



	2019 - 2020
	<u>Budget</u>
OPERATING REVENUES	
Grants - State of Tennessee	\$ 4,525,000.00
County 50% share of Books/Mailing Costs	3,763,563.02
Contributions: unrestricted grants	80,000.00
Contributions: restricted grants/donations on behalf of counties	230,000.00
Contributions: restricted multi-year final payment	275,000.00
Dept. of Human Services Agreement Reimbursement	150,000.00
Fundraising Event income	50,000.00
Interest income	\$ 10,000.00
Dividend Income	\$ 100,000.00
TOTAL OPERATING REVENUES	<u>9,183,563.02</u>
 DPIL: BOOKS & MAILING COSTS	
Books and mailing cost (FY20 proj'd growth 1.5%)	7,527,126.04
Advance Book Orders for Birthing Hospitals (50% share)	35,255.00
Restricted Grants Passed through to Counties/DCS	CR <u>230,000.00</u>
	<u>7,332,381.04</u>
 EXPANDED PROGRAMMING COSTS	
K-3 Summer Program	400,000.00
Summer Book Bus Program - 5 add'l/year @ \$7K each	35,000.00
Parental Engagement Program	25,000.00
	<u>460,000.00</u>
 PROGRAM COSTS	
Marketing - print materials, website, social media	156,500.00
Marketing: Early Literacy Month	15,000.00
Fundraising Event	40,000.00
Statewide Partners' Event	20,000.00
Travel expenses	50,000.00
Workshop/Volunteer Training expenses	15,000.00
Assistance Funding for county IL programs	125,000.00
	<u>\$ 421,500.00</u>
TOTAL PROGRAM/BOOK COSTS	<u>\$ 8,213,881.04</u>
 OPERATING REVENUES OVER (UNDER)	
PROGRAM COSTS	<u>969,681.98</u>
 ADMINISTRATIVE EXPENSES	
Bank charges (investment fees; cc fees)	9,000.00
Dues and subscriptions	3,500.00
Health insurance	46,844.36
Insurance - BOP/WC/D&O	5,500.00
IT Support & Computers	65,000.00
Software Licenses	27,438.00
Licenses and taxes - corporate	500.00
Office supplies and expense	13,600.00
Payroll taxes	33,802.03
Postage and shipping	7,500.00
Professional fees	72,100.00
1099 Employees	67,700.00
Rent	15,208.20
Rent - equipment	2,000.00
Retirement plan expense	66,135.39
Salaries and wages	483,721.34
Seminars & training	15,000.00
Telecommunications	6,000.00
TOTAL OPERATING EXPENSES	<u>\$ 940,549.32</u>
 OPERATING REVENUES OVER (UNDER)	
OPERATING EXPENSES	<u><u>29,132.66</u></u>