

EXPENSES

Category	2017 Proposed Budget
Programs	\$95,229
Program Travel & Entertainment	\$32,690
Executive Travel	\$31,650
Volunteer Medicals	\$2,700
Volunteer Background Checks	\$1,000
Train the Trainer Conference	\$0
Music Pharmacy Expenses	\$4,489
Volunteer Appreciation Night	\$6,950
Project Playback	\$3,000
Instruments	\$1,000
Artist-Related T&E	\$11,750
Promotions	\$123,746
Marketing	\$12,600
Merchandise	\$10,000
Gifts, Printing and Reproduction	\$20,070
Public Relations	\$45,000
Website	\$36,076
Business/Administration	\$1,259,088
Administrative Travel	\$200
CRM	\$7,208
Rent	\$76,677
Computer Expenses	\$7,500
Utilities	\$4,680
HR Expenses (Insperity Fee - Includes Payroll taxes, health insurance, and workers comp; recruitment costs)	\$182,980
Contract Labor/Office Help	\$100,000
Insurance	\$10,108

REVENUE

Category	Description	2017 Proposed Budget
Corporate Support	Funding from corporate entities, not related to events (unrestricted/restricted); source: direct cultivation	\$200,000
Foundation Grants	Funding from foundations (restricted); source: grant proposals	\$100,000
Individual Giving (Annual/Special)	Gifts from Individuals at or below \$4,999.99 (unrestricted/restricted); source: mailed appeals, online, unsolicited	\$125,000
Individual (Major)	Gifts from Individuals at or above \$5,000.00 (unrestricted/restricted); source: proactive engagement, direct cultivation	\$150,000
Event Based	Events sponsorships, ticket sales, and revenue (unrestricted/restricted)	\$800,000
Auctions and Other	Prizeo, CharityBuzz, 3rd Party sources (unrestricted)	\$588,000
TOTAL REVENUE		\$1,963,000
TOTAL EXPENSES		\$1,845,411
NET		\$117,589