

# Notes for Notes, Inc.

## PROFIT AND LOSS

January - December 2017

	TOTAL
Income	
42000 Direct Public Support (Cash)	
42015 Contributions from Individuals	118,162.75
42016 Contributions-Individ-Allocated	5,250.00
42017 Note\$ 4 Notes Producers	554.00
<b>Total 42015 Contributions from Individuals</b>	<b>123,966.75</b>
42020 Contributions from Businesses	57,104.42
42030 Other Charitable Organizations	324,693.53
42031 Contributions for Youth Performances	525.00
42035 Grants	
42036 Grants- Allocated	474,399.00
<b>Total 42035 Grants</b>	<b>474,399.00</b>
42065 SB Sings Fiscal Sponsorship	2,000.00
<b>Total 42000 Direct Public Support (Cash)</b>	<b>982,688.70</b>
43000 Direct Public Support (Noncash)	
43022 In-Kind Rent Income	143,931.84
<b>Total 43000 Direct Public Support (Noncash)</b>	<b>143,931.84</b>
53000 Fundraising Activities	
53250 Income - Fundraising Events	10,773.00
<b>Total 53000 Fundraising Activities</b>	<b>10,773.00</b>
60000 Other Income	
61050 Equipment Sales	500.00
<b>Total 60000 Other Income</b>	<b>500.00</b>
70000 Investment Income	
75030 Interest-Savings, Short-term CD	24.23
<b>Total 70000 Investment Income</b>	<b>24.23</b>
Billable Expense Income	-63.86
Earned Income-Contractor	15,630.00
<b>Total Income</b>	<b>\$1,153,483.91</b>
Cost of Goods Sold	
Cost of Goods Sold	14.25
<b>Total Cost of Goods Sold</b>	<b>\$14.25</b>
<b>GROSS PROFIT</b>	<b>\$1,153,469.66</b>
Expenses	
62800 Facilities and Equipment	
62840 In-Kind Facilities-Rent	143,931.84
<b>Total 62800 Facilities and Equipment</b>	<b>143,931.84</b>
63000 Development Expenses	177.75
64000 Fundraising Expenses	
64100 Donor Appreciation Expense	249.00
64400 Fundraising Supplies	573.83
64401 Talent	803.52

	TOTAL
64575 Postage & Shipping	392.76
<b>Total 64000 Fundraising Expenses</b>	<b>2,019.11</b>
65000 Operations	
65005 Bank and Transaction Fees	35.23
65010 Payment Processing Fees	932.11
65025 Books, Subscriptions, Reference	65.54
65035 Fees & Licenses	9,542.25
65040 Employee & Worker Screening	2,396.41
65050 Insurance	10,481.01
65075* Meals	14,416.10
65076 Video Production	161.90
65077 Merchandise	2,845.67
65078 Storage	3,055.60
65079 Marketing	413.30
65090 Outreach Activities	5,991.57
65110 Postage, Mailing Service	4,602.34
65120 Professional Fees	38,596.00
65130 Printing and Copying	6,015.42
65135 Supplies	
65142 Supplies-Admin	1,594.16
65145 Supplies- Program	45,318.30
<b>Total 65135 Supplies</b>	<b>46,912.46</b>
65150 Telephone, Telecommunications	2,718.76
65510 Website Maintenance	715.61
<b>Total 65000 Operations</b>	<b>149,897.28</b>
65600 Other Types of Expenses	
65661 Youth Performance Compensation	554.00
65662 Employee Rewards	525.38
<b>Total 65600 Other Types of Expenses</b>	<b>1,079.38</b>
65700 Fiscal Sponsoship Expenses	
65740 SB Sings FS	2,000.00
<b>Total 65700 Fiscal Sponsoship Expenses</b>	<b>2,000.00</b>
66000 Payroll Expenses	
66003 Payroll Processing Fees	6,345.56
66004 Employer Paid Payroll Taxes	94,897.37
66005 Workers Compensation Insurance	14,184.17
66007 Flexible Commuter Benefit	92.00
66008 Medical Insurance Expense	39,379.64
66100 Salary-CEO	72,506.84
66101 Salary- Artists Relations/Events	13,201.92
66104 Salary-CCO	61,020.59
66105 Salary-COO	59,658.39
66106 Salary- HR	13,980.00
66108 Salary- Program Director	347,990.64
66109 Salary - Sr Program Director	74,493.86
66110 Salary - Area Director	141,587.54
66111 Salary - Metro Director	42,169.52
66113 Salary - Edu & Outreach Specialist	46,695.80
66114 Salary - Director of Construction/Maintenance	46,821.81

	TOTAL
66253 Salary-Development TEAM	145,488.90
66300 Salary- Instructors	72,516.16
<b>Total 66000 Payroll Expenses</b>	<b>1,293,030.71</b>
66752 Contractor-Hiring Process	1,377.06
68300 Travel and Meetings	41,233.51
68500 Misc Expense	39.00
68600 Studio Construction Services	1,750.00
Uncategorized Expense	5.46
<b>Total Expenses</b>	<b>\$1,636,541.10</b>
NET OPERATING INCOME	<b>\$ -483,071.44</b>
Other Expenses	
80000 Ask My Accountant	303.89
<b>Total Other Expenses</b>	<b>\$303.89</b>
NET OTHER INCOME	<b>\$ -303.89</b>
NET INCOME	<b>\$ -483,375.33</b>