

<b>REVENUE</b>				
Corporate Support	\$200,000			
Foundation Grants	\$100,000		<b>TOTAL REVENUE</b>	<b>\$1,963,000</b>
Individual Giving (Annual/Special)	\$125,000		<b>TOTAL EXPENSES</b>	<b>\$1,845,411</b>
Individual (Major)	\$150,000		<b>NET</b>	<b>\$117,589</b>
Event Based	\$800,000			
Auctions and Other	\$588,000			
<b>TOTAL REVENUE</b>	<b>\$1,963,000</b>			
<b>EXPENSES</b>				
Travel	\$86,290			
Volunteer Medicals	\$2,700			
Volunteer Background Checks	\$1,000			
Music Pharmacy	\$4,489			
Volunteer Appreciation Night	\$6,950			
Project Playback	\$3,000			
Instruments	\$1,000			
Marketing	\$12,600			
Merchandise	\$10,000			
Gifts, Printing and Reproduction	\$20,070			
Public Relations	\$45,000			
Website	\$36,076			
CRM	\$7,208			
Rent	\$76,677			
Computer Expenses	\$7,500			
Utilities	\$4,680			
HR Expenses	\$182,980			
Contract Labor/Office Help	\$160,000			
Insurance	\$10,108			
Payroll	\$764,000			

<b>Postage</b>	\$6,500			
<b>Professional Fees</b>	\$61,000			
<b>Office Supplies</b>	\$4,500			
<b>State Registrations</b>	\$6,540			
<b>Staff Development</b>	\$10,875			
<b>Telephone and Internet</b>	\$16,320			
<b>Credit Card Processing</b>	\$6,000			
<b>Auction Expenses</b>	\$9,848			
<b>Special Events</b>	\$280,000			
<b>Board Expenses</b>	\$1,500			
<b>TOTAL EXPENSES</b>	<b>\$1,845,411</b>			