

| SAY Sí 2022 Operational Budget | Approved |
|--|------------------------|
| Income | |
| Commissions & Sales | \$ 41,750.00 |
| Earned Income - Fee for Service | \$ 3,500.00 |
| Leasehold income/Pro-rated share/ Mgmt Fee | \$ - |
| Donations | \$ 111,000.00 |
| Board/Leadership Giving | \$ 28,500.00 |
| Grants | \$ 952,500.00 |
| Special Events | \$ 39,020.00 |
| Income | \$ 1,176,270.00 |
| Payroll | |
| Payroll Expense | \$657,485.00 |
| Payroll Service Fee | \$12,882.00 |
| Payroll Tax Expenses | \$54,972.00 |
| Employee Benefits/Medical/Retirement | \$65,271.00 |
| Total: Payroll Expense | \$790,610.00 |
| | 0 |
| Program Expenses | |
| Art Supplies (VA HS) | \$ 5,750.00 |
| Media Art Materials/Supplies (MAS HS) | \$ 5,700.00 |
| Theatre Supplies (ALAS HS) | \$ 5,550.00 |
| WAM - Middle School | \$ 5,960.00 |
| HIVE - New media HS | \$ 5,750.00 |
| Community Program Supplies (ABC) | \$ 15,300.00 |
| New Program Supplies (Journalism, Music) | \$ 15,200.00 |
| Equipment Lease | \$ 27,800.00 |
| Visiting Artists | \$ 21,000.00 |
| Board, Staff & Student Development | \$ 9,150.00 |
| Total: Program Expense | \$ 117,160.00 |
| Facility | |
| Building Loan Fees | \$ - |
| Facility Maintenance/Repairs | \$ 18,000.00 |
| Contract Labor | \$ 36,000.00 |
| Utilities | \$ 60,000.00 |
| Capital Equipment/Furnishings | \$ 8,000.00 |
| Total: Facility Expense | \$ 122,000.00 |
| Overhead | |
| Bank & Finance Charges | \$ 13,000.00 |
| Insurance | \$ 24,000.00 |
| Postage and Delivery | \$ 3,000.00 |
| Professional Fees | \$ 24,500.00 |
| Supplies: Building, Office, Ref. | \$ 30,000.00 |
| Vehicle/Mileage | \$ 3,000.00 |
| Travel | \$ 2,000.00 |
| Total: Admin. Expense | \$ 99,500.00 |
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| Marketing | |
| PR/Dues/Resources and Art Aqu. | \$ 10,400.00 |
| Special Events | \$ 30,600.00 |
| Printing and Reproduction | \$ 6,000.00 |
| Total: Marketing Expense | \$ 47,000.00 |
| | |
| Total Expenses | \$1,176,270.00 |
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| Total Revenue | \$ 1,176,270.00 |