

**Independent Arts & Media - Projected Operating Budget 2017**  
(Updated August 2017)

<b>Support &amp; Revenue</b>	<b>Total</b>
Contributions (Individual & Corporate)	\$2,000.00
Foundation Grants *	\$39,000.00
Fiscal Sponsorship Revenue **	\$54,000.00
Earned Income (rental, interest)	\$3,060.00
<b>Total Revenue</b>	<b>\$98,060.00</b>
<b>Expenses</b>	
<b>Personnel &amp; Consultants</b>	
IAM Board President	\$24,400.00
Accounting & Bookkeeping	\$14,000.00
Audit	\$9,000.00
Legal	\$1,500.00
Affiliate Workshop Facilitators	\$10,000.00
Web Designer	\$5,000.00
CRM Consultant	\$5,000.00
Total Personnel & Consultants	\$68,900.00
<b>General &amp; Admin Expenses</b>	
Facilities (rent, telecommunications)	\$6,500.00
Insurance	\$10,200.00
Other General & Admin Expenses ***	\$2,000.00
Total G&A Expenses	\$18,700.00
<b>Programming Expenses</b>	
Conferences & Travel	\$2,000.00
Production Expenses for Workshops	\$4,500.00
Program Printing & Reproduction	\$350.00
Program & Event Hospitality	\$600.00
Program Advertising & Marketing	\$275.00
Total Programming Expenses	\$7,725.00
<b>Fundraising &amp; Development</b>	
Fundraising Events	\$1,200.00
Total Fundraising & Development	\$1,200.00
<b>Total Expenses</b>	<b>\$96,525.00</b>
<b>Net Surplus / Deficit</b>	<b>\$1,535.00</b>

\* Foundation income is the remaining balance of a two-year \$50,000 grant awarded to IAM from the Bently Foundation in 2016.

\*\* Based on committed funding sources and past performance, IAM estimates that its fiscally sponsored projects will earn approx. \$600,000 in 2017. IAM's sponsorship fees range from 8% to 12%, depending on the type of sponsorship provided.

\*\*\* Identified expenses are basic expenses related to IAM's general operations.