



2020 Operating Budget

Expenses

Category	Amount
Programs	\$12,570
Program Travel & Entertainment	\$2,900
Executive Travel	\$5,560
Volunteer Reimbursements	\$0
Volunteer Background Checks	\$1,910
Music Pharmacy Expenses	\$2,200
Volunteer Appreciation Night	\$0
Virtual Program	\$0
Instruments	\$0
Artist-Related T&E	\$0
Marketing	\$56,160
Marketing	\$4,200
Merchandise	\$0
Gifts, Printing and Reproduction	\$3,170
Website and Data Marketing Tools	\$40,030
Content Creation	\$8,760
Operations	\$1,681,560
Administrative Travel	\$450
CRM and Apps	\$11,150
Rent	\$85,240
Computer Expenses	\$500
Utilities	\$400
Payroll	\$1,200,000
HR Expenses (Insperity Fee - Includes Payroll taxes, health insurance, and workers comp; recruitment costs)	\$288,000
Retirement Plan Management	\$0
Insurance	\$8,400
Postage	\$850

Professional Fees	\$45,870
Office Supplies	\$3,000
State Registrations	\$12,000
Staff Development	\$11,000
Telephone and Internet	\$14,700
Fundraising	\$69,831
Credit Card Processing	\$15,800
Donor Research Software	\$11,300
Auction Expenses	\$40,000
Event Expenses	\$0
Jingle Ball Tickets	\$0
Board Expenses	\$951
Travel and Entertainment	\$1,780
Miscellaneous	\$20,000
Donated Airfare	\$0
TOTAL EXPENSES	\$1,840,121
Revenue	
CORPORATE	Amount
Program	\$736,508
General Corporate Support	\$715,008
Hospital Partners	\$9,250
Foundations	\$250,000
Third Party Events	\$50,487
INDIVIDUAL	
Individual Gifts	\$180,000
Individual Major Gifts	\$210,000
Online Auctions/Sweepstakes/Third Party Online	\$200,000
Third Party Events	\$15,000
Merch	\$1,400
Government Grants	\$542,625
TOTAL REVENUE	\$2,173,771