CONTRIBUTOR INC., 2019 BUDGET

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| --- | --- |
|  **4000 Paper Sales Income** | $124,360.00 |
|  **4020 Advertising Income** | $20,000.00 |
|  **4035 Donations Income - Bus/Ind** | $50,000.00 |
|  **4040 Grant - Government** | $0.00 |
|  **4045 Grant - NonGovernment** | $10,000.00 |
|  **4047 Foundation Income** | $40,000.00 |
|  **4060 Miscellaneous Income** | $0.00 |
|  **4010 Gear Sales Income** | $1,000.00 |
|  **4015 Discounts to Vendors** | -$2,505.60 |
|  **Total 4060 Miscellaneous Income** | **-$1,505.60** |
| **Total Income** | **$242,854.40** |
| **Cost of Goods Sold** |   |
|  **5000 Paper Costs** |   |
|  **5005 Freelance Feature Writers** | $16,800.00 |
|  **5010 Printing Costs** | $33,200.00 |
|  **5015 Font & Stock Photo COGS** | $300.00 |
|  **5020 Vendor Editorial Payments** | $9,000.00 |
|  **5025 Freelance Photographer** | $500.00 |
|  **5045 Misc Paper Content** | $0.00 |
|  **5050 Freelance Editor** | $19,500.00 |
|  **5055 Freelance Designer** | $19,500.00 |
|  **Total 5000 Paper Costs** | **$98,800.00** |
|  **5100 Vendor Supplies Costs** |   |
|  **5105 Apron** | $0.00 |
|  **5110 Clear Plastic Bags** | $400.00 |
|  **5115 Messenger Bags** | $2,716.00 |
|  **5125 Permanent Badges** | $1,300.00 |
|  **5135 Stocking Cap** | $0.00 |
|  **5145 Temporary Badges** | $500.00 |
|  **Total 5100 Vendor Supplies Costs** | **$4,916.00** |
| **Total Cost of Goods Sold** | **$103,716.00** |
| **Gross Profit** | **$139,138.40** |
| **Expenses** |   |
|  **Business Expenses** |   |
|  **8500 IT & Communication Expenses** |   |
|  **8500.05 Telephone Expense** | $0.00 |
|  **8500.10 Internet Expense** | $1,200.00 |
|  **8500.15 Computer Expense** | $1,000.00 |
|  **8500.20 Website Expense** | $1,000.00 |
|  **Total 8500 IT & Communication Expenses** | **$3,200.00** |
|  **8800 Business Insurance** |   |
|  **8800.10 General Liability Insurance** | $700.00 |
|  **8800.20 Multi Media Liability** | $1,000.00 |
|  **Total 8800 Business Insurance** | **$1,700.00** |
|  **8850 Database Expenses** | $15,000.00 |
|  **Total Business Expenses** | **$19,900.00** |
|  **Depreciation & Amortization** | $0.00 |
|  **Labor Wages & Benefits** |   |
|  **8000 Gross Wages & Benefits** |   |
|  **8000.05 Gross Wages & Benefits Editor** | $0.00 |
|  **8000.30 FICA/Medicare PR Taxes** | $0.00 |
|  **8000.35 TN SUI PR Tax Expense** | $0.00 |
|  **8000.45 Health & Dental Insurance** | $0.00 |
|  **8000.50 Workers Comp Insurance** | $0.00 |
|  **Total 8000 Gross Wages & Benefits** | **$0.00** |
|  **8100 Contract Labor Fees** |   |
|  **8100.10 Accounting Fees** | $1,200.00 |
|  **8100.55 Webmaster Fees** | $500.00 |
|  **Total Labor Wages & Benefits** | **$1,700.00** |
|  **Marketing & Advertising** |   |
|  **8300.35 Postage-Non Direct Mail** | $3,000.00 |
|  **8300.40 Charitable Solicitations** | $1,000.00 |
|  **8300.45 Professional Development** | $0.00 |
|  **Total 8300 Fundraising Expense** | **$4,000.00** |
|  **Total Marketing & Advertising** | **$2,500.00** |
|  **Office Exp** |   |
|  **8700 Office Expenses** |   |
|  **8700.05 Office Supplies** | $2,000.00 |
|  **8700.10 Bank Charges** | $400.00 |
|  **8700.15 Post Office Box Expense** | $90.00 |
|  **8700.25 Secret Shopper Expense** | $0.00 |
|  **Total 8700 Office Expenses** | **$2,490.00** |
|  **Total Office Exp** | **$2,490.00** |
|  **Rent Exp** |   |
|  **8400 Rent Expense** | $7,000.00 |
|  **Total Rent Exp** | **$7,000.00** |
| **Total Expenses** | **$33,590.00** |
| **Net Operating Income** | **$105,548.40** |
| **Net Income** | **$105,548.40** |