

| Gifts |  |  | \$125 | \$250 | 50\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Development Events |  |  | \$13,000 | \$20,000 | 35\% |
| Bank Charges, Accounting \& other fees |  |  | \$4,500 | \$4,500 | 0\% |
| Awards \& Plaques |  |  | \$100 | \$200 | 50\% |
| Conferences \& Seminars |  |  | \$109 | \$300 | 64\% |
| Dues, Fees \& Subscriptions |  |  | \$950 | \$1,200 | 21\% |
| Meals \& Entertainment |  |  | \$2,830 | \$2,000 | -41\% |
| Meetings |  |  | \$0 | \$0 | 0\% |
| Website Design |  |  | \$3,639 | \$5,000 | 27\% |
| Postage |  |  | \$3,400 | \$2,864 | -19\% |
| Printing |  |  | \$7,313 | \$6,740 | -9\% |
| Rent Expense |  |  | \$7,829 | \$552 | -1318\% |
| T-shirts |  |  | \$250 | \$1,100 | 77\% |
| Training - Staff |  |  | \$250 | \$750 | 67\% |
| TOTAL EXPENSES |  |  | \$485,262 | \$647,554 | 25\% |

