



## **FY20 Budget**

<b>REVENUE</b>	<b>FY20</b>
State & Local Government Contracts	341,000
Corporations & Foundations	493,000
Individuals	112,250
PENCIL Board of Directors Campaign	45,000
United Way Outcome Based Investment	66,000
Special Events	367,000
Fiscal Mngt, Consulting, Box Corp Evts	99,000
Investment Earnings & Interest	20,771
<b>Total Revenue</b>	<b>1,544,021</b>

<b>EXPENSES</b>	<b>FY20</b>
Personnel	1,240,577
Equipment Rental & Software	32,408
Travel	22,635
Professional Services	82,735
Program Expenses	21,415
Supplies	3,895
Communications	26,682
Commercial Insurance	15,012
Staff Development & Community Events	22,652
Donor Cultivation	5,470
Event Expenses	61,100
Fees & Bank Charges	9,440
<b>Total Expenses</b>	<b>1,544,021</b>

<b>Revenue Over/(Under) Expenses</b>	<b>0</b>
--------------------------------------	----------