

SAMPLE **PRIOR CALENDAR YEAR** ACTUALS

Prior Calendar Year 2016 Actuals

	2016
	YTD Actual
	<u>Revenues</u>
<u>INCOME</u>	
Individual Contributions < \$1,000	\$ 118,335
Major Donor Contributions >= \$1,000	\$ 804,180
Corporate Contributions (<i>from X companies statewide</i>)	\$ 21,676
Government Support	\$ 180,382
Foundation Support	\$ 165,571
Rental Income	\$ 18,800
Professional Services Revenue	\$ 50,357
Participant Fees and Workshops	\$ 8,199
Other	\$ 6,325
	<u>\$ 1,373,825</u>
	YTD Actual
	<u>Expenses</u>
<u>EXPENSES</u>	
Salaries	\$ 732,886
Payroll Taxes	\$ 65,345
Group Health Insurance	\$ 91,312
Long Term Disability Insurance	\$ 12,938
Retirement	\$ 16,218
Occupancy - Rent, Telephone, Utilities, Cleaning	\$ 51,835
Materials and Supplies	\$ 12,622
Postage & Shipping	\$ 8,474
Software & Equipment Maintenance	\$ 20,051
Equipment Rental and Purchases	\$ 1,294
Printing and Copying	\$ 20,124
Audit and Payroll Fees	\$ 22,432
Graphic Design	\$ 4,928
Consultants	\$ 14,381
Legal	\$ 12,362
Website	\$ 14,079
Internships	\$ 36,549
Event Expenses	\$ 18,640
Workshops and Outreach	\$ 3,042
Board Meetings/Retreat	\$ 7,662
Travel, Meals, Lodging	\$ 32,874
Staff Development	\$ 9,547
Insurance	\$ 19,203
Total Expenses	<u>\$ 1,228,798</u>
Revenue Over/(Under) Expense	\$ 145,027