

OPERATING REVENUES	FY24 Budget
Grants - TN	\$15,100,000.00
Grants - TN DOE	\$1,000,000.00
Grants - TN DHS	\$180,000.00
County payments	\$3,960,000.00
CORP Unrestricted	\$100,000.00
CORP Restricted	\$900,000.00
Indiv Donation	\$50,000.00
Interest income	\$10,000.00
Dividend Income	\$100,000.00
TOTAL REVENUE	\$21,400,000.00

Direct Expenses

Books and mailings	\$8,445,000.00
BHI Special Book	\$4,800.00
K-3 Summer	\$6,142,500.00
Academic Year	\$412,500.00
Book Bus Grants	\$125,000.00
Storybook Grants	\$35,000.00
Special Programs	\$3,647,160.00
Total	\$18,811,960.00

Salary and Wages

Salaries	\$1,288,100.00
Payroll Tax Expense	\$95,438.00
Insurance-Health	\$137,350.00
Retirement Expense	\$190,875.00
Continuing Education	
Total	\$1,711,763.00

Professional Fee

Professional Services	\$182,520.00
Outsourced IT Services	
Total	\$182,520.00

Travel Expenses

Travel Transportation	
Travel Lodging	
Meals & Entertainment	
Training/Workshops	\$29,500.00
Total	\$29,500.00

Advertising

General	\$400,000.00
Special Events	

Enrollments	
Social Media/Website	
Annual Partner Event	
Fundraising	
Promos	
Total	\$400,000.00
Office Supplies	
Office Supplies	\$40,000.00
Postage-Shipping	\$70,000.00
Total	\$110,000.00
Facilities	
Facilities	
Rent	\$67,500.00
IT Support & Computer	\$194,200.00
Phone/Internet Expense	\$19,300.00
Office Expense	\$210,000.00
Total	\$491,000.00
Other Expense	
Business Insurance	\$12,500.00
Bank/Investment Fee	\$25,000.00
CC Fee	\$350.00
Dues and Subscription	\$10,000.00
Total	\$47,850.00
Total Expense	\$21,784,593.00
Difference	(\$384,593.00)