

# Begroting 2021

## Staat van baten en lasten

|  | <u>Begroot 2021</u>            | <u>Werkelijk 2020</u>          | <u>Begroot 2020</u>            | <u>Werkelijk 2019</u>          |
|--|--------------------------------|--------------------------------|--------------------------------|--------------------------------|
| Baten uit eigen fondsenwerving                     | 1.085.000                      | 1.109.427                      | 962.175                        | 916.170                        |
| Overige baten                                      | 80.000                         | 101.443                        | 115.000                        | 189.364                        |
| <b>Som der baten</b>                               | <b><u><u>1.165.000</u></u></b> | <b><u><u>1.210.870</u></u></b> | <b><u><u>1.077.175</u></u></b> | <b><u><u>1.105.534</u></u></b> |
| <b>Lasten</b>                                      |                                |                                |                                |                                |
| <b>Besteed aan doelstellingen</b>                  |                                |                                |                                |                                |
| Alpha Nederland                                    | 298.960                        | 274.773                        | 223.260                        | 208.018                        |
| Alpha  | 239.210                        | 193.990                        | 222.800                        | 195.139                        |
| Alpha - Youth                                      | 178.830                        | 151.133                        | 179.740                        | 160.989                        |
| Marriage en Parenting Courses                      | 183.830                        | 149.786                        | 178.180                        | 166.270                        |
| donatiefonds                                       | 71.500                         | 81.555                         | 54.500                         | 36.455                         |
| Uitgeverij   | 26.500                         | 38.635                         | 41.500                         | 43.123                         |
|  | 998.830                        | 889.873                        | 899.980                        | 809.994                        |
| <b>Werving baten</b>                               |                                |                                |                                |                                |
| Kosten eigen fondsenwerving                        | 140.760                        | 144.151                        | 171.680                        | 129.705                        |
|  | 140.760                        | 144.151                        | 171.680                        | 129.705                        |
| <b>Beheer en administratie</b>                     | 90.760                         | 56.033                         | 60.840                         | 54.026                         |
| <b>Som der lasten</b>                              | <b><u><u>1.230.350</u></u></b> | <b><u><u>1.090.057</u></u></b> | <b><u><u>1.132.500</u></u></b> | <b><u><u>993.725</u></u></b>   |
| <b>Resultaat voor bestemming</b>                   | <b><u><u>-65.350</u></u></b>   | <b><u><u>120.814</u></u></b>   | <b><u><u>-55.325</u></u></b>   | <b><u><u>111.809</u></u></b>   |
| <b>Resultaatbestemming</b>                         |                                |                                |                                |                                |
| Bestemmingsreserve donatiefonds                    | -12.500                        | 23.104                         | -20.000                        | 5.499                          |
| Bestemmingsreserve verhuisfonds                    | -                              | -                              | -40.000                        | 40.000                         |
| Bestemmingsreserve ontwikkelingen katholiek en PKN | -                              | -                              | -10.000                        | 10.000                         |
| Bestemmingsreserve vertaling Prayer Course         | -                              | -6.000                         | -6.000                         | 6.000                          |
| Bestemmingsreserve innovatie                       | -80.000                        | 80.000                         | -                              | -                              |
| Continuïteitsreserve                               | 27.150                         | 23.710                         | 20.675                         | 50.310                         |
|  | <b><u><u>-65.350</u></u></b>   | <b><u><u>120.814</u></u></b>   | <b><u><u>-55.325</u></u></b>   | <b><u><u>111.809</u></u></b>   |

## Toelichting op de staat van baten en lasten

### Baten

|   | <u>Begroot 2021</u> | <u>Werkelijk 2020</u> | <u>Begroot 2020</u> | <u>Werkelijk 2019</u> |
|---|---------------------|-----------------------|---------------------|-----------------------|
| <b>Baten eigen fondsenwerving</b>           |                     |                       |                     |                       |
| Giften particulieren                        | 380.000             | 356.090               | 370.000             | 333.331               |
| Giften kerken                               | 40.000              | 38.129                | 50.000              | 47.373                |
| Giften stichtingen                          | 330.000             | 321.142               | 300.000             | 270.366               |
| Giften Vrienden van Alpha Nederland Netwerk | 335.000             | 181.500               | 175.000             | 160.625               |
|   | <b>1.085.000</b>    | <b>896.860</b>        | <b>895.000</b>      | <b>811.695</b>        |
| Gift Parenting Course                       | 0                   | 0                     | 0                   | 300                   |
| Giften Alpha & Marriage Course online       | 0                   | 212.567               | 67.175              | 102.175               |
| Gift Alpha-Campagne                         | 0                   | 0                     | 0                   | 2.000                 |
|   | <b>0</b>            | <b>212.567</b>        | <b>67.175</b>       | <b>104.475</b>        |
| <b>Totaal Baten eigen fondsenwerving</b>    | <b>1.085.000</b>    | <b>1.109.427</b>      | <b>962.175</b>      | <b>916.170</b>        |
| <b>Overige baten</b>                        |                     |                       |                     |                       |
| Netto-omzet uitgeverij                      | 55.000              | 61.136                | 85.000              | 81.269                |
| Deelnamegelden                              | 15.000              | 13.801                | 17.500              | 18.095                |
| Grants Alpha International                  | 10.000              | 12.943                | 12.500              | 0                     |
| Nalatenschappen                             | 0                   | 0                     | 0                   | 90.000                |
| Bijdrage kosten uit donatiefonds            | 0                   | 13.563                | 0                   | 0                     |
|   | <b>80.000</b>       | <b>101.443</b>        | <b>115.000</b>      | <b>189.364</b>        |
| <b>Netto-omzet uitgeverij</b>               |                     |                       |                     |                       |
| Netto-omzet Alpha materialen                | 55.000              | 61.136                | 85.000              | 81.269                |
|   | <b>55.000</b>       | <b>61.136</b>         | <b>85.000</b>       | <b>81.269</b>         |
| <b>Deelnamegelden</b>                       |                     |                       |                     |                       |
| Deelnamegelden Alpha Trainingsdagen         | 15.000              | 13.801                | 17.500              | 17.537                |
| Deelnamegelden Alpha Tour                   | 0                   | 0                     | 0                   | 0                     |
| Opbrengst training op locatie               | 0                   | 0                     | 0                   | 558                   |
|   | <b>15.000</b>       | <b>13.801</b>         | <b>17.500</b>       | <b>18.095</b>         |

## Lasten

### Besteed aan doelstelling

|   | <u>Begroot 2021</u> | <u>Werkelijk 2020</u> | <u>Begroot 2020</u> | <u>Werkelijk 2019</u> |
|---|---------------------|-----------------------|---------------------|-----------------------|
| <b>Alpha Nederland</b>                          |                     |                       |                     |                       |
| Alpha - Prisons                                 | 250                 | 72                    | 500                 | 24                    |
| Vrijwilligers                                   | 1.000               | 11.438                | 9.000               | 3.626                 |
| Events  | 35.000              | 27.007                | 35.000              | 30.619                |
| Corporate communicatie                          | 30.000              | 23.196                | 15.000              | 6.059                 |
| Productontwikkeling                             | 20.000              |                       |                     |                       |
| Kosten Alpha en Marriage Courses Online         | 0                   | 74.334                | 0                   | 0                     |
| 24/7 Prayer / Prayer Course                     | 5.000               | 6.096                 | 10.000              | 3.758                 |
| Bible in one year                               | 3.500               | 1.887                 | 1.800               | 1.856                 |
| Ontwikkeling in de RKK/ PKN                     | 0                   | 0                     | 10.000              | 0                     |
| Uitvoeringskosten Alpha Nederland               | 204.210             | 130.744               | 141.960             | 162.077               |
|   | <b>298.960</b>      | <b>274.773</b>        | <b>223.260</b>      | <b>208.018</b>        |
| <b>Alpha</b>                                    |                     |                       |                     |                       |
| Ontwikkeling Alpha                              | 15.000              | 3.614                 | 10.000              | 8.871                 |
| Kosten Alpha Film Series                        | 0                   | 0                     | 0                   | 0                     |
| Hub Church Development                          | 0                   | 1.049                 | 2.500               | 0                     |
| Alpha-Campagne                                  | 20.000              | 0                     | 7.500               | 0                     |
| Overige kosten Alpha - Students                 | 0                   | 7                     | 0                   | 2.083                 |
| Alpha-Campagne                                  | 0                   | 2.544                 | 0                   | 4.100                 |
| Uitvoeringskosten Alpha                         | 204.210             | 186.777               | 202.800             | 180.086               |
|   | <b>239.210</b>      | <b>193.990</b>        | <b>222.800</b>      | <b>195.139</b>        |
| <b>Alpha - Youth &amp; Students</b>             |                     |                       |                     |                       |
| Ontwikkeling Alpha - Youth & Students           | 15.000              | 1.239                 | 7.500               | 13.269                |
| Campagne Alpha Youth & Students                 | 5.000               |                       |                     |                       |
| Research & Development                          | 0                   | 473                   | 10.000              | 3.650                 |
| Uitvoeringskosten Alpha - Youth & Students      | 158.830             | 149.421               | 162.240             | 144.069               |
|   | <b>178.830</b>      | <b>151.133</b>        | <b>179.740</b>      | <b>160.989</b>        |
| <b>Marriage en Parenting Courses</b>            |                     |                       |                     |                       |
| Ontwikkeling Marriage en Parenting Courses      | 12.500              | 624                   | 8.000               | 58.218                |
| Marriage course Campagne                        | 12.500              | 37.096                | 48.500              | 0                     |
| Uitvoeringskosten Marriage en Parenting Courses | 158.830             | 112.066               | 121.680             | 108.052               |
|   | <b>183.830</b>      | <b>149.786</b>        | <b>178.180</b>      | <b>166.270</b>        |

|                          |               |               |               |               |
|--------------------------|---------------|---------------|---------------|---------------|
| <b>donatiefonds</b>      |               |               |               |               |
| Dotatie aan donatiefonds | 71.500        | 81.555        | 54.500        | 36.455        |
|                          | <b>71.500</b> | <b>81.555</b> | <b>54.500</b> | <b>36.455</b> |

|                            |               |               |               |               |
|----------------------------|---------------|---------------|---------------|---------------|
| <b>Uitgeverij</b>          |               |               |               |               |
| Kostprijs Alpha materialen | 22.000        | 34.545        | 34.000        | 38.238        |
| Royalties/provisies        | 4.500         | 4.091         | 7.500         | 4.885         |
|                            | <b>26.500</b> | <b>38.635</b> | <b>41.500</b> | <b>43.123</b> |

## Werving baten

### Kosten eigen fondsenwerving

|                                      |                |                |                |                |
|--------------------------------------|----------------|----------------|----------------|----------------|
| Directe FW-kosten                    | 40.000         | 31.297         | 50.000         | 43.048         |
| Vrienden van Alpha Nederland Netwerk | 10.000         | 788            | 0              | 14.623         |
| Uitvoeringskosten FW                 | 90.760         | 112.066        | 121.680        | 72.034         |
|                                      | <b>140.760</b> | <b>144.151</b> | <b>171.680</b> | <b>129.705</b> |

## Beheer en administratie

### Kosten beheer en administratie

|   |               |               |               |               |
|---|---------------|---------------|---------------|---------------|
| Uitvoeringskosten beheer en administratie | 90.760        | 56.033        | 60.840        | 54.026        |
|   | <b>90.760</b> | <b>56.033</b> | <b>60.840</b> | <b>54.026</b> |

## Uitvoeringskosten

|   | <b>Begroot 2021</b> | <b>Werkelijk 2020</b> | <b>Begroot 2020</b> | <b>Werkelijk 2019</b> |
|---|---------------------|-----------------------|---------------------|-----------------------|
| <b>Personeelskosten</b>                 |                     |                       |                     |                       |
| Bruto salarissen                        | 565.000             | 490.886               | 500.000             | 467.659               |
| Sociale lasten                          | 113.000             | 100.464               | 100.000             | 95.947                |
| Pensioenpremie                          | 56.500              | 53.531                | 63.000              | 34.670                |
| Reiskosten                              | 35.000              | 37.465                | 40.000              | 42.167                |
| Deskundigheidsbevordering               | 7.500               | 3.625                 | 5.000               | 4.520                 |
| Overige personeelskosten                | 20.000              | 30.836                | 15.000              | 63.775                |
| Af: Uitkeringen werknemersverzekeringen | 0                   | -28.420               | -16.000             | -11.458               |
| Af: Bijdrage loonkosten                 | 0                   | -40.288               | -39.000             | -77.917               |
|   | <b>797.000</b>      | <b>648.100</b>        | <b>668.000</b>      | <b>619.363</b>        |

**Huisvestingskosten**

|                           |               |               |               |               |
|---------------------------|---------------|---------------|---------------|---------------|
| Huurlasten                | 15.000        | 15.000        | 15.000        | 15.000        |
| Energiekosten             | 2.500         | 2.292         | 2.500         | 3.128         |
| Onderhoud/schoonmaak      | 2.500         | 2.463         | 3.500         | 2.397         |
| Gemeentelijke belastingen | 1.350         | 1.215         | 1.350         | 1.388         |
| Verhuizing/ verbouwing    | 0             |               | 40.000        |               |
|                           | <b>21.350</b> | <b>20.970</b> | <b>62.350</b> | <b>21.913</b> |

**Kantoorkosten**

|                       |               |               |               |               |
|-----------------------|---------------|---------------|---------------|---------------|
| Kantoorbenodigdheden  | 750           | 1.024         | 750           | 733           |
| Automatiseringskosten | 17.500        | 11.267        | 15.000        | 17.898        |
| Kosten websites       | 750           | 6.426         | 500           | 627           |
| Portokosten           | 250           | 301           | 100           | 114           |
| Telefoonkosten        | 2.500         | 2.235         | 2.500         | 2.182         |
| Drukwerk              | 500           | 0             | 500           | 480           |
| Verzekeringen         | 3.500         | 4.022         | 4.000         | 3.206         |
|                       | <b>25.750</b> | <b>25.273</b> | <b>23.350</b> | <b>25.240</b> |

**Algemene kosten**

|                                    |               |               |               |               |
|------------------------------------|---------------|---------------|---------------|---------------|
| Bestuurskosten / Raad van Toezicht | 2.000         | 0             | 0             | 0             |
| Accountantskosten                  | 5.000         | 4.982         | 5.000         | 4.847         |
| Administratiekosten                | 26.000        | 28.462        | 22.000        | 25.504        |
| Bankkosten                         | 4.000         | 3.846         | 4.000         | 3.676         |
| Salarisadministratie               | 2.000         | 1.823         | 2.000         | 1.720         |
| Lidmaatschappen                    | 500           | 427           | 500           | 569           |
| Niet verrekenbare BTW              | 12.500        | 6.605         | 12.500        | 9.512         |
| Overige kosten                     | 3.000         | 2.698         | 4.500         | 6.153         |
|                                    | <b>55.000</b> | <b>48.844</b> | <b>50.500</b> | <b>51.982</b> |

**Afschrijvingen**

|                                |              |              |              |              |
|--------------------------------|--------------|--------------|--------------|--------------|
| Afschrijvingskosten apparatuur | 8.500        | 3.918        | 7.000        | 1.882        |
|                                | <b>8.500</b> | <b>3.918</b> | <b>7.000</b> | <b>1.882</b> |

**Rente**

|       |          |          |          |            |
|-------|----------|----------|----------|------------|
| Rente | 0        | 2        | 0        | -36        |
|       | <b>0</b> | <b>2</b> | <b>0</b> | <b>-36</b> |

**Totaal uitvoeringskosten**

|  |                |                |                |                |
|--|----------------|----------------|----------------|----------------|
|  | <b>907.600</b> | <b>747.106</b> | <b>811.200</b> | <b>720.344</b> |
|--|----------------|----------------|----------------|----------------|

## Verdeling uitvoeringskosten naar bestemming

|                                    | <u>Begroot 2021</u> |                | <u>Werkelijk 2020</u> |                | <u>Begroot 2020</u> |                | <u>Werkelijk 2019</u> |                |
|------------------------------------|---------------------|----------------|-----------------------|----------------|---------------------|----------------|-----------------------|----------------|
| <b>Verdeling uitvoeringskosten</b> |                     |                |                       |                |                     |                |                       |                |
| Alpha Nederland                    | 22,5%               | 204.210        | 17,5%                 | 130.744        | 17,5%               | 141.960        | 22,5%                 | 162.077        |
| Alpha                              | 22,5%               | 204.210        | 25,0%                 | 186.777        | 25,0%               | 202.800        | 25,0%                 | 180.086        |
| Alpha - Youth & Students           | 17,5%               | 158.830        | 20,0%                 | 149.421        | 20,0%               | 162.240        | 20,0%                 | 144.069        |
| Marriage en Parenting Courses      | 17,5%               | 158.830        | 15,0%                 | 112.066        | 15,0%               | 121.680        | 15,0%                 | 108.052        |
| Eigen fondsenwerving               | 10,0%               | 90.760         | 15,0%                 | 112.066        | 15,0%               | 121.680        | 10,0%                 | 72.034         |
| Beheer en administratie            | 10,0%               | 90.760         | 7,5%                  | 56.033         | 7,5%                | 60.840         | 7,5%                  | 54.026         |
| <b>Totaal</b>                      | 100,0%              | <b>907.600</b> | 100,0%                | <b>747.106</b> | 100,0%              | <b>811.200</b> | 100,0%                | <b>646.066</b> |