



TOGETHER AMERICA  
TOGETHER TULSA | SPIRE FELLOWSHIP  
**FINANCIAL MODEL**  
July 2018 - 2019

*Note: Unhide rows to view details of an expense.*

**SUMMER SPIRE MINI-FELLOWSHIP | 20 youth - 4 wks**

Program Expenses	Qty.	Units	Amt/unit	Total	Notes
<b>Marketing</b>					
Print & Materials				<b>\$890.00</b>	For recruitment of participants for mini-fellowship + promotion
Advertisement	1		\$200.00	\$200.00	For recruitment of participants for mini-fellowship
<b>Training Materials &amp; Supplies</b>				<i>Donated</i>	In-kind donations from local supplies company and private donors through Amazon
<b>Snacks</b>				<i>Donated</i>	In-kind donations from local restaurants and grocery stores
<b>Equipment</b>				<i>Donated</i>	Use of Library's or school partner's equipment
<b>Salary &amp; Stipend</b>					
Advisor	36		\$25.00	\$900.00	<b>Pilot:</b> Teacher to serve as Advisor
Printing and binding (for book)	50		\$14.00	\$700.00	
			<b>Total</b>	<b>\$2,690</b>	

**FULL-YEAR SPIRE FELLOWSHIP | 30 youth - 38 wks**

Program Expenses	Qty.	Units	Amt/unit	Total	Notes
<b>Marketing</b>					
Print & Materials				<b>\$930.00</b>	For recruitment and promotion
Advertisement	12	months	\$100.00	\$1,200.00	For recruitment
<b>Training Materials &amp; Supplies</b>				<i>Donated</i>	In-kind donation from local supplies store(s)
<b>Snacks</b>				<i>Donated</i>	In-kind donation from local restaurants and grocery stores
<b>Salaries</b>					
Advisor Salary	228	2	\$31.25	\$14,250.00	114 days*2 hours*\$31.25 facilitating, plus 114 days*2 hours*\$31.25 for prep work
Co-Advisor Salary	114	3	\$25.00	\$8,550.00	114 days*3 hours*\$25; negotiable pay
<b>Activities</b>					
Teambuilding Activities	30	3	\$30.00	\$2,700.00	
College Visit	30		\$15.00	\$450.00	
Printing and binding (for book)	1000		\$5.50	\$5,500.00	
			<b>Total</b>	<b>\$33,580</b>	

**OPTIONAL EXPENSES FULL-YEAR SPIRE FELLOWSHIP | Dedicated space, equipment, stipends**

Program Expenses	Qty.	Units	Amt/unit	Total	Notes
<b>Stipends</b>	30	4	\$250.00	\$30,000.00	\$1,000 stipends for each fellow, dispersed throughout the year
<b>Equipment</b>					
Mac desktops (21')	12	15	\$45.00	\$8,100.00	Three (3) year lease with exclusive 20% discount negotiated from Apple
Adobe Suite	12	16	\$39.99	\$7,678.08	For 16 computers/month/year (includes Ex Dir.'s computer)
Storage unit for computers + equipment	1		\$1,500.00	\$1,500.00	
<b>Dedicated space</b>				\$18,900.00	Lease (\$1,400) + expenses (\$175) per month
			<b>Total</b>	<b>\$66,178</b>	

**PROGRAM EXPENSES**

Current	<b>\$36,270</b>
Current + Dedicated space, etc.	<b>\$102,448</b>

**OPERATIONAL | July '18 - July '19**

Expenses	Qty.	Units	Amt/unit	Total	Notes
<b>Legal &amp; Insurance</b>					
Legal				\$1,400.00	
Insurance				\$5,500.00	
Accounting				\$250.00	
<b>Marketing</b>					
Web				\$1,540.00	
Print				\$4,215.00	
<b>Fundraising &amp; Community Engagement</b>					
Marketing & Promotion				\$2,956.00	
Induction Ceremonies				<i>Sponsored</i>	A night for families and community members to celebrate the induction of the cohort
Meet the Press Night				<i>Sponsored</i>	A night where we invite the community to see what our fellows do
Publication Launch Event				<i>Sponsored</i>	A night where we present the publication, our creatives and the program to the public
<b>Administrative</b>				<b>\$851.20</b>	
<b>Salary</b>					
Executive Director's salary	20	52	\$32.00	\$33,280.00	Brooke Myers - 10 hours/week; fundraising, marketing, program & curriculum dev't
Payroll service	1			\$500.00	

**OPERATIONAL EXPENSES**

<b>Total</b>	<b>\$50,492</b>
--------------	-----------------

**TOTAL EXPENSES | July '18 - July '19**

Current	<b>\$86,762</b>
Current + Dedicated space, etc.	<b>\$152,940</b>

**REVENUE | July '18 - July '19**

<b>Income</b>	<b>Qty.</b>	<b>Units</b>	<b>Amt/unit</b>	<b>Total</b>	<b>Notes</b>
<b>Community Donations</b>					
Individual			\$15,000.00	\$16,500.00	Projected based on past earnings + 10% growth
Foundations	4		\$10,000.00	\$40,000.00	Projected based on previous grants + established relationships
Corporate Sponsorships	5		\$2,000.00	\$10,000.00	Projected based on previous donations
<b>National Foundations</b>					
Camelback Ventures	1		\$40,000.00	\$40,000.00	
<b>Product</b>					
Book sales	1000		\$30.00	\$30,000.00	Projected based on market-research detailing the need for locally-made gift items
Ad sales (in book)	5		\$1,000.00	\$5,000.00	Projected based on unknown demand
<b>Services</b>					
Basic Package	3		\$1,000.00	\$3,000.00	
Limited Package	2		\$2,000.00	\$4,000.00	
Premium Package	1		\$3,000.00	\$3,000.00	
Basic Social Media Package	3	12	\$150.00	\$5,400.00	Fellows provide tiered marketing services for companies and organizations in Tulsa.
Advanced Social Media Package	2	12	\$250.00	\$6,000.00	

**REVENUE | FISCAL YEAR**

<i>Community donations</i>	\$66,500
<i>National foundations</i>	\$40,000
<i>Product</i>	\$35,000
<i>Services</i>	\$21,400
<b>Total Revenue</b>	<b>\$162,900</b>