

Income	2017	2018
Opening Bank Balance	\$147,676.99	\$168,362.29
Membership	\$2,200.00	\$1,800.00
All Events Revenue + Donations	\$152,736.27	\$129,071.24
Grants	\$65,611.69	\$39,797.01
Total Income	\$220,547.96	\$170,668.25
Expenses	2017	2018
Client Assistance	\$5,089.27	\$7,081.43
Direct Program cost*	\$77,960.53	\$76,804.56
Indirect Program cost**	\$14,265.24	\$17,275.04
Administrative***	\$2,932.23	\$2,731.84
Financial Auditor	\$1,950.00	\$800.00
Supplies	\$317.78	\$37.95
STOP Grant	\$63,128.64	\$54,396.88
Liability Insurance	\$1,964.00	\$1,270.00
Outreach/promotion	\$4,459.85	\$4,216.96
Annual Fundraising event	\$15,845.28	\$6,597.47
Walkathon	\$905.90	\$458.51
Holiday Banquet	\$11,043.94	\$8,921.45
Total Expenses	\$199,862.66	\$180,592.09
Surplus****	\$20,685.30	(\$9,923.84)
Bank Balance (Closing)*****	\$168,362.29	\$158,438.45

* Direct program costs: Case worker + Executive Director salaries + cell phones for case workers

** Indirect Program costs: Part-time assistant office manager + Office rent + Computer/Software + Training/c

*** Administrative: Postage + web hosting + CPA fees + printing + PayPal Charges + Payroll Expenses

**** Surplus: There is payment of about \$12K pending from the State on STOP Grant

***** Annual Fixed expense is about \$120K and includes Rent, Cell phones for caseworkers,