## Prior Calendar Year 2019 Budgeted Amounts

### INCOME

<table>
<thead>
<tr>
<th>Description</th>
<th>Budget</th>
</tr>
</thead>
<tbody>
<tr>
<td>Individual Contributions &lt; $1,000</td>
<td>$120,500</td>
</tr>
<tr>
<td>Major Donor Contributions &gt;= $1,000</td>
<td>$500,000</td>
</tr>
<tr>
<td>Corporate Contributions <em>(from X companies statewide)</em></td>
<td>$30,000</td>
</tr>
<tr>
<td>Government Support</td>
<td>$214,000</td>
</tr>
<tr>
<td>Foundation Support</td>
<td>$300,000</td>
</tr>
<tr>
<td>Rental Income</td>
<td>$19,000</td>
</tr>
<tr>
<td>Professional Services Revenue</td>
<td>$35,000</td>
</tr>
<tr>
<td>Participant Fees and Workshops</td>
<td>$15,000</td>
</tr>
<tr>
<td>Other</td>
<td>$6,200</td>
</tr>
<tr>
<td><strong>Total INCOME</strong></td>
<td><strong>$1,239,700</strong></td>
</tr>
</tbody>
</table>

### EXPENSES

<table>
<thead>
<tr>
<th>Description</th>
<th>Budget</th>
</tr>
</thead>
<tbody>
<tr>
<td>Salaries</td>
<td>$754,755</td>
</tr>
<tr>
<td>Payroll Taxes</td>
<td>$73,928</td>
</tr>
<tr>
<td>Group Health Insurance</td>
<td>$91,691</td>
</tr>
<tr>
<td>Long Term Disability Insurance</td>
<td>$12,690</td>
</tr>
<tr>
<td>Retirement</td>
<td>$22,643</td>
</tr>
<tr>
<td>Occupancy - Rent, Telephone, Utilities, Cleaning</td>
<td>$58,980</td>
</tr>
<tr>
<td>Materials and Supplies</td>
<td>$12,780</td>
</tr>
<tr>
<td>Postage &amp; Shipping</td>
<td>$8,920</td>
</tr>
<tr>
<td>Software &amp; Equipment Maintenance</td>
<td>$16,300</td>
</tr>
<tr>
<td>Equipment Rental and Purchases</td>
<td>$3,650</td>
</tr>
<tr>
<td>Printing and Copying</td>
<td>$19,450</td>
</tr>
<tr>
<td>Audit and Payroll Fees</td>
<td>$22,300</td>
</tr>
<tr>
<td>Graphic Design</td>
<td>$3,900</td>
</tr>
<tr>
<td>Consultants</td>
<td>$95,000</td>
</tr>
<tr>
<td>Legal</td>
<td>$2,500</td>
</tr>
<tr>
<td>Website</td>
<td>$36,200</td>
</tr>
<tr>
<td>Internships</td>
<td>$5,000</td>
</tr>
<tr>
<td>Event Expenses</td>
<td>$17,400</td>
</tr>
<tr>
<td>Workshops and Outreach</td>
<td>$29,000</td>
</tr>
<tr>
<td>Board Meetings/Retreat</td>
<td>$6,000</td>
</tr>
<tr>
<td>Travel, Meals, Lodging</td>
<td>$22,550</td>
</tr>
<tr>
<td>Staff Development</td>
<td>$14,195</td>
</tr>
<tr>
<td>Insurance</td>
<td>$16,040</td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td><strong>$1,345,872</strong></td>
</tr>
</tbody>
</table>

Revenue Over/(Under) Expense $ (106,172)