

**Income Statement Overview**

Assumptions People Impacted YEAR	250	100	100	Secret Santa for MS	Budget
	General	EAB for Christmas	Educational Programs	EAB Shop	
<b>Revenue</b>					
<b>From Development</b>				\$11,210	
Funds as of Jan 1, 2021	\$61,009				\$61,009
Grants		\$85,000	\$5,000	\$5,000	\$95,000
Individual Gifts		\$16,000	\$5,000	\$5,000	\$31,000
Board Fundraising Commitments		\$12,000			\$12,000
Fundraising Events		\$16,000			\$21,000
<b>Total Revenue from Development</b>	\$61,009	\$129,000	\$10,000	\$10,000	\$220,009
<b>Other Sources Income</b>					
SBA Loan	\$0				
PPP Loan	\$0				
SBA TREA Relief					
Earn A Bike @ School Contracts		\$25,000			\$25,000
Earn A Bike Program Fees				\$2,000	\$2,000
Mt Bike Camps			\$12,500		\$12,500
Park Tool School			\$12,000		\$12,000
Shop Sales				\$20,000	\$20,000
<b>Total Other Sources Income</b>	\$0	\$25,000	\$24,500	\$22,000	\$71,500
<b>Total Income</b>	\$61,009	\$154,000	\$34,500	\$32,000	\$302,719
<b>Expenses</b>					
<b>Direct Program Costs</b>					
Direct Material		\$72,500			\$85,787
Direct Labor (JB)		\$20,000	\$10,000.00	\$10,000	\$40,000
Direct Labor (JM)		\$2,000	\$10,000	\$2,000	\$14,000
Assistant		\$5,000		\$15,000	\$20,000
Subcontractors		\$5,000			\$5,000
MS 150 Event Costs					\$3,000
MS Training Rides					\$1,200
Other Direct Costs					\$0
<b>Total Direct Program Costs</b>	\$0	\$104,500	\$20,000	\$27,000	\$168,987
<b>Indirect Program Costs</b>					
Fundraising/Development Salaries	\$26,000				\$26,000
Grant Consultant	\$3,120				\$3,120
Taxes	\$15,480				\$15,480
Advertising/Promotions	\$1,000	\$7,000	\$2,400	\$600	\$11,000
Distribution/Transportation		\$500	\$1,500	\$1,500	\$3,500
Repairs & Maintenance			\$500	\$1,500	\$2,000
Insurance			\$3,000		\$3,000
Training and Certifications		\$400	\$400	\$400	\$1,200
Bank Fees and Interest	\$100				\$100
Other Indirect Costs	\$8,000				\$8,000
<b>Total Indirect Program Costs</b>	\$53,700	\$7,900	\$7,800	\$4,000	\$73,400
<b>Fixed Costs</b>					
Administration Assistant	\$30,000				\$30,000
Depreciation/Ammortizatoin					\$0
Insurance Expenses	\$500				\$500
<b>Facilities Expense</b>					
Rent/Occupancy/Storage/Moving				\$900	\$900
Utilities	\$50				\$50
Postage/Shipping	\$100		\$500		\$600
Equipment/Supplies	\$350		\$2,000	\$2,000	\$4,350
Trailer Registration	\$110				\$220
<b>IT/Software</b>					
Donor Management Software	\$539				\$539
Quickbooks	\$1,317				\$1,317
Canva	\$240				\$240
Canvas					\$0
Weebly	\$480				\$480
Jotform	\$174				\$174
Team Password	\$180				\$180
Google	\$636				\$636
Professional Services	\$2,400				\$2,400
<b>Total Fixed Costs</b>	\$37,076	\$0	\$2,500	\$2,900	\$43,486
<b>Cost of Operations</b>	\$90,776	\$112,400	\$30,300	\$33,900	\$285,873
<b>Income - Expenses (Costs)</b>	-\$29,767	\$41,600	\$4,200	-\$1,900	\$16,846