

# AgeWell Middle Tennessee

## Budget for CY 2021

<b>Revenue</b>	<b>2021</b>
Grants & Contracts (foundations, govt)	312,397
Individual Contributions	160,000
Fundraising Events (Sage Awards, Annual Meeting)	76,750
Sales Income (Directory)	104,400
Corporate Sponsorships (for Caregiving+Roobrik, Elder Abuse)	12,500
Interest Income	2,500
<b>Total Revenue</b>	<b>668,547</b>

<b>Expenditures</b>	
Salaries	350,208
Benefits & Payroll Taxes	55,986
Contract Staff	9,600
Event Expenses	33,500
Rent	36,456
Office Supplies	2,500
Accounting, Payroll & Audit Fees	8,340
Telephone & Internet	4,026
Postage	2,500
Printing & Copying	42,963
Website & Technology	23,632
Insurance - Liability	2,560
Licenses & Permits	1,000
Marketing/PR/Design Expenses	40,800
Travel & Mileage	1,500
Annual Meeting Expenses	2,000
Meetings & Trainings	5,000
Bank/Paypal Fees	1,400
<b>Total Expenditures</b>	<b>623,971</b>

<b><i>Net Revenue</i></b>	
	<b>44,576</b>

### NOTES:

*Executive Committee approved deferring all Directory revenue in 2020 (\$67,725) to 2021 to cover Directory printing expense incurred and potential revenue shortfalls in 2021*

### *Staffing in 2021:*

*Executive Director*

*Community Engagement Director*

*Development and Operations Director (34 hrs)*

*Program Manager (34 hrs)*

*Donor and Sponsor Manager (30 hrs)*

*Office / Database and Content Manager (27 hrs)*

*Eldercare Project Manager (20 hrs) - NEW POSITION IN SPRING 2021*

*Administrative Assistant (20 hrs) - NEW POSITION IN SUMMER 2021*