

ARC of TENNESSEE Proposed Annual Budget vs. Estimates JULY 1, 2023 TO JUNE 30, 2024						
REVENUE	2022-2023 Budgeted	Latest Projection 2022-2023	2023-2024 Proposal W/O Family Engagement	2023-2024 Proposal With Family Engagement	Difference	COMMENTS
Gum Vending	3,000	12,000	12,000	12,000	(\$9,000)	Gum vending income increasing
Affiliation - TN	12,500	12,500	12,500	12,500	\$0	Affiliation fees remaining same in next Fiscal Year
Contributions	25,000	20,000	25,000	25,000	\$0	Individual contributions, Big Payback, Light Up a Life in upcoming FY
Memberships	2,500	3,000	3,000	3,000	(\$500)	Increased Membership renewals anticipated
Mega Conference	200,000	100,800	-	-	\$200,000	No Mega Conference in upcoming FY
Advocacy	700,000	700,000	700,000	700,000	\$0	Same expected contract amount
ECF	-	-	-	-	\$0	Not budgeting yet, billing is an issue
Healing Trust	40,000	-	-	-	\$40,000	Healing Trust has changed its grant criteria
People First	35,000	35,000	20,000	20,000	\$15,000	Current contract \$20,000
PASS	161,700	120,581	161,700	161,700	\$0	Same budget
Supported Decision Making	175,000	5,166	175,000	175,000	\$0	Contract start date set to 6/1/2023 \$75,000 Operational, \$100,00 legal Fees
Family Engagement	1,554,004	933,919	259,000	1,554,004	\$0	Same expected contract amount
Big Ideas Event	5,500	-	5,000	-	\$500	Oct 2023?
The Arc@School	-	7,500	7,500	-	(\$7,500)	Received The Arc@School Grant from The Arc US 50% paid in FY23/ 50% paid in FY24
AUCD Vaccine Awareness	-	7,500	7,500	-	(\$7,500)	Received The AUCD Vaccine Awareness Sub Grant from The Arc US 50% paid in FY23/ 50% paid in FY24
TAS	22,500	-	22,500	22,500	\$0	Same Contract, Bill as exceeds Fam ENG funding
Amerigroup Admin Fee	35,000	7,000	12,600	12,600	\$22,400	Admin fee REMINING billable in Fiscal Year 23/24
In Kind	35,000	-	-	-	\$35,000	SDMS/ Partners contracts with DD council - Not required
<b>TOTAL REVENUE</b>	<b>3,006,704</b>	<b>1,964,966</b>	<b>1,411,300</b>	<b>2,718,304</b>	<b>\$288,400</b>	
EXPENSES					Difference	COMMENTS
Salaries	1,387,516	1,203,909	548,401	1,109,997	\$277,519	
Benefits & Taxes	\$435,000	362,536	195,306	447,617	(\$12,617)	
Professional Fees	350,780	165,534	237,473	349,957	\$823	Increased legal services expenses CSDM
Supplies	80,000	61,420	10,578	22,677	\$57,323	Money budgeted in current contracts
Communication	42,500	45,654	9,612	22,562	\$19,938	
Postage & Shipping	5,500	4,084	3,141	4,849	\$651	
Occupancy	67,500	72,879	81,500	81,500	(\$14,000)	Public Storage and Office lease with rental increase
Equipment Rental & Maintenance	6,550	7,200	4,290	6,460	\$90	Some of these expenses will be captured in professional fees rather than ER/Main
Printing & Publications	14,550	13,848	9,014	9,539	\$5,011	
Travel / Conferences & Meetings	89,132	110,500	107,875	247,985	(\$158,853)	Covid travel opening back up
Insurance	8,250	8,400	8,500	8,500	(\$250)	Slight increase in insurance costs
Specific Assistance to Individuals	8,000	4,743	8,000	8,000	\$0	
In-Kind Expense	35,000	-	-	-	\$35,000	Grant contracts not tracking in-kind
Miscellaneous	1,000	512	1,000	1,000	\$0	
Amerigroup	291,666	56,211	105,000	105,000	\$186,666	Pass through expense. Budgeted amount reduced as balance decreases
Lobbying Expenses	1,000	265	1,000	1,000	\$0	
Mega Conference	200,000	88,600	-	-	\$200,000	
Big Ideas	20,000	-	10,000	-	\$20,000	Oct-23
<b>TOTAL EXPENSES</b>	<b>3,043,944</b>	<b>2,206,296</b>	<b>1,340,690</b>	<b>2,426,643</b>	<b>\$352,399</b>	
<b>NET PROFIT</b>	<b>(\$37,240)</b>	<b>(\$241,330)</b>	<b>\$70,610</b>	<b>\$291,661</b>	<b>(\$63,999)</b>	