A Step Ahead Foundation of Middle Tennessee 2022 Budget - Detail



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     Out HCA Healthcare 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   \$1,500.00     Annual Event   \$50,000.00     Other Fundraisers   \$1,500.00     Individual Giving   \$20,000.00     Board Donation   \$20,000.00     Campaigns   \$38,000.00     General Donations   \$15,000.00     Matching Donation   \$10,000.00     Monthly   \$9,600.00     Total Individual Giving   \$83,600.00     Rewards Program-Amazon Smile   \$15,000     Rewards Program-Amazon Smile   \$15,000     Rewards Program-Credit Card   \$500,00     Revards Program-Credit	Revenue	2022
Advance Financial Foundation\$5,000.00Community Foundation Middle TN\$7,500.00Family Foundations\$25,000.00Joe C Davis Foundation\$10,000.00NCJW\$5,000.00Ode C Davis Foundation\$12,000.00NCJW\$5,000.00Other\$250.00The Memorial Foundation\$12,000.00West End United Methodist Church\$5,000.00Total Grant\$848,110.00Fundraisers\$1,500.00Annual Event\$50,000.00Total Fundraisers\$1,500.00Individual Giving\$38,000.00Board Donation\$20,000.00Campaigns\$38,000.00General Donation\$1,000.00Matching Donation\$1,000.00Monthly\$9,600.00Total Individual Giving\$83,600.00Other Income\$300.00Bongo Java Coffee\$300.00Rewards Program-Amazon Smile\$150.00Rewards Program-Kroger\$250.00Total Other Income\$1,200.00Gross Profit\$984,410.00Cost of Goods Sold\$210.00Cost of Goods Sold\$210.00Bus\$30,000.00Bus\$30,000.00Bus\$30,000.00Bus\$30,000.00Radio\$12,000.00Cilent Marketing\$92,000.00Print\$10,000.00Print\$10,000.00Print\$10,000.00Print\$10,000.00Print\$10,000.00Print\$10,000.00<		
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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   \$1,500.00     Annual Event   \$50,000.00     Other Fundraisers   \$1,500.00     Total Fundraisers   \$51,500.00     Individual Giving   Board Donation     Board Donation   \$20,000.00     Campaigns   \$38,000.00     General Donations   \$15,000.00     Matching Donation   \$1,000.00     Monthly   \$9,600.00     Other Income   \$300.00     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     Gost of Goods Sold   \$210.00     Gross Profit   \$984,410.00     Cost of Goods Sold   \$210.00     Billboard   \$30,000.00     Bus   \$30,000.		
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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   2022     Billboard   \$30,000.00     Bus   \$30,000.00     Radio   \$12,000.00     Social Media/Digital   \$10,000.00     Print   \$10,000.00     LARC Services   \$2,000.00     AppointmentQuest   \$2,000.00	Total Individual Giving Other Income Bongo Java Coffee Rewards Program-Amazon Smile	<b>\$83,600.00</b> \$300.00 \$150.00
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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   \$2,000.00	Total Individual GivingOther IncomeBongo Java CoffeeRewards Program-Amazon SmileRewards Program-Credit CardRewards Program-KrogerTotal Other IncomeTotal RevenueCost of Goods Sold	\$83,600.00 \$300.00 \$150.00 \$500.00 \$250.00 \$1,200.00 \$984,410.00 \$210.00
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 \$2,000.00   AppointmentQuest \$2,000.00	Total Individual GivingOther IncomeBongo Java CoffeeRewards Program-Amazon SmileRewards Program-Credit CardRewards Program-KrogerTotal Other IncomeTotal RevenueCost of Goods SoldGross Profit	\$83,600.00 \$300.00 \$150.00 \$500.00 \$250.00 <b>\$1,200.00</b> \$984,410.00 \$210.00 <b>\$984,200.00</b>
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   \$2,000.00     AppointmentQuest   \$2,000.00	Total Individual GivingOther IncomeBongo Java CoffeeRewards Program-Amazon SmileRewards Program-Credit CardRewards Program-KrogerTotal Other IncomeTotal RevenueCost of Goods SoldGross ProfitExpenditures	\$83,600.00 \$300.00 \$150.00 \$500.00 \$250.00 <b>\$1,200.00</b> \$984,410.00 \$210.00 <b>\$984,200.00</b>
Radio\$12,000.00Social Media/Digital\$10,000.00Print\$10,000.00Total Client Marketing\$92,000.00LARC Services\$2,000.00AppointmentQuest\$2,000.00	Total Individual GivingOther IncomeBongo Java CoffeeRewards Program-Amazon SmileRewards Program-Credit CardRewards Program-KrogerTotal Other IncomeTotal RevenueCost of Goods SoldGross ProfitExpendituresClient Marketing	\$83,600.00 \$300.00 \$150.00 \$500.00 \$250.00 \$1,200.00 \$984,410.00 \$210.00 \$984,200.00 2022
Social Media/Digital\$10,000.00Print\$10,000.00Total Client Marketing\$92,000.00LARC Services\$2,000.00AppointmentQuest\$2,000.00	Total Individual GivingOther IncomeBongo Java CoffeeRewards Program-Amazon SmileRewards Program-Credit CardRewards Program-KrogerTotal Other IncomeTotal RevenueCost of Goods SoldGross ProfitExpendituresClient Marketing	\$83,600.00 \$300.00 \$150.00 \$500.00 \$250.00 <b>\$1,200.00</b> \$984,410.00 \$210.00 \$984,200.00 2022 \$30,000.00
Print\$10,000.00Total Client Marketing\$92,000.00LARC Services\$2,000.00AppointmentQuest\$2,000.00	Total Individual GivingOther IncomeBongo Java CoffeeRewards Program-Amazon SmileRewards Program-Credit CardRewards Program-KrogerTotal Other IncomeTotal RevenueCost of Goods SoldGross ProfitExpendituresClient MarketingBillboardBus	\$83,600.00 \$300.00 \$150.00 \$500.00 \$250.00 \$1,200.00 \$984,410.00 \$984,200.00 \$984,200.00 \$30,000.00 \$30,000.00
Total Client Marketing\$92,000.00LARC Services\$2,000.00AppointmentQuest\$2,000.00	Total Individual Giving   Other Income   Bongo Java Coffee   Rewards Program-Amazon Smile   Rewards Program-Credit Card   Rewards Program-Kroger   Total Other Income   Total Revenue   Cost of Goods Sold   Gross Profit   Expenditures   Client Marketing   Billboard   Bus   Radio	\$83,600.00 \$300.00 \$150.00 \$500.00 \$250.00 \$1,200.00 \$984,410.00 \$210.00 \$984,200.00 \$30,000.00 \$30,000.00 \$12,000.00
LARC Services AppointmentQuest \$2,000.00	Total Individual Giving   Other Income   Bongo Java Coffee   Rewards Program-Amazon Smile   Rewards Program-Credit Card   Rewards Program-Kroger   Total Other Income   Total Revenue   Cost of Goods Sold   Gross Profit   Expenditures   Client Marketing   Billboard   Bus   Radio	\$83,600.00 \$300.00 \$150.00 \$500.00 \$250.00 \$1,200.00 \$984,410.00 \$210.00 \$984,200.00 \$30,000.00 \$30,000.00 \$12,000.00
AppointmentQuest \$2,000.00	Total Individual GivingOther IncomeBongo Java CoffeeRewards Program-Amazon SmileRewards Program-Credit CardRewards Program-KrogerTotal Other IncomeTotal RevenueCost of Goods SoldGross ProfitExpendituresClient MarketingBillboardBusRadioSocial Media/DigitalPrint	\$83,600.00 \$300.00 \$150.00 \$500.00 \$250.00 \$1,200.00 \$984,410.00 \$210.00 \$984,200.00 \$30,000.00 \$30,000.00 \$10,000.00 \$10,000.00
	Total Individual GivingOther IncomeBongo Java CoffeeRewards Program-Amazon SmileRewards Program-Credit CardRewards Program-KrogerTotal Other IncomeTotal RevenueCost of Goods SoldGross ProfitExpendituresClient MarketingBillboardBusRadioSocial Media/DigitalPrint	\$83,600.00 \$300.00 \$150.00 \$500.00 \$250.00 \$1,200.00 \$984,410.00 \$210.00 \$984,200.00 \$30,000.00 \$30,000.00 \$10,000.00 \$10,000.00
	Total Individual GivingOther IncomeBongo Java CoffeeRewards Program-Amazon SmileRewards Program-Credit CardRewards Program-KrogerTotal Other IncomeTotal RevenueCost of Goods SoldGross ProfitExpendituresClient MarketingBillboardBusRadioSocial Media/DigitalPrintTotal Client Marketing	\$83,600.00 \$300.00 \$150.00 \$500.00 \$250.00 \$1,200.00 \$984,410.00 \$210.00 \$984,200.00 \$30,000.00 \$30,000.00 \$10,000.00 \$10,000.00
Call center fees \$12,000.00	Total Individual GivingOther IncomeBongo Java CoffeeRewards Program-Amazon SmileRewards Program-Credit CardRewards Program-KrogerTotal Other IncomeTotal RevenueCost of Goods SoldGross ProfitExpendituresClient MarketingBillboardBusRadioSocial Media/DigitalPrintTotal Client MarketingLARC ServicesAppointmentQuest	\$83,600.00 \$300.00 \$150.00 \$500.00 \$250.00 \$250.00 \$1,200.00 \$984,410.00 \$210.00 \$210.00 \$210.00 \$2022 \$30,000.00 \$30,000.00 \$12,000.00 \$10,000.00 \$10,000.00

## A Step Ahead Foundation of Middle Tennessee 2022 Budget - Detail



	MIDDLE TENNESSEE
xpenditures	2022
Client Database/Software	\$8,000.00
Client Transportation	\$2,400.00
Clinic Reimbursement	\$212,000.00
Total LARC Services	\$236,400.00
undraising	
Events	\$20,000.00
Donor Acquistion	\$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
rofessional 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
Executive Director Meals and Entertainment	\$95,000.00 \$3,000.00

## A Step Ahead Foundation of Middle Tennessee 2022 Budget - Detail



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