

Make-A-Wish® Middle Tennessee

Fiscal Year 2018 Operating Budget

| WISHES | 142 |
|--------|-----|

| REVENUE | |
|---------------------------------|-----------|
| Direct Public Support | 204,880 |
| Corporate Contributions | 664,560 |
| Major Gifts | 100,000 |
| Indirect Public Support - Local | 26,705 |
| Internal Special Events | 535,000 |
| External Events | 277,900 |
| Grants | 244,000 |
| Other MAWFA Grants | 3,700 |
| Wish Assist Fees | 6,600 |
| Interest/Dividends | 1,800 |
| TOTAL CASH REVENUE | 2,065,145 |
| In-Kind Revenue | 610,600 |
| TOTAL REVENUE INCLUDING IN-KIND | 2,675,745 |

| EXPENSES | |
|----------------------------------|-----------|
| Direct Wish Expense | 1,036,600 |
| Employee | 608,409 |
| Operating | 287,075 |
| TOTAL CASH EXPENSES | 1,932,084 |
| In-Kind Expense | 610,600 |
| TOTAL EXPENSES INCLUDING IN-KIND | 2,542,684 |

| NET REVENUE TO EXPENSE | 133,061 |
|------------------------|---------|