

	YE 2020 (Cash)	YE 2021 (Accrual)	2021 Full Year Budget
Revenue			
4000 SPECIAL EVENTS INCOME	7,350.00	16,425.70	
4100 FUNDRAISING CAMPAIGN INCOME	342,503.10	731,982.26	155,000.00
4200 GRANTS INCOME	437,821.30	558,881.00	208,130.00
4300 MERCHANDISE	535.05		
4400 OTHER INCOME	11,786.50	12,664.47	9,888.00
Total Revenue	799,995.95	1,319,953.43	373,018.00
Cost of Goods Sold			
5000 SPECIAL EVENTS COSTS	1,126.07	8,389.26	0.00
5300 MERCHANDISE SALES COSTS	203.50		
Total Cost of Goods Sold	1,329.57	8,389.26	0.00
Gross Profit	798,666.38	1,311,564.17	373,018.00
Expenditures			
6000 PAYROLL SALARIES & WAGES	228,124.10	225,900.97	217,200.00
6100 PAYROLL TAXES & BENEFITS	40,934.94	42,990.36	46,066.76
6200 PROGRAMMING	95,108.87	112,258.87	31,745.96
6280 PROGRAMMING - INTERNET SVC	4,911.80	5,077.10	4,728.00
6350 BUILDING COSTS	8,221.89	4,464.74	7,200.00
6400 STORAGE UNIT RENTAL	2,310.00	2,354.00	1,842.00
6450 REPAIR & MAINT CSGEU	2,625.85	4,158.22	10,079.00
6470 INSURANCE	8,415.22	8,886.97	8,886.97
6500 OFFICE EXPENSES	12,022.55	12,542.00	8,870.00
6510 Fundraising Expenses CSGEU	21,843.21	15,240.72	16,200.00
6600 TELEPHONE	8,219.36	7,338.55	7,560.00
6640 UTILITIES	14,072.54	6,014.58	13,500.00
6700 LEGAL & PROFESSIONAL	20,118.34	27,951.71	25,176.00
6750 CONTRACT LABOR	1,085.00	10,343.30	1,200.00
6800 MEETINGS & CONFERENCES	999.26	1,383.46	750.00
Total Expenditures	469,012.93	486,905.55	401,004.69
Net Operating Revenue	329,653.45	824,658.62	-27,986.69
Net Other Revenue	-37,312.16	-36,073.71	-27,170.19
Net Revenue	292,341.29	788,584.91	-55,156.88