

## The Onsite Foundation 2021 Budget

Category	Income Amt.					Notes
<b>INCOME</b>						
Grants	\$ 10,000.00					
Events	\$ 350,000.00					
General Donations/Pro	\$ 250,000.00					
Subscription Box	\$ 80,000.00					
Corporate Giving						
Endowment/Major Gift	\$ -					
Net Investment Income	\$ 1,000.00					
Registration Fees	\$ 10,000.00					
In-Kind Donations						
Other	\$ -					
<b>TOTAL INCOME</b>	<b>\$ 701,000.00</b>			<b>\$ -</b>	<b>\$ -</b>	

<b>EXPENSES</b>						
<b>Program Expenses</b>						
<b>Triumph Over Tragedy</b>		\$ -				
Survivor Advisory Board		\$ 3,000.00				travel, hotel, meals
Continuing Care		\$ 12,000.00				paid to The Song Workshop/Tyler Hayes for 6 months of aftercare for each program
Clinical Research		\$ 4,000.00				RedCap and Contract Labor
Video		\$ 2,500.00				
Books/Accessories/Resources		\$ 1,500.00				Supplies for workshop
Security		\$ 8,000.00				Night only \$4,000 per program
Provider Fees (48 Participants)		\$ 144,000.00				Onsite Partners Workshops Costs (*\$3k x 48)
<b>Life After Loss</b>						
Books/Accessories/Resources		\$ 500.00				
Continuing Care		\$ 11,000.00				GriefHaven - 6 months
Provider Fees (48 Participants)		\$ 144,000.00				Onsite Partners Workshops Costs (*\$3k x 48)
<b>Support In Service</b>						
Provider Costs		\$ 18,000.00				Reboot Recovery
Marketing/Promotion		\$ 1,000.00				
<b>Black Therapists</b>						
Provider Costs		\$ 20,000.00				Courtney Leak
Marketing/Promotion		\$ 1,000.00				
<b>TOF General Scholarship</b>						
Provider Costs		\$ 36,000.00				12 scholarships - wait to announce until after fundraiser
<b>Musician's Creative/Support</b>						
Webinar Series		\$ 5,000.00				Partnership with CMA Foundation
<b>Tornado Relief</b>	still left	\$ 21,000.00				
<b>Merchant Fees</b>		\$ 2,000.00				Merchant fees on program collection
<b>Payroll/Contract Labor</b>		\$ 31,500.00				
		\$ -				
<b>TOTAL PROGRAM EXPENSES</b>		<b>\$ 466,000.00</b>	<b>66.48%</b>			

TOTAL PROGRAM EXPENSES						
Fundraising Event Expenses						
<b>Virtual Events</b>						
	Quarterly Virtual Event	\$	40,000.00			
<b>Peacock Invitational</b>		\$	35,000.00			
<b>New Events</b>		\$	10,000.00			
<b>Paid Social Media</b>		\$	2,000.00			
<b>Mailers</b>		\$	5,000.00			
<b>Marketing</b>		\$	1,000.00			
<b>Merchant Fees</b>		\$	6,000.00			
<b>Supplies</b>		\$	1,000.00			
<b>Payroll/Contract Labor</b>		\$	21,500.00			includes \$10,000 for fundraising support
<b>Travel</b>		\$	1,500.00			
<b>New Donor Outreach</b>		\$	2,000.00			
<b>TOTAL FUNDRAISING EVENT EXPENSES</b>		<b>\$</b>	<b>125,000.00</b>			

Administrative Expenses						
<b>Employee Salary</b>		\$	35,754.00			Split between Programming, Fundraising and MG&A
<b>Benefits</b>		\$	6,000.00			
<b>Payroll Taxes</b>		\$	7,500.00			
<b>2nd Employee</b>		\$	-			
<b>Contract Labor</b>		\$	2,000.00			Sarah Ezzy Consultant, split between Programming, Fundraising, and MG&A
<b>Payroll Service Fee</b>		\$	1,700.00			
<b>TOTAL ADMINISTRATIVE EXPENSES</b>		<b>\$</b>	<b>52,954.00</b>			

Operational Expenses						
<b>Accounting</b>		\$	8,000.00			
<b>Audit</b>		\$	8,000.00			
<b>Banking Fees</b>		\$	250.00			
<b>Continuing Education</b>		\$	2,500.00			
<b>Computer/Printer</b>		\$	2,500.00			
<b>Dues, Subscription/Registration</b>		\$	1,500.00			
<b>Furniture &amp; Equipment</b>		\$	700.00			
<b>Gifts</b>		\$	1,000.00			
<b>Insurance - D&amp;O</b>		\$	10,000.00			
<b>Insurance - Liability</b>		\$	1,100.00			
<b>Insurance - Property</b>		\$	-			
<b>Internet</b>		\$	-			
<b>Investment Management Fees</b>		\$	-			
<b>Legal</b>		\$	5,000.00			
<b>Marketing and Promotion</b>		\$	2,000.00			
<b>Meal &amp; Entertainment</b>		\$	1,000.00			
<b>Office Supplies</b>		\$	1,000.00			
<b>Parking</b>		\$	250.00			
<b>Postage &amp; Mailing</b>		\$	500.00			
<b>Printing &amp; Copying</b>		\$	3,000.00			
<b>Rent &amp; Utilities</b>		\$	-			
<b>Software - Classy</b>		\$	4,776.00			
<b>State Tax/ Licenses/ Charter Fees</b>		\$	500.00			
<b>Telephone</b>		\$	430.00			
<b>Travel</b>		\$	1,000.00			
<b>Website Domain &amp; Maintenance.</b>		\$	2,000.00			

Total Operational Expenses	\$	57,006.00			
<b>TOTAL OVERHEAD/ADMIN EXPENSES</b>					
<b>TOTAL EXPENSES</b>	\$	<b>700,960.00</b>	<b>33.52%</b>		
NET REVENUE	\$	40.00			