|  |  |  |
| --- | --- | --- |
|  | **2018 Actual** | **2019 Budget** |
| **Revenue** |  |  |
| Annual Diaper Dash | $27,224 | $34,000 |
| Gifts and contributions | 40,350 | 62,000 |
| Grants Received | 56,876 | 75,000 |
| Partner Fees | 0 | 9,650 |
| Diaper Contributions\* | 97,229 | 100,800 |
| Total Revenue | $221,679 | $281,450 |
|  |  |  |
| **Expenses** |  |  |
| Salaries | $31,796 | $70,800 |
| Diaper Dash Expenses | 8,887 | 7,500 |
| Diaper Donations\* | 91,996 | 102,000 |
| Occupancy | 19,650 | 22,400 |
| Leasehold Improvements | 3,137 | 8,000 |
| Professional Fees | 1,439 | 1,500 |
| Diaper Purchases\* | 37,388 | 37,635 |
| Diaper Processing and Delivery | 12,441 | 14,467 |
| Other Expenses | 1,193 | 750 |
| Advertising | 0 | 500 |
| Printing and mailing | 438 | 500 |
| Computer and Website | 2,308 | 1,000 |
| Insurance | 3,302 | 4,400 |
| Travel | 1,407 | 1,650 |
| Van and Equipment | 3,062 | 2,600 |
| Volunteer Expenses | 1,683 | 1,750 |
| Charitable Contributions | 361 | 350 |
| **Total Expense** | $220,188 | $277,803 |
|  |  |  |
| **Revenues** **less Expenses** | $1,191 | $3,647 |

\*Diaper Contributions received recorded at average comparable price, purchases at price paid