

**LNI and Los Ninos de Baja Consolidated Budget  
FY 2007-2008**

	Los Ninos de Baja CA, A.C.	LNI	TOTAL
Foundations/Corporations	50,000	205,000	255,000
Individual Donors		162,500	162,500
Fees and Services		594,000	594,000
Events		8,000	8,000
Program Funds	3,000	55,000	58,000
Subtotal excluding investments	<b>53,000</b>	<b>1,024,500</b>	1,077,500
Endowment		58,800	58,800
<b>TOTAL REVENUE/SUPPORT</b>	<b>53,000</b>	<b>1,083,300</b>	<b>1,136,300</b>
<b>CATEGORIZED EXPENSES</b>			
Salaries and Benefits	<b>99,014</b>	<b>308,381</b>	<b>407,395</b>
Consult/Acct/Legal	24,000	32,600	56,600
Workshops/Staff Develop			
Travel		18,000	18,000
Dues and Subscriptions			
Printing/Materials/PR	3,020	18,741	21,761
Postage	100	2,570	2,670
Office/General	3,990	5,810	9,800
Occupancy Costs	27,750	20,850	48,600
Telephone	6,935	7,725	14,660
Vehicle Costs	5,600	34,460	40,060
Equipment Rent/Repairs		150	150
Depreciation		0	
Capital Expenditures	2,700	1,000	3,700
Insurance/Taxes/Licenses		8,110	8,110
Other Expenses	2,300	1,700	4,000
<b>TOTAL CATEGORIZED EXPENSES</b>	<b>175,409</b>	<b>460,097</b>	<b>635,506</b>
<b>PROGRAM SPECIFIC EXPENSES</b>			
Stipend Costs Volunteers	62,300	22,200	84,500
Transportation	4,700		4,700
VolunTours SL ESP Participant Costs	40,000	310,000	350,000
Nutri/Ag Supplies	3,000		3,000
Infrastructure Dev Costs	29,000		29,000
Loan Capital	20,000		20,000
Event Costs		7,500	7,500
<b>TOTAL PROGRAM SPECIFIC EXPENSE</b>	<b>159,000</b>	<b>339,700</b>	<b>498,700</b>
<b>TOTAL EXPENSES</b>	<b>334,409</b>	<b>799,797</b>	<b>1,134,206</b>
REVENUE/EXPENSE	(281,409)	285,282	
Transfers to LN de Baja		283,809	283,809
<b>CONSOLIDATED REVENUE/EXPENSE</b>	<b>3,000</b>	<b>1,473</b>	<b>4,473</b>

**LNI FY 2007-2008  
Summary Budget  
Revenue and Expense**

REVENUE AND SUPPORT	Endowment	COMMUNITY DEVELOPMENT PROGRAM							VOLUNTOURS VOLUNTOURISM		TOTAL
		MGT/GEN	RES DEV	Family Health	Food Sec	Micro Enterprise	Leadership	PROGRAM	INTL		
				Tijuana	Mexicali	Tijuana	Mexicali	Education	Baja & Affil Grps		
Foundations/Corporations		16,700	5,100	55,000	58,200	16,250	6,250	17,500	20,000	10,000	205,000
Individual Donors		55,100	50,800	15,000	13,100	5,000	5,000	10,000	8,500		162,500
Fees and Services					1,000	2,000	2,000		579,000	10,000	594,000
Events		4,500	3,500	-	-			0			8,000
Program Funds						10,000			45,000		55,000
Subtotal excluding investments											<b>1,024,500</b>
Investment Targets/Earnings	58,800										58,800
<b>TOTAL REVENUE/SUPPORT</b>		<b>76,300</b>	<b>59,400</b>	<b>70,000</b>	<b>72,300</b>	<b>33,250</b>	<b>13,250</b>	<b>27,500</b>	<b>652,500</b>	<b>20,000</b>	<b>1,083,300</b>
<b>CATEGORIZED EXPENSES</b>											
Salaries and Benefits		37,822	31,033	32,868	20,322	17,546	17,546	62,648	58,947	27,870	<b>308,381</b>
Consult/Acct/Legal		17,600	15,000								32,600
Workshops/Staff Develop											0
Travel		4,000	3,000						5,000	6,000	18,000
Dues and Subscriptions											0
Printing/Materials/PR		1,833	2,753	1,633	1,633	817	817	2,172	3,083	4,000	18,741
Postage		300	1,200	450	220				400		2,570
Office/General		2,360	1,500					300	1150	500	5,810
Occupancy Costs		10,400	4,750					4,100	1,600		20,850
Telephone		1,975	1,750					700	1,500	1,800	7,725
Vehicle Costs		1,600	1,600	1,030	680			5,920	23,300	330	34,460
Equipment Rent/Repairs									150		150
Depreciation		0	0	0				0	0		0
Capital Expenditures			1,000								1,000
Insurance/Taxes/Licenses		1,140	1040	1,240	1240	520	520	720	1,170	520	8,110
Other Expenses		250	250					400	400	400	1,700
<b>TOTAL CATEGORIZED EXPENSES</b>		<b>79,280</b>	<b>64,876</b>	<b>37,221</b>	<b>24,095</b>	<b>18,883</b>	<b>18,883</b>	<b>76,960</b>	<b>96,700</b>	<b>41,420</b>	<b>460,097</b>
<b>PROGRAM SPECIFIC EXPENSES</b>											
Stipend Costs Volunteers			6,000	1,200	1,200	1,200	1,200	1,200	5,400	4,800	22,200
Transportation											
VolunTours SL Esp Participant Costs									310,000		310,000
Nutri/Ag Supplies											
Infrastructure Dev Costs											
Loan Capital											
Event Costs									7,500		7,500
<b>TOTAL PROGRAM SPECIFIC EXPENSE</b>			6,000	1,200	1,200	1,200	1,200	1,200	322,900	4,800	<b>339,700</b>
<b>TOTAL EXPENSES</b>		<b>79,280</b>	<b>70,876</b>	<b>38,421</b>	<b>25,295</b>	<b>20,083</b>	<b>20,083</b>	<b>78,160</b>	<b>419,600</b>	<b>46,220</b>	<b>799,797</b>
<b>REVENUE/EXPENSE</b>	58,800	(2,980)	(11,476)	31,579	47,005	13,167	(6,833)	(50,660)	232,900	(26,220)	285,282
Transfers to LN de Baja		12,250	12,250	53,155	49,970	17,350	11,850	6,600	120,384		283,809
<b>CONSOLIDATED REVENUE/EXPENSE</b>		<b>(15,230)</b>	<b>(23,726)</b>	<b>(21,576)</b>	<b>(2,965)</b>	<b>(4,183)</b>	<b>(18,683)</b>	<b>(57,260)</b>	112,516	<b>(26,220)</b>	1,473

**LNI Budget FY 2007-2008  
Support and Revenue  
Detail**

REVENUE SOURCES	Mgt/Gen	Res Dev	COMMUNITY DEVELOPMENT PROGRAMS				VOLUNTOURS VOLUNTOURISM		Total		
			Family Health Tijuana	Food Sec Mexicali	Micro Enterprise Tijuana	Enterprise Mexicali	Leadership Education	Baja & Affil Grps		INTL	
<b>FOUNDATIONS/CORPORATIONS</b>											
Foundations Unrestricted	13,700	3,100	5,000	8,200	10,000			5,000	5,000	50,000	
Foundations Restricted			50,000	50,000	6,250	6,250	15,000	12,500		140,000	
Corporations	3,000	2,000					2,500	2,500	5,000	15,000	
<b>Subtotal Foundations/Corps</b>	<b>16,700</b>	<b>5,100</b>	<b>55,000</b>	<b>58,200</b>	<b>16,250</b>	<b>6,250</b>	<b>17,500</b>	<b>20,000</b>	<b>10,000</b>	<b>205,000</b>	
<b>INDIVIDUAL DONORS</b>											
Major Indiv. Donors (+5000)	15,000	12,500			5,000	5,000	5,000	5,000		47,500	
Board Members	15,500	11,500								27,000	
Board Event Participation	11,000	12,000								23,000	
General/Miscellaneous	5,500	5,500	7,500	6,500			5,000			30,000	
Direct Mail/Website	7,250	8,750	5,500	5,000				3,500		30,000	
Monthly Donations	850	550	2,000	1,600						5,000	
<b>Subtotal Individual Donors</b>	<b>55,100</b>	<b>50,800</b>	<b>15,000</b>	<b>13,100</b>	<b>5,000</b>	<b>5,000</b>	<b>10,000</b>	<b>8,500</b>		<b>162,500</b>	
<b>FEES AND SERVICES</b>											
Fees from Participants								225,000		225,000	
Consultancies/Training/Esperanza							2,000	350,000	10,000	362,000	
Product Sales					1,000	2,000		4,000		7,000	
<b>Subtotal Fees and Services</b>					<b>1,000</b>	<b>2,000</b>	<b>2,000</b>	<b>579,000</b>	<b>10,000</b>	<b>594,000</b>	
<b>EVENTS</b>											
Major Event	2,500	2,500								5,000	
Other	2,000	1,000								3,000	
<b>Subtotal Events</b>	<b>4,500</b>	<b>3,500</b>								<b>8,000</b>	
<b>PROGRAM FUNDS</b>											
Infrastructure Fund								45,000		45,000	
Micro-Credit Fund					10,000					10,000	
<b>Subtotal Program Funds</b>					<b>10,000</b>			<b>45,000</b>		<b>55,000</b>	
<b>SUBTOTAL EXCLUDING INVESTMENTS</b>										<b>1,024,500</b>	
<b>INVESTMENT TARGETS/EARNINGS</b>											
Endowment Target to Raise											
Endowment Contribution	58,800									58,800	
Interest Earnings											
<b>Subtotal Investment Targets</b>	<b>58,800</b>									<b>58,800</b>	
<b>TOTAL REVENUE</b>	<b>135,100</b>	<b>59,400</b>	<b>70,000</b>	<b>71,300</b>	<b>32,250</b>	<b>13,250</b>	<b>29,500</b>	<b>652,500</b>	<b>20,000</b>	<b>1,083,300</b>	<b>1,083,300</b>



**Los Ninos de Baja California, A.C. Budget FY 2007-2008**  
**Support and Revenue**  
**Detail**

REVENUE SOURCES	Mgt/Gen	Res Dev	COMMUNITY DEVELOPMENT PROGRAMS				Leadership Education	VOLUNTOURS	VOLUNTOURISM	Total
			Family Health Tijuana	Food Sec Mexicali	Micro Tijuana	Enterprise Mexicali		PROGRAM	INTL	
<b>DONORS</b>										
LNI Grants to LN Baja	12,250	12,250	53,155	49,970	17,350	11,850	6,600	120,384	283,809	
<b>Subtotal Donors</b>	12,250	12,250	53,155	49,970	17,350	11,850	6,600	120,384		283,809
<b>RESTRICTED GRANTS</b>										
Mexican Foundation			10,000	5,000	10,000	10,000			35,000	
Mexican Govt/Donors to Baja			5,000	5,000			5,000		15,000	
<b>Subtotal Restricted Grants</b>			15,000	10,000	10,000	10,000	5,000			50,000
<b>PROGRAM INCOME</b>										
Promotora Income			900	900					1800	
Micro Loan Interest					600	600			1200	
<b>Subtotal Program Income</b>			900	900	600	600				3000
<b>TOTAL REVENUE</b>	<b>12,250</b>	<b>12,250</b>	<b>69,055</b>	<b>60,870</b>	<b>27,950</b>	<b>22,450</b>	<b>11,600</b>	<b>120,384</b>	<b>336,809</b>	