



BEATING CANCER IS IN OUR BLOOD.

TENNESSEE CHAPTER FY 20

		<u>FY2020</u>
		<u>Budget 2020</u>
Light The Night	4000 - Revenue	1,438,000
	5000 - DDB Expenses	(162,979)
	Net Revenue	1,275,021
Students of the Year	4000 - Revenue	312,380
	5000 - DDB Expenses	(35,993)
	Net Revenue	276,386
Man Woman of the Year	4000 - Revenue	1,114,000
	5000 - DDB Expenses	(119,170)
	Net Revenue	994,830
Student Series	4000 - Revenue	314,000
	5000 - DDB Expenses	(25,698)
	Net Revenue	288,302
TNT	4000 - Revenue	50,000
	5000 - DDB Expenses	0
	Net Revenue	50,000
All Other Campaigns	4000 - Revenue	65,500
	5000 - DDB Expenses	(13,000)
	Net Revenue	52,500
Donor Development	4000 - Revenue	1,144,853
Other Revenue	4000 - Revenue	0
	5000 - DDB Expenses	0
	Net Revenue	0
	Total Revenue & DDB Expense	
	Total Revenue	4,526,784
	Total DDB Expense	(356,841)
	Total Net Revenue	4,169,943
	Operating Expenses	(1,342,639)
	6500 - Payroll	(882,355)
	6100 - Benefits	(162,263)
	6750 - Payroll Taxes	(56,253)
	6800 - Travel & Meetings	(54,771)
	6650 - Professional Fees	(5,950)
	6550 - Postage & Shipping	(16,538)
	6600 - Printing	(34,035)
	6700 - Stationery & Supplies	(10,527)
	6050 - Advertising	0
	6250 - Equipment	(9,000)
	6400 - Occupancy	(67,955)
	6900 - Telephony	(1,775)
	6350 - Memberships	(2,250)
	6300 - Insurance	0
	6200 - Depreciation	(937)
	6450 - Other	(33,030)
	6150 - Co-Pay	0
	6950 - Research	(5,000)
	6157 - Expenses to be Allocated	0
	6158 - Investment Admin Fees	0
	6895 - Overhead Allocation	0
	Total Operating Expense	(1,342,639)
	Total Net Income	2,827,304
	Net Margin %	62%