

| INCOME                          | PROJECTED            | NOTES                                  |
|---------------------------------|----------------------|--|
| <b>4000 Income</b>              |                      |  |
| 4050 Donations                  | \$ 10,000.00         | Received outside of campaigns          |
| 4100 Foundations/Organizations  | \$ 30,000.00         | Kardis + others                        |
| 4511 Give Local Piedmont        | \$ 30,000.00         |  |
| 4513 Annual Letter              | \$ 30,000.00         |  |
| 4750 Grants                     | \$ 180,000.00        | PATH, NPCF, RAAC, Anonymous Foundation |
| <b>Total 4000 Income</b>        | \$ 280,000.00        |  |
| 4003 Events                     | \$ 80,000.00         | Harvest Festival (gross)               |
| 4060 Scholarship Donations      | \$ 50,000.00         | Pass-through scholarship funds         |
| 4700 Program Participation Fees | \$ 13,000.00         | From After-School Enrichment Program   |
| <b>Total Revenue</b>            | <b>\$ 423,000.00</b> |  |

**EXPENSES****5000 Personnel & Benefits**

|                            |               |   |
|----------------------------|---------------|---|
| 5100 Salaries              | \$ 210,000.00 | ED (\$57,500), DDOP (\$55,000), EA (\$50,000), ASEP labor (\$45,000), Summer intern (2,500) |
| 5200 Employer Taxes        | \$ 20,000.00  |   |
| 5450 Books                 | \$ 4,000.00   | READ (\$1,500); DPIL (\$2,500)  |
| 6100 Professional Services | \$ 25,000.00  | READ Manager (\$7,000); Bookkeeping (\$9,000), Accountant & 990 prep and filing, misc.      |
| 6400 Rent                  | \$ 13,200.00  |   |
| 6600 Insurance             | \$ 6,000.00   | Liability, Workmans Comp  |
| 6695 Snacks                | \$ 11,000.00  | Starfish (\$2,000); ASEP (\$8,000); Office (\$1,000)  |
| 6700 Supplies              | \$ 12,000.00  | Starfish (\$1,500); READ (\$2,000); ASEP (\$6,000); Office (\$2,500)                        |

**HEADWATERS FOUNDATION**

**FY 2023-24 BUDGET**

**CONFIDENTIAL**

|   |           |                   |  |
|---|-----------|-------------------|--|
| <b>6800 Equipment Expense &amp; Maintenance</b> | \$        | 1,500.00          | Computer care, maintaining office  |
| <b>6900 Marketing</b>                           | \$        | 5,000.00          | Promotional items for HWS, items for HHF, ads  |
| <b>7000 Field Trips</b>                         | \$        | 13,500.00         | Starfish (\$4,000); RCPS field trips (\$8,000), ASEP (\$1,500)   |
| <b>7050 Dues, Subs &amp; Memberships</b>        | \$        | 600.00            | Publications, Amazon Prime   |
| <b>7100 Postage &amp; Delivery</b>              | \$        | 2,200.00          |  |
| <b>7200 Printing &amp; Copying</b>              | \$        | 5,000.00          | Offix printing fees, charges for mass print jobs   |
| <b>7400 HW Meetings, Confs &amp; Travel</b>     | \$        | 2,000.00          | Mileage reimbursement, meetings with donors, etc.  |
| <b>7500 Events/Receptions</b>                   | \$        | 22,500.00         | Board events, DPIL events, HHF (\$20,000) other gatherings   |
| <b>7600 Training &amp; Development</b>          | \$        | 2,000.00          | Continuing education for staff   |
| <b>7900 Transportation</b>                      | \$        | 8,000.00          | ASEP busing  |
| <b>8000 Scholarships/Assistance</b>             | \$        | 40,000.00         | High School Plus (\$15,000), HWS Scholarships (\$15,000), EEG's (\$10,000)                               |
| <b>8250 Utilities</b>                           | \$        | 2,000.00          |  |
| <b>8300 Website, related</b>                    | \$        | 2,000.00          |  |
| <b>8500 Assistance to Other Organizations</b>   | \$        | 1,000.00          |  |
| <b>8587 Software</b>                            | \$        | 13,000.00         | DonorPerfect, Adobe, Intuit, Microsoft, ProCare (\$1,000), Scholarship/Grants/Program Software (\$7,000) |
| <b>9000 Administrative Fees</b>                 | \$        | 1,500.00          | Departing board member gifts, payroll fees, etc.   |
| <b>Total Expenditures</b>                       | <b>\$</b> | <b>423,000.00</b> |  |
| <b>Net Operating Revenue</b>                    |           |                   |  |
| <b>Net Revenue</b>                              |           |                   |  |