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04/01/20

Cash Basis

Aid The Silent

Profit & Loss Budget Overview

January through December 2020

	Jan - Dec 20
Ordinary Income/Expense	
Income	
4100 · 4100 - Direct Public Support	
4160 · 4160 - Indiv., Bus. Contribute	316,850.00
Total 4100 · 4100 - Direct Public Support	316,850.00
4200 · 4200 - Fundraising Events	
4250 · 4250 - 5K	
4251 · 4251 - 5K Race Registration	22,378.60
4253 · 4253 - Venue Deposit	600.00
4254 · 4254 - Race Packs Inserts	30.00
4255 · 4255 - 5K Sponsorship	12,650.00
4256 · 4256 - Raffle Tickets	2,675.00
4258 · 4258 - 5K Vendor Revenue	284.32
4259 · 4259 - In Kind Revenue - 5K	13,007.55
Total 4250 · 4250 - 5K	51,625.47
4260 · 4260 - Annual Gala	
4261 · 4261 - In Kind Revenue Gala	4,500.00
4260 · 4260 - Annual Gala - Other	30,000.00
Total 4260 · 4260 - Annual Gala	34,500.00
Total 4200 · 4200 - Fundraising Events	86,125.47
4270 · Deaf Awareness Activities	
4271 · Hank the Hearing Dog	300.00
4280 · 4280 - Good Vibrations	
4281 · 4281 - Ticket Sales	0.00
4282 · 4282 - Merchandise Sales	0.00
4285 · 4285 - Sponsorship	0.00
4288 · 4288 - Vendors	0.00
4289 · 4289 - In Kind Revenue - GV	0.00
4280 · 4280 - Good Vibrations - Other	0.00
Total 4280 · 4280 - Good Vibrations	0.00
Total 4270 · Deaf Awareness Activities	300.00
4300 · 4300 - Grants	
4330 · 4330 - Foundation	180,000.00
Total 4300 · 4300 - Grants	180,000.00

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4400 · 4400 - In Kind Donations	
4410 · 4410 - In Kind - Goods	32,000.00
4420 · 4420 - Rent - In Kind	21,600.00
4430 · 4430 - Special Skills - In Kind	17,746.25
4440 · 4440 - Staff Payroll - In Kind	35,000.00
4441 · Deaf Ministry - In Kind Revenue	1,229.69
Total 4400 · 4400 - In Kind Donations	107,575.94
4700 · 4700 - Merchandise Sales - Gen	
4745 · 4745 - Merchandise Sales	1,493.09
4750 · 4750 - Shipping - Merch	235.00
Total 4700 · 4700 - Merchandise Sales - Gen	1,728.09
Total Income	692,579.50
Cost of Goods Sold	
5100 · 5100 - Merchandise	
5150 · 5150 - T-shirts	1,800.00
5151 · 5151 - Mugs-Cups-Towels-ETC	1,200.00
5100 · 5100 - Merchandise - Other	0.00
Total 5100 · 5100 - Merchandise	3,000.00
Total COGS	3,000.00
Gross Profit	689,579.50
Expense	
6010 · 6010 - Advertising	40,000.00
6030 · 6030 - Board of Directors	200.00
6050 · 6050 - Credit Card Fees	3,138.00
6100 · 6100 -Deaf Awareness Activities	
6101 · 6101 - Deaf Awareness Travel	2,500.00
6105 · 6105 - SAAParent/Educator Conf.	15,000.00
6106 · 6106 - SAA Materials	6,100.00
6107 · 6107 - SAA Video	6,000.00
6108 · 6108-SAA - PT Staff	2,500.00
6109 · 6109 - SAA - Other Costs	180.00

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6280 · 6280 -GV Festival Expenses	
6281 · 6281 - Advertising - GV	0.00
6282 · 6282 - In Kind Expense - GV	0.00
6283 · 6283 - Outside Labor - GV	0.00
6284 · 6284 - Permits - GV	0.00
6285 · 6285 -Sales Commission - GV	0.00
6286 · 6286 -Security - GV	0.00
6287 · 6287 - Supplies - GV	0.00
6288 · 6288 -Talent - GV	0.00
6289 · 6289 - Venue - GV	0.00
6290 · 6290 - Volunteer Expenses - GV	0.00
Total 6280 · 6280 -GV Festival Expenses	0.00
6291 · 6291 - HTHD - Book	4,500.00
6292 · 6292 - HTHD - Toy	3,500.00
6293 · 6293 - HTHD - Website	2,700.00
6294 · 6294 - HTHD - School Program	5,000.00
6295 · 6295 - HTHD - Social Campagin	5,000.00
6296 · 6296 - HTHD - Employee	1,500.00
6297 · 6297 - HTHD - Giveaways	1,000.00
6298 · 6298 - HTHD Supplies	2,500.00
6100 · 6100 -Deaf Awareness Activities - Other	0.00
Total 6100 · 6100 -Deaf Awareness Activities	57,980.00
6125 · 6125 - Deaf Education	20,000.00
6130 · 6130 - Deaf Ministry	
6130.1 · Int'l Hearind Aid Missions	10,000.00
6131 · Travel Accom. Staff	1,839.00
6132 · Outside Services & Accom.	20,884.75
6133 · Credit Card Fees	3.20
6134 · 6134 - Camp Supplies	2,500.00
6134.1 · 6134.1 - HS Camp Scholarships	16,000.00
6134.2 · 6134.2 - MS Camp Scholarships	6,000.00
6135 · Deaf Young Life	5,507.40
6136 · Advertising	1,265.70
6137 · Supplies	15.00
6139 · 6139 - In Kind Expense	1,229.60
Total 6130 · 6130 - Deaf Ministry	65,244.65
6150 · 6150 - Deaf Resources	80,000.00
6151 · 6151 - Pop Up Clinics	10,000.00

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6200 · 6200 -Fundraising Events	
6250 · 6250 - 5K Fundraising expenses	
6251 · 6251 - Advertising - 5K	10,000.00
6252 · 6252 - In Kind Expense - 5K	13,007.55
6253 · 6253 - Outside Labor - 5K	5,140.00
6254 · 6254 - Permits 5K	90.00
6255 · 6255 - Security - 5K	395.00
6256 · 6256 - Supplies 5K	1,516.71
6257 · 6257 - Venue - 5K	3,285.50
Total 6250 · 6250 - 5K Fundraising expenses	33,434.76
6260 · 6260 - Annual Gala	
6261 · 6261 - In Kind Expense Gala	4,000.00
6260 · 6260 - Annual Gala - Other	7,500.00
Total 6260 · 6260 - Annual Gala	11,500.00
Total 6200 · 6200 -Fundraising Events	44,934.76
6300 · 6300 - Dues & Subscriptions	5,394.00
6350 · 6350 - Facilities and Equipment	
6354 · 6354 - Occupany (In Kind)	21,600.00
6356 · 6356 - Storage	3,300.00
Total 6350 · 6350 - Facilities and Equipment	24,900.00
6370 · 6370 - Interest expense	102.52
6385 · 6385 - Licenses & Permits	19.99
6400 · 6400 - Operations	
6401 · 6401 - Employee Meetings/Meals	1,000.00
6402 · 6402 - Gifts	1,000.00
6405 · 6405 - Chartiable Contributions	5,000.00
6420 · 6420 - Postage, Mailing Service	
6425 · 6425 - Postage Merch	1,000.00
6426 · 6426 - Shipping Supplies	100.00
6427 · 6427 - Shipping (Non-Merch)	1,050.00
Total 6420 · 6420 - Postage, Mailing Service	2,150.00
6430 · 6430 - Supplies	3,800.00
6440 · 6440 - Printing and Copying	6,000.00
6450 · 6450 - Telephone, Telecomm	272.40
6451 · 6451 - Courier - Delivery	200.00
6530 · 6530 - Auto Insurance	3,000.00
Total 6400 · 6400 - Operations	22,422.40

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6500 · 6500 - Other Types of Expenses	
6531 · 6531 - In Kind Goods	32,000.00
Total 6500 · 6500 - Other Types of Expenses	32,000.00
6600 · 6600 Payroll Expenses (In Kind)	35,000.00
6610 · 6610 - Payroll	
6611 · 6611 - Wages	145,000.00
6612 · 6612 - Federal Payroll Taxes	5,250.00
6613 · 6613 - FUTA	350.00
Total 6610 · 6610 - Payroll	150,600.00
6700 · 6700 - Photography - Video	5,000.00
6750 · 6750 - Professional Fees	
6751 · 6751 - Accounting Fees	15,000.00
6752 · 6752 - In Kind Special Skills	17,746.25
6753 · 6753 - Consulting Firm	50,000.00
6758 · 6758 -Outside Contract Services	4,800.00
Total 6750 · 6750 - Professional Fees	87,546.25
6760 · 6760 - Reconciliation Discrep.	0.00
6780 · 6780 - Training	1,500.00
6790 · 6790 -Travel and Meetings	
6795 · 6795 - Conf., Convention, Mtgs	3,000.00
6798 · 6798 - Travel	596.93
Total 6790 · 6790 -Travel and Meetings	3,596.93
Total Expense	689,579.50
Net Ordinary Income	0.00
Other Income/Expense	
Other Income	
7000 · 7000 - Sales Tax Discount	0.00
Total Other Income	0.00
Net Other Income	0.00
Net Income	0.00