

| Per Year Expenses | | | | | |
|---|----------------------------------|-----------------------------------|---------------------------------|------------------|--|
| Basic Costs | Camden | New Brunswick | Newark | STATE | Notes |
| | 10.5% of income | 68% of income | 21.5% of income | TOTAL | |
| Organizer | \$32,130 | \$96,390 | \$32,130 | \$160,650 | \$27,000 salary for a full time organizer, plus payroll taxes for 9 months. Budget for, 60% of organizer time in New Brunswick, 20% at Newark, 20% at Camden. |
| Organizing Director | \$3,990 (Gets 25% of OD time) | \$25,840 (Gets 50% of OD time) | \$8,170 (Get 25% of OD time) | \$38,000 | Split \$38,000 [covers OD salary, benefits, operating]. OD spends 50% of time in New Brunswick, 25% of time at Camden, 25% of time at Newark. |
| National Program Costs | \$16,444 | \$106,499 | \$33,672 | \$156,615 | Staff Recruitment, Higher Education staff, Textbooks staff, Hunger Program Director, Oversight for Organizing Directors, National materials, Trainings. Campuses receive equal split of national services. |
| Operating | \$7,049 | \$45,655 | \$14,435 | \$67,139 | Printing, Travel, Telephone, Postage, Audit, Bank fees, Rent & Utilities, Insurance, etc. |
| Total Basic Costs: | \$59,613 | \$274,384 | \$88,407 | \$422,404 | |
| National Services | | | | | |
| Services | \$7,890 | \$51,101 | \$16,157 | \$75,148 | State Administrative Director. Share of national Legal Team, national Digital Team (websites, graphics, etc), national Personnel Department, national Research Team. Campuses receive equal split of national services. |
| USPIRG Advocates | \$5,359 | \$34,707 | \$10,973 | \$51,039 | Advocates in D.C. shared by student PIRGs across country. Staff time is split evenly among campuses. |
| Advocacy Costs: | \$13,249 | \$85,808 | \$27,130 | \$126,187 | |
| Average full amount budgeted per chapter | \$72,862 | \$360,192 | \$115,537 | \$548,591 | *For FY20 we are expecting to allocate approximately \$95,000 for referendum costs. This will be in addition to our standard per year expenses. |
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| | | | | | More info on our staff salaries: |
| | | | | | Our incoming staff this year are being paid \$27,000. Our incoming staff in FY19 were paid \$26,500. Incoming staff salary typically goes up \$500 every year to account for the rise in the cost of living and inflation. Staff in their second year are paid \$1,500 more than their 1st year. After the 2nd year, salaries are commensurate to performance Our Organizing Director is paid \$30,500 in her 3rd year on staff. This does not account for benefits like healthcare or 401k. These are admittedly on the low end, but we are a student run non-profit. |

Per Year Income

| | From Rutgers | From interest/ROI | | | | | |
|--------|--------------|-------------------|--|--|--|--|--|
| FY2019 | \$550,000 | \$28,000 | | | | | |
| FY2020 | \$550,000 | \$32,000 | From our financial dept: Currently you have total assets of about \$1.6 million with about 2/3 held in CDs (Bank Certificates of Deposit). For year one, I would use average interest of 1.75%, 2.0% for year two and 2.25% for year three. 2%/year times \$1.6 million = \$32,000/year investment income. | | | | |
| FY2021 | \$550,000 | \$36,000 | | | | | |
| | | | Market rates are currently somewhat higher, but some of your CD investments were made when rates were lower so we still live with those rates until those investments mature in 1-4 years and can be reinvested. After being near zero for several years, interest rates have been inching up in recent months and that trend now seems likely to continue for the next 2-3 years. | | | | |
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