

**The Arc of Tennessee**  
**Financial Plan (July 1, 2011 Thru June 30, 2012)**

| Line<br>Number | Revenue                            | Average                 |                          |
|----------------|------------------------------------|-------------------------|--------------------------|
|                |                                    | Annual<br><u>Budget</u> | Monthly<br><u>Budget</u> |
| 1              | Gum Vending                        | \$ 54,416               | \$ 4,535                 |
| 2              | Affiliation-TN                     | \$ 10,000               | \$ 833                   |
| 3              | Contributions                      | \$ 5,000                | \$ 417                   |
| 4              | Fundraising                        | \$ 1,500                | \$ 125                   |
| 5              | Meetings/Conferences               | \$ 500                  | \$ 42                    |
| 6              | Memberships                        | \$ 5,000                | \$ 417                   |
| 7              | Interest                           | \$ 250                  | \$ 21                    |
| 8              | Mega Conference                    | \$ 10,000               | \$ 833                   |
| 9              | Rent                               | \$ -                    | \$ -                     |
| 10             | Other                              | \$ 5,000                | \$ 417                   |
| 11             | Legislative Monitor                | \$ 37,500               | \$ 3,125                 |
| 12             | Advocacy                           | \$ 410,000              | \$ 34,167                |
| 13             | TEIS                               | \$ -                    | \$ -                     |
| 14             | Secondary Transition               | \$ 137,611              | \$ 11,468                |
| 15             | Non Grant                          | \$ -                    | \$ -                     |
| 16             | Class Member Advocacy Services     | \$ 705,736              | \$ 58,811                |
| 17             | Walmart                            | \$ 25,000               | \$ 2,083                 |
| 18             | DSPAT                              | \$ 159,100              | \$ 13,258                |
| 19             | Partners                           | \$ 151,553              | \$ 12,629                |
| 20             | PASS                               | \$ 161,723              | \$ 13,477                |
| 21             | PTP                                | \$ 254,241              | \$ 21,187                |
| 22             | Support Broker                     | \$ 702,000              | \$ 58,500                |
| 23             | GNRC                               | \$ -                    | \$ -                     |
| 24             | Choices                            | \$ 320,040              | \$ 26,670                |
| 25             | Blank 3                            | \$ -                    | \$ -                     |
| 26             |                                    | 0 \$ -                  | \$ -                     |
| 27             | In Kind                            | \$ 39,680               | \$ 3,307                 |
| 28             | <b>Total Revenue</b>               | \$ 3,195,850            | \$ 266,321               |
|                |                                    |                         |                          |
| Line<br>Number | Expenses                           | Average                 |                          |
|                |                                    | Annual<br><u>Budget</u> | Monthly<br><u>Budget</u> |
| 28             | Salaries                           | \$ 1,421,620            | \$ 118,468               |
| 29             | Benefits & Taxes                   | \$ 520,061              | \$ 43,338                |
| 30             | Professional Fees/Grant Awards     | \$ 174,585              | \$ 14,549                |
| 31             | Supplies                           | \$ 35,314               | \$ 2,943                 |
| 32             | Communication                      | \$ 67,633               | \$ 5,636                 |
| 33             | Postage & Shipping                 | \$ 11,394               | \$ 950                   |
| 34             | Occupancy                          | \$ 23,082               | \$ 1,924                 |
| 35             | Equipment Rental & Maintenance     | \$ 31,365               | \$ 2,614                 |
| 36             | Printing & Publications            | \$ 8,315                | \$ 693                   |
| 37             | Travel/Conferences & Meetings      | \$ 306,035              | \$ 25,503                |
| 38             | Interest                           | \$ -                    | \$ -                     |
| 39             | Insurance                          | \$ 350                  | \$ 29                    |
| 40             | Specific Assistance to Individuals | \$ 82,045               | \$ 6,837                 |
| 41             | Depreciation                       | \$ -                    | \$ -                     |
| 42             | Other Non-Personnel                | \$ 13,000               | \$ 1,083                 |
| 43             | Capital Purchases                  | \$ -                    | \$ -                     |
| 44             | Indirect Cost                      | \$ 447,924              | \$ 37,327                |
| 45             | In-Kind Expense                    | \$ 39,480               | \$ 3,290                 |
| 46             | Miscellaneous                      | \$ -                    | \$ -                     |
| 47             | Lobbying Expenses                  | \$ 1,000                | \$ 83                    |
| 48             | Edith Wright Fund                  | \$ -                    | \$ -                     |
| 49             | Roger Blue Fund                    | \$ -                    | \$ -                     |
| 50             | <b>Total Expenses</b>              | \$ 3,183,204            | \$ 265,267               |
| 51             | <b>Excess Revenue/(Loss)</b>       | \$ 12,646               | \$ 1,054                 |