**Revenue**

Campaigns – 916,880

Major Gifts – 150,000

Individual Contributions – 450,421

Bequests – 294,648

Cause Related Marketing – 60,400

Workplace Giving – 45,000

Foundations – 15,000

Events - 2,880,500

Grants – 112,501

Other Revenue – 84,713

Adjustments - -2,236,174

**Total – 2,773,889**

**Operating Expenses**

Personnel Costs – 1,496,149

Temp & Contract Services – 32,100

Supplies, Telecom, & Postage – 55,491

Occupancy, Equip, & Insurance – 244,761

Printing, Promo, & Publishing – 90,307

Conferences & Events – 216,507

Staff/Non-Staff Travel – 106,060

Depreciation & In-Kind – 1,459

Allocable Expenses – 188,628

Other Volunteer Expenses – 5,575

Other/Misc – 543

**Total – 2,437,580**