



CLEO 2018 EXPENSES	
STAFF	
Salaries and Wages 3FT/2PT	\$243,333
Payroll/Employer taxes @7.65%	\$18,615
Benefits for 3 FTEs begins July	\$20,000
SUB-TOTAL	\$281,948

ADJUNCT/STIPENDS	
Speakers Network coaches	\$14,000
BITL/MIT collaboration	\$10,000
Consultants + Yoca PT 4 mths	\$34,400
SUB-TOTAL	\$58,400

OFFICE	
Rent	\$12,000
Travel & meetings	\$6,000
Program materials	\$5,500
Promotional & Educational material	\$12,000
Office supplies-phone, wifi, postage, software	\$7,500
Office equipment	\$2,000
Contracted services (CPA, Legal ADP, Ins)	\$6,000
Special events	\$9,000
SUB-TOTAL	\$60,000

TOTAL PROPOSED EXPENSES	\$400,348
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CLEO 2018 INCOME	
GRANTS	
Miami Foundation	\$50,000
Miami Dade County	\$65,000
Solutions Project	\$35,000
Educational Fdn. America	\$20,000
CIMAS	\$10,000
Batchelor Foundation	\$20,000
Other Grants	\$20,000
SUB-TOTAL	\$220,000

PROJECTED DONATIONS	
Give Miami Day	\$10,000
Individual donors	\$10,000
Special Events	\$14,000
Board matching fund drive	\$80,000
SUB-TOTAL	\$114,000

Corporate support/sponsors	\$40,000
Direct program Income	\$10,000
ROLLOVER FROM 2017	\$30,000
Miscellaneous	\$1,000

TOTAL PROJECTED INCOME	\$415,000
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