|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| **Operating** | **2019 Estimated Expenses** | **2019 Actual Expenses** | **2019 Estimated Revenues** | **2018 Estimated Expenses** | **2018 Actual Expenses** | **2018 Actual Revenues** |
| Office Lease | $30,000 |  |  | $30,000 | $31,417 |  |
| Utilities (includes Wifi/Phone) | $7,500 |  |  | $4,500 | $7,045 |  |
| Office and Other expenses | $8,000 |  |  | $7,000 | $7,638 |  |
| Advertising | $0 |  |  | $0 | $462 |  |
| Maintenance | $1,000 |  |  | $1,000 | $1,030 |  |
| Shipping | $1,500 |  |  | $1,500 | $2,209 |  |
| Payroll & Taxes | $140,000 |  |  | $56,000 | $32,483 |  |
| Professional Fees | $10,000 |  |  | $5,000 | $8,640 |  |
| Dues & Subscriptions | $4,000 |  |  | $4,000 | $3,802 |  |
| Travel, Meals, and Lodging | $7,500 |  |  | $5,500 | $6,380 |  |
| Insurance | $3,700 |  |  | $3,700 | $3,000 |  |
| Total | $213,200 |  |  | $118,200 | $104,106 |  |
|  |  |  |  |  |  |  |
| **Programs** |  |  |  |  |  |  |
| Bridge of Wings | $60,000 |  |  | $60,000 | $56,294 |  |
| Research | $25,000 | $21,500 |  | $25,000 | $65,800 |  |
| Awareness | $25,000 |  |  | $15,000 | $15,012 |  |
| Total | $110,000 | $21,500 |  | $100,000 | $137,106 |  |
|  |  |  |  |  |  |  |
| **Events** |  |  |  |  |  |  |
| Jamey Johnson Golf Tournament | $65,000 |  | $450,000 | $65,000 | $74,086 | $374,275 |
| Traler Park Show | $15,000 | $14,788 | $45,000 | $0 | $0 | $0 |
| Blackberry Farm | $0 |  | $50,000 | $0 | $0 | $10,000 |
| Country Boots Cancer Concert | $0 | $0 | $0 | $20,000 | $17,347 | $57,585 |
| Online Auction | $0 |  | $7,000 | $35,000 | $0 | $6,725 |
| Total | $80,000 | $14,788 | $552,000 | $120,000 | $91,433 | $448,585 |
|  |  |  |  |  |  |  |
| **Totals** | **$403,200** | **$36,288** | **$552,000** | **$338,200** | **$332,645** | **$448,585** |