

Accounts	FY2019
Walk	
Walk Revenue	
4102 Walk Corporate Teams	103,000
4104 Walk Family Teams	195,000
4106 Walk Cash Sponsorship	125,000
4107 National Corporate Walk Sponsorship	
4108 Walk Individuals	7,000
4110 Walk Matching Gifts	5,000
4111 National Corporate Walk Sneaker Sales	
4112 Walk Sneaker Sales	
4113 Walk School Teams	5,000
4114 Walk Corporate Other Income	
Total	440,000
Walk Direct Expense	
6102 Walk Corporate Recruitment Event	2,000
6106 Walk Team Captains Kickoff	10,500
6107 Walk Plaques & Awards (National Vendor)	
6108 Walk Day Food & Beverage	500
6112 Walk Plaques & Awards	3,000
6114 Walk Pre-Event Promotional Items	500
6115 Walk Entertainment/Production	12,000
6116 Walk Fundraiser Incentives (including t-shirts)	7,000
6119 Walk Misc. Direct expenses	150
Total	35,650
Walk Indirect Expense	
7201 Postage & Mailing / Shipping Walk	1,500
7203 Express Mail Walk	
7204 Shipping Services Walk	
7254 Copying and Printing Walk	2,500
7256 Graphic Design Walk	
7259 Pr & Advertising Walk	
7266 Signage Walk	5,000
7268 Printing (Nat'l Only) Walk	
7277 Signage Walk - National Walk	
7299 T-Shirt/Apparel Walk	
7307 Rent Other Walk	
7335 Security Service Walk	7,000
7350 General Office Supplies Walk	
7360 Equipment Rental / Leasing Walk	12,000
7413 Meetings Walk	500
7419 Staff Travel - Auto & Taxi Walk	
7498 Other Meal Walk	500
7642 Credit Card and Online Transaction Fees Walk	5,000
7647 Other Fees-Online Walk	
7691 Miscellaneous Walk	
7724 Outreach - Program Expenses Walk	

Total	34,000
Walk - Net Income	370,350
Gala	
Gala Revenue	
4127 Gala Sponsors	200,000
4129 Gala Individual Tickets	65,000
4133 Gala Cash Sponsorship	15,000
4135 Gala Live Auctions	75,000
4137 Gala Silent Auctions	55,000
4139 FAC Outright below \$10k	150,000
4143 Gala Raffles/Drawings	15,000
4148 National Corporate Gala Sponsorships	
4149 Gala FAC Outright over 10k	350,000
Total	925,000
Gala Direct Expense	270,200
Gala Indirect Expense	60,700
Gala - Net Income	594,100
Ride	
Ride Revenue	22,000
Ride Indirect Expense	7,400
Ride to Cure - Net Income	14,600
Challenge	
Challenge Programs Revenue	5,500
Challenge Indirect Expense	2,285
Challenge Net Income	3,215
Golf	
Golf Revenue	81,000
Golf Direct Expense	19,000
Golf Indirect Expense	2,550
Golf - Net Income	59,450
Other Special Events	
OSE Revenue	50,000
OSE Direct Expense	3,000
OSE Indirect Expense	1,550
Other SE - Net Income	45,450
Other School & Youth Events	
Other School and Youth Initiatives Revenue	
Other SYI Direct Expense	
Other SYI Indirect Expense	
Other School & Youth Events - Net Income	

Event - Net Income	1,087,165
General Contributions	
General Contribution	
Contributions	
Direct Appeal - Mail	
5123 Direct Appeal	15,432
Total	15,432
Direct Appeal - Online	
5125 Online Web Donation	25,509
Total	25,509
Workplace Giving	
5121 Workplace Giving (Chapter Funds)	39,938
5122 National Corporate Workplace Giving	1,355
5124 Workplace Giving - Matching Gift	2,500
Total	43,793
Planned Giving	
5176 Planned Giving Revenue	
Total	
Individual Gifts (incl Mem/Trib)	
5128 Memorials & Tributes	13,000
5139 Individual Contributions	1,500
Total	14,500
Corporate - Other Contributions	
5102 Corporate Contributions	500
5104 National Corporate Partnerships & All Ford Revenue	68,873
Total	69,373
Foundation	
5105 Clubs and Organizations	
Total	
Outreach	
5108 Outreach General Program Grant	
5109 Outreach - TypeOneNation Summit	15,000
5110 Outreach - Community Engagement Events	25,000
5111 National Corporate Outreach Sponsorship	15,000
Total	55,000
Team JDRF / Third Party	
5141 Other Third Party Campaign and Events	5,000
5142 JDRF Your Way Campaign and Events	100
Total	5,100
Total	228,706
Other Contribution	
Other Income	
5417 Other Income- Miscellaneous	
Total	
Total	228,706

Core Fundraising Net Revenue	1,315,871
Expenses	
Operating Expense	
Payroll	
7105 Staff Salaries	365,392
7108 Staff Salaries - Overtime (Non-Exempt)	5,000
7115 Incentive Pay	2,000
7120 FICA Expense	27,952
7135 Unemployment Insurance	
7150 Life/Dental & Disability Insurance	6,083
7160 Group Health Insurance	64,368
7170 Employee Retirement Commitment	
Total	470,795
Postage & Mailing Services	
7201 Postage/ Mailing & Shipping	3,000
7203 Express Mail	
7204 Shipping Services	
Total	3,000
Printing & Related	
7254 Printing and Copying	3,000
7255 Copying	
7259 Celebrity Engagement	
7266 Signage	
7278 National Campaign Expenses	2,153
7299 T-shirt/Apparel	
Total	5,153
Rent & Related	
7305 Rent - Office	70,000
7307 Rent Other	
7310 Office Relocation	
7325 Storage	5,000
7350 General Office Supplies	3,000
7360 Equipment & Other Rental / Leasing	7,500
7396 Misc. Office Expenses	
Total	85,500
Travel Related	
7411 Staff Transportation - Air & Rail	1,500
7413 Meetings	2,500
7415 Staff Event Site/ Hotel Expense	2,500
7417 Meal while Travelling	500
7419 Staff Travel - Auto & Taxi	2,000
7422 Non-staff Travel and Meal	1,000
7435 Cultivation event	
7498 Other Meal	1,500
Total	11,500

Technology Related	
7506 Purchased Software	
7510 Purchased Hardware	400
7517 Wireless Services	200
7519 Software Subscriptions	300
Total	900
Dues & Fees	
7641 Dues and Subscriptions	150
7642 Credit Card and Online Transaction Fees	6,100
7643 Bank Fees & Charges	350
7646 Registration / Filing Fees	
7647 Other fees-Online	
Total	6,600
Award & Prizes	
7663 Recognition - Chapter	200
7668 Awards, Stipends, Gift and Prizes	
7669 Gifts and Prizes	
Total	200
Education & Training	
7671 Education and Training	
Total	
Outreach Expense	
7720 Outreach - General Program Printing/Materials	500
7722 Outreach - Summit Event	35,000
7723 Outreach - Other Community Engagement event	5,000
7724 Outreach - All other Outreach Program expenses	3,000
Total	43,500
Other Expense	
7691 Miscellaneous	
Total	
Total	627,148
Summary	
Total Gross Revenue	1,752,206
Total Gross Events	1,523,500
Events Direct / Indirect Expenses	436,335
Total Operating Expense	627,148
Total Direct/indirect & Operating Expenses	1,063,483
Total Public Support and Revenue	1,315,871
Total Net Income	688,723
Gross Margin	39.3%
Gross Margin without Planned Giving	39.3%
Change in Net Assets	688,723
Salary Productivity	3.72
Salary Productivity without Planned Giving	3.72

Notes:

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