**Course Title**

Realistic Budgeting for the Small Nonprofit – Incremental versus Logistics-based Budgeting

**Course Description**

Why do small nonprofits fail? Their failure often results from a lack of proper planning. An organization must develop a plan with an achievable destination (goals). Then the budget acts as the roadmap and GPS system that lead the organization to its destination.

This class provides unique insight into the creation of a budget for an organization in our financially distressed economy. The course provides tools and techniques that will benefit novice and experienced professionals alike.

The following topics are discussed in detail.

* Creation of a strategic management model for an organization
* The Deming Cycle: Plan, Do, Check, Act
* Challenges of the struggling economy and the proliferation of new nonprofits
* Importance of pro bono or in-kind donations
* Allocation of expenses between programming, administration, and fundraising
* Analysis of incremental budgeting
* Utilization of logistics-based or zero-based budgeting
* How a lack of internal control impacts on a budget
* Detriments of unrelated business taxable income
* Proper utilization of budget variances

**Learning Objectives**

Upon successful completion of this course, participants will be able to

* Understand the importance of developing a strategic plan as a requirement for a strong budget
* Practice creative revenue production or expense elimination for a small nonprofit
* Recognize the pitfalls of total reliance on a system of incremental budgeting
* Dedicate more resources to program services than to the other categories of expenses