Bayan
FY-2025 Adopted Budget

	FY-2023 (Actual)	FY-2024 (Target)	FY-2025 (Adopted)
REVENUE			
Contributions, Grants & Pledges	$ 2,029,975	$ 2,728,016	$ 3,450,000
Subtotal Contributions, Grants & Pledges			
Tuition Revenue	$ 432,214	$ 259,752	$ 309,000
Auxiliary Enterprises Revenue			
Bayan Tours	$ 479,056	$ 622,520	$ 800,000
Events	$ 27,863	$ 15,307	$ 20,000
Continuing Education Programs	$ 41,498	$ 33,314	$ 130,000
Non-Profit Management Services	$ 129,960	$ 190,453	$ 215,000
Subtotal Auxiliiary Enterprises Revenue	**$ 678,377**	**$ 861,594**	**$ 1,165,000**
Investment Returns	$ 9,217	$ 10,212	$ 8,000
Other Revenue	$ 4,117	$ 1,416	$ 1,500
Total Revenue	**$ 3,153,900**	**$ 3,860,990**	**$ 4,933,500**
Revenue Growth Rate		***22%***	***28%***
EXPENDITURES			
Progam Service Expenditures			
Bayan Tours	$ 375,480	$ 532,826	$ 585,404
Instructional Costs & Program Service Expenditures	$ 1,037,189	$ 1,163,065	$ 1,322,283
Subtotal Program Service Expenditures	**$ 1,412,669**	**$ 1,695,891**	**$ 1,907,687**
Marketing & Fundraising			
Enrollment, Recruitment & Marketing	$ 145,776	$ 172,400	$ 200,000
Advertising/Hosted Events	$ 84,361	$ 53,503	$ 60,000
Sponsorships	$ 20,077	$ 20,450	$ 20,000
Subtotal Marketing & Fundraising Expenditures	**$ 250,214**	**$ 246,353**	**$ 280,000**
Strategic Execution			
Strategic Projects, Institutional Research, Accreditation, Development, Management	$ 105,000	$ 150,000	$ 200,000
Executive Professional Development	$ 31,151	$ 36,822	$ 10,000
Subtotal Strategic Execution Expenditures	**$ 136,151**	**$ 186,822**	**$ 210,000**
General & Administrative			
Personnel	$ 920,687	$ 1,220,536	$ 1,471,997
Bank & Payment Processing Charges	$ 45,801	$ 53,828	$ 57,331
Employee & Staff Reimbursements	$ 16,188	$ -	$ -
Legal & Accounting	$ 15,271	$ 10,678	$ 15,000
Insurance	$ 26,266	$ 32,127	$ 36,000
Dues & Subscriptions	$ 1,161	$ 1,250	$ 1,250
Other Taxes and Licenses	$ 1,164	$ 1,040	$ 1,500
Software	$ 46,781	$ 52,946	$ 59,838
Rent	$ 38,191	$ 54,815	$ 56,428
Utilities	$ 1,842	$ 241	$ 1,000
Travel & Entertainment	$ 50,961	$ 79,560	$ 81,901
Printing Services & Postage	$ 12,839	$ 19,590	$ 15,500
Supplies	$ 2,863	$ 4,561	$ 5,999
Janitorial Services	$ 1,000	$ 1,000	$ 1,200
Office Expenses & Misc.	$ 7,756	$ 6,970	$ 7,500
Other	$ 2,135	$ 2,219	$ 2,500
Subtotal General & Administrative	**$ 1,190,906**	**$ 1,541,361**	**$ 1,814,944**
Total Expenditures	**$ 2,989,939**	**$ 3,670,427**	**$ 4,212,631**
Expenditure Growth Rate		***23%***	***15%***
NET CHANGE IN ASSETS	**$ 163,960**	**$ 190,563**	**$ 720,869**

Margin	***5%***	***5%***	***15%***