

**Blood Water Mission Inc
2022 Approved Budget**

| | 2022 Budget |
|---------------------------------|------------------------|
| Revenue | |
| Annual Giving | 1,267,367.00 |
| Major Gifts | 986,500.00 |
| Grants (Non-Government) | 68,000.00 |
| Other | 780.00 |
| Total Revenue | \$ 2,322,647.00 |
| Cost of Goods Sold | |
| 5000 Merchandise COGS | |
| Total Cost of Goods Sold | \$ 0.00 |
| Gross Profit | \$ 2,322,647.00 |
| Expenditures | |
| 5200 Program Support | 754,307.00 |
| 6000 Human Resources | 887,890.00 |
| 6035 Contract Services | 111,825.00 |
| 6050 Professional Fees | 39,530.00 |
| 6070 Fees | 24,880.00 |
| 6080 Occupancy | 83,787.00 |
| 6100 Technology | 34,593.00 |
| 6120 Office Expense | 19,515.00 |
| 6140 Travel & Entertainment | 78,650.00 |
| 6160 Events and Promotions | 138,335.00 |
| 6180 Communication Production | 22,600.00 |
| 6190 Donor Management | 84,725.00 |
| 6500 Board Expenses | 988.00 |
| 6800 Other Expense | 3,000.00 |
| Total Expenditures | \$ 2,284,625.00 |
| Net Operating Revenue | \$ 38,022.00 |

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| <u>Projected Expenses by:</u> | |
| Program Service Expenses | 74% |
| Management & General Expenses | 11% |
| Fundraising Expenses | 15% |