

BrightStone, Inc.
Profit & Loss Budget Overview
 January through December 2010

	Jan - Dec 10
Ordinary Income/Expense	
Income	
Contributions	
General	70,000.00
Scholarship Fund	12,000.00
Total Contributions	82,000.00
Grants/Foundations	
General	68,000.00
Restricted	
General	20,000.00
Total Restricted	20,000.00
Total Grants/Foundations	88,000.00
Contributions in Kind	
General In Kinds	5,900.00
Rent In Kinds	3,700.00
Total Contributions in Kind	9,600.00
Fund Raising Activities	
Bowlability	
Contributions	62,000.00
Total Bowlability	62,000.00
Golf Benefit	
Contributions	127,000.00
Total Golf Benefit	127,000.00
Kroger Cares Program	
Kroger Cares Contributions	2,000.00
Total Kroger Cares Program	2,000.00
Writers Night	
Contributions	79,200.00
Food & Beverage	7,800.00
Auction	
Auction Items Sold	16,000.00
Total Auction	16,000.00
Total Writers Night	103,000.00
Total Fund Raising Activities	294,000.00
Facility Use Revenue	2,600.00
Sales	
Christmas Card Sales	
New Christmas Cards	4,000.00
Old Christmas Cards	1,000.00
Materials - Christmas Cards	-2,400.00
Total Christmas Card Sales	2,600.00
Student Product Sales	
General Student Product Sales	25,000.00
Christmas Student Product Sales	7,000.00
Ceramic Product Sales	6,500.00
St. Product Materials - Ceramic	-5,500.00
St. Product Materials - General	-1,100.00
St. Product Materials - Mixes	-4,000.00
St. Product Materials - Pots	-7,200.00
Total Student Product Sales	20,700.00
Total Sales	23,300.00
Student Tuition	
Tuition Invoiced	245,700.00
Scholarships Granted	-14,000.00
Total Student Tuition	231,700.00

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Student Fees	
Application Fee	200.00
Student Activity Fee	600.00
Transportation Fee	22,000.00
Total Student Fees	<u>22,800.00</u>
Interest/Dividend Earned	12,000.00
Total Income	<u>766,000.00</u>
Gross Profit	766,000.00
Expense	
Administration	
Board of Directors Expenses	100.00
Dues, Subscriptions, & Fees	600.00
Employment Ads	100.00
Equipment Repairs	200.00
Furniture/Equipment <500	500.00
Gifts	2,000.00
Licensure	2,000.00
Meals & Entertainment	650.00
Office Supplies	3,600.00
Postage	1,000.00
Rental Fees	150.00
Service Contracts	1,200.00
Software/Hardware	800.00
Telephone	4,800.00
Training and Development	300.00
Total Administration	<u>18,000.00</u>
Contract Labor & Services	1,200.00
Day Program	
Food	
Lunches In-House	8,500.00
Total Food	<u>8,500.00</u>
Furniture/Equipment <500	2,285.00
Operating Supplies	850.00
Student Activities	
Celebrations & Events	590.00
Field Trips	960.00
Total Student Activities	<u>1,550.00</u>
Teaching	
Projects/Family Gifts	980.00
Teaching Supplies & Materials	2,520.00
Total Teaching	<u>3,500.00</u>
Training & Development	375.00
Uniforms	400.00
Total Day Program	<u>17,460.00</u>
Facility	
Building/Content Liab Insurance	3,000.00
Cleaning	7,500.00
Furn./Equip./Fixture <500	1,000.00
Interest-Mortgage (TN Commerce)	25,400.00
Maintenance & Repair	
Building Maintenance	4,500.00
Grounds Maintenance	7,500.00
Total Maintenance & Repair	<u>12,000.00</u>
Operating Supplies	1,800.00
Rental Space	3,720.00
Service Contracts	590.00

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Utilities & Occupancy Costs	
Electric	8,600.00
Gas	2,530.00
Trash (Landfill)	900.00
Water, Sewer & Irrigation	2,250.00
Fire & Security Monitoring	450.00
Total Utilities & Occupancy Costs	<u>14,730.00</u>
Total Facility	69,740.00
Fund Raising/Grant Development	
General Fund Development	
Postage	1,000.00
Printing & Supplies	800.00
Total General Fund Development	<u>1,800.00</u>
Bowlability	
Postage	300.00
Printing & Promotion	1,600.00
Prizes	1,500.00
Rental Fees/Insurance	2,600.00
Total Bowlability	<u>6,000.00</u>
Golf Benefit	
Catering	500.00
Decorations	100.00
Postage	200.00
Printing & Promotion	1,600.00
Rental Fees	4,600.00
Total Golf Benefit	<u>7,000.00</u>
Writers Night	
Catering	16,000.00
Decorations	800.00
Gifts/Awards	1,500.00
Postage	700.00
Printing & Promotion	1,500.00
Rental Fees/Insurance	5,500.00
Total Writers Night	<u>26,000.00</u>
Total Fund Raising/Grant Development	40,800.00
Marketing & Promotion	
Community Relations	1,200.00
Design & Graphics	7,300.00
Display & Booth Expense	500.00
Events	
Christmas Reception/Program	2,000.00
Promotional Luncheons and Tours	900.00
Volunteer Appreciation Luncheon	1,000.00
Total Events	<u>3,900.00</u>
Postage	3,800.00
Printing & Supplies	9,200.00
Promotional Clothing	300.00
Promotional Material	600.00
Total Marketing & Promotion	<u>26,800.00</u>
Outside Services	
Accounting Fees	4,500.00
Bank and Credit Card Fees	2,000.00
Legal Fees	100.00
Online Fundraising Fees	2,500.00
PayPal Fees	100.00
Total Outside Services	<u>9,200.00</u>
Payroll & Benefits	
Insurance Benefits	26,000.00
Mileage Reimbursement	1,500.00
Officer Salary	30,000.00

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Salaries & Wages	
Salaries	170,500.00
Wages	220,000.00
Bereavement Pay	300.00
Holiday Pay	3,700.00
Paid Time Off	8,500.00
Substitute	9,500.00
Total Salaries & Wages	<u>412,500.00</u>
Total Payroll & Benefits	470,000.00
Payroll Taxes	
FICA (Social Security)	26,800.00
Medicare	6,300.00
TN Unemployment	300.00
Workers Comp Insurance	2,500.00
Total Payroll Taxes	<u>35,900.00</u>
Transportation	
Cell Phone	450.00
County/State Fees	100.00
Fuel	8,000.00
Insurance (Bus)	4,150.00
Maintenance & Repairs	2,200.00
Total Transportation	<u>14,900.00</u>
Total Expense	<u>704,000.00</u>
Net Ordinary Income	<u>62,000.00</u>
Net Income	<u><u>62,000.00</u></u>