

REVENUE	FY 20 Budget
Individual Contributions	\$94,480
Unsolicited	\$38,000
Annual Appeals	\$30,000
In Honor / In Memory	\$4,000
Operating Reserve	\$13,480
Solicited	\$9,000
Corporate Contributions	\$9,250
Unsolicited	\$5,500
Annual Appeals	\$250
Solicited	\$3,500
Foundation Contributions	\$82,000
Annual Appeals	\$2,000
Solicited	\$80,000
Special Event Contributions	\$51,000
Gala	\$50,000
Third-Party Events	\$1,000
Skill-Building Program Fees	\$203,700
Classes	\$191,400
Trips	\$12,000
Application Fees	\$300
Independent Living Program Fees	\$51,900
Support Coordination	\$27,000
Direct Care	\$24,300
Non-Member Direct Care	\$600
Government Contract Payments	\$59,220
Interest Earned	\$2,800
Endowment Transfer	\$5,018
TOTAL REVENUE	\$559,368
EXPENSES	FY 20 Budget
Salaries and Benefits	\$302,638
Wages	\$260,248
Insurance	\$21,040
Taxes	\$20,400
Payroll Service Fees	\$950
Program	\$51,013
Skill-Building Program	\$35,400
Independent Living Program	\$960
Case Management Software	\$1,503
Transportation	\$13,150
Fundraising	\$15,500
Annual Appeals	\$750
Gala	\$14,000
Materials	\$750
Administrative	\$125,400
Printing + Mailing	\$8,900
Technology	\$13,500
Office Supplies	\$3,600
CC + Bank Fees	\$7,200
Insurance	\$9,500
Accounting	\$20,700
Facility	\$62,000
Strategic Plan Implementation	\$40,000
Depreciation	\$8,178
TOTAL EXPENSES	\$542,729
NET INCOME	\$16,639