

A Step Ahead Foundation of Middle Tennessee
2022 Budget - Detail



Revenue		2022
Grant		
2Gen		\$773,360.00
Advance Financial Foundation		\$5,000.00
Community Foundation Middle TN		\$7,500.00
Family Foundations		\$25,000.00
HCA Healthcare Foundation		\$5,000.00
Joe C Davis Foundation		\$10,000.00
NCJW		\$5,000.00
Other		\$250.00
The Memorial Foundation		\$12,000.00
West End United Methodist Church		\$5,000.00
Total Grant		\$848,110.00
Fundraisers		
Annual Event		\$50,000.00
Other Fundraisers		\$1,500.00
Total Fundraisers		\$51,500.00
Individual Giving		
Board Donation		\$20,000.00
Campaigns		\$38,000.00
General Donations		\$15,000.00
Matching Donation		\$1,000.00
Monthly		\$9,600.00
Total Individual Giving		\$83,600.00
Other Income		
Bongo Java Coffee		\$300.00
Rewards Program-Amazon Smile		\$150.00
Rewards Program-Credit Card		\$500.00
Rewards Program-Kroger		\$250.00
Total Other Income		\$1,200.00
Total Revenue		\$984,410.00
Cost of Goods Sold		\$210.00
Gross Profit		\$984,200.00
Expenditures		2022
Client Marketing		
Billboard		\$30,000.00
Bus		\$30,000.00
Radio		\$12,000.00
Social Media/Digital		\$10,000.00
Print		\$10,000.00
Total Client Marketing		\$92,000.00
LARC Services		
AppointmentQuest		\$2,000.00
Call center fees		\$12,000.00

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Expenditures	2022
Client Database/Software	\$8,000.00
Client Transportation	\$2,400.00
Clinic Reimbursement	\$212,000.00
Total LARC Services	\$236,400.00
Fundraising	
Events	\$20,000.00
Donor Acquisition	\$12,000.00
Donor Database	\$3,000.00
Online Donation Fees	\$3,000.00
Total Fundraising	\$38,000.00
Office Expenses	
Board Meeting Expense	\$3,000.00
Bank Charges	\$1,500.00
Dues & Subscriptions	\$600.00
Equipment Purchases	\$7,000.00
Insurance & Bonding	\$7,000.00
Outreach Events	\$6,000.00
Phone/Fax	\$500.00
Postage	\$5,000.00
PO Box	\$503.13
Printing	\$4,000.00
Supplies	\$3,000.00
Taxes & Licenses	\$3,000.00
Total Office Expenses	\$44,103.13
Professional Services	
Accounting & Audit	\$12,000.00
Digital Agency	\$4,800.00
Intern	\$10,000.00
Miscellaneous	\$3,000.00
PEO	\$16,920.00
Spanish Translator	\$8,000.00
Strategic Planning	\$7,500.00
Web Developer	\$6,000.00
Total Professional Services	\$68,220.00
Salary & Related	
Benefits Allowance	\$30,000.00
Community Outreach Specialists	\$180,000.00
Community Outreach Manager	\$60,000.00
Development Manager	\$60,000.00
Discretionary Compensation	\$5,000.00
Executive Director	\$95,000.00
Meals and Entertainment	\$3,000.00
Professional Development	\$2,000.00

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Expenditures		2022
Retirement		\$8,000.00
Taxes		\$25,000.00
Telephone/Internet		\$6,600.00
Travel		\$15,000.00
Total Salary & Related		\$486,600.00
Total Expenditures		\$965,323.13
Net Operating Revenue		\$18,876.88
Other Revenue		
Interest Earned		\$300.00
Total Other Revenue		\$300.00
Net Other Revenue		\$300.00
Net Revenue		\$19,176.88