

Category & Line Item	Price	Quantity	Total	Notes
Projected Expenses '23-'24			\$304,917	
MT clinical wage	\$80.00	400	\$32,000	Therapists' wage for clinical therapy service time.
MT travel cost	\$15.00	400	\$6,000	Gas, wear & tear, time to travel around Mid TN to provide therapy.
Admin/planning wage	\$15.00	800	\$12,000	Preparing for therapy sessions, processing session notes & data.
Full-Time Therapist service wage	\$800.00	52	\$41,600	To effectively meet community needs, we have a full-time music therapist on staff.
Program Director wage	\$30.00	2000	\$60,000	Kaitlyn Carroll, overseeing and managing all providers (therapists and teachers), in all programs.
Executive Administrative Asst. wage	\$20.00	1200	\$24,000	Kindred Locke, Leader in Training, helping with all aspects of program and executive director's work.
Executive Director wage	\$2,500.00	12	\$30,000	John Bosworth, overseeing and managing all executive functions, fundraising, team leadership, etc.
Media & Marketing Manager stipend	\$550.00	12	\$6,600	Travis McAlister, overseeing and implementing media and marketing.
Full-time Teacher Wage	\$2,500.00	12	\$30,000	Philip Yochum, providing private lessons and mentorship, group classes, and camps for underserved children.
BCBA treatment plan & data services	\$100.00	40	\$4,000	Board Certified Behavior Analyst providing oversight, treatment plan creation, and data report services for therapy.
Teachers for education programing	\$70.00	200	\$14,000	LLM Team teachers wage for various programming.
VBS wage	\$80.00	7	\$560	Summer Camp at Chadwell Elementary School, Team Therapist providing group therapy and education for children.
Employment Taxes, Katlyn Carrol		1	\$4,590	Total employer taxes for Program Director wage.
Employment Taxes, Kindred Locke		1	\$1,836	Total employer taxes for Executive Administrative Assistant wage.
Employment Taxes, John Bosworth		1	\$2,295	Total employer taxes for Executive Director wage.
Employment Taxes, Travis McAlister		1	\$505	Total employer taxes for Media & Marketing Director wage.
Employment Taxes, Philip Yochum		1	\$2,295	Total employer taxes for full-time teacher wage.
Employment Taxes, Music Therapist		1	\$7,050	Total employer taxes for all Music Therapists.
Employment Taxes, Various Teachers		1	\$1,071	Total employer taxes for all Music Therapists.
Music Therapist's Healthcare	273.18	12	\$3,278	HRA for full-time Music Therapist.
Google drive space	\$24.00	12	\$288	Cloud storage space for files and emails for the Love Learning Music Team.
Music for Kiddos	\$270.00	1	\$270	Database of therapy and education resources available for team.
Wix	\$300.00	1	\$300	Software fee for website hosting and editing service.
Team email addresses	\$37.00	10	\$370	Google workspace fee for team email addresses.
grant station	\$100.00	1	\$100	Software fee for grantstation service to find potential grants.
Quickbooks	\$110.00	12	\$1,320	Software fee for payroll services.
Rightnow Media	\$19.00	12	\$228	Database of professional development and SEL resources for Team, parents, and partners.
Zoom	\$78.70	1	\$79	Software fee for Zoom video conferencing service
Educ./therapy resources	\$700.00	12	\$8,400	Therapy and Education resources like instruments, printing, toys, etc.
Continuing Education/PD/Conf.	\$300.00	4	\$1,200	Continuing education credits, professional development, and conference attendance for team members
Coffee & lunch meetings	\$25.00	50	\$1,250	Recruiting, team building, and fundraising.
Donation boxes	\$20.00	10	\$200	Small donation lockboxes for partner businesses to collect donations.
Government compliance	\$325.00	1	\$325	Fees associated with government filing for non-profit compliance.
Misc. expenses	\$300.00	12	\$3,600	Miscellaneous, small amount, and unexpected expenses.
Gen. liability insurance	\$72.60	12	\$871	General liability insurnace covering LLM team & assets for all services provided.
Additional insurance	\$78.00	12	\$936	Additional insurance for full coverage of team.
Photo/Video	\$100.00	15	\$1,500	Services rendered by contract team members for capturing and editing photo and video used for promotions.
Projected Revenue '23-'24			Total: \$304,917	Total projected expenses
			\$308,877	Total Projected revenue
			\$3,960	Projected surplus
Source	Amount			
Experience CC Grant	\$25,000			
Community Support A Child Team	\$20,000			
Donations	\$10,000			
Fundraising Events	\$20,000			
Metro Arts	\$25,000			
Metro Nashville Grant	\$50,000			
John's Partnership Team	\$36,000			
Kaitlyn's Partnership Team	\$12,000			
Memorial Foundation Grant	\$44,210			
Compassion Forward Grant	\$15,000			
MNPS ELP	\$14,000			
Pavillion donation	\$1,800			
Dylcia donation	\$600			
Sally Chappel donation	\$312			
Admin fees from lessons	\$240			
Philip's Lessons	\$26,400			
Summer Camps	\$8,315			
Total:	\$308,877			