

## Financial Summary

**Instructions: You MUST use this form.** Provide organization's budget for fiscal year ending and two (2) years of historical financial information in this spreadsheet. The Area Foundation retains the right to request full financial disclosure.

|   | Budget for Fiscal<br>Year Ending<br>12/31/20<br><i>(mm/dd/2020)</i> |               | Fiscal Year Ended<br>12/31/19<br><i>(mm/dd/2019)</i> |               | Fiscal Year Ended<br>12/31/18<br><i>(mm/dd/2018)</i> |               |
|---|---|---------------|--|---------------|--|---------------|
| <b>Revenue</b>  | <b>\$ Amount</b>  | <b>(%)</b>    | <b>\$ Amount</b>                                     | <b>(%)</b>    | <b>\$ Amount</b>                                     | <b>(%)</b>    |
| Foundation Grants   | \$180,000   | 26%           | \$114,263  | 15%           | \$63,641   | 10%           |
| Corporate Grants  | \$0   | 0%            | \$0  | 0%            | \$0  | 0%            |
| Government Grants   | \$0   | 0%            | \$0  | 0%            | \$0  | 0%            |
| Individual Gifts  | \$316,850   | 46%           | \$495,859  | 65%           | \$128,968  | 20%           |
| Contracts   | \$0   | 0%            | \$0  | 0%            | \$0  | 0%            |
| Membership Dues   | \$0   | 0%            | \$0  | 0%            | \$0  | 0%            |
| Program Fees  | \$0   | 0%            | \$0  | 0%            | \$0  | 0%            |
| Reimbursements  | \$0   | 0%            | \$0  | 0%            | \$0  | 0%            |
| Fundraising Events  | \$86,125  | 12%           | \$120,773  | 16%           | \$57,518   | 9%            |
| Dividends/Interest on Securities  | \$0   | 0%            | \$0  | 0%            | \$0  | 0%            |
| Other Investment Income   | \$0   | 0%            | \$0  | 0%            | \$0  | 0%            |
| In-Kind Support*  | \$107,576   | 16%           | \$33,638   | 4%            | \$250,741  | 38%           |
| Other <i>(provide details below)</i>  | -\$972  | 0%            | \$3,974  | 1%            | \$157,742  | 24%           |
| <b>Total Revenue</b>  | <b>\$689,580</b>  | <b>100%</b>   | <b>\$768,508</b>                                     | <b>100%</b>   | <b>\$658,610</b>                                     | <b>100%</b>   |
| Explain variations in revenue from one year to another and/or provide details on "Other." <b>(Do not exceed 4 lines.)</b> |   |               |  |               |  |               |
| 2020 - Other Revenue - Deaf Awareness Activities - Merchandise Sales & COGS   |   |               |  |               |  |               |
| <b>Expenses</b>   | <b>\$ Amount</b>  | <b>(%)</b>    | <b>\$ Amount</b>                                     | <b>(%)</b>    | <b>\$ Amount</b>                                     | <b>(%)</b>    |
| Salaries  | \$145,000   | 21%           | \$78,127   | 14%           | \$11,927   | 2%            |
| Payroll taxes/Benefits  | \$5,600   | 1%            | \$6,156  | 1%            | \$954  | 0%            |
| Contract Labor/Consultants  | \$74,800  | 11%           | \$34,805   | 6%            | \$12,761   | 2%            |
| Depreciation  | \$0   | 0%            | \$0  | 0%            | \$0  | 0%            |
| Insurance   | \$3,000   | 0%            | \$5,923  | 1%            | \$0  | 0%            |
| Bank Fees/Interest  | \$3,241   | 0%            | \$1,734  | 0%            | \$3,240  | 1%            |
| Conferences/Meetings  | \$3,000   | 0%            | \$32   | 0%            | \$0  | 0%            |
| Program Expenses  | \$231,995   | 34%           | \$124,155  | 23%           | \$288,888  | 50%           |
| Travel/Mileage  | \$597   | 0%            | \$3,062  | 1%            | \$1,763  | 0%            |
| Marketing/Printing/Publications   | \$46,000  | 7%            | \$19,216   | 4%            | \$27,310   | 5%            |
| Fundraising   | \$44,935  | 7%            | \$66,016   | 12%           | \$22,021   | 4%            |
| Rent/Occupancy  | \$0   | 0%            | \$0  | 0%            | \$0  | 0%            |
| Telephone/Technology/Utilities  | \$272   | 0%            | \$0  | 0%            | \$272  | 0%            |
| Postage/Shipping  | \$2,350   | 0%            | \$2,348  | 0%            | \$1,035  | 0%            |
| Equipment/Supplies  | \$3,800   | 1%            | \$4,180  | 1%            | \$2,432  | 0%            |
| In-Kind Expense*  | \$107,576   | 16%           | \$33,683   | 6%            | \$199,400  | 35%           |
| Other <i>(provide details below)</i>  | \$17,414  | 3%            | \$164,137  | 30%           | \$5,672  | 1%            |
| <b>*All in-kind revenue must be offset by in-kind Expense.</b>  |   |               |  |               |  |               |
| <b>Total Expenses</b>   | <b>\$689,580</b>  | <b>100.0%</b> | <b>\$543,575</b>                                     | <b>100.0%</b> | <b>\$577,675</b>                                     | <b>100.0%</b> |
| <b>Excess (Deficit) for Year</b>  | <b>\$0</b>  | <b>0.0%</b>   | <b>\$224,932</b>                                     | <b>41.4%</b>  | <b>\$80,935</b>                                      | <b>14.0%</b>  |