

EXHIBIT "B-1"

**HOUSTON ARTS ALLIANCE (HAA)
Calendar Year 2016 - HOT Revenues Budget
HAA HOT Grant Awards
City's Initiative Grant Awards**

		MWDBE Compliance Basis
Revenue		
HAA H.O.T. Allocation (39.5%) + City's Initiative Grant Awards (2.5%)	\$ <u>6,344,310</u>	
Expenses		
HAA H.O.T. Grant Awards: **		
General Operating Support Grants	\$ 2,185,813	
General Operating Support Expansion Grants	\$ 662,305	
Project Grants	\$ 327,812	
Project Grants - District Outreach	\$ 36,424	
Individual Artist Grants	\$ 236,840	
Capacity Building Grants	\$ 110,352	
Arts Marketing Grants	\$ <u>141,301</u>	
Subtotal -HAA H.O.T. Grant Awards	\$ 3,700,847	
City's Initiative Grant Awards	\$ <u>377,638</u>	
Subtotal - HAA H.O.T. Grant Awards + CI Grant Awards	\$ 4,078,485 *	
Other (H.O.T.) Expenses:		
Personnel Costs	\$ 1,479,237 *	
Program Expenses	\$ 133,876	\$ 133,876
Operating Expenses	\$ 196,193	\$ 196,193
Marketing/Community Outreach	\$ 47,556	\$ 47,556
Computer/IT Support/Equipment Purchases	\$ 31,629	\$ 31,629
Indirect Costs (Overhead)	\$ <u>377,334 **</u>	\$ <u>123,186</u>
Subtotal - Other Expenses	\$ <u>2,265,825</u>	
Total Expenses	\$ <u>6,344,310</u>	\$ <u>532,440</u>
NOTES:		\$ 31,946 (6%) MWDBE Goal

* - Exempt from MWDBE calculations per contract

** - \$254,148-specific exemptions from MWDBE calculations for Indirect Costs
Include: occupancy, telephone, postage, insurance, dues & subscriptions,
memberships

(Actual MWDBE Goal achieved for fiscal year-to-date is 17.11%)

*** - Total Budgeted Amount based on HOT Revenue Projections of \$83.220M