

**American Heart Association, Inc.**  
**Greater Southeast Affiliate**  
**Fiscal Year 2018-2019 Annual Budget**  
**In Thousands**

<b>REVENUE</b>		
	<b>PUBLIC SUPPORT</b>	
	Special Events	\$ 57,117
	Contributions from Individuals	1,700
	Other Campaigns (United Ways, Memorials/Tributes)	730
	Foundations	250
	Corporate Gifts	433
	<b>Total Public Support</b>	<b>\$ 60,230</b>
	<b>OTHER REVENUE</b>	
	Program Fees	11
	Other Revenue	(225)
	<b>Total Other Revenue</b>	<b>(214)</b>
	<b>Total Public Support and Other Revenue</b>	<b>\$ 60,016</b>
<b>EXPENSES</b>		
	Salaries and Related Expenses	\$ 31,241
	Occupancy and Telephone	1,864
	Supplies and Rental/Maintenance	882
	Print/Publications and Postage	2,759
	Conferences, Meetings and Travel	3,006
	Professional Fees	1,091
	*Program Awards	581
	Depreciation and Other	2,276
	<b>Total Expenses</b>	<b>43,700</b>
	**Investment in Research	11,368
	*Centralized Functions Supporting the Affiliate Operations	8,070
	<b>Budgeted Deficit</b>	<b>\$ (3,122)</b>

*\* Organization-wide budgeted expenses related to Finance, Human Resources, Business Technology, Advocacy, Mission Advancement, and National Engagement Center activities which support the operations of the affiliate.*

*\*\*A revenue-based allocation to fund nationally managed research awards and national programmatic administration*