

Board Approved

**INCOME****FOUNDATION GRANTS**

Baptist Foundation	40,000
Greehey Family Foundation	20,000
Mays Family Foundation	20,000
Kronkosky Family Charitable Foundation	60,000
Foundation, Corporate and Other Grants	40,000

**Sub-Total Grants** 180,000

**CONTRACTS/Sub Contracts**

LAUNCH Initiative, Family Service Association	20,000
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**Sub-Total Contracts** 20,000

**CONTRIBUTIONS-DONATIONS**

Board Donations	7,000
General Contributions	10,000

**Sub-Total Contributions** 17,000

**FUNDRAISING**

Advocacy Award Luncheon	20,000
Badges, Bags & Bling (with Bexar County Children's Court)	10,000
Pickleball Tournament	5,000
Skeet Shoot	20,000
Special Events / Other Fundraisers	<u>10,000</u>

**Sub-Total Fundraising** **65,000**

**PROGRAMS**

Congress on Children	20,000
Early Childhood Training & Resource Fairs	15,000
Professional Development / Consulting	<u>5,000</u>

**Sub-Total Programs** **40,000**

**TOTAL INCOME** **322,000**

**EXPENSES****SALARY & BENEFITS**

( all staff are FT)	
President/CEO	81,232
Early Care Program Manager	55,000
Director of Operations	45,000
Benefits, FICA etc.	25,075

	<b><i>Sub-Total Salaries</i></b>	<b><u>206,307</u></b>
<b>CONTRACTED SERVICES</b>		
HR Services		6,000
Accounting		8,000
	<b><i>Sub-Total Contract Services</i></b>	<b><u>14,000</u></b>
<b>FUNDRAISING &amp; SPECIAL EVENTS</b>		
Advocacy Award Luncheon		7,000
Badges, Bags & Bling		7,000
Pickleball Tournament		2,500
Skeet Shoot		5,000
Special Events / Other Fundraisers		5,000
	<b><i>Sub-Total Fundraising &amp; Special Events</i></b>	<b><u>26,500</u></b>
<b>PROGRAMS</b>		
Early Childhood Training & Resource Fair		10,000
Congress on Children		30,000
	<b><i>Sub-Total Programs</i></b>	<b><u>40,000</u></b>
<b>MARKETING &amp; COMMUNICATIONS</b>		
Printing		1,500
Print Advertising (signage/event pstr)		500
Publications (eNewsletter:Mailchimp - \$600/Newspaper/Magazines/Traditional med		1,350
Social Media Marketing		250
	<b><i>Sub-Total Marketing &amp; Communications</i></b>	<b><u>3,600</u></b>
<b>OPERATIONAL</b>		
Internet		780
Mileage & Reimbursements		4,000
Office Supplies		3,000
Phone		550
Postage		600
Professional Dues and Memberships		500
Staff Education and Training		500
Travel		1,000
	<b><i>Sub-Total Operational</i></b>	<b><u>10,150</u></b>
<b>OCCUPANCY</b>		
Rent		11,340
Insurance (Gen Liab & DnO)		700
	<b><i>Sub-Total Occupancy</i></b>	<b><u>12,040</u></b>
<b>SMALL EQUIPMENT &amp; SOFTWARE</b>		
Hardware		1,000
Software (Microsoft Office)		500
Zoom		3,750
	<b><i>Sub-Total Equipment &amp; Software</i></b>	<b><u>5,250</u></b>
<b>MEETINGS &amp; EVENTS</b>		
Board Meeting		1,000
Miscellaneous Expenses (Stakeholder & Program Meetings)		1,000
	<b><i>Sub-Total Meetings &amp; Events</i></b>	<b><u>2,000</u></b>
	<b>TOTAL EXPENSES</b>	<b><u>319,847</u></b>
	<b>Net Income</b>	<b><u>2,153</u></b>