

FY19 Budget

**FY2019  
Budget 2019**

Product Line	Accounts	
Product Line (Rollup)		
Product Segments (Rollup)		
Campaign Segments (Rollup)		
TNT (Rollup)	4000 - Revenue	350,000
	Gross Income	<b>350,000</b>
	Gross Margin %	<b>100%</b>
Light The Night	4000 - Revenue	2,070,002
	5000 - DDB Expenses	(328,224)
	Gross Income	<b>1,741,778</b>
	Gross Margin %	<b>84%</b>
Man Woman of the Year	4000 - Revenue	2,410,000
	5000 - DDB Expenses	(320,804)
	Gross Income	<b>2,089,196</b>
	Gross Margin %	<b>87%</b>
Students of the Year	4000 - Revenue	750,001
	5000 - DDB Expenses	(87,094)
	Gross Income	<b>662,907</b>
	Gross Margin %	<b>88%</b>
Student Series (Rollup)	4000 - Revenue	1,300,102
	5000 - DDB Expenses	(93,273)
	Gross Income	<b>1,206,829</b>
	Gross Margin %	<b>93%</b>
Regatta	4000 - Revenue	45,000
	5000 - DDB Expenses	(1,200)
	Gross Income	<b>43,800</b>
	Gross Margin %	<b>97%</b>
All Other Campaigns (Rollup)	4000 - Revenue	135,000
	5000 - DDB Expenses	(45,000)
	Gross Income	<b>90,000</b>
	Gross Margin %	<b>67%</b>
Donor Development (Rollup)	4000 - Revenue	315,000
	Gross Income	<b>315,000</b>
	Gross Margin %	<b>100%</b>
Direct Response (Rollup)	4000 - Revenue	0
	Gross Income	<b>0</b>
	Gross Margin %	<b>0%</b>
Total Campaign Segments (Rollup)	4000 - Revenue	<b>7,375,105</b>
	5000 - DDB Expenses	<b>(875,594)</b>
	Gross Income	<b>6,499,510</b>
	Gross Margin %	<b>88%</b>
Non-Campaign Segments (Rollup)	5000 - DDB Expenses	0
	Gross Income	<b>0</b>
Total Product Segments (Rollup)	4000 - Revenue	<b>7,375,105</b>
	5000 - DDB Expenses	<b>(875,594)</b>
	Gross Income	<b>6,499,510</b>
	Gross Margin %	<b>88%</b>
Enterprise	4000 - Revenue	0
	5000 - DDB Expenses	0
	Gross Income	<b>0</b>
	Gross Margin %	<b>0%</b>
Total Product Line (Rollup)	4000 - Revenue	<b>7,375,105</b>
	5000 - DDB Expenses	<b>(875,594)</b>
	Gross Income	<b>6,499,510</b>
	Gross Margin %	<b>88%</b>
	Accounts	
	Expense	
	6500 - Payroll	
	6501 - Salaries	(1,578,142)
	6503 - Temporary Staffing (Agency)	(100,250)
	Total 6500 - Payroll	<b>(1,678,392)</b>
	6100 - Benefits	(337,766)
	6750 - Payroll Taxes	(131,292)
	6800 - Travel & Meetings	(144,985)
	6650 - Professional Fees	(3,901)
	6550 - Postage & Shipping	(65,077)
	6600 - Printing	(49,588)
	6700 - Stationery & Supplies	(45,040)
	6050 - Advertising	(5,800)
	6250 - Equipment	(35,000)
	6400 - Occupancy	(300,155)
	6900 - Telephony	(4,800)
	6350 - Memberships	(4,750)
	6200 - Depreciation	(19,648)
	6450 - Other	(59,269)
	Total Expense	<b>(2,885,463)</b>
	Net Income	<b>3,614,048</b>
	Net Margin %	<b>49%</b>