

Heat Up St. Louis, Inc. 2023/2024 Proposed Operations Budget

	June <u>2023</u>	July <u>2023</u>	August <u>2023</u>	September <u>2023</u>	October <u>2023</u>	November <u>2023</u>	December <u>2023</u>	January <u>2024</u>	February <u>2024</u>	March <u>2024</u>	April <u>2024</u>	May <u>2024</u>	Total	
Revenues														
Public Donations	\$ 8,000	\$ 8,000	\$ 8,500	\$ 8,500	\$ 8,500	\$ 8,500	\$ 8,500	\$ 8,500	\$ 8,500	\$ 8,500	\$ 8,000	\$ 8,000	\$ 100,000	
Ameren/Spire Utility Grants	\$ 55,500	\$ 56,000	\$ 55,500	\$ 42,000	\$ 42,000	\$ 55,500	\$ 55,500	\$ 56,000	\$ 56,000	\$ 42,000	\$ 42,000	\$ 42,000	\$ 600,000	
St. Louis City/HUD/UTF/AHC	\$ 165,000	\$ 165,000	\$ 165,000	\$ 165,000	\$ 165,000	\$ 175,000	\$ 165,000	\$ 175,000	\$ 165,000	\$ 165,000	\$ 165,000	\$ 165,000	\$ 2,000,000	
St. Louis County/HUD	\$ 58,000	\$ 58,000	\$ 58,000	\$ 58,000	\$ 58,000	\$ 60,000	\$ 58,000	\$ 60,000	\$ 58,000	\$ 58,000	\$ 58,000	\$ 58,000	\$ 700,000	
Corporate/Board Grants	\$ 22,000	\$ 22,000	\$ 22,000	\$ 22,000	\$ 22,000	\$ 22,000	\$ 22,000	\$ 22,000	\$ 22,000	\$ 22,000	\$ 22,000	\$ 22,000	\$ 193,450	
Total Revenue	\$ 308,500	\$ 309,000	\$ 309,000	\$ 295,500	\$ 295,500	\$ 321,000	\$ 309,000	\$ 321,500	\$ 309,500	\$ 295,500	\$ 295,000	\$ 295,000	\$ 3,664,000	**
Expenses														
Ameren/Spire Utility Grants	\$ 55,500	\$ 56,000	\$ 55,500	\$ 42,000	\$ 42,000	\$ 55,500	\$ 55,500	\$ 56,000	\$ 56,000	\$ 42,000	\$ 42,000	\$ 42,000	\$ 600,000	
Utility Assistance, City of St. Louis	\$ 165,000	\$ 165,000	\$ 165,000	\$ 165,000	\$ 165,000	\$ 175,000	\$ 165,000	\$ 175,000	\$ 165,000	\$ 165,000	\$ 165,000	\$ 165,000	\$ 2,000,000	
Utility Assistance, St. Louis County	\$ 58,000	\$ 58,000	\$ 58,000	\$ 58,000	\$ 58,000	\$ 60,000	\$ 58,000	\$ 60,000	\$ 58,000	\$ 58,000	\$ 58,000	\$ 58,000	\$ 700,000	
Accounting & Audit*	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 9,000	\$ 6,000	\$ 6,000	\$ 6,000	\$ 6,000	\$ 40,000	*
Utility Advocacy*	\$ 500				\$ 500		\$ 500			\$ 500		\$ 500	\$ 2,500	*
Management Fees*	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 36,000	*
Public Education & Outreach*	\$ 4,100	\$ 4,100	\$ 4,100	\$ 4,100	\$ 4,100	\$ 4,100	\$ 4,100	\$ 4,250	\$ 4,250	\$ 4,250	\$ 4,250	\$ 4,300	\$ 50,000	*
Promotions/PSA (Video & Audio)*	\$ 1,800		\$ -		\$ 1,800			\$ 1,800		\$ -		\$ 1,600	\$ 7,000	*
Website & Domain Fees*	\$ 550	\$ 550	\$ 550	\$ 550	\$ 550	\$ 550	\$ 550	\$ 800	\$ 800	\$ 800	\$ 800	\$ 800	\$ 7,850	*
Awards/Meetings*						\$ 3,500		\$ 1,000		\$ 500			\$ 5,000	*
Credit Card/Bank Charges*	\$ 325	\$ 325	\$ 325	\$ 325	\$ 325	\$ 325	\$ 325	\$ 325	\$ 325	\$ 325	\$ 325	\$ 325	\$ 3,900	*
Office and Travel Expenses*	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 6,000	*
Rent & Storage*	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 6,000	*
Postage & Delivery*	\$ 375	\$ 375	\$ 375	\$ 375	\$ 375	\$ 375	\$ 375	\$ 375	\$ 375	\$ 375	\$ 375	\$ 375	\$ 4,500	*
Telephone Hotline*	\$ 450	\$ 450	\$ 450	\$ 450	\$ 450	\$ 450	\$ 450	\$ 450	\$ 475	\$ 475	\$ 475	\$ 475	\$ 5,500	*
Fundraising Expenses*								\$ 2,500	\$ 2,500				\$ 5,000	*
Salary & Benefits* ***	\$ 14,500	\$ 14,500	\$ 14,500	\$ 14,500	\$ 14,500	\$ 14,500	\$ 14,500	\$ 14,500	\$ 14,500	\$ 14,500	\$ 14,500	\$ 14,500	\$ 174,000	
Legal Expenses*	\$ 850	\$ 850	\$ 850	\$ 850	\$ 850	\$ 850	\$ 850	\$ 850	\$ 850	\$ 850	\$ 850	\$ 850	\$ 10,200	*
Total Expenses	\$ 306,950	\$ 305,150	\$ 304,650	\$ 291,150	\$ 293,450	\$ 320,150	\$ 305,150	\$ 330,850	\$ 313,075	\$ 297,575	\$ 296,575	\$ 298,725	\$ 3,663,450	
Excess of Revenue Over Expenses	\$ 1,550	\$ 3,850	\$ 4,350	\$ 4,350	\$ 2,050	\$ 850	\$ 3,850	\$ (9,350)	\$ (3,575)	\$ (2,075)	\$ (1,575)	\$ (3,725)	\$ 550	

* These expenses are underwritten with Board donations.

** Revenues based on public and Board donations and municipal grants.
However, if revenues don't meet expectations, expenses will be adjusted accordingly.