

## AgeWell Middle Tennessee

### Budget for CY 2022

<b>Revenue</b>	<b>2022</b>
Grants & Contracts (foundations, govt)	250,000
Individual Contributions	175,000
Fundraising Events (Sage Awards, Annual Meeting)	83,000
Sales Income (Directory ads & sponsors)	67,000
Corp/Sponsorships (Eldercare Coach, Webinars, Scam of Month)	35,000
Interest Income	800
<b>Total Revenue</b>	<b>610,800</b>

<b>Expenditures</b>	
Salaries	330,927
PEO HR & Benefits support; Benefits & payroll taxes	76,450
Consultants/Contract Support	20,000
Event Expenses	32,179
Rent	28,000
Office Supplies	3,000
Accounting, Payroll & Audit Fees	7,500
Telephone & Internet	5,000
Postage	2,000
Printing & Copying	15,800
Website & Technology	18,350
Insurance - Liability	3,000
Licenses & Permits	500
Marketing/PR/Social Media/Design Expenses	40,600
Travel & Mileage	1,000
Annual Meeting Expenses	3,000
Meetings & Trainings	6,917
Appreciation Gifts staff & board	3,500
Bank/Paypal Fees	1,800
<b>Total Expenditures</b>	<b>599,523</b>

<b>Net Revenue</b>	
	<b>11,277</b>

**NOTES:**

*Executive Committee approved deferring \$10k Altria & \$5k CFMT grants received in December 2021 to 2022*

*Board approved PEO contract and employee benefits package for staff working 30 hrs or more/wk*

**Staffing in 2022:**

*Executive Director*

*Community Engagement Director (35 hrs/wk)*

*Development Director (32 hrs/wk)*

*Eldercare Coach Project Manager (30 hrs/wk)*

*Content & Events Manager (30 hrs/wk)*

*Office & Helpline Coordinator (25 hrs/wk)*

*Grants & Operations Manager (25 hrs/wk)*