



**The Land Trust for Tennessee
Operating Budget FY21**

Operating Revenue	2,304,514.77
Taxes, Licenses, and Fees	16,400.00
Conservation Education and Engagement	22,791.22
Fundraising and Marketing	326,066.19
Computer and Technology	48,036.24
Insurance	82,554.45
Easement Preparation and Professional Services	91,667.89
Travel (Mileage, Meals)	57,500.00
Occupancy, General Office, and Utilities	138,514.11
Compensation and Benefits	1,663,243.32
Total Operating Expenses	<u>2,446,773.42</u>
Total Net Operating Income (Loss)	<u><u>(142,258.65)</u></u>