## Projected Literacy Budget
### FY22 (San Francisco and Peninsula)

<table>
<thead>
<tr>
<th>Line Item</th>
<th>Projected Budget FY22</th>
<th>Proposed Use of Dr. Seuss Foundation Support*</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Contributions &amp; Support</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Institutional Giving</td>
<td>$356,745</td>
<td>$273,249</td>
</tr>
<tr>
<td>Individual Contributions and Family Foundations</td>
<td>133,000</td>
<td>20,000</td>
</tr>
<tr>
<td>Released From Temp. Restricted</td>
<td>51,498</td>
<td>0</td>
</tr>
<tr>
<td><strong>Total Contributions &amp; Support</strong></td>
<td>$541,243</td>
<td>$293,249</td>
</tr>
<tr>
<td><strong>Project Expense</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Personnel Expenses</td>
<td>$450,060</td>
<td>$248,658</td>
</tr>
<tr>
<td>Literacy Trainers (consultants)</td>
<td>$11,500</td>
<td>7,590</td>
</tr>
<tr>
<td>Office Rent</td>
<td>15,509</td>
<td>10,236</td>
</tr>
<tr>
<td>Program Expense</td>
<td>4,000</td>
<td>2,640</td>
</tr>
<tr>
<td>Office Supplies/Expense/Postage</td>
<td>1,450</td>
<td>957</td>
</tr>
<tr>
<td>Marketing &amp; Advertising</td>
<td>1,300</td>
<td>858</td>
</tr>
<tr>
<td>Fundraising/Cultivation Expense</td>
<td>750</td>
<td>495</td>
</tr>
<tr>
<td>Memberships, Dues &amp; Subscriptions</td>
<td>900</td>
<td>594</td>
</tr>
<tr>
<td>Parking, Transportation and Mileage</td>
<td>1,650</td>
<td>1,089</td>
</tr>
<tr>
<td>Allocation of Shared Costs**</td>
<td>54,124</td>
<td>$35,722</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>$541,243</td>
<td>$308,839</td>
</tr>
<tr>
<td></td>
<td>$356,745</td>
<td>$273,249</td>
</tr>
</tbody>
</table>

### Net Revenue Less Expenses

<table>
<thead>
<tr>
<th>Line Item</th>
<th>FY22</th>
<th>FY22 (San Francisco and Peninsula)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Revenue Less Expenses</td>
<td>0</td>
<td>-15,590</td>
</tr>
</tbody>
</table>

### Notes:

*Impact on students and tutors is driven by XXX's director, two regional program managers and literacy trainers.

**Paid to XXX for office equipment leasing and maintenance, insurance, IT, HR and Finance services.

**Funding sources are listed in the Budget Narrative. To be raised: $15,590