### Brief Proposal Line-Item Budget

<table>
<thead>
<tr>
<th>Budget Category</th>
<th>Foundation Support</th>
<th>Non-Foundation Support</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Personnel(^1)</td>
<td>$150,000</td>
<td>$150,000</td>
<td>$300,000</td>
</tr>
<tr>
<td>Other Direct Costs(^2)</td>
<td>$30,000</td>
<td>$30,000</td>
<td>$60,000</td>
</tr>
<tr>
<td>Purchased Services(^3)</td>
<td>$35,000</td>
<td>$35,000</td>
<td>$70,000</td>
</tr>
<tr>
<td>Indirect Costs(^4)</td>
<td>$19,350</td>
<td>$19,350</td>
<td>$38,700</td>
</tr>
<tr>
<td>Grand Total</td>
<td>$234,350</td>
<td>$234,350</td>
<td>$468,700</td>
</tr>
</tbody>
</table>

\(^1\)Includes staff costs such as base annual salaries for community organizer, administrative staff, etc., FTE (full-time equivalency or percentage of effort), and fringe benefits.

\(^2\)Refers to non-personnel costs such as office operations (supplies, telephone, printing, etc.), communications/marketing, staff travel, meeting expenses, survey development (design and development, mailing, printing, dissemination of findings), equipment, and project space.

\(^3\)Includes consultants or fees for individuals providing specific services for the project such as proposal reviewers, professional proofing, graphic design, and professional printing.

\(^4\)Refers to overhead expenses incurred such as accounting, grants management, legal expenses, utilities, facility maintenance. The approved rate for this Foundation is 9% of personnel, other direct costs, and purchased services.