

	A	B	C	D	E	F	G	M	N
1	A Better Balance								
2	FY2019 & FY2020 Final Income and Expenses (detail): Jul 1 2018 - Jun 30 2019								
3	FY2021 & FY2022 Projections								
4	Prepared on a modified cash basis								
5	FY 2021 & FY 2022 Projections as of 5/31/2021								
6									
7									
8									
9	INCOME / REVENUE (AMORTIZED)								
10	FOUNDATIONS								
11	4100 · Foundations / Grants 4750 · Fellowships								
12	Sub-total of Grants								
13									
14	Unrestricted cash								
15	5100 · Individuals								
16	Sub-total Individudals								
17	5500 · Corporate / Union / Matching / Other								
18	Sub-total Corp / Union / Other								
19	TOTAL REVENUE								
20									
21	SPECIAL EVENTS (INCL. BOARD)								
22									
23	Sub-total Benefits / Special Events								
24									
25	TOTAL REVENUE PLUS SPECIAL EVENTS								
26	EXPENSES								
27	PERSONNEL: STAFF, CONSULTANTS, & PROFESSIONALS								
28	STAFF SALARIES & BENEFITS								
29	6000 · Salaries (by payroll reporting groupings)								
30	2 CO-PRESIDENTS								
31	17 ATTORNEYS								
32	7 SUPPORT STAFF								
33	Sub-Total Salaries								
34	6500 · Payroll Taxes & Benefits								
35	Sub-Total Taxes & Benefit								
36	STAFF SALARIES, TAXES, & BENEFITS								
37	PROGRAM CONSULTANTS & SERVICE PROVIDERS								
38	62 · Program Consultants								
39	8000 · Professional Services								
40	8025 · Interpreters / Translators								
41	8035 · Research Assistants								
42	Program Consultants								
43	63 · Communications / Messaging								
44	9350 · Tech Services & Support								
45	9375 · Website Design / 9395 · Website Software								
46	9400 · Printing & Design								
47	9600 · Press Relations								
	9605 · News Service Outlets								
	9625 · Public Information / Advertising								
48	9628 · E-Mail & Webinar Services								
49	9626 · Communications / Message Development								
50	9627 · Social Media / Dgtl Mrktng / 9628 · Web Services								
51	Sub-Total Communications / Messaging								
52	64 · Development & Fundraising								
53	8010 · Development: Coaching, Grantwriting, Major Donors								
54	8015 · Fundraising Services (incl. database subscriptions)								
55	8040 · Outside Contract Services								
56	Sub-Total Development & Fundraising								
57	64 · Accounting / Audit								
58	6580 - Payroll Service								
59	7520 - Audit Fee (higher fee + expenses per engagement)								
60	8020 · Accounting Fees								
61	ACCOUNTING / AUDITING / LEGAL								
62	Sub-Total Consultants & Services								
63	SUB-TOTAL PERSONNEL & SUPPORT SERVICES								
64	OTHER EXPENSES: PROGRAM, OPERATIONS & FACILITIES								
65	8500 - Special Event Costs								
66	9675 - Micro Grants / Re-Grants								
67									
68	9500 · Travel and Meetings								
69	9510 · Travel - local / ground trans								
70	9520 · Conference, Convention, Meeting								
	9530 · Travel - air / rail								
71	9535 · Travel - lodging								
72	9540 · Travel - meals								
73	9500 · Travel and Meetings - Other								
74	Sub-Total 9500 · Travel and Meetings								
75	Operations / Facilities								
76	7000 · Rent - NY								
77	7000 · Rent - TN + DC + CO								
78	7001 · Moving Costs								
79	7110 · Books,Subscriptions,Reference								
80	7120 · Postage, Mailing Service								
81	7125 · Photocopy/7130 · Printing&Copying								
82	7140 · Telephone, Telecommunications								
83	7170 · Supplies								
84	7180 · Computer Supplies, Accessories,								
85	8100 · Professional Dues & Filing Fees								
86	8115 · Equipment								
87	9700 · Insurance/7560 · ERISA Insurance								
88	9900 · Other Expenses								
89	Sub-Total Operations / Facilities								
90	Other items affecting cash								
91									
92	SUB-TOTAL OTHER EXPENSES								
93	TOTAL EXPENSES								
94	NET CASH FLOWS								
95									