

REVENUE	January	Feburary	March	April	May	June	July	August	September	October	November	December	TOTAL 2022	TOTAL 2021	TOTAL 2020	TOTAL 2019	
Chapter Books	24,920	48,060	12,460	2,670	1,780	0	0	20,280	81,151	13,127	4,773	1,193	210,414	157,833	122,384	97,920	
Ecommerce	18,500	6,500	3,500	4,500	8,500	15,000 [1]	1,800	16,000	17,000	10,000	14,200	6,000	121,500	102,764	80,545	46,698	
Point of purchase	11,000	18,500	10,000	4,500	0	0	0	47,500	48,000	30,000	4,000	0	173,500	125,747	80,443	77,393	
Leadership Conference	0	0	0	0	0	0	0	47,500 [2]	0		0	0	47,500	34,076	14,543	26,846	
Program Fee	0	0	0	0	0	0	0	41,496	0	0	0	0	41,496	37,400	23,528	21,000	
Shipping Revenue	3,338	1,174	631	814	1,533	2,707	322	2,884	1,500	1,805	2,652	1,085	20,445	21,994			
EARNED REVENUE	57,758	74,234	26,591	12,484	11,813	17,707	2,122	175,660	147,651	54,932	25,625	8,278	614,855	479,814	321,443	269,857	
Donations	6,000	6,100	6,200	6,300	6,700	71,700 [3]	21,800 [4]	22,300 [5]	7,400	7,500	53,300 [6]	68,400 [7]	283,700	267,673	208,391	181,917	
TOTAL REVENUE	63,758	80,334	32,791	18,784	18,513	89,407	23,922	197,960	155,051	62,432	78,925	76,678	898,555	747,487	529,834	451,774	
OPERATING EXPENSES	January	February	March	April	May	June	July	August	September	October	November	December	TOTAL 2022	TOTAL 2021	YTD 2020	TOTAL 2019	
Accounting and Legal	1,950	1,950	1,950	1,950	7,825	1,825	1,825	1,825	1,825	1,825	1,825	1,825	28,400	43,996	19,090	21,502	
Marketing/Awareness	1,520	1,500	1,000	150	150	270	2,000	2,000	1,000	230	150	150	10,120	8,760	13,358	31,428	
Creative	2,200	0	0	0	400	0	500	400	0	400	0	400	4,300	5,969	6,124	9451.1	
Leadership Conference	0	0	0	2,500	2,500	3,000	3,000	52,400	0	0	0	0	63,400	50,163	45,372	47,247	
Cell Services	475	475	475	475	475	625	625	625	625	625	625	625	6,750	6,962	4,910	3,671	
Content Development	0	0	4,000	5,000	2,000	740	0	0	0	2,000	2,000	740	16,480	10,250	1,505	15,323	
Admin Fees	200	200	200	200	200	300	300	200	200	200	200	200	2,600	0	339	1,357	
Donately Fees	1,200	1,200	1,200	1,200	1,200	250	250	250	250	250	500	300	8,050	2,728	936.2	734	
Meals & Entertainment	290	270	230	350	290	290	320	380	320	330	330	290	3,690	3,703	2,473	3,781	
Furniture, Equipment and Software	2,500	0	0	0	0	2,000	0	0	0	0	0	0	4,500	141	10,322	1,914	
Gifts Given					1,000		470					2,350	3,820	2,615	786	1,763	
Insurance	350	350	350	350	350	350	350	350	350	1,150	350	350	5,000	5,062	4,455	3,420	
Office Supplies	100	100	100	100	100	100	100	100	100	100	100	100	1,200	210	1,072	1,325	
Payroll Expenses	1,856	1,856	1,856	1,856	1,856	2,359	2,257	2,257	2,257	2,257	2,257	2,257	25,178	22,024	15,745	14,197	
Salaries and Wages	24,258	24,258	24,258	24,258	24,258	30,833	29,500	29,500	29,500	29,500	29,500	29,500	329,123	279,943	200,342	187,084	
401k Match & Management	819	819	819	819	819	819	819	819	819	819	819	819	9,828	8,573	5,675	8,443	
Benefits (Insurance Health)	1,400	1,400	1,400	1,400	1,400	1,400	1,400	1,400	2,100	2,100	2,100	2,100	19,600	17,642	0	0	
Rent	3,200	3,200	3,200	3,200	3,200	3,200	3,200	3,200	3,200	3,200	3,200	3,200	38,400	38,400	30,300	25,850	
Shipping Expense	5,273	1,900	580	1,955	1,105	1,895	1,469	3,965	4,090	1,580	1,746	740	26,298	38,719	39,997	30,512	
Subscriptions	1,904	1,904	1,904	1,904	1,904	1,904	1,904	1,904	1,904	1,904	1,904	1,904	22,848	19,946	11,607	12115	
Staff Development			120	0	7,000	0	4,438	3,216	2,000	150	1,000	1,600	19,524	19,413	14,536	0	
Chapter Development	0		1,700	2,100	0	0	0	0	1,000	0	0	0	4,800	995	2,784	9958	
Fundraising	650	0	0	0	0	0	0	1,500	1,500	1,500	0	0	5,150	5,291	2,003	2463	
Travel			100	0	0	1,200	480	1,200	1,200	200	1,180	0	5,560	0			
Other Operating Expense	0	0	0	0	0	0	0	0	0	0	0	0	0	2,942	277.1	0	
TOTAL OPERATING EXPENSES	50,145	41,382	45,442	49,767	58,032	53,360	55,207	107,491	54,240	50,320	49,786	49,450	664,619	594,447	434,009	433,538	
COST OF GOODS SOLD	January	Feburary	March	April	May	June	July	August	September	October	November	December	TOTAL				
Cost of Goods Sold	0	0	0	3,770	7,600	18,000	58,500	0	0	0	12,750	33,500	134,120				
Point-of-Sale Fees (Square & Stripe)	1,900	2,500	850	375	350	550	75	3,000	5,000	1,900	800	250	17,550				
TOTAL COST OF GOODS SOLD	1,900	2,500	850	4,145	7,950	18,550	58,575	3,000	5,000	1,900	13,550	33,750	151,670				
TOTAL EXPENSE	52,045	43,882	46,292	53,912	65,982	71,910	113,782	110,491	59,240	52,220	63,336	83,200	816,289				
Unrelated Business Income Tax	1,656	1,350	759	518	489	867	104	3,630	3,600	2,286	1,044	345	16,647				
NET INCOME	10,057	35,102	(14,260)	(35,645)	(47,958)	16,630	(89,963)	83,839	92,211	7,926	14,545	(6,867)	65,619				
UNRESTRICTED CASH FLOW																	
Cash Balance BOM	135,039	145,097	180,199	165,939	130,294	82,336	98,966	9,003	92,842	185,054	192,980	207,525					
Cash Balance EOM	145,097	180,199	165,939	130,294	82,336	98,966	9,003	92,842	185,054	192,980	207,525	200,658					

[1] Annual Warehouse Sale

[2] Sponsors and ticket sales

[3] conference ask, monthly partner, summer fundraising

[4] monthly partner + summer fundraising

[5] monthly partner + summer fundraising

[6] monthly partner + half of GT

[7] End of year ask, monthly partners, + half of GT.