

	2012 BUDGET approved by board
INCOME	
Ad Sales	\$20,000.00
Donations Received	\$208,000.00
Grants	\$20,000.00
Interest Earned	\$50.00
Paper Sales	\$328,000.00
Subscriptions	\$4,000.00
TOTAL INCOME	\$580,050.00
COST OF GOODS SOLD	
<i>Program Services</i>	
Paper Content	\$32,100.00
Printing	\$120,000.00
TOTAL PROGRAM SERVICES COGS	\$152,100.00
GROSS PROFIT	\$427,950.00
EXPENSES	
<i>Program Services</i>	
Mailing List Set-Up	\$1,300.00
Postage	\$2,400.00
Program Services Staff Gross Wages	\$151,100.00
Program Services Staff Health Insurance	\$15,435.00
Program Services Staff Tax Expense	\$13,385.00
Program Services Staff Tech/Mileage	\$9,180.00
Program Services Staff Telephone	\$5,000.00
Rent - 1/3 allocation	\$7,000.00
Secret Shopper Program	\$1,000.00
Vendor Benevolence	\$1,000.00
Vendor Supplies	\$22,000.00
TOTAL PROGRAM SERVICES EXPENSE	\$228,800.00
<i>Management</i>	
Accounting & Tax Preparation Fees	\$4,750.00
Bank Charges	\$1,000.00
Insurance	\$4,600.00
Internet	\$1,000.00
Management Staff Gross Wages	\$71,610.00
Management Staff Health Insurance	\$14,250.00
Management Staff Tax Expense	\$5,965.00
Management Staff Tech/Mileage	\$3,225.00
Management Staff Telephone	\$2,000.00
Membership Fees	\$600.00
NASNA Membership	\$300.00
Office Supplies	\$13,000.00
Parking	\$5,500.00
Payroll Processing Expense	\$1,200.00
Postage	\$300.00
Rent - 1/3 allocation	\$7,000.00
Staff Working Lunches	\$1,200.00
Worker's Compensation Insurance - all staff	\$900.00
TOTAL MANAGEMENT EXPENSE	\$138,400.00

<i>Fundraising</i>	
Board Development	\$1,000.00
Event Expense	\$16,750.00
Fundraising Staff Gross Wages	\$29,300.00
Fundraising Staff Tax Expense	\$2,700.00
Fundraising Staff Tech/Mileage	\$500.00
Fundraising Staff Telephone	\$1,000.00
Marketing	\$1,000.00
Rent - 1/3 allocation	\$7,000.00
Web Master	\$1,500.00
<i>TOTAL FUNDRAISING EXPENSE</i>	\$60,750.00
TOTAL EXPENSES	\$427,950.00
NET INCOME	\$0.00