3 General campaign - Outhying Counties \$ 115,000		OPERATING INCOME		Option 1 Budget FY 20-21
3 General campaign - Outhying Counties \$ 11,000 4 General campaign - United Way Designations \$ 12,000 5 Gift to Gifts Campaign \$ 11,000 6 Gid I Community Luncheon - Nashville \$ 12,000 7 Goff Tournament (net) \$ 43,000 8 Bequest \$ 21,450 10 Substord - Annual Giving \$ 22,450 11 United Way Allocations \$ 24,000 12 Total Public Support \$ 633,450 13 Other Operating Income \$ 85,275 14 Camp and Outdoor Program Fees \$ 88,187 15 Council Sponsored Program Fees \$ 81,875 16 Interest Income \$ 16,000 17 Insurance Proceeds \$ 6,000 18 Administrative Fee (SPF) \$ 6,000 19 Retail Sales (net) \$ 1,047,773 21 Total - Adult Generated Operating Income \$ 1,581,223 22 Girl Generated Income \$ 1,587,222 23 Fall Product Sale (net) \$ 159,796 24 Cookie Program (net) \$ 3,345,000 25 Total Girl Generated Operating Income \$ 3,345,000 26 Total Operating Income \$ 2,362,400 27 Salarie	1.			
General campaign—United Way Designations \$ 12,000	2	· ·		279,000
5 Gift to Girls Campaign \$ 11,000 6 Gid I Tournament (net) \$ 43,000 7 Golf Tournament (net) \$ 43,000 8 Bequest \$ -0 9 Community Events \$ 21,450 10 Substant - Annual Giving \$ 639,450 11 United Way Allocations \$ 24,000 12 Total Public Support \$ 633,450 13 Other Operating Income \$ 82,750 14 Camp and Outdoor Program Fees \$ 82,750 15 Council Sponsored Program Fees \$ 81,875 16 Interest Income \$ 16,000 17 Insurance Proceeds \$ 6.00 18 Administrative Fee (SPF) \$ 6,00 19 Retail Sales (net) \$ 1,047,773 21 Total - Adult Generated Operating Income \$ 1,681,223 22 Girl Generated Income \$ 1,681,223 23 Fall Product Sale (net) \$ 1,681,223 24 Cookle Program (net) \$ 3,460,000 25 Total Girl Generated Operating Income \$ 3,605,805 24 Cookle Program (net) \$ 3,605,805 25 Total Girl Generated Operating Income \$ 2,303,33 26 Total Operating Income \$ 2,304,	3	, e , e	\$	115,000
6 Gold Community Luncheon - Nashville \$ 128,000 8 Bequest \$ 24,300 8 Bequest \$ 21,450 10 Subtotal - Annual Giving \$ 609,450 11 United Way Allocations \$ 24,000 12 Total Public Support \$ 633,450 13 Other Operating Income \$ 81,375 14 Camp and Outdoor Program Fees \$ 81,375 15 Council Sponsored Program Fees \$ 81,375 16 Interest Income \$ 16,000 17 Insurance Proceeds \$ 81,375 18 Administrative Fee (SPF) \$ 6,000 19 Retail Sales (net) \$ 11,681,223 21 Total - Adult Generated Operating Income \$ 15,681,223 22 Girl Generated Income \$ 159,794 23 Fall Product Sale (net) \$ 159,792 24 Cookie Program (net) \$ 159,792 25 Total Girl Generated Operating Income \$ 159,792 26 Total Operating Income \$ 2,362,405 27 Salaries \$ 2,362,405 28 Program Consultants \$ 2,362,405 29 Employee Benefits \$ 40,503 30 Total Personnel \$ 2,362,405	4		\$	12,000
11 United Way Allocations \$ 24,000 12 Total Public Support \$ 633,450 13 Other Operating Income	5	• •	\$	11,000
11 United Way Allocations \$ 24,000 12 Total Public Support \$ 633,450 13 Other Operating Income	6	·	\$	128,000
11 United Way Allocations \$ 24,000 12 Total Public Support \$ 633,450 13 Other Operating Income			\$	43,000
11 United Way Allocations \$ 24,000 12 Total Public Support \$ 633,450 13 Other Operating Income	8	·	\$	-
11 United Way Allocations \$ 24,000 12 Total Public Support \$ 633,450 13 Other Operating Income	9	Community Events	\$	21,450
12 Total Public Support	10	Subtotal - Annual Giving	\$	609,450
13 Cther Operating Income				24,000
14 Camp and Outdoor Program Fees \$ 852,755 15 Council Sponsored Program Fees \$ 16,000 17 Insurance Proceeds \$ 16,000 18 Administrative Fee (SPF) \$ 6,000 19 Retail Sales (net) \$ 91,148 20 Subtotal - Other Operating Income \$ 1,047,773 21 Total - Adult Generated Operating Income \$ 1,581,223 22 Girl Generated Income \$ 159,796 24 Cookie Program (net) \$ 3,446,000 25 Total Girl Generated Operating Income \$ 3,605,805 26 Total Operating Income \$ 2,362,400 27 Salaries \$ 2,362,400 28 Program Consultants \$ 120,690 29 Employee Benefits \$ 450,534 30 Total Personnel \$ 2,333,633 31 Professional Fees \$ 320,000 25 Supplies \$ 28,630 37 Printing & Subscriptions \$ 78,855 36 Rental of Equipment \$ 36,855 37 Printing & Subscriptions \$ 78,551 38 Travel \$ 3,655 40 Financial Assistance \$ 86,644 41 Membership Dues \$ 3,857 <t< td=""><td>12</td><td>Total Public Support</td><td>\$</td><td>633,450</td></t<>	12	Total Public Support	\$	633,450
15 Council Sponsored Program Fees \$ 8.8.875 16 Interest Income \$ 16,000 17 Insurance Proceeds \$ 6,000 18 Administrative Fee (SPF) \$ 6,000 19 Retail Sales (net) \$ 1,047,773 20 Subtotal - Other Operating Income \$ 1,047,773 21 Total - Adult Generated Operating Income \$ 1,581,223 22 Girl Generated Income \$ 1,59,796 23 Fall Product Sale (net) \$ 1,59,796 24 Cookie Program (net) \$ 3,446,000 25 Total Girl Generated Operating Income \$ 3,605,805 26 Total Operating Income \$ 2,5287,028 27 Salaries \$ 2,362,400 28 Program Consultants \$ 120,690 29 Employee Benefits \$ 450,534 30 Total Personnel \$ 2,933,633 31 Professional Fees \$ 3,200 32 Supplies \$ 3,262,400 33 Telephone \$ 7,855 34 Postage & Shipping \$ 22,511 35 Occupancy \$ 658,826 36 Rental of Equipment \$ 7,951 37 Printing & Subscriptions \$ 7,951 38 Travel \$ 8,509 41 Membership Dues		•		
16 Interest Income \$ 16,000 17 Insurance Proceeds \$ 6,000 18 Administrative Fee (SPF) \$ 6,000 19 Retail Sales (net) \$ 9,1,48 20 Subtotal - Other Operating Income \$ 1,047,773 21 Total - Adult Generated Operating Income \$ 1,681,223 22 Girl Generated Income \$ 159,796 24 Cookle Program (net) \$ 3,404,005 25 Total Girl Generated Operating Income \$ 3,605,805 26 Total Operating Income \$ 5,287,028 27 Salaries \$ 2,362,405 29 Employee Benefits \$ 10,690 30 Total Personnel \$ 2,333,633 31 Professional Fees \$ 320,000 32 Supplies \$ 320,000 33 Telephone \$ 78,855 34 Postage & Shipping \$ 22,511 35 Occupancy \$ 658,826 36 Rental of Equipment \$ 36,450 37 Printing & Subscriptions \$ 79,511 38 Travel \$ 85,692 39 Training, Conferences and Food for Events \$ 212,614 40 Financial Assistance \$ 86,044 41 Membership Dues \$ 5,225 42 General Insurance		· · · · · · · · · · · · · · · · · · ·		
21 Total - Adult Generated Operating Income \$ 1,681,223 22 Girl Generated Income \$ 159,796 23 Fall Product Sale (net) \$ 159,796 24 Cookie Program (net) \$ 3,446,005 25 Total Girl Generated Operating Income \$ 3,605,805 26 Total Operating Income \$ 5,287,028 27 Salaries \$ 2,362,405 28 Program Consultants \$ 120,696 29 Employee Benefits \$ 2,363,405 29 Employee Benefits \$ 2,363,405 29 Employee Benefits \$ 2,933,633 30 Total Personnel \$ 2,933,633 31 Professional Fees \$ 286,304 32 Supplies \$ 286,304 33 Telephone \$ 78,855 34 Postage & Shipping \$ 22,511 35 Occupancy \$ 658,826 36 Rental of Equipment \$ 36,450 37 Printing & Subscriptions \$ 79,511 38 Travel \$ 85,692 39 Training, Conferences and Food for Events \$ 85,692 40 Financial Assistance \$ 86,040 41 Membership Dues \$ 5,225 42 General Insurance \$ 33,617 43 Miscellaneous \$ 4,892,068 44 Total Operating Expenses \$ 4,892,068 5 Net Income (Loss) from Normal Operating Activitie \$ 394,960 Other Uses of Cash \$ 600,000 46 Membership Dues Subsidy \$ 149,770 47 Capital Maintenance Expenditures \$ 217,800 5 Capital Maint			\$	•
21 Total - Adult Generated Operating Income \$ 1,681,223 22 Girl Generated Income \$ 159,796 23 Fall Product Sale (net) \$ 159,796 24 Cookie Program (net) \$ 3,446,005 25 Total Girl Generated Operating Income \$ 3,605,805 26 Total Operating Income \$ 5,287,028 27 Salaries \$ 2,362,405 28 Program Consultants \$ 120,696 29 Employee Benefits \$ 2,363,405 29 Employee Benefits \$ 2,363,405 29 Employee Benefits \$ 2,933,633 30 Total Personnel \$ 2,933,633 31 Professional Fees \$ 286,304 32 Supplies \$ 286,304 33 Telephone \$ 78,855 34 Postage & Shipping \$ 22,511 35 Occupancy \$ 658,826 36 Rental of Equipment \$ 36,450 37 Printing & Subscriptions \$ 79,511 38 Travel \$ 85,692 39 Training, Conferences and Food for Events \$ 85,692 40 Financial Assistance \$ 86,040 41 Membership Dues \$ 5,225 42 General Insurance \$ 33,617 43 Miscellaneous \$ 4,892,068 44 Total Operating Expenses \$ 4,892,068 5 Net Income (Loss) from Normal Operating Activitie \$ 394,960 Other Uses of Cash \$ 600,000 46 Membership Dues Subsidy \$ 149,770 47 Capital Maintenance Expenditures \$ 217,800 5 Capital Maint			Ş	16,000
21 Total - Adult Generated Operating Income \$ 1,681,223 22 Girl Generated Income \$ 159,796 23 Fall Product Sale (net) \$ 159,796 24 Cookie Program (net) \$ 3,446,005 25 Total Girl Generated Operating Income \$ 3,605,805 26 Total Operating Income \$ 5,287,028 27 Salaries \$ 2,362,405 28 Program Consultants \$ 120,696 29 Employee Benefits \$ 2,363,405 29 Employee Benefits \$ 2,363,405 29 Employee Benefits \$ 2,933,633 30 Total Personnel \$ 2,933,633 31 Professional Fees \$ 286,304 32 Supplies \$ 286,304 33 Telephone \$ 78,855 34 Postage & Shipping \$ 22,511 35 Occupancy \$ 658,826 36 Rental of Equipment \$ 36,450 37 Printing & Subscriptions \$ 79,511 38 Travel \$ 85,692 39 Training, Conferences and Food for Events \$ 85,692 40 Financial Assistance \$ 86,040 41 Membership Dues \$ 5,225 42 General Insurance \$ 33,617 43 Miscellaneous \$ 4,892,068 44 Total Operating Expenses \$ 4,892,068 5 Net Income (Loss) from Normal Operating Activitie \$ 394,960 Other Uses of Cash \$ 600,000 46 Membership Dues Subsidy \$ 149,770 47 Capital Maintenance Expenditures \$ 217,800 5 Capital Maint			\$	-
21 Total - Adult Generated Operating Income \$ 1,681,223 22 Girl Generated Income \$ 159,796 23 Fall Product Sale (net) \$ 159,796 24 Cookie Program (net) \$ 3,446,005 25 Total Girl Generated Operating Income \$ 3,605,805 26 Total Operating Income \$ 5,287,028 27 Salaries \$ 2,362,405 28 Program Consultants \$ 120,696 29 Employee Benefits \$ 2,363,405 29 Employee Benefits \$ 2,363,405 29 Employee Benefits \$ 2,933,633 30 Total Personnel \$ 2,933,633 31 Professional Fees \$ 286,304 32 Supplies \$ 286,304 33 Telephone \$ 78,855 34 Postage & Shipping \$ 22,511 35 Occupancy \$ 658,826 36 Rental of Equipment \$ 36,450 37 Printing & Subscriptions \$ 79,511 38 Travel \$ 85,692 39 Training, Conferences and Food for Events \$ 85,692 40 Financial Assistance \$ 86,040 41 Membership Dues \$ 5,225 42 General Insurance \$ 33,617 43 Miscellaneous \$ 4,892,068 44 Total Operating Expenses \$ 4,892,068 5 Net Income (Loss) from Normal Operating Activitie \$ 394,960 Other Uses of Cash \$ 600,000 46 Membership Dues Subsidy \$ 149,770 47 Capital Maintenance Expenditures \$ 217,800 5 Capital Maint			\$	•
21 Total - Adult Generated Operating Income \$ 1,681,223 22 Girl Generated Income \$ 159,796 23 Fall Product Sale (net) \$ 159,796 24 Cookie Program (net) \$ 3,446,005 25 Total Girl Generated Operating Income \$ 3,605,805 26 Total Operating Income \$ 5,287,028 27 Salaries \$ 2,362,405 28 Program Consultants \$ 120,696 29 Employee Benefits \$ 2,363,405 29 Employee Benefits \$ 2,363,405 29 Employee Benefits \$ 2,933,633 30 Total Personnel \$ 2,933,633 31 Professional Fees \$ 286,304 32 Supplies \$ 286,304 33 Telephone \$ 78,855 34 Postage & Shipping \$ 22,511 35 Occupancy \$ 658,826 36 Rental of Equipment \$ 36,450 37 Printing & Subscriptions \$ 79,511 38 Travel \$ 85,692 39 Training, Conferences and Food for Events \$ 85,692 40 Financial Assistance \$ 86,040 41 Membership Dues \$ 5,225 42 General Insurance \$ 33,617 43 Miscellaneous \$ 4,892,068 44 Total Operating Expenses \$ 4,892,068 5 Net Income (Loss) from Normal Operating Activitie \$ 394,960 Other Uses of Cash \$ 600,000 46 Membership Dues Subsidy \$ 149,770 47 Capital Maintenance Expenditures \$ 217,800 5 Capital Maint			\$	
22 Girl Generated Income \$ 159,796 24 Cookie Program (net) \$ 3,446,005 25 Total Girl Generated Operating Income \$ 3,605,805 26 Total Operating Income \$ 5,287,028 DOPERATING EXPENSES \$ 120,690 28 Program Consultants \$ 120,690 29 Employee Benefits \$ 450,534 30 Total Personnel \$ 2,362,400 31 Professional Fees \$ 450,534 31 Professional Fees \$ 320,000 32 Supplies \$ 2,836,343 33 Telephone \$ 78,855 4 Postage & Shipping \$ 22,511 35 Occupancy \$ 658,826 36 Rental of Equipment \$ 36,450 37 Printing & Subscriptions \$ 79,511 38 Travel \$ 85,692 39 Training, Conferences and Food for Events \$ 212,614 40 Financial Assistance \$ 86,042 41 Membership Dues \$ 5,279 42 General Insurance \$ 33,617 43 Miscellaneous \$ 5,279 44 Total Operating Expenses \$ 4,892,068 45 Net Income (Loss) from Normal Operating Activitie \$ 334,900 46 Membership Dues Subsidy <td>20</td> <td>Subtotal - Other Operating Income</td> <td>\$</td> <td>1,047,773</td>	20	Subtotal - Other Operating Income	\$	1,047,773
23 Fall Product Sale (net) \$ 159,796 24 Cookle Program (net) \$ 3,446,005 25 Total Girl Generated Operating Income \$ 3,605,805 26 Total Operating Income \$ 5,287,028 27 Salaries \$ 2,362,405 28 Program Consultants \$ 120,690 29 Employee Benefits \$ 450,534 30 Total Personnel \$ 2,933,633 31 Professional Fees \$ 320,000 32 Supplies \$ 286,304 33 Telephone \$ 78,855 34 Postage & Shipping \$ 22,511 35 Occupancy \$ 658,826 36 Rental of Equipment \$ 36,450 37 Printing & Subscriptions \$ 79,511 38 Travel \$ 85,692 39 Training, Conferences and Food for Events \$ 212,614 40 Financial Assistance \$ 86,044 41 Membership Dues \$ 33,617 43 Miscellaneous \$ 79,521 44 Total Operating Expenses \$ 4,892,066 45 Net Income (Loss) from Normal Operating Activitie \$ 334,960 Other Uses of Cash \$ 149,770 46 Membership Dues Subsidy <td>21</td> <td>Total - Adult Generated Operating Income</td> <td>\$</td> <td>1,681,223</td>	21	Total - Adult Generated Operating Income	\$	1,681,223
24 Cookie Program (net) \$ 3,446,005 25 Total Girl Generated Operating Income \$ 3,605,805 26 Total Operating Income \$ 5,287,028 OPERATING EXPENSES 27 Salaries \$ 2,362,400 28 Program Consultants \$ 120,690 29 Employee Benefits \$ 450,534 30 Total Personnel \$ 2,933,633 31 Professional Fees \$ 320,000 32 Supplies \$ 286,304 33 Telephone \$ 78,855 34 Postage & Shipping \$ 22,511 35 Occupancy \$ 658,826 36 Rental of Equipment \$ 36,450 37 Printing & Subscriptions \$ 79,511 38 Travel \$ 85,692 39 Training, Conferences and Food for Events \$ 212,614 40 Financial Assistance \$ 86,044 41 Membership Dues \$ 5,225 42 General Insurance \$ 33,617 43 Miscellaneous \$ 5,225 44 Total Operating Expenses \$ 4,892,068 45 Net Income (Loss) from Normal Operating Activitie \$ 394,960 Other Uses of Cash				
26 Total Operating Income \$ 5,287,028 OPERATING EXPENSES 27 Salaries \$ 2,362,409 28 Program Consultants \$ 120,690 29 Employee Benefits \$ 450,534 30 Total Personnel \$ 2,933,633 31 Professional Fees \$ 280,000 32 Supplies \$ 286,304 33 Telephone \$ 78,855 4 Postage & Shipping \$ 22,511 35 Occupancy \$ 658,826 36 Rental of Equipment \$ 36,450 37 Printing & Subscriptions \$ 79,511 38 Travel \$ 85,692 39 Training, Conferences and Food for Events \$ 212,614 40 Financial Assistance \$ 86,040 41 Membership Dues \$ 5,225 42 General Insurance \$ 33,617 43 Miscellaneous \$ 5,279 44 Total Operating Expenses \$ 4,892,068 45 Net Income (Loss) from Normal Operating Activitie \$ 394,960 Other Uses of Cash \$ 149,770 47 Capital Maintenance Expenditures \$ 217,800			\$	-
26 Total Operating Income \$ 5,287,028 OPERATING EXPENSES 27 Salaries \$ 2,362,409 28 Program Consultants \$ 120,690 29 Employee Benefits \$ 450,534 30 Total Personnel \$ 2,933,633 31 Professional Fees \$ 280,000 32 Supplies \$ 286,304 33 Telephone \$ 78,855 4 Postage & Shipping \$ 22,511 35 Occupancy \$ 658,826 36 Rental of Equipment \$ 36,450 37 Printing & Subscriptions \$ 79,511 38 Travel \$ 85,692 39 Training, Conferences and Food for Events \$ 212,614 40 Financial Assistance \$ 86,040 41 Membership Dues \$ 5,225 42 General Insurance \$ 33,617 43 Miscellaneous \$ 5,279 44 Total Operating Expenses \$ 4,892,068 45 Net Income (Loss) from Normal Operating Activitie \$ 394,960 Other Uses of Cash \$ 149,770 47 Capital Maintenance Expenditures \$ 217,800	24		\$	
OPERATING EXPENSES 27 Salaries \$ 2,362,409 28 Program Consultants \$ 120,690 29 Employee Benefits \$ 450,534 30 Total Personnel \$ 2,933,633 31 Professional Fees \$ 320,000 32 Supplies \$ 286,304 33 Telephone \$ 78,855 34 Postage & Shipping \$ 22,511 35 Occupancy \$ 658,826 36 Rental of Equipment \$ 36,450 37 Printing & Subscriptions \$ 79,511 38 Travel \$ 85,692 39 Training, Conferences and Food for Events \$ 85,694 40 Financial Assistance \$ 86,040 41 Membership Dues \$ 5,225 42 General Insurance \$ 33,617 43 Miscellaneous \$ 5,2790 44 Total Operating Expenses \$ 4,892,068 45 Net Income (Loss) from Normal Operating Activitie \$ 394,960 Other Uses of Cash \$ 149,770 47 Capital Maintenance Expenditures \$ 217,800	25	Total Girl Generated Operating Income	\$	3,605,805
27 Salaries \$ 2,362,402 28 Program Consultants \$ 120,690 29 Employee Benefits \$ 450,534 30 Total Personnel \$ 2,933,633 31 Professional Fees \$ 320,000 32 Supplies \$ 286,304 33 Telephone \$ 78,855 34 Postage & Shipping \$ 22,511 35 Occupancy \$ 658,826 36 Rental of Equipment \$ 36,450 37 Printing & Subscriptions \$ 79,511 38 Travel \$ 85,692 39 Training, Conferences and Food for Events \$ 85,692 40 Financial Assistance \$ 86,040 41 Membership Dues \$ 5,225 42 General Insurance \$ 33,617 43 Miscellaneous \$ 5,279 44 Total Operating Expenses \$ 4,892,068 45 Net Income (Loss) from Normal Operating Activitie \$ 394,960 Other Uses of Cash \$ 149,770 46 Membership Dues Subsidy \$ 149,770 47 Capital Maintenance Expenditures \$ 217,800	26	T. 10		
28 Program Consultants \$ 120,690 29 Employee Benefits \$ 450,534 30 Total Personnel \$ 2,933,633 31 Professional Fees \$ 20,000 32 Supplies \$ 286,304 33 Telephone \$ 78,855 34 Postage & Shipping \$ 22,511 35 Occupancy \$ 658,826 36 Rental of Equipment \$ 36,450 37 Printing & Subscriptions \$ 79,511 38 Travel \$ 85,692 39 Training, Conferences and Food for Events \$ 212,614 40 Financial Assistance \$ 86,040 41 Membership Dues \$ 2,225 42 General Insurance \$ 33,617 43 Miscellaneous \$ 52,295 44 Total Operating Expenses \$ 4,892,068 45 Net Income (Loss) from Normal Operating Activitie \$ 394,960 Other Uses of Cash 46 Membership Dues Subsidy \$ 149,770 47 Capital Maintenance Expenditures \$ 217,800	_0	Total Operating Income	\$	5,287,028
29 Employee Benefits \$ 450,534 30 Total Personnel \$ 2,933,633 31 Professional Fees \$ 320,000 32 Supplies \$ 286,304 33 Telephone \$ 78,855 34 Postage & Shipping \$ 22,511 35 Occupancy \$ 658,826 36 Rental of Equipment \$ 36,450 37 Printing & Subscriptions \$ 79,511 38 Travel \$ 85,692 39 Training, Conferences and Food for Events \$ 212,614 40 Financial Assistance \$ 86,040 41 Membership Dues \$ 33,617 42 General Insurance \$ 33,617 43 Miscellaneous \$ 52,796 44 Total Operating Expenses \$ 4,892,068 45 Net Income (Loss) from Normal Operating Activitie \$ 394,960 Other Uses of Cash \$ 149,770 46 Membership Dues Subsidy \$ 149,770 47 Capital Maintenance Expenditures \$ 217,800			<u>\$</u>	5,287,028
30 Total Personnel \$ 2,933,633 31 Professional Fees \$ 320,000 32 Supplies \$ 286,304 33 Telephone \$ 78,855 34 Postage & Shipping \$ 22,511 35 Occupancy \$ 658,826 36 Rental of Equipment \$ 36,450 37 Printing & Subscriptions \$ 79,511 38 Travel \$ 85,692 39 Training, Conferences and Food for Events \$ 212,614 40 Financial Assistance \$ 86,040 41 Membership Dues \$ 33,617 42 General Insurance \$ 33,617 43 Miscellaneous \$ 52,790 44 Total Operating Expenses \$ 4,892,068 45 Net Income (Loss) from Normal Operating Activitie \$ 394,960 Other Uses of Cash \$ 149,770 46 Membership Dues Subsidy \$ 149,770 47 Capital Maintenance Expenditures \$ 217,800		OPERATING EXPENSES		5,287,028 2,362,409
30 Total Personnel \$ 2,933,633 31 Professional Fees \$ 320,000 32 Supplies \$ 286,304 33 Telephone \$ 78,855 34 Postage & Shipping \$ 22,511 35 Occupancy \$ 658,826 36 Rental of Equipment \$ 36,450 37 Printing & Subscriptions \$ 79,511 38 Travel \$ 85,692 39 Training, Conferences and Food for Events \$ 212,614 40 Financial Assistance \$ 86,040 41 Membership Dues \$ 33,617 42 General Insurance \$ 33,617 43 Miscellaneous \$ 52,790 44 Total Operating Expenses \$ 4,892,068 45 Net Income (Loss) from Normal Operating Activitie \$ 394,960 Other Uses of Cash \$ 149,770 46 Membership Dues Subsidy \$ 149,770 47 Capital Maintenance Expenditures \$ 217,800	27	OPERATING EXPENSES Salaries	\$	2,362,409
32 Supplies \$ 286,304 33 Telephone \$ 78,855 34 Postage & Shipping \$ 22,511 35 Occupancy \$ 658,826 36 Rental of Equipment \$ 36,450 37 Printing & Subscriptions \$ 79,511 38 Travel \$ 85,692 39 Training, Conferences and Food for Events \$ 212,614 40 Financial Assistance \$ 86,040 41 Membership Dues \$ 5,225 42 General Insurance \$ 33,617 43 Miscellaneous \$ 52,790 44 Total Operating Expenses \$ 4,892,068 45 Net Income (Loss) from Normal Operating Activitie \$ 394,960 Other Uses of Cash \$ 149,770 47 Capital Maintenance Expenditures \$ 217,800	27 : 28	OPERATING EXPENSES Salaries Program Consultants	\$ \$	2,362,409 120,690
34 Postage & Shipping \$ 22,511 35 Occupancy \$ 658,826 36 Rental of Equipment \$ 36,450 37 Printing & Subscriptions \$ 79,511 38 Travel \$ 85,692 39 Training, Conferences and Food for Events \$ 212,614 40 Financial Assistance \$ 86,040 41 Membership Dues \$ 5,225 42 General Insurance \$ 33,617 43 Miscellaneous \$ 52,790 44 Total Operating Expenses \$ 4,892,068 45 Net Income (Loss) from Normal Operating Activitie \$ 394,960 Other Uses of Cash \$ 149,770 47 Capital Maintenance Expenditures \$ 217,800	27 : 28 29	OPERATING EXPENSES Salaries Program Consultants Employee Benefits	\$ \$ \$	2,362,409 120,690 450,534
34 Postage & Shipping \$ 22,511 35 Occupancy \$ 658,826 36 Rental of Equipment \$ 36,450 37 Printing & Subscriptions \$ 79,511 38 Travel \$ 85,692 39 Training, Conferences and Food for Events \$ 212,614 40 Financial Assistance \$ 86,040 41 Membership Dues \$ 5,225 42 General Insurance \$ 33,617 43 Miscellaneous \$ 52,790 44 Total Operating Expenses \$ 4,892,068 45 Net Income (Loss) from Normal Operating Activitie \$ 394,960 Other Uses of Cash \$ 149,770 47 Capital Maintenance Expenditures \$ 217,800	27 : 28 29 30	OPERATING EXPENSES Salaries Program Consultants Employee Benefits Total Personnel	\$ \$ \$ \$	2,362,409 120,690 450,534 2,933,633
35 Occupancy \$ 658,826 36 Rental of Equipment \$ 36,450 37 Printing & Subscriptions \$ 79,511 38 Travel \$ 85,692 39 Training, Conferences and Food for Events \$ 212,614 40 Financial Assistance \$ 86,040 41 Membership Dues \$ 5,225 42 General Insurance \$ 33,617 43 Miscellaneous \$ 52,790 44 Total Operating Expenses \$ 4,892,068 45 Net Income (Loss) from Normal Operating Activitie \$ 394,960 Other Uses of Cash \$ 149,770 47 Capital Maintenance Expenditures \$ 217,800	27 : 28 29 30 31	OPERATING EXPENSES Salaries Program Consultants Employee Benefits Total Personnel Professional Fees	\$ \$ \$ \$	2,362,409 120,690 450,534 2,933,633 320,000
36 Rental of Equipment \$ 36,450 37 Printing & Subscriptions \$ 79,511 38 Travel \$ 85,692 39 Training, Conferences and Food for Events \$ 212,614 40 Financial Assistance \$ 86,040 41 Membership Dues \$ 5,225 42 General Insurance \$ 33,617 43 Miscellaneous \$ 52,790 44 Total Operating Expenses \$ 4,892,068 45 Net Income (Loss) from Normal Operating Activitie \$ 394,960 Other Uses of Cash \$ 149,770 47 Capital Maintenance Expenditures \$ 217,800	27 : 28 29 30 31 32 :	OPERATING EXPENSES Salaries Program Consultants Employee Benefits Total Personnel Professional Fees Supplies	\$ \$ \$ \$ \$ \$	2,362,409 120,690 450,534 2,933,633 320,000 286,304
37 Printing & Subscriptions \$ 79,511 38 Travel \$ 85,692 39 Training, Conferences and Food for Events \$ 212,614 40 Financial Assistance \$ 86,040 41 Membership Dues \$ 5,225 42 General Insurance \$ 33,617 43 Miscellaneous \$ 22,790 44 Total Operating Expenses \$ 4,892,068 45 Net Income (Loss) from Normal Operating Activitie \$ 394,960 Other Uses of Cash \$ 149,770 46 Membership Dues Subsidy \$ 149,770 47 Capital Maintenance Expenditures \$ 217,800	27 : 28 29 30 31 32 : 33	OPERATING EXPENSES Salaries Program Consultants Employee Benefits Total Personnel Professional Fees Supplies Telephone	\$ \$ \$ \$ \$ \$	2,362,409 120,690 450,534 2,933,633 320,000 286,304
38 Travel \$ 85,692 39 Training, Conferences and Food for Events \$ 212,614 40 Financial Assistance \$ 86,040 41 Membership Dues \$ 5,225 42 General Insurance \$ 33,617 43 Miscellaneous \$ 52,790 44 Total Operating Expenses \$ 4,892,068 45 Net Income (Loss) from Normal Operating Activitie \$ 394,960 Other Uses of Cash \$ 149,770 46 Membership Dues Subsidy \$ 149,770 47 Capital Maintenance Expenditures \$ 217,800	27 : 28 29 30 31 32 : 33 34	OPERATING EXPENSES Salaries Program Consultants Employee Benefits Total Personnel Professional Fees Supplies Telephone Postage & Shipping	\$ \$ \$ \$ \$ \$ \$ \$	2,362,409 120,690 450,534 2,933,633 320,000 286,304 78,855 22,511
39 Training, Conferences and Food for Events 40 Financial Assistance 41 Membership Dues 42 General Insurance 43 Miscellaneous 44 Total Operating Expenses 45 Net Income (Loss) from Normal Operating Activitie Cother Uses of Cash 46 Membership Dues Subsidy 47 Capital Maintenance Expenditures \$ 212,614 \$ 86,040 \$ \$ 86,040 \$ \$ 5,225 \$ \$ 33,617 \$ \$ 33,617 \$ \$ 4,892,068 \$ \$ 4,892,068 \$ \$ 394,960 \$ \$ 149,770 \$ \$ 149,770 \$ \$ 217,800	27 : 28 29 30 31 32 : 33 34 35 36	OPERATING EXPENSES Salaries Program Consultants Employee Benefits Total Personnel Professional Fees Supplies Telephone Postage & Shipping Occupancy Rental of Equipment	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	2,362,409 120,690 450,534 2,933,633 320,000 286,304 78,855 22,511 658,826
40 Financial Assistance \$ 86,040 41 Membership Dues \$ 5,225 42 General Insurance \$ 33,617 43 Miscellaneous \$ 52,790 44 Total Operating Expenses \$ 4,892,068 45 Net Income (Loss) from Normal Operating Activitie \$ 394,960 Other Uses of Cash \$ 149,770 46 Membership Dues Subsidy \$ 149,770 47 Capital Maintenance Expenditures \$ 217,800	27 : 28 29 30 31 32 : 33 34 35 36	OPERATING EXPENSES Salaries Program Consultants Employee Benefits Total Personnel Professional Fees Supplies Telephone Postage & Shipping Occupancy Rental of Equipment	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$	2,362,409 120,690 450,534 2,933,633 320,000 286,304 78,855 22,511 658,826 36,450
41 Membership Dues \$ 5,225 42 General Insurance \$ 33,617 43 Miscellaneous \$ 52,790 44 Total Operating Expenses \$ 4,892,068 45 Net Income (Loss) from Normal Operating Activitie \$ 394,960 Other Uses of Cash \$ 149,770 46 Membership Dues Subsidy \$ 149,770 47 Capital Maintenance Expenditures \$ 217,800	27 : 28 29 30 31 32 : 33 34 35 36 37	OPERATING EXPENSES Salaries Program Consultants Employee Benefits Total Personnel Professional Fees Supplies Telephone Postage & Shipping Occupancy Rental of Equipment Printing & Subscriptions	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	2,362,409 120,690 450,534 2,933,633 320,000 286,304 78,855
Other Uses of Cash 46 Membership Dues Subsidy 47 Capital Maintenance Expenditures \$ 217,800	27 : 28 29 30 31 32 : 33 34 35 36 37 38 : 36 37 38 38 38 38 38 38 38	OPERATING EXPENSES Salaries Program Consultants Employee Benefits Total Personnel Professional Fees Supplies Telephone Postage & Shipping Occupancy Rental of Equipment Printing & Subscriptions Travel	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	2,362,409 120,690 450,534 2,933,633 320,000 286,304 78,855 22,511 658,826 36,450 79,511 85,692 212,614
Other Uses of Cash 46 Membership Dues Subsidy 47 Capital Maintenance Expenditures \$ 217,800	27 : 28 29 30 31 32 : 33 34 35 36 37 40	OPERATING EXPENSES Salaries Program Consultants Employee Benefits Total Personnel Professional Fees Supplies Telephone Postage & Shipping Occupancy Rental of Equipment Printing & Subscriptions Travel Training, Conferences and Food for Events Financial Assistance	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	2,362,409 120,690 450,534 2,933,633 320,000 286,304 78,855 22,511 658,826 36,450 79,511 85,692 212,614 86,040
Other Uses of Cash 46 Membership Dues Subsidy 47 Capital Maintenance Expenditures \$ 217,800	27 : 28 29 30 31 32 : 33 34 35 36 37 38 : 39 40 41	OPERATING EXPENSES Salaries Program Consultants Employee Benefits Total Personnel Professional Fees Supplies Telephone Postage & Shipping Occupancy Rental of Equipment Printing & Subscriptions Travel Training, Conferences and Food for Events Financial Assistance Membership Dues	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	2,362,409 120,690 450,534 2,933,633 320,000 286,304 78,855 22,511 658,826 36,450 79,511 85,692 212,614 86,040 5,225
Other Uses of Cash 46 Membership Dues Subsidy 47 Capital Maintenance Expenditures \$ 217,800	27 : 28 30 31 32 : 33 34 35 36 37 38 : 39 40 41 42	OPERATING EXPENSES Salaries Program Consultants Employee Benefits Total Personnel Professional Fees Supplies Telephone Postage & Shipping Occupancy Rental of Equipment Printing & Subscriptions Travel Training, Conferences and Food for Events Financial Assistance Membership Dues General Insurance	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	2,362,409 120,690 450,534 2,933,633 320,000 286,304 78,855 22,511 658,826 36,450 79,511 85,692 212,614 86,040 5,225 33,617
Other Uses of Cash 46 Membership Dues Subsidy 47 Capital Maintenance Expenditures \$ 217,800	27 : 28 29 30 31 32 : 33 34 35 36 37 38 : 39 : 40 41 42 43	OPERATING EXPENSES Salaries Program Consultants Employee Benefits Total Personnel Professional Fees Supplies Telephone Postage & Shipping Occupancy Rental of Equipment Printing & Subscriptions Travel Training, Conferences and Food for Events Financial Assistance Membership Dues General Insurance Miscellaneous	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	2,362,409 120,690 450,534 2,933,633 320,000 286,304 78,855 22,511 658,826 36,450 79,511 85,692 212,614 86,040 5,225 33,617 52,790
46 Membership Dues Subsidy 47 Capital Maintenance Expenditures \$ 149,770 \$ 217,800	27 : 28 29 30 31 32 : 33 34 35 36 37 40 41 42 43 44 44 44 44 44 44	OPERATING EXPENSES Salaries Program Consultants Employee Benefits Total Personnel Professional Fees Supplies Telephone Postage & Shipping Occupancy Rental of Equipment Printing & Subscriptions Travel Training, Conferences and Food for Events Financial Assistance Membership Dues General Insurance Miscellaneous Total Operating Expenses	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	2,362,409 120,690 450,534 2,933,633 320,000 286,304 78,855 22,511 658,826 36,450 79,511 85,692 212,614 86,040 5,225 33,617 52,790
47 Capital Maintenance Expenditures \$ 217,800	27 : 28 29 30 31 32 : 33 34 35 36 37 40 41 42 43 44 45 45 45 45 45 45	OPERATING EXPENSES Salaries Program Consultants Employee Benefits Total Personnel Professional Fees Supplies Telephone Postage & Shipping Occupancy Rental of Equipment Printing & Subscriptions Travel Training, Conferences and Food for Events Financial Assistance Membership Dues General Insurance Miscellaneous Total Operating Expenses Net Income (Loss) from Normal Operating Activitie	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	2,362,409 120,690 450,534 2,933,633 320,000 286,304 78,855 22,511 658,826 36,450 79,511 85,692 212,614 86,040 5,225 33,617 52,790
	27 28 29 30 31 32 33 34 35 36 37 40 41 42 43 44 45 4	OPERATING EXPENSES Salaries Program Consultants Employee Benefits Total Personnel Professional Fees Supplies Telephone Postage & Shipping Occupancy Rental of Equipment Printing & Subscriptions Travel Training, Conferences and Food for Events Financial Assistance Membership Dues General Insurance Miscellaneous Total Operating Expenses Net Income (Loss) from Normal Operating Activitie	\$\$\$\$\$\$\$\$\$\$\$\$\$\$ \$	2,362,409 120,690 450,534 2,933,633 320,000 286,304 78,855 22,511 658,826 36,450 79,511 85,692 212,614 86,040 5,225 33,617 52,790 4,892,068 394,960
	27 28 29 30 31 32 33 34 35 36 37 40 41 42 43 44 45 46 46	OPERATING EXPENSES Salaries Program Consultants Employee Benefits Total Personnel Professional Fees Supplies Telephone Postage & Shipping Occupancy Rental of Equipment Printing & Subscriptions Travel Training, Conferences and Food for Events Financial Assistance Membership Dues General Insurance Miscellaneous Total Operating Expenses Net Income (Loss) from Normal Operating Activitie Other Uses of Cash Membership Dues Subsidy	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	2,362,409 120,690 450,534 2,933,633 320,000 286,304 78,855 22,511 658,826 36,450 79,511 85,692 212,614 86,040 5,225 33,617 52,790 4,892,068 394,960