



**Organizational Budget
FY20 (ending 8/31/2020)**

REVENUE	
Earned Income	\$143,700
Events (Net)	\$940,000
Individuals	\$395,025
Foundation	\$924,825
Corporate	\$448,600
Other	\$50,000
Revenue Total	\$2,902,150
EXPENSES	
Personnel	\$1,926,395
Rent And Facilities	\$216,657
Fundraising / Marketing	\$48,530
Operations	\$81,059
Program	\$573,418
Expense Total	\$2,846,059

LET'S GET READY'S powerful program provides students with six years of support through the college admissions and enrollment process, and then along the road to college graduation. Throughout the process, Let's Get Ready relies on highly trained and highly effective college undergraduates who mentor younger students by becoming Coaches. These Let's Get Ready near-peer Coaches provide students with timely, relevant and personalized resources, share their own college experiences to create a sense of belonging, and support students as they identify their strengths and build self-efficacy skills.