<td>Pension Plan Match</td>
<td>6,736</td>
<td>6,733</td>
<td>3</td>
<td>100.04%</td>
</tr>
<tr>
<td>Health Insurance</td>
<td>43,284</td>
<td>38,000</td>
<td>5,284</td>
<td>113.91%</td>
</tr>
<tr>
<td>Workers Compensation</td>
<td>599</td>
<td>860</td>
<td>(261)</td>
<td>69.65%</td>
</tr>
<tr>
<td>Staff Development</td>
<td>613</td>
<td>500</td>
<td>113</td>
<td>122.5%</td>
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<tr>
<td><strong>Total Personnel</strong></td>
<td>237,528</td>
<td>229,061</td>
<td>8,467</td>
<td>103.7%</td>
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</table>

General and Administrative

<table>
<thead>
<tr>
<th>Category</th>
<th>Budget</th>
<th>Actual</th>
<th>Difference</th>
<th>% Difference</th>
</tr>
</thead>
<tbody>
<tr>
<td>Advertising</td>
<td>1,780</td>
<td>2,000</td>
<td>(220)</td>
<td>89.0%</td>
</tr>
<tr>
<td>Books &amp; Subscriptions</td>
<td>109</td>
<td>2,250</td>
<td>(2,141)</td>
<td>4.82%</td>
</tr>
<tr>
<td>Depreciation &amp; Amortization</td>
<td>0</td>
<td>2,250</td>
<td>(2,250)</td>
<td>0.0%</td>
</tr>
<tr>
<td>Donated Materials &amp; Supplies</td>
<td>0</td>
<td>0</td>
<td></td>
<td>0.0%</td>
</tr>
<tr>
<td>Dues, Fees and Fines</td>
<td>4,151</td>
<td>2,500</td>
<td>1,651</td>
<td>166.05%</td>
</tr>
<tr>
<td>Bank &amp; Credit Card Fees</td>
<td>125</td>
<td>2,000</td>
<td>(1,875)</td>
<td>6.25%</td>
</tr>
<tr>
<td>Dues</td>
<td>221</td>
<td>100</td>
<td>121</td>
<td>220.84%</td>
</tr>
<tr>
<td>Late Fees</td>
<td>505</td>
<td>300</td>
<td>205</td>
<td>168.47%</td>
</tr>
<tr>
<td><strong>Total Dues, Fees and Fines</strong></td>
<td>5,002</td>
<td>4,900</td>
<td>102</td>
<td>102.09%</td>
</tr>
<tr>
<td>Equipment Rental &amp; Maintenance</td>
<td>5,084</td>
<td>4,125</td>
<td>959</td>
<td>123.24%</td>
</tr>
<tr>
<td>Filing Fees - State</td>
<td>3,420</td>
<td>1,700</td>
<td>1,720</td>
<td>201.18%</td>
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<tr>
<td>Insurance</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Computer</td>
<td>0</td>
<td>89</td>
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<tr>
<td>Director and Officers</td>
<td>0</td>
<td>2,300</td>
<td>(2,300)</td>
<td>0.0%</td>
</tr>
<tr>
<td>Liability</td>
<td>1,331</td>
<td>1,000</td>
<td>331</td>
<td>133.07%</td>
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<tr>
<td>Property</td>
<td>(29)</td>
<td>900</td>
<td>(929)</td>
<td>(3.23%)</td>
</tr>
<tr>
<td><strong>Total Insurance</strong></td>
<td>1,302</td>
<td>4,289</td>
<td>(2,987)</td>
<td>30.35%</td>
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<tr>
<td>Minor Office Equipment</td>
<td>712</td>
<td>1,250</td>
<td>(538)</td>
<td>56.95%</td>
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Occupancy expenses

<table>
<thead>
<tr>
<th>Category</th>
<th>Budget</th>
<th>Actual</th>
<th>Difference</th>
<th>% Difference</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rent</td>
<td>37,988</td>
<td>40,836</td>
<td>(2,849)</td>
<td>93.03%</td>
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<td>Repairs and Maintenance</td>
<td>0</td>
<td>250</td>
<td>(250)</td>
<td>0.0%</td>
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<tr>
<td>Utilities</td>
<td>3,285</td>
<td>4,000</td>
<td>(715)</td>
<td>82.13%</td>
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<tr>
<td>Real Estate Taxes</td>
<td>0</td>
<td>0</td>
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<td>0.0%</td>
</tr>
<tr>
<td>Sub Lease (rent)</td>
<td>(12,525)</td>
<td>(16,875)</td>
<td>4,350</td>
<td>74.22%</td>
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<tr>
<td>Sub Lease (utilities)</td>
<td>(1,027)</td>
<td>(1,600)</td>
<td>573</td>
<td>64.16%</td>
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<tr>
<td><strong>Total Occupancy expenses</strong></td>
<td>27,721</td>
<td>26,611</td>
<td>1,110</td>
<td>104.17%</td>
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## RESIST, Inc.
### Profit Loss Budget vs. Actual
#### January through December 2009

<table>
<thead>
<tr>
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<th>Actual</th>
<th>Variance</th>
<th>Percentage</th>
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<tr>
<td><strong>Printing &amp; Copying</strong></td>
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<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Postage, Shipping, Delivery</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>FedEx</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0.0%</td>
</tr>
<tr>
<td>UPS</td>
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<td>0</td>
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<tr>
<td>US Post Office</td>
<td>291</td>
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<td>Postage Due/BRE Costs</td>
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<td>3,000</td>
<td>(1,120)</td>
<td>62.67%</td>
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<td>Total Postage, Shipping, Delivery</td>
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<td>4,500</td>
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<td>48.25%</td>
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<td>Accounting</td>
<td>20,200</td>
<td>14,000</td>
<td>6,200</td>
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<td>Brokerage fees</td>
<td>1,810</td>
<td>1,700</td>
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<td>0</td>
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<tr>
<td>Legal</td>
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<td>0</td>
<td>0</td>
<td>0.0%</td>
</tr>
<tr>
<td>Temporary Help</td>
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<tr>
<td>Total Professional Fees</td>
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<td>15,700</td>
<td>11,898</td>
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<tr>
<td>Fax</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0.0%</td>
</tr>
<tr>
<td>Telephone</td>
<td>2,621</td>
<td>2,750</td>
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<td><strong>Travel &amp; Meeting Expenses</strong></td>
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<td></td>
<td></td>
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<td>Conference &amp; Meeting Fees</td>
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<td>100</td>
<td>(100)</td>
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<tr>
<td>Meals &amp; Food</td>
<td>319</td>
<td>200</td>
<td>119</td>
<td>159.47%</td>
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<td>Travel</td>
<td>422</td>
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<tr>
<td>Total Travel &amp; Meeting Expenses</td>
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<td>600</td>
<td>141</td>
<td>123.42%</td>
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<tr>
<td><strong>Total General and Administrative</strong></td>
<td>82,585</td>
<td>77,175</td>
<td>5,410</td>
<td>107.01%</td>
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<td><strong>Misc Expenses</strong></td>
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<td>Interest Expense</td>
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<td>0</td>
<td>0.0%</td>
</tr>
<tr>
<td>Taxes</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0.0%</td>
</tr>
<tr>
<td>Total Misc Expenses</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0.0%</td>
</tr>
<tr>
<td><strong>Board Expense</strong></td>
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<td></td>
</tr>
<tr>
<td>Printing</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0.0%</td>
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<tr>
<td>Postage</td>
<td>39</td>
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<tr>
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<td>1,250</td>
<td>435</td>
<td>134.78%</td>
</tr>
<tr>
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<td>500</td>
<td>300</td>
<td>200</td>
<td>166.57%</td>
</tr>
<tr>
<td>Total Board Expense</td>
<td>2,223</td>
<td>1,550</td>
<td>673</td>
<td>143.42%</td>
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<tr>
<td><strong>Total Expense</strong></td>
<td>734,353</td>
<td>664,708</td>
<td>69,645</td>
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</tr>
<tr>
<td><strong>Net Ordinary Income</strong></td>
<td>(17,693)</td>
<td>5,542</td>
<td>(23,235)</td>
<td>(319.25%)</td>
</tr>
<tr>
<td><strong>Other Income/Expense</strong></td>
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<td></td>
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<tr>
<td>Receivable Income</td>
<td>2,615</td>
<td>0</td>
<td>2,615</td>
<td>100.0%</td>
</tr>
<tr>
<td><strong>Net Income</strong></td>
<td>(15,078)</td>
<td>5,542</td>
<td>(20,620)</td>
<td>(272.06%)</td>
</tr>
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</table>
## Ordinary Income/Expense

### Income

<table>
<thead>
<tr>
<th>Category</th>
<th>12/31/09</th>
<th>Budget</th>
<th>+/- Budget</th>
<th>% Budget</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Internal Mailings</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Pledges</td>
<td>140,038</td>
<td>147,000</td>
<td>(6,962)</td>
<td>95.26%</td>
</tr>
<tr>
<td>Newsletter</td>
<td>49,871</td>
<td>52,000</td>
<td>(2,129)</td>
<td>95.91%</td>
</tr>
<tr>
<td>ABC/House mailings</td>
<td>184,410</td>
<td>200,000</td>
<td>(15,590)</td>
<td>92.21%</td>
</tr>
<tr>
<td><strong>Total Internal Mailings</strong></td>
<td>$374,319</td>
<td>$399,000</td>
<td>($24,681)</td>
<td>93.81%</td>
</tr>
<tr>
<td>Prospecting</td>
<td>44,997</td>
<td>48,000</td>
<td>(3,003)</td>
<td>93.74%</td>
</tr>
<tr>
<td><strong>Special Contributions</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Bequests</td>
<td>51,227</td>
<td>30,000</td>
<td>21,227</td>
<td>170.76%</td>
</tr>
<tr>
<td>Board Fundraising</td>
<td>100</td>
<td>5,000</td>
<td>(4,900)</td>
<td>2.00%</td>
</tr>
<tr>
<td>Employer Matching Grants</td>
<td>293</td>
<td>600</td>
<td>(307)</td>
<td>48.83%</td>
</tr>
<tr>
<td>Foundations</td>
<td>22,000</td>
<td>3,500</td>
<td>18,500</td>
<td>628.57%</td>
</tr>
<tr>
<td>Unsolicited</td>
<td>176,849</td>
<td>155,500</td>
<td>21,349</td>
<td>113.73%</td>
</tr>
<tr>
<td>Holmes Memorial Fund</td>
<td>150</td>
<td>150</td>
<td>0</td>
<td>100.00%</td>
</tr>
<tr>
<td>Kurtz Memorial Fund</td>
<td>1,845</td>
<td>1,850</td>
<td>(5)</td>
<td>99.73%</td>
</tr>
<tr>
<td>Restricted Funds</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0.00%</td>
</tr>
<tr>
<td>Stocks &amp; Bonds</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0.00%</td>
</tr>
<tr>
<td><strong>Total Special Contributions</strong></td>
<td>$252,464</td>
<td>$196,600</td>
<td>$55,864</td>
<td>128.42%</td>
</tr>
<tr>
<td><strong>Special Event Income</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Auction</td>
<td>13,119</td>
<td>10,000</td>
<td>3,119</td>
<td>131.19%</td>
</tr>
<tr>
<td>Advertising</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0.00%</td>
</tr>
<tr>
<td>Corporate Sponsors</td>
<td>1,591</td>
<td>0</td>
<td>1,591</td>
<td>100.00%</td>
</tr>
<tr>
<td>Foundation Grants</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0.00%</td>
</tr>
<tr>
<td>House Parties</td>
<td>2,486</td>
<td>2,750</td>
<td>(264)</td>
<td>90.40%</td>
</tr>
<tr>
<td>In-Kind Gifts or Services</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0.00%</td>
</tr>
<tr>
<td>Individual Donors</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0.00%</td>
</tr>
<tr>
<td>Misc Income</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0.00%</td>
</tr>
<tr>
<td>Organizational Sponsors</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0.00%</td>
</tr>
<tr>
<td>Raffle</td>
<td>330</td>
<td>0</td>
<td>330</td>
<td>100.00%</td>
</tr>
<tr>
<td>Ticket Sales</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0.00%</td>
</tr>
<tr>
<td><strong>Total Special Event Income</strong></td>
<td>$17,526</td>
<td>$12,750</td>
<td>$4,776</td>
<td>137.46%</td>
</tr>
<tr>
<td><strong>Other Revenue</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Advertising</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0.00%</td>
</tr>
<tr>
<td>Fiscal Sponsorship Fees</td>
<td>144</td>
<td>200</td>
<td>(56)</td>
<td>72.00%</td>
</tr>
<tr>
<td>In Kind Goods or Services</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0.00%</td>
</tr>
<tr>
<td>NWTRCC</td>
<td>1,544</td>
<td>1,525</td>
<td>19</td>
<td>101.26%</td>
</tr>
<tr>
<td>Royalties</td>
<td>76</td>
<td>75</td>
<td>1</td>
<td>101.68%</td>
</tr>
<tr>
<td>T-Shirt Sales</td>
<td>638</td>
<td>1,250</td>
<td>(612)</td>
<td>51.04%</td>
</tr>
<tr>
<td>T-Shirt Expenses</td>
<td>0</td>
<td>(750)</td>
<td>750</td>
<td>0.00%</td>
</tr>
<tr>
<td>Miscellaneous Revenue</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0.00%</td>
</tr>
<tr>
<td><strong>Total Other Revenue</strong></td>
<td>$2,402</td>
<td>$2,300</td>
<td>$102</td>
<td>104.45%</td>
</tr>
<tr>
<td><strong>Investment Income</strong></td>
<td>$4,615</td>
<td>$11,500</td>
<td>(6,885)</td>
<td>40.13%</td>
</tr>
<tr>
<td><strong>Realized Gain/Loss</strong></td>
<td>($9,521)</td>
<td>$100</td>
<td>(9,621)</td>
<td>(9,521.0)%</td>
</tr>
<tr>
<td><strong>Unrealized Gain/Loss</strong></td>
<td>$29,857</td>
<td>$0</td>
<td>29,857</td>
<td>100.00%</td>
</tr>
<tr>
<td><strong>Total Income</strong></td>
<td>$716,660</td>
<td>$670,250</td>
<td>$46,410</td>
<td>106.92%</td>
</tr>
<tr>
<td>Expense</td>
<td>Cost</td>
<td>Income</td>
<td>Profit/Loss</td>
<td>Percentage</td>
</tr>
<tr>
<td>------------------------------</td>
<td>--------</td>
<td>--------</td>
<td>-------------</td>
<td>------------</td>
</tr>
<tr>
<td><strong>Internal Mailing Costs</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Pledge Program</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Printing</td>
<td>2,175</td>
<td>1,750</td>
<td>425</td>
<td>124.29%</td>
</tr>
<tr>
<td>Postage</td>
<td>1,432</td>
<td>1,675</td>
<td>(243)</td>
<td>85.49%</td>
</tr>
<tr>
<td>Mailhouse</td>
<td>3,994</td>
<td>2,285</td>
<td>1,709</td>
<td>174.79%</td>
</tr>
<tr>
<td>Consultant</td>
<td>4,405</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Total Pledge Program</strong></td>
<td>12,006</td>
<td>5,710</td>
<td>6,296</td>
<td>210.26%</td>
</tr>
<tr>
<td>ABC/House Mailings</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Printing</td>
<td>7,508</td>
<td>6,400</td>
<td>1,108</td>
<td>117.31%</td>
</tr>
<tr>
<td>Postage</td>
<td>4,535</td>
<td>3,750</td>
<td>785</td>
<td>120.93%</td>
</tr>
<tr>
<td>Mailhouse</td>
<td>8,193</td>
<td>5,600</td>
<td>2,593</td>
<td>146.3%</td>
</tr>
<tr>
<td>Consultant</td>
<td>10,530</td>
<td>9,250</td>
<td>1,280</td>
<td>113.84%</td>
</tr>
<tr>
<td><strong>Total ABC/House Mailings</strong></td>
<td>30,766</td>
<td>25,000</td>
<td>5,766</td>
<td>123.07%</td>
</tr>
<tr>
<td><strong>Total Internal Mailing Costs</strong></td>
<td>42,772</td>
<td>30,710</td>
<td>12,062</td>
<td>139.28%</td>
</tr>
<tr>
<td>Prospect Mailing Costs</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Printing</td>
<td>15,472</td>
<td>14,138</td>
<td>1,334</td>
<td>109.44%</td>
</tr>
<tr>
<td>Postage</td>
<td>17,399</td>
<td>14,572</td>
<td>2,827</td>
<td>119.4%</td>
</tr>
<tr>
<td>Mailhouse</td>
<td>8,701</td>
<td>6,003</td>
<td>2,698</td>
<td>144.94%</td>
</tr>
<tr>
<td>Consultants</td>
<td>2,615</td>
<td>5,438</td>
<td>(2,823)</td>
<td>48.09%</td>
</tr>
<tr>
<td>Photos and Graphics</td>
<td>1,810</td>
<td>783</td>
<td>1,027</td>
<td>231.16%</td>
</tr>
<tr>
<td>List Rentals</td>
<td>5,907</td>
<td>4,133</td>
<td>1,774</td>
<td>142.92%</td>
</tr>
<tr>
<td><strong>Total Prospect Mailing Costs</strong></td>
<td>51,904</td>
<td>45,067</td>
<td>6,837</td>
<td>115.17%</td>
</tr>
<tr>
<td>Special Events</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Advertising</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0.0%</td>
</tr>
<tr>
<td>Anniversary Events</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0.0%</td>
</tr>
<tr>
<td>Auction</td>
<td>855</td>
<td>500</td>
<td>355</td>
<td>171.0%</td>
</tr>
<tr>
<td>House Parties</td>
<td>60</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Printing</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0.0%</td>
</tr>
<tr>
<td>Postage</td>
<td>913</td>
<td>0</td>
<td>913</td>
<td>100.0%</td>
</tr>
<tr>
<td>Mailhouse</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0.0%</td>
</tr>
<tr>
<td>Consultants</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0.0%</td>
</tr>
<tr>
<td><strong>Total Special Events</strong></td>
<td>1,829</td>
<td>500</td>
<td>1,329</td>
<td>365.75%</td>
</tr>
<tr>
<td>Misc. Fundraising Costs</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Administrative Fees</td>
<td>136</td>
<td>600</td>
<td>(464)</td>
<td>22.72%</td>
</tr>
<tr>
<td>Promo T-shirts</td>
<td>0</td>
<td>500</td>
<td>(500)</td>
<td>0.0%</td>
</tr>
<tr>
<td>Misc. Costs</td>
<td>3</td>
<td>0</td>
<td>3</td>
<td>100.0%</td>
</tr>
<tr>
<td>Thank You Cards</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Printing</td>
<td>0</td>
<td>100</td>
<td>(100)</td>
<td>0.0%</td>
</tr>
<tr>
<td>Postage</td>
<td>1,185</td>
<td>1,400</td>
<td>(215)</td>
<td>84.65%</td>
</tr>
<tr>
<td>Purchase</td>
<td>0</td>
<td>75</td>
<td>(75)</td>
<td>0.0%</td>
</tr>
<tr>
<td><strong>Total Thank You Cards</strong></td>
<td>1,185</td>
<td>1,575</td>
<td>(390)</td>
<td>75.24%</td>
</tr>
<tr>
<td><strong>Total Misc. Fundraising Costs</strong></td>
<td>1,324</td>
<td>2,675</td>
<td>(1,351)</td>
<td>49.51%</td>
</tr>
<tr>
<td><strong>Total Expense</strong></td>
<td>97,830</td>
<td>78,952</td>
<td>18,878</td>
<td>123.91%</td>
</tr>
<tr>
<td><strong>Ordinary Income</strong></td>
<td>618,830</td>
<td>591,298</td>
<td>27,532</td>
<td>104.66%</td>
</tr>
</tbody>
</table>
RESIST  
2010 Budget Narrative - Draft

Fiscal Overview

This budget was prepared as the result of a look back at trends over a five year period of RESIST income and expenses. Line item increases or decreases are proposed based upon that trend analysis.

Prior Fiscal Policy:
In 1996 the Board voted that:
1. All restricted funds must be maintained at current principal levels. The RESIST Funds Account includes: the Loan Fund, the RESIST Endowment, the Holmes Memorial Fund and the Cohen Memorial Fund. Currently, this account totals approximately $135,617.
2. RESIST will maintain $25,000 in cash on hand each year in the Operating Fund to cover the costs of any prospecting mailing (later amended to cover any temporary cash shortfall).
3. RESIST will reserve $35,000 to cover any unanticipated expenses which might arise during the course of a single year. Based on current budget expansion this totals $70,000.

As a result, the total fund balances which RESIST should not fall below is $175,000. However, actual spending needs suggest fund balances should not fall below $210,000.

In 2006 the Board voted that:
1. Bequest Income
Income generated from investment of the principal of Phil Schleimer's bequest may be considered part of RESIST's regular income stream and can be used for general operating expenses.

2. Bequest Principal
The principal of Phil Schleimer's bequest can only be used for the specific purpose of developing long term and sustainable programs (e.g. a major donor program). Any amounts used from the principal to fund these programs must be returned within a reasonable period. An appropriate use of the principal assets for long term and sustainable programs should be determined on a case-by-case basis by the Finance Committee. The principal should not be used to augment RESIST's regular income stream and pay for general operating expenses.

3. Ordinary Expenses and Income
In order to engage in appropriate fiscal management and ensure the long-term health of the organization, the Board must ensure that ordinary income is sufficient to cover ordinary expenses. In the event that ordinary income is incapable of covering ordinary expenses, the Board should either raise additional income or cut expenses.

In 2007 the Board voted to:
Balance the FY08 budget utilizing approximately $41,000 of the Phil Schleimer bequest principal to offset new development costs. The Board voted that this amount be re-paid to the Fund within three years.

In 2009 the Board voted on the use of the distribution of $100,000 from the Estate of Marianne Wells as follows:
1. Use $50,000 to boost the remaining 3 grant cycles of 2009 and use any leftover funds in 2010.
2. Use $10,000 to upgrade and make changes to the Newsletter and the website.
3. Use $3,000 in 2010 to increase the Newsletter budget for printing expenses.
4. Use $28,100 to implement a major donor program and boost direct mail efforts.

The FY'10 Budget takes these policies into account and reflects that RESIST can no longer spend down its assets.
FY 2010 Special Notes

Major Donor Solicitations and Program Costs
This budget reflects projections of an increase in income of 5% from current major donors in 2010 (approximately $10,000). Major donors are defined as donors giving over $500 in a single year. The Fundraising Committee has been analyzing major donor giving and is basing this assessment on implementation of a new major donor campaign in 2010. Increases will be shown in this budget across categories, rather than in a single line item.

While this budget currently reflects income anticipated from the new major donor program, it also includes expenses- which should total approximately $6,000. At this time, these expenses are in the Travel and Meeting section under General and Administrative Expenses.

Special Event Income/Expenses
This budget reflects a financial request of $500 for expenses related to planning or hosting special events such as house parties in 2010. It includes revenue projections of $6,500 from special event fundraising- $500 from a raffle of Red Sox tickets and $6,000 from house parties.

Professional Fees/Accounting
There have been and will continue to be significant increases in this line item. These increases are due to: 1) costs affiliated with charitable registration in each state; and 2) increased oversight required by the IRS. At the direction of the Finance Committee, Meredith Smith has been handling the initial and annual registrations. It would have cost over $6,000 annually to contract this out- but Meredith will have billed approximately $2,500 for this task. The IRS has dramatically increased the level of scrutiny required by auditors for nonprofit organizations. This means that the amount of information that RESIST must provide to Linda Smith will increase as well as the corresponding time she will be required to spend reviewing and testing the data. Because of our size, RESIST had an extra year to comply with the new standards- but in 2010 the new standards will be in place.

Benchmarks:
In the past, RESIST’s direct grant program and communications expenses (exclusive of administration of the programs) have been close to or exceeding 50% of the total annual budget. In the last several years, as expenses have outpaced income, grant spending has not be able to remain stable as other costs have increased. As a result, direct program expenses are now approximately 41% of the annual budget, our long term goal is to bring this ratio back up to 50% or more.

Bottom Line
This surplus budget reflects a surplus based upon the anticipation of a $100,000 bequest from the Estate of Marianne Wells, which should be disbursed in March 2010. This budget will need to be re-visited after: 1) FY09 income and expenses are finalized; and 2) finalization of major donor program expenses to determine if additional changes are needed.
Income

Income Projections

Internal and External mailing Income: Pledge income is projected to increase by 6% ($8,341) based upon pledge drives, electronic funds transfers, credit card gifts and list clean up. Increases predicted from internal and external mailings total 9% ($41,421 more than budgeted for FY09). Newsletter income is projected to rise by 9% ($4,005) as donors have adjusted to the reduction in Newsletter issues and in response to the hiring of a dedicated communications staff person. Renewal mailing income will increase by 9% ($18,125) based upon improving market conditions and lowered job loss predictions in FY10. Increased numbers of donors retained through prospect mailings and better coordination of Newsletter, house and prospecting solicitations will assist in this projection. Prospect income is projected to increase by 22% ($10,350) based upon current economic trends and response rates. RESIST conducted three prospect appeals in 2007, two appeals in 2008 and 2009 and will only conduct two in 2010. However, the prospect mailings in 2010 will be to larger numbers of people and will include development of a new fundraising package.

Special Contributions: Unsolicited donations are expected to increase by approximately 2% ($3,764) from FY09 budget projections. Foundation dollars are expected to increase by $11,500 with continued $10,000/year donations from the Bardon-Cole Foundation. Bequests will increase $90,000 based upon the anticipated distribution from the Estate of Marianne Wells. As a result, Special Contributions will show an increase of $101,214.

Board Fundraising: Board fundraising is no longer an integral part of the budget (approximately $2,000). In FY09 it does not appear that members will meet their fundraising goals; the FY10 budget reflects this.

Special Event Income: Income from Special Event fundraising is projected at $6,500. It includes revenue projections of $6,000 from house parties and $500 from an on-line raffle of Red Sox tickets.

Investment Income: Projected $1,500 increase in comparison to FY09 based on current market projections.

Sales: T-shirts sales are projected to decrease $250 since no new t-shirt lines will be introduced.

Restricted Income: In 2008 the Board voted to set up an additional named fund in Memory of Sharon Kurtz, a RESIST donor who passed away in FY08. The budget reflects a projection of an additional $1,000 to be raised in FY10. $150 represents annual contributions to the Holmes Memorial Fund.

Total Income: Projection is for approximately $137,110 more in revenue in comparison to FY09 (a 20% increase). Approximately $101,000 of this increase is from bequests, with the remaining $36,000 income increase from Resist’s ongoing fundraising strategies.

Fund-raising Strategies Proposed for 2010

RESIST’s income to expense ratio has decreased over the last few years (with the exception of increased 40th Anniversary giving in 2007). Whereas RESIST benefited from the economic boom of the 1990s, RESIST has continued to experience a proportional drop during the economic downturn of the current market. RESIST has also been negatively impacted by the re-direction of donor funds in response to general elections, political crisis and natural disasters. This is congruent with the experience of other social justice foundations- which have reported a reduction in both major and sustaining gifts. Given that RESIST will also encounter some decreases in the traditional sources of funding, two emphases are suggested for the coming year:

1. Increase outreach to potential major donor and corporate sponsors.
   Implement a new long-term sustainable income stream. Board members should work in conjunction with Malika to make calls to current major donors.
2. Expand the base through expansion of prospect mailing program.
RESIST will continue to engage in an aggressive donor acquisition project. It is important to maintain donor acquisition to offset (and move past) donor attrition. The costs and benefits of this strategy are already included in the FY10 budget.

3. Hold two house parties to increase giving

4. Expand Use of Electronic Technology to Increase E-Giving
Given the drop in giving from e-newsletter recipients, expand the use of electronic technology to increase donations from e-newsletter recipients and other donors. This will go hand-in-hand with the upgrades to the web site.

Expenses

Fundraising Costs
Renewal Mailings: A 52% increase in costs ($13,000) reflects higher printing, postage and mailhouse expenses and a FY09 budget projection that was ultimately too low.

Prospect Mailings: A 21% increase in costs reflects two mailings that will be sent out in FY10 to a larger number of recipients. This may also impact income and should be monitored.

Program Costs
Grants: Grantmaking will have a 13% increase in general support grants ($20,000) and stable multi-year grant allocations. These funds are part of the 2010 Board allocation from the Wells Estate. This budget includes funding for Holmes, Kurtz and Salzman grant awards.

Communications: Newsletter costs are anticipated to increase by approximately $3,830. This maintains four of the six issues at eight pages in length rather than the standard twelve and reflects printing and postage increases. $3,000 is also allocated to a consultant from the Marianne Wells bequest to assist with shaping RESIST’s message for the public. Web site and internet costs include an additional $7,000 approved by the Board for web redesign and migration costs.

Administrative Costs
Personnel: An 8% increase in this line item of $19,431 primarily reflects a small staff raise and health insurance cost increases. FY09 Salaries reflect a 3% raise, but does not contain a cost of living adjustment. The Bureau of Labor Statistics is currently predicting no cost of living increase over 2009. Health insurance is predicted to have a significant increase in FY10.

State Filing Fees: Represents the costs of annual charitable registration fees.

Additional Information

The FY2010 Budget reflects a surplus based upon the anticipated receipt of the bequest from the Estate of Marianne Wells. Given the need to re-pay the $41,000 taken from the Schleimer Fund - the Board should consider establishing an amount as the second installment on re-paying the loan.
# RESIST
## 2010 Budget - 1st Draft

<table>
<thead>
<tr>
<th>Income</th>
<th>FY06</th>
<th>FY07</th>
<th>FY08</th>
<th>FY09 YTD</th>
<th>Budget 2009</th>
<th>Budget 2010</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Internal Mailings</td>
<td>$353,748</td>
<td>$369,067</td>
<td>$381,280</td>
<td>374,319</td>
<td>$399,000</td>
<td>$430,071</td>
<td>108%</td>
</tr>
<tr>
<td>Prospect Mailings</td>
<td>$49,499</td>
<td>$62,166</td>
<td>$58,955</td>
<td>44,997</td>
<td>$48,000</td>
<td>$56,871</td>
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<tr>
<td>Special Contributions</td>
<td>$176,916</td>
<td>$212,309</td>
<td>$213,022</td>
<td>252,464</td>
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<td>Special Events</td>
<td>$15,700</td>
<td>$114,392</td>
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<td>$29,014</td>
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<td>$5,678</td>
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<table>
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<tr>
<th>Expenses</th>
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<td>Internal Mailing Costs</td>
<td>$19,607</td>
<td>$22,771</td>
<td>$28,031</td>
<td>$42,772</td>
<td>$30,710</td>
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<td>$50,301</td>
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<td>$0</td>
<td>$38,540</td>
<td>($900)</td>
<td>$1,829</td>
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<td>$500</td>
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<td>Misc. Fundraising Costs</td>
<td>$2,855</td>
<td>$1,561</td>
<td>$2,526</td>
<td>$1,324</td>
<td>$2,675</td>
<td>$2,375</td>
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<td><strong>Total Fundraising Costs</strong></td>
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<table>
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<tr>
<th>Program</th>
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<tr>
<td>Grants</td>
<td>$302,095</td>
<td>$308,641</td>
<td>$265,324</td>
<td>$278,976</td>
<td>$238,500</td>
<td>$274,000</td>
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<td>$2,860</td>
<td>$449</td>
<td>$1,700</td>
<td>$3,530</td>
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<td>Newsletter</td>
<td>$27,094</td>
<td>$33,887</td>
<td>$37,280</td>
<td>$35,757</td>
<td>$36,270</td>
<td>$40,100</td>
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<td>Website</td>
<td>$1,209</td>
<td>$1,124</td>
<td>$1,482</td>
<td>$1,413</td>
<td>$1,500</td>
<td>$8,500</td>
<td>567%</td>
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<td><strong>Total Program Costs</strong></td>
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<td>$346,362</td>
<td>$306,946</td>
<td>$316,595</td>
<td>$277,970</td>
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<table>
<thead>
<tr>
<th>Other</th>
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<tr>
<td>Personnel</td>
<td>$181,305</td>
<td>$192,029</td>
<td>$233,406</td>
<td>$237,529</td>
<td>$229,061</td>
<td>$237,470</td>
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</tr>
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<td>General and Administrative</td>
<td>$65,611</td>
<td>$76,168</td>
<td>$82,793</td>
<td>$82,586</td>
<td>$77,175</td>
<td>$91,514</td>
<td>119%</td>
</tr>
<tr>
<td>Board Expenses</td>
<td>$1,712</td>
<td>$1,815</td>
<td>$1,385</td>
<td>$2,225</td>
<td>$1,550</td>
<td>$1,900</td>
<td>123%</td>
</tr>
<tr>
<td><strong>Total Other Costs</strong></td>
<td>$248,628</td>
<td>$270,012</td>
<td>$317,584</td>
<td>$322,340</td>
<td>$307,786</td>
<td>$330,884</td>
<td>108%</td>
</tr>
</tbody>
</table>

| Total Expenses | $653,580 | $743,515 | $704,488 | $736,764 | $664,708 | $758,649 | 114% |
| Total Income (Loss) | $139,983 | $49,111 | ($82,293) | ($20,104) | $5,542 | $47,232 | 852% |

<table>
<thead>
<tr>
<th>Other Income/Expense</th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
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<tr>
<td>Receivables</td>
<td>$370,059</td>
<td>$28,759</td>
<td>$0</td>
<td>$2,615</td>
<td>$0</td>
<td>$0</td>
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<tr>
<td><strong>Net Income (Loss)</strong></td>
<td>$510,042</td>
<td>$77,870</td>
<td>($82,293)</td>
<td>($17,489)</td>
<td>$5,542</td>
<td>$47,232</td>
<td>852%</td>
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</table>
## RESIST, INC.
### Budget 2010 - 1st Draft

### Income

<table>
<thead>
<tr>
<th></th>
<th>2006</th>
<th>2007</th>
<th>2008</th>
<th>2009 YTD</th>
<th>2009 Budget</th>
<th>2010 Budget</th>
<th>Change</th>
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<tr>
<td><strong>Internal Mailings</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Pledges</td>
<td>132,425</td>
<td>154,284</td>
<td>140,008</td>
<td>140,038</td>
<td>147,000</td>
<td>155,341</td>
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<td>Newsletter</td>
<td>33,248</td>
<td>37,883</td>
<td>42,725</td>
<td>49,871</td>
<td>52,000</td>
<td>56,605</td>
<td>109%</td>
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<tr>
<td>ABC/House mailings</td>
<td>188,075</td>
<td>176,900</td>
<td>198,548</td>
<td>184,410</td>
<td>200,000</td>
<td>218,125</td>
<td>109%</td>
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<tr>
<td><strong>Total Internal Mailings</strong></td>
<td>353,748</td>
<td>369,067</td>
<td>381,280</td>
<td>374,319</td>
<td>399,000</td>
<td>430,071</td>
<td>108%</td>
</tr>
<tr>
<td><strong>Prospecting</strong></td>
<td>49,499</td>
<td>62,166</td>
<td>58,955</td>
<td>44,997</td>
<td>48,000</td>
<td>56,871</td>
<td>118%</td>
</tr>
<tr>
<td><strong>Special Contributions</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Bequests</td>
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<td>0</td>
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<td>51,227</td>
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<td>1,834</td>
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<td>100</td>
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<td>2,000</td>
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<td>Employer Matching Grants</td>
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<td>341</td>
<td>740</td>
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<td>3,500</td>
<td>15,000</td>
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<tr>
<td>Unsolicited</td>
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<td>198,285</td>
<td>155,745</td>
<td>176,849</td>
<td>155,500</td>
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<td>Holmes Memorial Fund</td>
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<td>150</td>
<td>150</td>
<td>150</td>
<td>150</td>
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<td>Kurtz Memorial Fund</td>
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<td>200,610</td>
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<td>252,464</td>
<td>196,600</td>
<td>297,814</td>
<td>151%</td>
</tr>
<tr>
<td><strong>Special Event Income</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
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<td>Auction</td>
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<td>Corporate Sponsors</td>
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<td>2,750</td>
<td>956</td>
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<td>0</td>
<td>100%</td>
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<tr>
<td>House Parties</td>
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<td>0</td>
<td>2,486</td>
<td>2,750</td>
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<td>In-Kind Gifts or Services</td>
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<td>0</td>
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<td>100%</td>
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<td>Individual Donors</td>
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<td>Raffle</td>
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<td>330</td>
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<td>Ticket Sales</td>
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<tr>
<td><strong>Total Special Event Income</strong></td>
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<td>116,434</td>
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<td>17,526</td>
<td>12,750</td>
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<td><strong>Other Revenue</strong></td>
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<td>Fiscal Sponsorship Fees</td>
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<td>202</td>
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<td>NWTRCC</td>
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<td>75</td>
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<td>T-Shirt Sales</td>
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<td>638</td>
<td>1,250</td>
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<td>(582)</td>
<td>(1,928)</td>
<td>40</td>
<td>0</td>
<td>(750)</td>
<td>(750)</td>
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<td>2,402</td>
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<td>Dividends and Interest</td>
<td>10,372</td>
<td>16,262</td>
<td>15,619</td>
<td>4,614</td>
<td>11,500</td>
<td>7,500</td>
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<td>15,677</td>
<td>4,615</td>
<td>11,500</td>
<td>7,500</td>
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<tr>
<td>Realized Gain (Loss)</td>
<td>(2,851)</td>
<td>530</td>
<td>(4,896)</td>
<td>(9,521)</td>
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<td>5,644</td>
<td>(49,275)</td>
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<td>5,000</td>
<td>100%</td>
</tr>
<tr>
<td><strong>Total Income</strong></td>
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<td>778,368</td>
<td>622,196</td>
<td>716,660</td>
<td>670,250</td>
<td>805,881</td>
<td>120%</td>
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### Internal Mailing Costs

**Pledge Program**

<table>
<thead>
<tr>
<th>Expense Type</th>
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<th>2010</th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
<th>2014</th>
<th>% Increase</th>
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<tr>
<td>Printing</td>
<td>2,580</td>
<td>1,713</td>
<td>1,460</td>
<td>2,175</td>
<td>1,750</td>
<td>2,300</td>
<td>131%</td>
</tr>
<tr>
<td>Postage</td>
<td>1,545</td>
<td>1,607</td>
<td>1,771</td>
<td>1,432</td>
<td>1,675</td>
<td>1,675</td>
<td>100%</td>
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<tr>
<td>Mailhouse</td>
<td>775</td>
<td>1,540</td>
<td>2,099</td>
<td>3,994</td>
<td>2,285</td>
<td>2,285</td>
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<tr>
<td>Consultant</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>4,405</td>
<td>0</td>
<td>0</td>
<td>100%</td>
</tr>
<tr>
<td><strong>Total Pledge Program</strong></td>
<td>4,901</td>
<td>4,860</td>
<td>5,330</td>
<td>12,006</td>
<td>5,710</td>
<td>6,260</td>
<td>110%</td>
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</table>

**ABC/House Mailings**

<table>
<thead>
<tr>
<th>Expense Type</th>
<th>2009</th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
<th>2014</th>
<th>% Increase</th>
</tr>
</thead>
<tbody>
<tr>
<td>Printing</td>
<td>5,530</td>
<td>4,779</td>
<td>6,654</td>
<td>7,508</td>
<td>6,400</td>
<td>5,175</td>
<td>148%</td>
</tr>
<tr>
<td>Postage</td>
<td>4,068</td>
<td>5,908</td>
<td>4,337</td>
<td>4,535</td>
<td>3,750</td>
<td>7,000</td>
<td>187%</td>
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<td>Mailhouse</td>
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<td>4,491</td>
<td>3,286</td>
<td>8,193</td>
<td>5,600</td>
<td>9,500</td>
<td>170%</td>
</tr>
<tr>
<td>Consultant</td>
<td>2,714</td>
<td>6,355</td>
<td>8,424</td>
<td>10,530</td>
<td>9,250</td>
<td>12,000</td>
<td>130%</td>
</tr>
<tr>
<td><strong>Total ABC/House Mailings</strong></td>
<td>14,707</td>
<td>21,533</td>
<td>22,701</td>
<td>30,766</td>
<td>25,000</td>
<td>38,000</td>
<td>152%</td>
</tr>
</tbody>
</table>

**Total Internal Mailing Costs**

<table>
<thead>
<tr>
<th>Expense Type</th>
<th>2009</th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
<th>2014</th>
<th>% Increase</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total Internal Mailing Costs</strong></td>
<td>19,607</td>
<td>26,393</td>
<td>28,031</td>
<td>42,772</td>
<td>30,710</td>
<td>44,260</td>
<td>144%</td>
</tr>
</tbody>
</table>

### Prospect Mailing Costs

<table>
<thead>
<tr>
<th>Expense Type</th>
<th>2009</th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
<th>2014</th>
<th>% Increase</th>
</tr>
</thead>
<tbody>
<tr>
<td>Printing</td>
<td>11,801</td>
<td>20,883</td>
<td>15,825</td>
<td>15,472</td>
<td>14,138</td>
<td>16,000</td>
<td>113%</td>
</tr>
<tr>
<td>Postage</td>
<td>15,495</td>
<td>23,893</td>
<td>16,200</td>
<td>17,399</td>
<td>14,572</td>
<td>16,500</td>
<td>113%</td>
</tr>
<tr>
<td>Mailhouse</td>
<td>5,870</td>
<td>10,315</td>
<td>6,682</td>
<td>8,701</td>
<td>6,003</td>
<td>8,000</td>
<td>117%</td>
</tr>
<tr>
<td>Consultants</td>
<td>10,704</td>
<td>12,580</td>
<td>6,096</td>
<td>8,701</td>
<td>6,003</td>
<td>8,000</td>
<td>128%</td>
</tr>
<tr>
<td>Photos and Graphics</td>
<td>200</td>
<td>570</td>
<td>840</td>
<td>1,810</td>
<td>783</td>
<td>1,000</td>
<td>147%</td>
</tr>
<tr>
<td>List Rentals</td>
<td>2,714</td>
<td>6,355</td>
<td>8,424</td>
<td>10,530</td>
<td>9,250</td>
<td>12,000</td>
<td>170%</td>
</tr>
<tr>
<td><strong>Total Prospect Mailing Costs</strong></td>
<td>49,319</td>
<td>75,992</td>
<td>50,301</td>
<td>51,904</td>
<td>45,067</td>
<td>54,500</td>
<td>121%</td>
</tr>
</tbody>
</table>

### Special Events

<table>
<thead>
<tr>
<th>Event Type</th>
<th>2009</th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
<th>2014</th>
<th>% Increase</th>
</tr>
</thead>
<tbody>
<tr>
<td>Anniversary Events</td>
<td>0</td>
<td>20,631</td>
<td>(900)</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>100%</td>
</tr>
<tr>
<td>Auction</td>
<td>0</td>
<td>855</td>
<td>500</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0%</td>
</tr>
<tr>
<td>Consultant</td>
<td>600</td>
<td>8,901</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>100%</td>
</tr>
<tr>
<td>House Parties</td>
<td>0</td>
<td>60</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0%</td>
</tr>
<tr>
<td>Printing</td>
<td>0</td>
<td>4,914</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0%</td>
</tr>
<tr>
<td>Postage</td>
<td>0</td>
<td>914</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>100%</td>
</tr>
<tr>
<td>Mailhouse</td>
<td>0</td>
<td>846</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>100%</td>
</tr>
<tr>
<td><strong>Total Special Events</strong></td>
<td>600</td>
<td>38,540</td>
<td>(900)</td>
<td>1,829</td>
<td>500</td>
<td>500</td>
<td>100%</td>
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</table>

### Misc. Fundraising Costs

<table>
<thead>
<tr>
<th>Expense Type</th>
<th>2009</th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
<th>2014</th>
<th>% Increase</th>
</tr>
</thead>
<tbody>
<tr>
<td>Administrative Fees</td>
<td>0</td>
<td>0</td>
<td>993</td>
<td>136</td>
<td>600</td>
<td>300</td>
<td>50%</td>
</tr>
<tr>
<td>Misc. Costs</td>
<td>0</td>
<td>0</td>
<td>3</td>
<td>3</td>
<td>3</td>
<td>3</td>
<td>100%</td>
</tr>
<tr>
<td>Thank You Cards</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>100</td>
<td>100</td>
<td>100</td>
<td>100%</td>
</tr>
<tr>
<td>Printing</td>
<td>55</td>
<td>60</td>
<td>60</td>
<td>0</td>
<td>100</td>
<td>100</td>
<td>100%</td>
</tr>
<tr>
<td>Postage</td>
<td>975</td>
<td>1,090</td>
<td>1,395</td>
<td>1,185</td>
<td>1,400</td>
<td>1,400</td>
<td>100%</td>
</tr>
<tr>
<td>Purchase</td>
<td>190</td>
<td>0</td>
<td>77</td>
<td>0</td>
<td>75</td>
<td>75</td>
<td>100%</td>
</tr>
<tr>
<td><strong>Total Thank You Cards</strong></td>
<td>1,220</td>
<td>1,150</td>
<td>1,533</td>
<td>1,185</td>
<td>1,575</td>
<td>1,575</td>
<td>100%</td>
</tr>
<tr>
<td>Promo T-shirts</td>
<td>1,635</td>
<td>(791)</td>
<td>0</td>
<td>0</td>
<td>500</td>
<td>500</td>
<td>100%</td>
</tr>
<tr>
<td><strong>Total Misc. Fundraising Costs</strong></td>
<td>2,855</td>
<td>359</td>
<td>2,526</td>
<td>1,324</td>
<td>2,675</td>
<td>2,375</td>
<td>89%</td>
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</table>

### Communications Program

<table>
<thead>
<tr>
<th>Expense Type</th>
<th>2009</th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
<th>2014</th>
<th>% Increase</th>
</tr>
</thead>
<tbody>
<tr>
<td>Newsletter Costs</td>
<td>14,968</td>
<td>20,190</td>
<td>20,932</td>
<td>18,180</td>
<td>18,600</td>
<td>18,500</td>
<td>99%</td>
</tr>
<tr>
<td>Postage</td>
<td>7,161</td>
<td>8,142</td>
<td>9,030</td>
<td>8,711</td>
<td>10,000</td>
<td>10,000</td>
<td>100%</td>
</tr>
<tr>
<td>Mailhouse</td>
<td>4,740</td>
<td>5,403</td>
<td>6,333</td>
<td>8,326</td>
<td>7,100</td>
<td>8,000</td>
<td>113%</td>
</tr>
<tr>
<td>Consultants</td>
<td>75</td>
<td>252</td>
<td>785</td>
<td>350</td>
<td>0</td>
<td>3,000</td>
<td>100%</td>
</tr>
<tr>
<td>Photos and Graphics</td>
<td>150</td>
<td>50</td>
<td>200</td>
<td>190</td>
<td>570</td>
<td>600</td>
<td>105%</td>
</tr>
<tr>
<td><strong>Total Newsletter Costs</strong></td>
<td>27,094</td>
<td>34,037</td>
<td>37,280</td>
<td>35,757</td>
<td>36,270</td>
<td>40,100</td>
<td>111%</td>
</tr>
<tr>
<td>Website &amp; Internet</td>
<td>1,209</td>
<td>1,224</td>
<td>1,482</td>
<td>1,413</td>
<td>1,500</td>
<td>8,500</td>
<td>567%</td>
</tr>
<tr>
<td><strong>Total Communications Program</strong></td>
<td>28,302</td>
<td>35,262</td>
<td>38,761</td>
<td>37,170</td>
<td>37,770</td>
<td>48,600</td>
<td>129%</td>
</tr>
</tbody>
</table>
# Grants Program

## Grant Allocations

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>General Support Grants</td>
<td>201,250</td>
<td>234,550</td>
<td>177,000</td>
<td>217,700</td>
<td>160,000</td>
<td>200,000</td>
<td>125%</td>
</tr>
<tr>
<td>Multi-Year Grants</td>
<td>93,000</td>
<td>54,000</td>
<td>81,000</td>
<td>54,000</td>
<td>69,000</td>
<td>60,000</td>
<td>87%</td>
</tr>
<tr>
<td>Emergency Grants</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>1,000</td>
<td>0</td>
<td>1,000</td>
<td>0%</td>
</tr>
<tr>
<td>Technical Assistance Grants</td>
<td>4,000</td>
<td>4,500</td>
<td>3,990</td>
<td>5,000</td>
<td>3,500</td>
<td>6,000</td>
<td>171%</td>
</tr>
<tr>
<td>NWTRCC Grants</td>
<td>3,845</td>
<td>3,591</td>
<td>3,334</td>
<td>1,276</td>
<td>3,000</td>
<td>3,000</td>
<td>100%</td>
</tr>
<tr>
<td>Holmes Memorial Grant</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>500</td>
<td>0%</td>
</tr>
<tr>
<td>Kurtz Memorial Grant</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>500</td>
<td>0%</td>
</tr>
<tr>
<td>Salzman Memorial Grant</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>3,000</td>
<td>3,000</td>
<td>100%</td>
</tr>
</tbody>
</table>

**Total Grant Allocations**

|                  | 302,095   | 296,641   | 265,324   | 278,976   | 238,500   | 274,000   | 115%    |

## Library

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Grants Program</td>
<td></td>
</tr>
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</table>

## Printing

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Grants Program</td>
<td></td>
</tr>
</tbody>
</table>

## Postage

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Grants Program</td>
<td></td>
</tr>
</tbody>
</table>

## Membership and Dues

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Grants Program</td>
<td></td>
</tr>
</tbody>
</table>

**Total Grants Program**

|                  | 304,867  |

## Personnel

### Employee Salaries

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Payroll Taxes</td>
<td>12,320</td>
</tr>
<tr>
<td>Pension Plan Match</td>
<td>5,842</td>
</tr>
<tr>
<td>Health Insurance</td>
<td>21,691</td>
</tr>
<tr>
<td>Workers Compensation</td>
<td>399</td>
</tr>
<tr>
<td>Staff Development</td>
<td>0</td>
</tr>
</tbody>
</table>

**Total Personnel**

|                  | 181,305  |

## General and Administrative

### Advertising and Outreach

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Books &amp; Subscriptions</td>
<td>1,911</td>
</tr>
<tr>
<td>Depreciation and Amortization</td>
<td>2,412</td>
</tr>
<tr>
<td>Donated Materials and Supplies</td>
<td>0</td>
</tr>
<tr>
<td>Dues, Fees and Fines</td>
<td>2,794</td>
</tr>
<tr>
<td>Bank &amp; Credit Card Fees</td>
<td>2,794</td>
</tr>
<tr>
<td>Dues</td>
<td>0</td>
</tr>
<tr>
<td>Finance Charges</td>
<td>64</td>
</tr>
<tr>
<td>Late Fees</td>
<td>254</td>
</tr>
<tr>
<td>Dues, Fees and Fines - Other</td>
<td>241</td>
</tr>
</tbody>
</table>

**Total Dues, Fees and Fines**

|                  | 3,353 |

### Equipment Rental & Maintenance

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Donated Materials and Supplies</td>
<td>0</td>
</tr>
<tr>
<td>Dues</td>
<td>0</td>
</tr>
<tr>
<td>Bank &amp; Credit Card Fees</td>
<td>2,794</td>
</tr>
<tr>
<td>Dues</td>
<td>0</td>
</tr>
<tr>
<td>Finance Charges</td>
<td>64</td>
</tr>
<tr>
<td>Late Fees</td>
<td>254</td>
</tr>
<tr>
<td>Dues, Fees and Fines - Other</td>
<td>241</td>
</tr>
</tbody>
</table>

**Total Dues, Fees and Fines**

|                  | 3,353 |

### Filing Fees - State

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Donated Materials and Supplies</td>
<td>0</td>
</tr>
<tr>
<td>Dues</td>
<td>0</td>
</tr>
<tr>
<td>Bank &amp; Credit Card Fees</td>
<td>2,794</td>
</tr>
<tr>
<td>Dues</td>
<td>0</td>
</tr>
<tr>
<td>Finance Charges</td>
<td>64</td>
</tr>
<tr>
<td>Late Fees</td>
<td>254</td>
</tr>
<tr>
<td>Dues, Fees and Fines - Other</td>
<td>241</td>
</tr>
</tbody>
</table>

**Total Dues, Fees and Fines**

|                  | 3,353 |

### Insurance

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Computer</td>
<td>89</td>
</tr>
<tr>
<td>Director and Officers</td>
<td>2,225</td>
</tr>
<tr>
<td>Liability</td>
<td>734</td>
</tr>
<tr>
<td>Property</td>
<td>911</td>
</tr>
<tr>
<td>Total Insurance</td>
<td>3,960</td>
</tr>
</tbody>
</table>

### Minor Office Equipment

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Donated Materials and Supplies</td>
<td>0</td>
</tr>
<tr>
<td>Dues</td>
<td>0</td>
</tr>
<tr>
<td>Bank &amp; Credit Card Fees</td>
<td>2,794</td>
</tr>
<tr>
<td>Dues</td>
<td>0</td>
</tr>
<tr>
<td>Finance Charges</td>
<td>64</td>
</tr>
<tr>
<td>Late Fees</td>
<td>254</td>
</tr>
<tr>
<td>Dues, Fees and Fines - Other</td>
<td>241</td>
</tr>
</tbody>
</table>

**Total Dues, Fees and Fines**

|                  | 3,353 |

### Occupancy expenses

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rent</td>
<td>38,542</td>
</tr>
<tr>
<td>Repairs and Maintenance</td>
<td>280</td>
</tr>
<tr>
<td>Utilities</td>
<td>4,025</td>
</tr>
<tr>
<td>Sub Lease (rent)</td>
<td>(15,957)</td>
</tr>
<tr>
<td>Sub Lease (utilities)</td>
<td>(1,352)</td>
</tr>
<tr>
<td>Total Occupancy expenses</td>
<td>25,538</td>
</tr>
</tbody>
</table>

### Printing & Copying

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Donated Materials and Supplies</td>
<td>0</td>
</tr>
<tr>
<td>Dues</td>
<td>0</td>
</tr>
<tr>
<td>Bank &amp; Credit Card Fees</td>
<td>2,794</td>
</tr>
<tr>
<td>Dues</td>
<td>0</td>
</tr>
<tr>
<td>Finance Charges</td>
<td>64</td>
</tr>
<tr>
<td>Late Fees</td>
<td>254</td>
</tr>
<tr>
<td>Dues, Fees and Fines - Other</td>
<td>241</td>
</tr>
</tbody>
</table>

**Total Dues, Fees and Fines**

|                  | 3,353 |

### Other

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Donated Materials and Supplies</td>
<td>0</td>
</tr>
<tr>
<td>Dues</td>
<td>0</td>
</tr>
<tr>
<td>Bank &amp; Credit Card Fees</td>
<td>2,794</td>
</tr>
<tr>
<td>Dues</td>
<td>0</td>
</tr>
<tr>
<td>Finance Charges</td>
<td>64</td>
</tr>
<tr>
<td>Late Fees</td>
<td>254</td>
</tr>
<tr>
<td>Dues, Fees and Fines - Other</td>
<td>241</td>
</tr>
</tbody>
</table>

**Total Dues, Fees and Fines**

|                  | 3,353 |

### Total Occupancy expenses

|                  | 25,538  |

## Printing & Copying

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Donated Materials and Supplies</td>
<td>0</td>
</tr>
<tr>
<td>Dues</td>
<td>0</td>
</tr>
<tr>
<td>Bank &amp; Credit Card Fees</td>
<td>2,794</td>
</tr>
<tr>
<td>Dues</td>
<td>0</td>
</tr>
<tr>
<td>Finance Charges</td>
<td>64</td>
</tr>
<tr>
<td>Late Fees</td>
<td>254</td>
</tr>
<tr>
<td>Dues, Fees and Fines - Other</td>
<td>241</td>
</tr>
</tbody>
</table>

**Total Dues, Fees and Fines**

|                  | 3,353  |
|--------------------------------|------------|-----------|-----------|-----------|-----------|-----------|--------------|
| **Postage, Shipping, Delivery**|            |           |           |           |           |           |              |
| US Post Office                 | 837        | 1,177     | 1,697     | 291       | 1,500     | 1,700     | 113%         |
| Postage Due/BRE Costs          | 2,083      | 2,738     | 4,587     | 1,880     | 3,000     | 3,500     | 117%         |
| **Total Postage, Shipping, Delivery** | 2,920     | 3,914     | 6,284     | 2,171     | 4,500     | 5,200     | 116%         |
| **Professional Fees**          |            |           |           |           |           |           |              |
| Accounting                     | 11,700     | 11,813    | 21,620    | 20,200    | 14,000    | 22,000    | 157%         |
| Brokerage fees                 | 789        | 2,432     | 1,376     | 1,810     | 1,700     | 1,800     | 106%         |
| Consultant                     | 185        | 520       | 0         | 0         | 0         | 0         |              |
| Temporary Help                 | 2,946      | 3,006     | 410       | 5,589     | 0         | 2,575     | 0%           |
| **Total Professional Fees**    | 15,620     | 17,770    | 23,406    | 27,599    | 15,700    | 26,375    | 168%         |
| **Supplies**                   | 2,281      | 3,343     | 3,651     | 3,249     | 3,000     | 3,500     | 117%         |
| Telephone                      | 2,501      | 2,552     | 2,488     | 2,621     | 2,750     | 2,750     | 100%         |
| **Total General and Administrative** | 65,326    | 72,496    | 82,793    | 82,586    | 77,175    | 91,514    | 119%         |
| **Taxes**                      | 285        | 2,125     | (265)     | 0         | 0         | 0         | 100%         |
| **Total Board Expense**        |            |           |           |           |           |           |              |
| Postage                        | 17         | 2         | 0         | 39        | 0         | 50        |              |
| Travel                         | 1,166      | 1,416     | 1,097     | 1,685     | 1,250     | 1,350     | 108%         |
| Food                           | 529        | 397       | 287       | 500       | 300       | 500       | 167%         |
| **Total Board Expense**        | 1,712      | 1,815     | 1,385     | 2,224     | 1,550     | 1,900     | 123%         |
| **Total Expense**              | 654,179    | 743,003   | 704,487   | 736,763   | 664,708   | 758,649   | 114%         |
| **Net Ordinary Income**        | (36,399)   | 35,365    | (82,291)  | (20,103)  | 5,542     | 47,232    | 852%         |
| **Receivable Income**          | 370,059    | 28,759    | 0         | 2,615     | 0         | 0         | 100%         |
| **Net Income**                 | 333,660    | 64,125    | (82,291)  | (17,488)  | 5,542     | 47,232    | 852%         |
Finance Committee Meeting  
1/7/10

Present: Jim, Melissa, Becca (minutes), non-Staff members of the committee

Raised a question about the difference between 173,373 (a 3% raise) vs. the 181,942 (an 8% raise) in the salary line item of the drafted budget. Was this an arithmetic error or something that reflects policy intentions? Robin later clarified that this was an arithmetic error.

Raised a question about whether Catherine’s consulting fees to cover Yafreisy’s maternity leave was included in the FY09 budget? Robin later clarified that they were not.

The non-Staff Finance committee approves a 2% staff salary raise plus hiring Catherine for consulting as requested by the staff, this would add approximately $3,366 to salaries, $293 to payroll taxes and $2,125 to consulting.

The Finance Committee asks Robin to adjust the budget numbers accordingly and send the Finance Committee a redrafted budget before the next meeting, next Weds (1/13).

Additionally, the Finance Committees talked about health insurance, decided that the current policy would hold for this year’s budget but requests that the newly formed Personnel Committee look at different models for reducing health insurance costs, possibly including an employee contribution.
RESIST Finance Committee Meeting
January 13, 2010
Present: Melissa, Robin, Malika, Jim, Becca
Facilitator: Robin
Minutes: Melissa

Treasurer
- Responsibilities: signing paperwork, chairing Finance Committee, be part of Executive Committee
- Finance Committee recommends/nominates Becca Howes-Mischel to serve as new RESIST treasurer and chair of the Finance Committee

Update on audit
- Auditor coming at the end of the month or early February. Because Finance Committee provides oversight, Robin will keep committee posted on the progress.
- Because audit standards have changed, both auditing costs and staff prep time will increase.
- Providing EINs for grantees and their fiscal conduits are now required as part of audit.
  Finance Committee recommends that we now request EINs in grant applications to make this process in the future more efficient.

Update on charitable registration
- 2 more to do for 2008.
- 2009 registration starts in 2 weeks, may also file extensions.
- Meredith will be helping with this process, which is a big support to staff.

Recap of last year
- Refer to FY09 financial report and narrative.
- While it looks like RESIST will have a $15K loss, it is still extraordinary for many non-profits, especially in this economic climate.
- Some questions were asked on transferred funds from other accounts and where those will be reflected. Staff provided answers to the committee.

Update on budget changes
- RESIST is starting a major donors initiative in 2010 and after looking at renewal history/trends, the projected increase in income for this line item will be decreased from 10% to 5%. This is not yet reflected on the current draft budget. Because of this change, we need to consider cutting more on expenses and/or settling for a lower surplus amount at end of year.
- Another update to draft budget & narrative includes an expense increase for internal mailing printing/postage/mailhouse costs, which is roughly estimate at $3K.
- There was a discussion on consultant expenses for ABC/House Mailings and external mailings. Questions included: What is she paid for? What accounts for increased costs? Are numbers for expense allocations for internal and external mailings switched? Are we looking at less consultant costs as we move forward? How can we look forward in planning development for RESIST (i.e. less reliance on consultant)? There was a request for consultant’s hourly costs.
The plan to develop a 5-year strategic plan was brought up again as a reminder. Finance committee recommends that all RESIST committees begin a 3-5 year planning process that includes goals and strategies to reach those goals. It is then recommended that we come together in another retreat to share and discuss/integrate an organization-wide 3-5 year plan.

Next steps...
Because we were not able to cover the entire draft budget and narrative in this meeting, we’ve agreed to continue discussion on **Wednesday, Feb 3rd at 9am**. Staff will provide committee with a revised budget/narrative as well as more details on the fundraising consultant. We will also revisit the need for additional cuts to expenses or settle with lower surplus amount.
Staff Meeting  
1.20.10

Present: Robin, Malika, Christy, Yafreisy (minutes)

1. Audit
Linda will be coming in the week of January 25th. Robin has sent staff lists with the things Linda needs. The first week Linda will be doing preliminary field work, including walk through on how we do things. We need to update our procedures manual for money and grant making. Meredith also wants to look at how staff does recordkeeping.

2. Newsletter
The newsletter and e-alerts is a little behind, Christy will be working on it this week. Our interns Corina and Kate are putting NL into sheet protectors and binders for Christy.

3. Fundraising
The auction put Malika behind several weeks so thank-you letters are behind. Malika is preparing for a fundraising meeting the first week of February. Diana and Jen B. will be officially helping Malika with major donor asks. They are currently working on a pitch.

At the finance comm. meeting folks raised some concerns over how much we proposed to spend on Nancy Green house for 2010. Malika really feels like we need to at the very least continue to keep Nancy at this level for budget 2010. At an extended staff meeting Malika will expand more on her thinking behind this. Nancy was paid about $13,145 for her services last year.

4. Interns
Yafreisy will take back being the point person for Interns. Christy brought up that our intern Herbert has been with Resist for 5 months and perhaps is at a level where he can be entrusted with data entry projects. Staff will email Yafreisy their intern projects and in what time these projects can be completed. Intern projects will be expanded on at the next staff meeting. Robin is interested in working with Herbert on an internet research project.

5. Executive Comm. Meeting
Met January 20th, the meeting went well. They approved Robin’s leave. Robin would like to start her leave June 15th once the June cycle is completed. They talked of elections in February of new officers.

6. Work-loads and time management
Staff talked a bit about workloads and where folks are at with their individual responsibilities. Malika expressed some concern over her work load. She has been logging in hours and she has an excess of comp. time. Staff will look further into this at another meeting.

Meeting Adjourned
Finance Comm. Meeting
2.3.10

Present: Becca, Melissa, Jim, Warren, Robin, Malika, Yafreisy (minutes)

1. **Review of December 2009 Statements**

   See Narrative

   Becca wanted to know if the ABC numbers are down about $13,000 due to the fact that we’re losing donors or if we’re seeing these donors give less money.

   Malika suggested we look at the ABC reports she passed out. We have in fact kept the same amount of donors but those donors are giving less money. Malika feels it’s a combination of the amount of money spent on solicitation of these donors and the economy hitting some of these donor’s pockets as well.

   Robin made a note in reference to a question that there are slight differences in numbers when you look at the QB reports and the sage reports that Malika runs. In response to recommendations made at the close of the 2008 audit, Meredith now reconciles the data in Sage with QuickBooks each month. In conversation with Linda, our auditor, and Meredith, they both feel that these numbers are now usually within tolerable limits and therefore we can move forward making sure to keep in mind the variances.

2. **Audit**

   Our auditor Linda was already onsite for two days doing some preliminary work. As part of the new charitable giving regulations and due diligence in response to the Patriot Act there are a couple of new things that we need to do in the office to keep up with regulations.

   At this point Linda is satisfied with our grant record keeping, but reminds us that staff now need to make sure all grant applications include a current employer ID number and current IRS letter.

   Yafreisy and Malika are working on providing Linda with copies of donations over $1,000. This is part of our procedures for monies coming in. Linda is trying to make sure that Malika’s records tie up with Yafreisy’s bank deposits and Robin’s excel sheets. This is all to make sure we are doing our due diligence in terms of the Patriot Act and our accounting practices.

   Linda will be in the office on Feb. 9\(^{th}\) finishing up the onsite part of the Audit. She is hoping to be done with the Audit and have a draft to us in four weeks, since the first round of charitable registrations start in six weeks.
Robin informed Jim that as the Treasurer he will need to sign the audit engagement letter. When the draft of the audit is complete the role of the finance committee is to look at the report in detail and give the board a full report back at the April board meeting.

Robin is hopeful that we might come in under budget for the audit since our accounting practices are well organized.

3. 2010 Budget
Malika presented some numbers and narrative she and Nancy went over after the last finance committee meeting when concerns were raised about the amount of money used on the consultant line item.

Decision: we will leave the current amount of $37,750 in the budget for ABC, but Malika and Nancy will work under the new budget figures which bring that amount down to $34,226.00. This is still an increase from FY2009 since the actual numbers for 2009 will look lower once the audit is complete and Meredith moves numbers back in place.

Malika suggest that we keep a really close watch on the numbers and especially monitor the development of the major donor program over the next year. If the major donor program is successful, than she feels that it makes sense to leave Nancy Greenhouse either at current or higher levels in order to grow our direct mail program.

Robin suggests that we not only keep a close watch on the major donor program and what kind of effect the numbers have on the budget- but that the finance and fundraising committees meet possibly in April or May to look at numbers together. This will ensure each committee is working to their best capacity and is aware of the realities of the other committee.

Becca made an addendum to that proposal and it’s to move on the five year financial plan. Warren notes that to be able to effectively look at the numbers coming from the major donor program we probably need five years of information in order to see what it has yielded.

Robin adds that she wants to make sure that we keep in mind that our colleagues that have not done well in the economic crisis were very dependent on their major donors. She suggests that in developing the major donor campaign we keep in mind that our mid level donors ($25-$50 range) have really helped sustain us over time.

At the end there was a discussion on how optimistic the income numbers look and the committee agreed to present the numbers as they were presented to the finance committee today, but to include in the conversation at Sunday’s board meeting that these numbers will be reviewed in June for possible changes depending on the hard data that comes in over the next six months.

Meeting Adjourned
1. Check In

2. Board Meeting

3. EC/Personnel Officers
   Kay and Cynthia have notified staff that the election of officers and new personnel committee members will be put off until April. The Board will need to submit a statement approving this for auditing purposes. Christy will email Kay reminding her that personnel committee members don’t need an official vote.

4. Fundraising
   Malika requested help from staff finding grantee stories for the March appeal. Suggestion to draw from Nov/Dec Newsletter.

5. Schedules
   Robin and Yafreisy will take off the week of Feb 15 for school vacation. Christy will work Tues and Thurs that week and Thurs and Fri the last week of Feb.
Questions for evaluation & method to find out:

- How long will c-market keep our item info & reports online? (Call c-market & ask. Then ask volunteer to extract all the info asap)
- How did we do in terms of Board participation of 3 items each? (Data sort “items to solicit” spreadsheet)
- Did donors who gave an item to the auction or purchase one do this in place of their regular annual gift, or did it seem to affect their giving pattern? (Sage database analysis)
- How many new friends of RESIST did we get into our database? (Sage database analysis)
- What was the cost-benefit to RESIST in terms of staff time/cost per dollar raised? ($7,000-$9,000 salary, shipping, c-market costs, to raise $13,000)

Other thoughts:

We got a lot of new names for our e-list and database. It was a helpful project in terms of creating a publicity strategy for future e-fundraising work. It motivated board members & is an easy way to “break the ice” as far as gift solicitation goes. We are concerned about the amount of hours that went into the project and how that affects other fundraising initiatives. If we do it again we may want to hire someone so we can continue other fundraising programs.
Regular Meeting Schedule
From now on we’ll meet the Wednesday 2 weeks before each board meeting.

Direct Mail Report Back
Database reports reviewed. Acquisitions are doing quite well in terms of donor response, a 1.16% response where the ideal is 1%. We continue to introduce low-risk testing options. So far we have 1,200 new donors from acquisitions in 2009. Suggestion to investigate donor demographic identification programs. The # of donors responding to renewals is consistent and income is slightly down probably due to economy – it is within healthy range of return. As the donor list grows we are able to also use low-risk tests to learn better what kind of appeal they respond to. The # of pledge donors is up by 20 from last year, income the same.

Major Donor
Malika, Jen B and Diana met on 1/21 and came up with a plan for the spring major donor fund drive. Minutes attached. The campaign will go from March 8 to April 30 (8 weeks) for 75 donors ($500+). Diana drafted a letter-before-ask that announces the campaign, to be sent around to the committee for review. Buzz Harris will train board members at Diana’s & we will invite entire board. The budgeted goal is a 5% increase over the year ($10,000) but our desired goal is closer to 10% or $20,000.

House Party
There will be a house party at Paul Lauter’s in New York in April. In December Malika met with 10 founders and longtime donors in NYC to ask them to come & bring their contacts to the party. Malika will email list of NYC grantees for the committee to comment (to attend or make pitch). We have some $ for travel so a board member can join Malika in NYC for donor visits. There will be a house party in California in the fall where we hope to invite some Vanguard supporters & we have a donor who has offered to help with arrangements. Concern expressed that the budgeted expenses ($250/party) will be insufficient. Suggestion to post on facebook, twitter etc which will depend on the wishes of the host.

Planned Giving
The major gifts ask committee will brainstorm ways to integrate planned giving with the major donor program. Suggestion to create planned giving materials in a format other than the current letter to have available at the NYC party.

E-Fundraising
Christy and Malika attended an informative 1-day e-fundraising conference in Fall ’09. Christy and Malika have planned two 2010 e-fundraising campaigns to our current list of e-subscribers for a budgeted goal of $500 each. They will meet soon to plan the campaigns in more detail. Suggestion to identify major donors & remove them from campaign e-list.

Fundraising 2010 Plan
Attached. Discussion that this is a useful addition to FR mtgs. Suggestion to add all sources of income including bequests. Suggestion to add a column for staff time invested in each program. Request to see the breakdown for the Fall 09 auction.
agenda:

dates for major campaign

8 to 10 weeks
March 8 -- April 30 (8 weeks)

House party in April in NYC will overlap with campaign

regular dates for FRC -- wed or thurs, two weeks before the board meeting

finance committee has budgeted a 5% increase in major donors for this year. (about $10,000 - but we'll shoot for $20,000.)

Elements of major donor campaign
training
gift pyramid
ask list
send initial letter to donors you're going to call, then call them about a week or two later. (See example, letter and examples of where the money might go) Diana will draft letter. Spring fund drive: 20,000 (?)
establish amount we want to raise. (150 people give 500 or more, divided into two 75-person campaign.
clarify hook -- raise grants

3 board members and a donor ideally on the ask committee: see tips for ask committee

Timeline:

Mar 8 - call begin
Feb 28 -- materials for ask committee to give to major donors (Diana and Jen)
Feb 22 - letters and what we'll do with money go out (all of us)
Feb 15 - gift pyramid and ask list ready (Malika and Jen)
Feb. 7 - Board meeting
Jan 25 - draft of materials to Jen and Malika (Diana)
Call and thank donors for gifts. (Malika, Jen, Diana, Sarath)
Diana: Nancyt Myer to Susan and Arthur Lloyd
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