

# Income Statement Budget 2024 (DRAFT)

| Fiscal Year End 12/31                    | 2020             | 2021             | 2022             | 2023             | Budget 2024      |
|--|------------------|------------------|------------------|------------------|------------------|
| <b>Revenues:</b>                         |                  |                  |                  |                  |                  |
| 4001 Public Donations (general fund)     | \$80,969         | \$67,455         | \$211,543        | \$33,555         | \$100,000        |
| 4002 Non-Cash Donations (general fund)   | \$135,000        |                  |                  |                  |                  |
| 4003 Luminaria Revenue (general fund)    |                  |                  | \$176,350        | \$106,844        | \$120,000        |
| 4004 Golf Event                          |                  |                  |                  | \$17,804         | \$20,000         |
| 4100 Board Donations                     | \$81,500         | \$21,200         | \$59,033         | \$37,365         | \$50,000         |
| 4150 Sponsorship Revenue (non-Luminaria) | \$6,500          | \$5,000          | \$12,500         | \$0              | \$0              |
| Total general fund donations             | \$303,969        | \$93,655         | \$459,426        | \$195,568        | \$290,000        |
|  |                  |                  |                  |                  |                  |
| 4010 MQ Fund                             |                  | \$320,389        | \$41,101         | \$25,504         | \$25,000         |
| 4011 CTK Fund                            |                  | \$2,000          |                  |                  |                  |
| 4015 Seton Fund                          |                  |                  | \$38,979         | \$10,000         | \$5,000          |
| 4014 St. Johns                           |                  |                  | \$5,000          |                  |                  |
| 4017 Equine Fund                         |                  | \$50,090         |                  | \$23,670         | \$35,000         |
| 4016 Dorothy Heist Noll fund             |                  |                  |                  | \$80,849         |                  |
| Total "designated" fund donations        | \$0              | \$322,389        | \$85,080         | \$140,023        | \$65,000         |
|  |                  |                  |                  |                  |                  |
| 4200 Interest Income                     | \$87             | \$10,064         | \$20,173         | \$25,832         | \$24,000         |
| 4300 Investment gain (loss)              | \$10,576         | (\$68,826)       | -\$105,860       | \$158,249        |                  |
| <b>TOTAL Revenue</b>                     | <b>\$314,631</b> | <b>\$357,282</b> | <b>\$458,819</b> | <b>\$519,672</b> | <b>\$379,000</b> |

|   |                 |                  |                  |                  |                  |
|---|-----------------|------------------|------------------|------------------|------------------|
| <b>Operating Expenditures:</b>                |                 |                  |                  |                  |                  |
| 6000 Salaries & Wages                         | \$68,750        | \$75,000         | \$74,410         | \$75,000         | \$75,000         |
| 6001 Benefits                                 | \$7,746         | \$8,185          | \$9,423          | \$8,427          | \$9,000          |
| 6010 Payroll Taxes                            | \$4,465         | \$4,871          | \$4,465          | \$4,871          | \$4,900          |
| 6020 Payroll service fees                     | \$600           | \$719            | \$734            | \$803            | \$800            |
| 6100 Advertising & Marketing (non- Luminaria) | \$6,660         | \$9,964          | \$14,386         | \$14,717         | \$14,500         |
| 6101 MQ Advertising & Promotion               |                 | \$154            |                  |                  |                  |
| 6103 Golf Event expense                       |                 |                  |                  | \$3,872          | \$3,800          |
| 6110 Bank fees                                | \$183           | \$721            | \$857            | \$1,262          | \$1,000          |
| 6111 BGCF fees                                | \$383           | \$2,257          | \$7,443          | \$8,121          | \$8,000          |
| 6112 Postage                                  | \$224           |                  |                  | \$369            | \$350            |
| 6115 Contractors                              | \$4,065         | \$5,226          | \$756            |                  |                  |
| 6117 Quickbooks fee                           |                 |                  | \$73             | \$239            | \$250            |
| 6118 Dues & subscriptions                     |                 |                  |                  | \$100            | \$100            |
| 6125 Insurance                                |                 | \$139            | \$431            | \$178            | \$200            |
| 6145 Meals & Entertainment                    |                 |                  |                  | \$251            |                  |
| 6150 Travel                                   |                 |                  | \$524            |                  |                  |
| 6151 Event expenses                           | \$237           |                  |                  |                  |                  |
| 6152 Luminaria expenses                       |                 |                  | \$44,373         | \$44,558         | \$45,000         |
| 6155 Office Supplies & Software               | \$1,101         | \$419            | \$441            | \$779            | \$700            |
| 6156 Office Equipment                         | \$1,333         |                  |                  |                  | \$800            |
| 6160 Start Up Costs                           |                 |                  | \$3,193          |                  |                  |
| 6195 Taxes & Licenses                         | \$25            |                  |                  | \$15             | \$15             |
| <b>TOTAL Operating Expenditures</b>           | <b>\$95,772</b> | <b>\$107,655</b> | <b>\$161,508</b> | <b>\$163,562</b> | <b>\$164,415</b> |
|   |                 |                  |                  |                  |                  |
| Distributions                                 | \$40,590        | \$18,513         | \$28,000         | \$41,875         | \$45,000         |

|                              |                  |                  |                  |                  |                  |
|------------------------------|------------------|------------------|------------------|------------------|------------------|
|                              |                  |                  |                  |                  |                  |
| <b>NET Revenue (Expense)</b> | <b>\$178,269</b> | <b>\$231,114</b> | <b>\$269,311</b> | <b>\$314,235</b> | <b>\$169,585</b> |

Table 1

|  | ddddddd |  |  |  |
|--|---------|--|--|--|
|  |         |  |  |  |
|  |         |  |  |  |
|  |         |  |  |  |
|  |         |  |  |  |
|  |         |  |  |  |
|  |         |  |  |  |
|  |         |  |  |  |
|  |         |  |  |  |
|  |         |  |  |  |

Table 1