

Heartgift Foundation

Income Statement - San Antonio

For the Year 2020 through December

| | Dec | YTD Actual | YTD Budget | Variance | YTD 2019 |
|---|------------------|------------------|------------------|------------------|--------------------|
| Revenues | | | | | |
| Child Sponsorships | \$0 | \$100,000 | \$100,000 | \$0 | \$50,000 |
| General Donations-Individual/small business | \$5,330 | \$23,570 | \$25,000 | (\$1,430) | \$24,110 |
| Golf Tournaments | \$0 | \$49,850 | \$65,000 | (\$15,150) | \$99,695 |
| Fundraising Events | \$8,575 | \$39,680 | \$20,000 | \$19,680 | \$19,000 |
| Revenue Allocations | \$0 | \$0 | \$16,891 | (\$16,891) | \$0 |
| Grants | \$25,000 | \$25,000 | \$20,000 | \$5,000 | \$10,000 |
| Donated medical services | \$225,372 | \$225,372 | \$0 | \$225,372 | \$1,255,385 |
| Donated good and other services | \$8,516 | \$8,775 | \$0 | \$8,775 | \$5,360 |
| Total Revenues | \$272,793 | \$472,247 | \$246,891 | \$225,356 | \$1,463,549 |
| Expenses | | | | | |
| Hospital Expenses | \$0 | \$36,000 | \$54,000 | \$18,000 | \$144,000 |
| Host Family Expenses | \$0 | \$0 | \$375 | \$375 | \$940 |
| Patient Meals | \$0 | \$123 | \$187 | \$64 | \$222 |
| Patient Travel | \$0 | \$0 | \$3,000 | \$3,000 | \$5,764 |
| Patient Supplies | \$0 | \$0 | \$50 | \$50 | \$43 |
| Patient medical care non-hospital | \$0 | \$0 | \$200 | \$200 | \$0 |
| Patient prescription drugs | \$0 | \$0 | \$150 | \$150 | \$7 |
| Patient misc expenses | \$0 | \$0 | \$200 | \$200 | \$98 |
| Caregivers' travel insurance | \$0 | \$0 | \$225 | \$225 | \$272 |
| Volunteer recruitment | \$0 | \$0 | \$250 | \$250 | \$0 |
| Volunteer appreciation | \$0 | \$112 | \$1,200 | \$1,088 | \$1,084 |
| Program outreach | \$0 | \$0 | \$250 | \$250 | \$0 |
| Salaries & related expenses | \$7,218 | \$69,571 | \$74,971 | \$5,400 | \$95,103 |
| Contract & temporary help | \$0 | \$4 | \$4 | \$1 | \$0 |
| Staff Development | \$0 | \$0 | \$0 | \$0 | \$444 |
| Background screening | \$0 | \$0 | \$300 | \$300 | \$349 |
| Parking, Gas, Mileage | \$193 | \$2,323 | \$2,050 | (\$273) | \$4,238 |
| Employee cell phones | \$54 | \$927 | \$1,403 | \$476 | \$958 |
| IT Fees | \$0 | \$0 | \$0 | \$0 | \$87 |
| Insurance-non-employee related | \$0 | \$943 | \$0 | (\$943) | \$0 |
| Event/donor entertainment | \$0 | \$0 | \$500 | \$500 | \$6,257 |
| Event/donor meals | \$0 | \$3,918 | \$2,500 | (\$1,418) | \$9,600 |
| Event auction | \$0 | \$478 | \$0 | (\$478) | \$0 |
| Event tokens/trophies | \$0 | \$2,084 | \$3,000 | \$916 | \$698 |
| Event facilities rental | \$0 | \$4,850 | \$7,051 | \$2,201 | \$2,275 |
| Event rentals | \$0 | \$720 | \$0 | (\$720) | \$1,131 |
| Event planners & coordination | \$0 | \$1,246 | \$0 | (\$1,246) | \$0 |
| Event Decor, supplies, props | \$0 | \$1,684 | \$0 | (\$1,684) | \$0 |
| Office supplies | \$0 | \$0 | \$0 | \$0 | \$102 |
| Supplies - general | \$0 | \$774 | \$999 | \$225 | \$3,181 |
| IT equipment and software | \$0 | \$1,050 | \$1,050 | \$0 | \$29 |
| Telecommunications | \$0 | \$0 | \$238 | \$238 | \$221 |

Heartgift Foundation

Income Statement - San Antonio

For the Year 2020 through December

| | Dec | YTD Actual | YTD Budget | Variance | YTD 2019 |
|----------------------------------|---------------------|----------------------|---------------------|---------------------|-----------------------|
| Postage & shipping | \$0 | \$450 | \$601 | \$151 | \$657 |
| Overnight deliveries | \$0 | \$0 | \$0 | \$0 | \$12 |
| Printing & copying | \$0 | \$351 | \$999 | \$648 | \$1,159 |
| Storage Rental | \$69 | \$897 | \$778 | (\$119) | \$621 |
| Travel | \$0 | \$51 | \$401 | \$350 | \$57 |
| Meals and entertainment | \$0 | \$58 | \$499 | \$441 | \$578 |
| Expenses - Other | \$0 | \$87 | \$248 | \$161 | \$128 |
| Donated Goods | \$8,516 | \$8,775 | \$0 | (\$8,775) | \$5,360 |
| Donated medical services | \$225,372 | \$225,372 | \$0 | (\$225,372) | \$1,255,385 |
| Admin Allocation | \$0 | \$0 | \$61,734 | \$61,734 | \$0 |
| Total Expenses | \$241,422 | \$362,847 | \$219,413 | (\$143,434) | \$1,541,059 |
| NET SURPLUS/(DEFICIT) | \$31,371 | \$109,400 | \$27,478 | \$81,922 | (\$77,510) |