

REVENUE	July	August	September	October	November	December	January	February	March	April	May	June	TOTAL 2023/2024	TOTAL 2022/2023	TOTAL 2021/2022
Chapter Books	0	25,422	86,434	8,897	5,084	1,271	51,840	45,360	6,480	3,240	1,080	0	235,108	206,402	180,868
Ecommerce	1,600	12,000	20,000	9,500	10,000	6,000	26,000	10,000	9,500	8,000	3,500	16,000 [1]	132,100	135,105	102,278
Point of purchase	0	42,470	51,356	33,873	4,371	0	24,883	22,118	6,083	2,212	0	0	187,366	165,321	138,888
Leadership Conference	0	6,200	0	0	0	0	0	0	0	0	20,000	34,000	60,200	96,334	37,076
Program Fee	0	42,000	0	0	0	0	0	0	0	0	0	0	42,000	44,733	37,400
Shipping Revenue	448	2,148	4,535	1,653	2,987	1,755	4,185	2,298	1,934	1,925	957	4,500	29,325	25,397	22,860
EARNED REVENUE	2,048	130,240	162,325	53,923	22,442	9,026	106,908	79,776	23,997	15,377	25,537	54,500	686,099	673,292	519,370
Donations	9,800	10,300	10,450	10,600	57,000	62,150	11,300	11,450	11,600	11,750	11,900	128,450	346,750	476,418	277,161
TOTAL REVENUE	11,848	140,540	172,775	64,523	79,442	71,176	118,208	91,226	35,597	27,127	37,437	182,950	1,032,849	1,149,710	796,531
OPERATING EXPENSES	July	August	September	October	November	December	January	February	March	April	May	June	TOTAL 2023/2024	TOTAL 2022/2023	
Accounting and Legal	2,200	2,200	2,200	2,200	2,200	2,200	2,200	2,200	2,200	2,200	13,200	2,200	37,400	34,300	38,925
Marketing/Awareness	1,000	2,700	2,000	230	175	170	1,700	1,500	1,200	230	175	190	11,270	4,402	7,611
Creative	3,000	0	0	0	0	1,000	300	0	0	0	0	0	4,300	5,460	4,859
Annual Events	8,900	104,040	0	3,500	0	0	0	0	0	0	10,000	1,500	127,940	104,940	44,216
Cell Services	650	650	650	650	650	650	650	650	650	650	650	650	7,800	5,223	4,916
Content Development	150	0	1,000	2,000	1,000	75	600	1,000	4,500	3,000	50	675	14,050	9,259	20,116
Admin Fees	50	50	50	50	50	50	50	50	50	50	50	50	600	293	
Donately Fees	2,800	1,700	1,500	1,400	2,800	1,750	1,700	1,500	1,500	1,900	3,000	3,000	24,550	19,880	15,753
Meals & Entertainment	590	670	660	630	590	590	650	650	570	690	690	610	7,590	5,936	4,405
Furniture, Equipment and Software	0	100	0	0	0	100	2,300	0	100	0	0	2,100	4,700	5,793	2,502
Gifts Given	50	170	50	50	50	170	50	50	50	170	50	50	960	3,001	4,198
Insurance	450	450	450	450	450	450	450	450	450	450	450	450	5,400	5,235	4,792
Office Supplies	200	200	200	200	200	200	200	200	200	200	200	200	2,400	1,678	2,363
Payroll Expenses	2,283	2,283	2,283	2,283	2,283	2,283	2,398	2,398	2,398	2,398	2,398	2,398	28,086	26,952	23,097
Salaries and Wages	29,838	29,838	29,838	29,838	29,838	29,838	31,339	31,339	31,339	31,339	31,339	31,339	367,062	354,193	295,799
401k Match & Management	895	895	895	895	895	895	942	942	942	942	942	942	11,022	10,655	9,291
Benefits (Insurance Health)	2,156	2,156	2,156	2,156	2,156	2,156	2,156	2,156	2,156	2,156	2,156	2,156	25,872	19,846	17,498
Rent	3,775	3,775	3,775	3,775	3,775	3,775	3,775	3,775	3,775	3,775	3,775	3,775	45,300	41,275	35,200
Shipping Expense	1,016	6,548	8,780	5,029	2,214	4,405	10,490	5,366	4,110	2,158	896	7,677	58,689	43,000	38,701
Subscriptions	2,097	2,022	2,022	2,022	2,022	2,022	2,022	2,022	1,977	1,977	1,977	1,977	24,159	28,674	26,936
Staff Development	797	197	2,997	197	197	2,747	997	1,297	97	97	97	2,397	12,114	18,667	18,786
Chapter Development	350	50	50	550	50	550	2,000	150	150	650	150	1,650	6,350	1,258	1,678
Fundraising	270	50	50	235	150	1,550	2,700	1,800	50	480	50	50	7,435	1,546	5,172
Programing Fee Expense	3,951	2,712	4,388	408	2,248	588	5,438	728	2,532	6,576	1,476	2,688	33,733		
Depreciation	0	0	0	0	0	0	0	0	0	0	0	0	0	370	150
Taxes	0	0	4,749	0	0	4,749	0	0	0	4,749	0	4,749	18,996		
Other Operating Expense	150	150	150	150	150	150	150	150	150	150	150	150	1,800	32,986	3,610
TOTAL OPERATING EXPENSES	67,618	163,606	70,893	58,898	54,143	63,113	75,257	60,373	61,146	66,987	73,921	73,623	889,578	784,822	630,574
COST OF GOODS SOLD															
Cost of Goods Sold	58,000	0	0	0	14,000	29,000	0	0	0	0	0	18,000	119,000	126,217	107,255
Point-of-Sale Fees (Square & Stripe)	82	2,371	5,378	1,834	1,109	870	4,112	3,204	1,559	385	165	571	21,640	20,497	13,705
TOTAL COST OF GOODS SOLD	58,082	2,371	5,378	1,834	15,109	29,870	4,112	3,204	1,559	385	165	18,571	140,640	146,714	120,960
TOTAL EXPENSES	125,700	165,977	76,271	60,732	69,252	92,983	79,369	63,577	62,705	67,372	74,086	92,194	1,030,218	931,536	751,534
Unrelated Business Income Tax											10,000		10,000	10,000	27,566
NET INCOME	(113,852)	(25,437)	96,504	3,791	10,190	(21,807)	38,839	27,649	(27,108)	(40,245)	(46,649)	90,756	(7,369)	193,774	-16,396
UNRESTRICTED CASH FLOW															
Cash Balance BOM	195,508	81,656	56,219	152,723	156,514	166,704	166,750	205,589	233,238	206,130	165,885	119,236	144,897	1,703,752	2,103,618
Cash Balance EOM	81,656	56,219	152,723	156,514	166,704	144,897	205,589	233,238	206,130	165,885	119,236	209,992	137,528	1,782,103	2,149,394

[1] Annual Warehouse Sale