

	January	February	March	April	May	June	July	August	September	October	November	December	TOTAL 2023	TOTAL 2022
REVENUE														
Chapter Books	31,752	44,100	7,056	4,410	882	0	0	25,422	86,434	8,897	5,084	1,271	215,308	193,818
Ecommerce	18,500	8,000	8,000	4,000	3,000	14,000 [1]	1,600	12,000	20,000	9,500	10,000	6,000	114,600	127,881
Point of purchase	14,773	16,461	8,442	2,532	0	0	0	42,470	51,356	33,873	4,371	0	174,278	158,600
Leadership Conference	0	0	0	0	20,000	26,000	0	6,200	0	0	0	0	52,200	53,334
Program Fee	0	0	0	0	0	0	0	42,000	0	0	0	0	42,000	44,733
Shipping Revenue	3,053	1,751	1,082	1,380	793	4,093	448	2,148	4,535	1,653	2,987	1,755	25,678	23,712
EARNED REVENUE	68,078	70,312	24,580	12,322	24,675	44,093	2,048	130,240	162,325	53,923	22,442	9,026	624,064	602,078
Donations	9,100 [2]	9,250 [3]	9,400 [4]	9,550 [5]	9,700 [6]	126,850 [7]	9,800	10,300	10,450	10,600	57,000	62,150	334,150	362,424
TOTAL REVENUE	77,178	79,562	33,980	21,872	34,375	170,943	11,848	140,540	172,775	64,523	79,442	71,176	958,214	964,502
OPERATING EXPENSES	January	February	March	April	May	June	July	August	September	October	November	December	TOTAL 2023	TOTAL 2022
Accounting and Legal	2,200	2,200	2,200	2,200	8,200	2,200	2,200	2,200	2,200	2,200	2,200	2,200	32,400	26,800
Marketing/Awareness	1,700	1,500	500	230	175	190	1,000	2,700	2,000	230	175	170	10,570	6,691
Creative	700					0	3,000	0	0	0	0	1,000	4,700	6,472
Annual Events	0	5,650	4,750	2,000	2,500	2,500	8,900	104,040	0	3,500	0	0	133,840	100,279
Cell Services	430	430	530	530	530	530	650	650	650	650	650	650	6,880	4,343
Content Development	600	0	4,000	2,000	1,000	725	150	0	1,000	2,000	1,000	75	12,550	16,725
Admin Fees	100	100	100	100	100	100	50	50	50	50	50	50	900	122
Donately Fees	2,000	1,200	1,000	1,000	2,500	2,500	2,800	1,700	1,500	1,400	2,800	1,750	22,150	19,726
Meals & Entertainment	580	620	530	610	580	530	590	670	660	630	590	590	7,180	4,771
Furniture, Equipment and Software	3,000	0	0	0	0	2,000	0	100	0	0	0	100	5,200	3,926
Gifts Given	50	50	50	50	50	50	50	170	50	50	50	170	840	3,377
Insurance	430	430	430	430	430	430	450	450	450	450	450	450	5,280	5,047
Office Supplies	400	200	200	200	200	200	200	200	200	200	200	200	2,600	1,270
Payroll Expenses	2,188	2,188	2,297	2,188	2,283	2,283	2,283	2,283	2,283	2,283	2,283	2,283	27,125	25,414
Salaries and Wages	28,605	28,605	30,022	28,605	29,838	29,838	29,838	29,838	29,838	29,838	29,838	29,838	354,541	329,248
401k Match & Management	858	858	901	858	895	895	895	895	895	895	895	895	10,635	11,242
Benefits (Insurance Health)	1,848	1,848	2,156	1,848	2,156	2,156	2,156	2,156	2,156	2,156	2,156	2,156	24,948	20,125
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	35,200
Shipping Expense	8,604	3,172	1,198	1,339	666	5,624	1,016	6,548	8,780	5,029	2,214	4,405	48,595	40,407
Subscriptions	1,855	1,855	1,855	1,855	1,855	1,855	2,097	1,977	1,977	1,977	1,977	1,977	23,112	29,277
Staff Development	1,172	3,472	3,172	4,556	297	2,597	797	197	2,997	197	197	2,747	22,398	20,675
Chapter Development	0	500	50	50	50	50	350	50	50	550	50	550	2,300	2,701
Fundraising	900	50	50	50	50	50	270	50	50	235	150	1,550	3,455	1,988
Programing Fee Expense	6,620	120	2,259	5,120	720	2,000	3,951	2,712	4,388	408	2,248	588	31,134	10,829
Depreciation	185	185	185	185	185	185	0	0	0	0	0	0	1,110	12,504
Other Operating Expense	150	150	150	150	150	150	150	150	4,899	150	150	4,899	11,298	0
TOTAL OPERATING EXPENSES	68,950	59,158	62,360	59,929	59,185	63,413	67,618	163,561	70,848	58,853	54,098	63,068	851,041	739,159
COST OF GOODS SOLD														
Cost of Goods Sold	0	0	0	0	0	19,400	58,000	0	0	0	14,000	29,000	120,400	
Point-of-Sale Fees (Square & Stripe)	2,290	2,410	825	385	140	500							6,550	
TOTAL COST OF GOODS SOLD	2,290	2,410	825	385	140	19,900	58,000	0	0	0	14,000	29,000	126,950	
TOTAL EXPENSES	71,240	61,568	63,185	60,314	59,325	83,313	125,618	163,561	70,848	58,853	68,098	92,068	977,991	
Unrelated Business Income Tax					10,000									
NET INCOME	5,938	17,994	(29,205)	(38,442)	(34,950)	87,630	(113,770)	(23,021)	101,927	5,670	11,344	(20,892)	(19,777)	
UNRESTRICTED CASH FLOW														
Cash Balance BOM	128,000	133,938	151,932	122,727	152,812	117,862	205,492	91,722	68,701	170,628	176,298	187,642	166,750	
Cash Balance EOM	133,938	151,932	122,727	152,812	117,862	205,492	91,722	68,701	170,628	176,298	187,642	166,750	146,973	

[1] Annual Warehouse Sale

[2] 6,100 MP + 3,000 OT

[3] 6,250 MT + 3,000 OT

[4] 6,400 mt + 3,00 OT

[5] 6,550 MP + 3,00 OT

[6] 6,700 MP + 3,000 OT

[7] 6,850 MP- + 120,000 OT