

**FINDINGbalance FY2019
Projected Budget**

	TOTAL
INCOME	
- Individual/Small Business Contributions	\$78,000
- Corporate Sponsorships	\$6,000
- Grants	\$21,000
- Program Service Fees	\$91,977
- Merchandise	\$1,711
GROSS PROFIT	\$196,977
COST OF GOODS SOLD (COGS)	
Total COGS	\$6,055
NET PROFIT	\$190,922
EXPENSES	
7100 - Charitable Giving on Earned Income	\$9,100
7200 - Salaries and Related Expenses	\$142,968
7300 - Contract Services	\$11,000
7340 - Professional Services/Other	\$0
8110 - Office Supplies	\$1,000
8120 - Telephone and Fax	\$1,923
8130 - Postage and Shipping	\$741
8220 - Property Taxes	\$51
8300 - Travel and Meetings	\$3,000
8530 - Membership Dues	\$500
8540 - Staff Development	\$1,000
8560 - Graphic design, images and fonts	\$500
8570 - Advertising	\$600
8600 - Business Expenses (taxes, etc.)	
8660 - Organizational (Corp.) Expenses	\$180
8670 - Trademark and Licensing Fees	\$600
8680 - Technology Expenses	\$11,404
Other	
9800 - Capital Purchases	\$0
Total Expense	\$184,567
NET INCOME	\$6,355
Balance Forward	\$20,000
PROJECTED NET BALANCE	\$26,355