

**Council on Aging of Middle Tennessee**  
**Budget for CY 2020**

<b>Revenue</b>	<b>2020</b>
Grants & Contracts (foundations, govt)	290,000
Individual Contributions	155,000
Fundraising Events (Sage Awards, Annual Meeting)	24,000
Sales Income (Directory)	60,000
Corporate Sponsorships (for Caregiving+Roobrik, Elder Abuse)	77,500
Interest Income	2,000
<b>Total Revenue</b>	<b>608,500</b>

<b>Expenditures</b>	
Salaries	295,021
Benefits & Payroll Taxes	43,539
Contract Salaries	53,100
Event Expenses	4,000
Rent	35,403
Office Supplies	2,241
Accounting, Payroll & Audit Fees	6,840
Telephone & Internet	3,394
Postage	2,000
Printing & Copying	26,488
Website & Technology	66,200
Insurance - Liability	2,354
Licenses & Permits	1,220
Marketing/PR/Design Expenses	58,300
Travel & Mileage	2,000
Annual Meeting Expenses	3,000
Meetings & Trainings	2,200
Bank/Paypal Fees	1,200
<b>Total Expenditures</b>	<b>608,500</b>

**Net Revenue**

**NOTES:**

*Board approved not hosting annual Sage Awards (fundraising event) in 2020 in order to retool event;  
Revenue from fundraising events in 2020 is expected to be less than in previous years, as a result*

*Half of 2021-2022 Directory sales revenue (\$60k) will be earned in 2020, and half (\$60k) in 2021  
Printing expenses for the Directory will be incurred in 2021*

*Staffing in 2020 = 2 FTE, 5PTE and 4 contract positions*