

A Step Ahead of Middle TN	
INCOME	2020 Approved Budget
INSTITUTIONAL GRANTS	180,000
FOUNDATION CHALLENGE	40,000
Total Grants	220,000
DONATIONS:	
Board	20,000
Individual Donors	54,000
<i>Total Donations</i>	74,000
FUNDRAISERS:	
Spring Fundraiser	50,000
Other Fundraisers	2,000
<i>Total Fundraisers</i>	52,000
OTHER INCOME:	
Interest	1,000
Rewards Programs	750
<i>Total Other Income</i>	1,750
Total Income	347,750
EXPENSES	
SERVICES:	
LARC Services	110,000
LARC Removal	4,240
Transportation	500
AppointmentQuest	1,200
Donor/Client Software	850
Call Center	5,000
<i>Total Services</i>	121,790
FUNDRAISING:	
Spring Fundrasier	15,000

Other Fundrasiers	2,000
Total Fundraising	17,000
SALARY & RELATED:	
Staff Salaries	115,000
Development Expenses	48,000
Employment Taxes/Fees	12,000
Professional Development	500
Travel	2,000
Dues & Subscriptions	200
Health Insurance/Stipend	7,500
Retirement	2,250
Strategic Plan	-
Total Salary & Related	187,450
OFFICE:	
Board Meetings	400
Internet	200
Telephone/Fax	150
Postage	1,200
Insurance & Bonding	2,000
Accounting & Audit	5,500
Online Donation Fees	650
Supplies	1,000
Affiliate Fee	3,000
Printing	3,000
Design	
Equipment Maintenance	
Equipment Purchase	2,000
Outreach/Community Events	1,500
Website	1,000
Total Office	21,200
Total Expense	347,640
Net Income	110