

EXPENSES

Category	2019 Budget
Programs	\$137,550
Program Travel & Entertainment	\$44,500
Executive Travel	\$32,750
Volunteer Reimbursements (previously volunteer medicals - now includes all reimbursements)	\$1,500
Volunteer Background Checks	\$9,000
Music Pharmacy Expenses	\$25,250
Volunteer Appreciation Night	\$9,150
Virtual Program	\$2,900
Instruments	\$2,500
Artist-Related T&E	\$10,000
Marketing	\$171,800
Marketing	\$22,000
Merchandise	\$18,000
Gifts, Printing and Reproduction	\$14,500
Website and Data Marketing Tools	\$42,300
Creative Agency	\$75,000
Operations	\$1,606,400
Administrative Travel	\$6,750
CRM and Apps	\$13,350
Rent	\$86,000
Computer Expenses	\$9,000
Utilities	\$1,500
Payroll	\$1,100,000

HR Expenses (Insperity Fee - Includes Payroll taxes, health insurance, and workers comp; recruitment costs)	\$260,000
Retirement Plan Management	\$2,000
Insurance	\$13,200
Postage	\$7,500
Professional Fees	\$57,500
Office Supplies	\$4,000
State Registrations	\$11,000
Staff Development	\$19,400
Telephone and Internet	\$15,200
Fundraising	\$434,250
Credit Card Processing Fees	\$10,000
Donor Research Software	\$3,300
Auction Expenses	\$42,000
Event Expenses	\$354,200
Jingle Ball Tickets	\$13,000
Board Expenses	\$5,000
Professional Fundraisers	\$0
Travel and Entertainment	\$6,750
TOTAL EXPENSES	\$2,350,000
TOTAL REVENUE	\$2,455,000
NET	\$105,000