| Income | 2017 Budget | 2017 Actual | 2018 Budget | | |
|-------------------------------|--------------|-------------|--------------------|--|--|
| Individual Donors Unres. | \$60,000 | \$33,349 | \$65,000 | | |
| Individual Donors Res. | | \$2,000 | \$2,500 | | |
| Grants Unrestricted | \$115,000 | \$32,000 | \$45,000 | | |
| Grants Restricted | | \$30,000 | \$40,000 | | |
| Corporate Sponsorships | \$20,000 | \$0 | \$20,000 | | |
| Other | | \$304 | \$50 | | |
| In-Kind Donations | | \$3,580 | \$3,500 | | |
| Events | \$15,000 | \$19,575 | \$20,000 | | |
| Total | \$210,000 | \$120,808 | \$196,050 | | |
| | | | | | |
| | | | | | |
| 2018 Expenses | | | | | |
| Independent Contractor Fee | <u>Month</u> | <u>Year</u> | <u>Notes</u> | | |
| Executive Director (Nov-Jun) | \$1,500 | \$12,000 | Richard | | |
| Executive Director (July-Nov) | \$1,500 | \$7,500 | Jeremy | | |
| Program Director (Jan-Jun) | \$750 | \$4,500 | Brett | | |
| Communication Director | | | | | |
| (Feb-Jun) | \$750 | \$3,750 | Michael | | |
| Finance Director (Jan-Jun) | \$750 | \$4,500 | Kyle | | |
| | | | | | |
| Total | \$5,250 | \$32,250 | | | |
| | | | | | |
| Admin Expenses | <u>Month</u> | <u>Year</u> | <u>Notes</u> | | |
| Website (Squarespace.com) | \$18 | \$216 | 4/4/2017 | | |
| Domain Hosting | \$7 | \$84 | Go Daddy | | |
| E-mail | \$20 | \$240 | | | |
| Solicitation Licenses | \$25 | \$300 | | | |
| Moonclerk | \$9 | \$108 | | | |
| Expensify | \$5 | \$60 | | | |
| Chase Expensify Fee | \$10 | \$120 | | | |
| Insurance | \$74 | \$888 | | | |
| Board Meeting Travel | \$167 | \$2,004 | | | |
| Printing and Postage | \$42 | \$504 | | | |
| Office Supplies | \$17 | \$204 | | | |
| Travel Internet | \$3 | \$36 | | | |
| External Audit fees | | \$5,000 | | | |

| Richard's Vehicle | \$400 | \$4,800 | | | |
|--------------------------|--------------|-------------|---------------------------------|----------------------|--|
| Total Admin | \$397 | \$14,564 | | | |
| | | | | | |
| <u>Fundraising</u> | <u>Month</u> | <u>Year</u> | | | |
| Fundraising Travel | \$250 | \$3,000 | | | |
| Fund. Auto Expense | \$33 | \$396 | | | |
| Fund. Meals | \$38 | \$456 | | | |
| Fund. Hotel | \$46 | \$552 | | | |
| Fund. Other | \$67 | \$804 | | | |
| Donation Processing Fees | \$58 | \$696 | | | |
| Advertising | \$83 | \$996 | | | |
| Contractor Fees | \$0 | \$0 | | | |
| Total Fundraising | \$575 | \$6,900 | | | |
| | | | | | |
| <u>Programs</u> | | | | | |
| Songwriting | <u>Cost</u> | <u>x18</u> | 2017 Avg | Notes | |
| Flight | \$500 | \$9,000 | \$500 | | |
| Hotel | \$375 | \$6,750 | \$375 | | |
| Food Allowance | \$200 | \$3,600 | \$200 | | |
| Guitar/Case/Access. | \$325 | \$5,850 | \$325 | | |
| Demo Costs | \$450 | \$8,100 | | | |
| Other | \$25 | \$450 | \$25 | | |
| Demo Costs prior to 2017 | \$450 | \$13,050 | | 1 time cost only [1] | |
| Facilitator Fee* | | \$750 | \$750 | | |
| | | | | | |
| Total Cost Per Veteran | \$2,325 | \$47,550 | | | |
| | | | | | |
| SAIC Art Program | <u>Cost</u> | <u>x8</u> | | | |
| Flight* | \$313 | | \$2250 last year | | |
| Fuel (travel)* | \$31 | \$248 | *Richard | | |
| Tuition | \$2,491 | \$19,928 | | | |
| Housing* | \$1,245 | | * includes RC + facilitator [2] | | |
| On-Campus Food | \$781 | | * includes RC + facilitator | | |
| Off-Campus Food | \$250 | | * includes RC + facilitator | | |
| Other/Fuel/Enter./Park. | \$84 | \$672 | | | |
| Dorm Supplies | \$68 | \$544 | | | |
| Art Supplies | \$63 | \$504 | | | |

| Facilitator Fee | \$625 | \$5,000 | *Covered by SAIC last year [3] | |
|---------------------------|-------------|---------------------|--------------------------------|--|
| Assistant Facilitator Fee | \$150 | \$1,200 | | |
| Video Production | \$63 | \$504 | | |
| Shipping | \$75 | \$600 | | |
| Total Cost Per Veteran | \$6,239 | 50,414 | | |
| VCU In-State | Per Student | Total (4 In, 4 Out) | | |
| Travel (Fuel) | \$150 | \$600 | | |
| Flight* | \$515 | \$2,575 | *includes RC | |
| In-State Tuition | \$1,719 | \$6,876 | | |
| Out of StateTuition | \$3,714 | \$14,856 | | |
| Housing* | \$1,045 | \$9,405 | *includes RC | |
| On Campus Food* | \$700 | \$7,000 | meal plan + Assis. Facil. | |
| Off-Campus Food | \$0 | \$0 | Notes attached [4] | |
| Other/Fuel/Enter./Park. | \$40 | \$360 | | |
| Supplies | \$125 | \$1,000 | | |
| Facilitator Fee | \$0 | \$0 | Paid directly by VCU [5] | |
| Assistant Facilitator Fee | \$0 | \$0 | Paid directly by VCU [6] | |
| Video Production | \$63 | \$504 | | |
| Shipping | \$75 | \$600 | | |
| Total In-State | \$3,917 | \$15,668 | | |
| Total Out of State | \$6,277 | \$25,108 | | |
| Total VCU | | \$43,776 | | |
| Other Prog. Dev. | Month | <u>Year</u> | | |
| Masters | \$0 | \$0 | | |
| CD's for Veterans* | | \$2,500 | Cost updates [7] | |
| Program Supplies | \$50 | \$600 | | |
| Prog. Dev. Travel | \$542 | \$6,504 | | |
| Prog. Dev. Hotel | \$283 | \$3,396 | | |
| Prog. Dev. Meals | \$83 | \$996 | | |
| Prog. Dev. Auto Expense | \$79 | \$948 | | |
| Prog. Dev. Other | \$25 | \$300 | | |
| Scholarships | , == | \$25,000 | | |
| Total Other Prog. Dev. | \$1,062 | \$40,244 | | |

| | | , |
|-------------------------|-----------|-------------------|
| Percentage Calculations | | |
| Expense | Cost | Notes |
| Admin. Ind. Contractors | \$12,000 | Jeremy/Kyle |
| Admin | \$14,564 | from C35 |
| Fundraising Ind. Con. | \$3,750 | 110111 033 |
| Prog. Ind. Contractors | \$20,250 | Richard/Brett |
| Songwriting (x18) | \$47,550 | from C58 |
| SAIC (x8) | \$50,414 | from C74 |
| | | from C92 |
| VCU (x8) | \$43,776 | |
| Other Prog. Dev. | \$40,244 | from C104 |
| Fundraising/Advertising | \$6,900 | from C46 |
| Total | \$239,448 | < |
| | | |
| Percentages | 4.2E-06 | <u>Percentage</u> |
| Program/Prog. Dev. | \$202,234 | 84.46% |
| Admin | \$26,564 | 11.09% |
| Fundraising | \$10,650 | 4.45% |
| | | 100.00% |
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- [1] This cost is for demos of songs that were not recorded. This will only be a 1 time charge
- 29 individual costs
- [2] Richard and facilitator costs were covered by SAIC
- [3] As per previous years listed by Dick Steward
- [4] Original price: \$307.80
- [5] \$500 per veteran
- [6] \$150 per veteran
- [7] Only if we receive full grant from ACM LL
- Masters cost are part of this