

Special Olympics Texas, Inc.
SOTX Comparative Income Statement
Dec-20

| | Dec-20 | Dec-19 | Variance | % Variance | YTD Budget | YTD Actual | YTD Actual to Budget Variance | YTD Prior | YTD Actual to Prior Variance | % Variance |
|---------------------------------------|-------------|-------------|-------------|------------|-------------|-------------|-------------------------------------|-------------|------------------------------------|------------|
| Ordinary Income/Expense | | | | | | | | | | |
| Income | | | | | | | | | | |
| 4000 - Revenue | \$0 | \$0 | \$0 | 0% | \$0 | \$0 | \$0 | \$28,087 | (\$28,087) | (100%) |
| 4010 - Major Gifts and Planned Giving | \$215,161 | \$40,075 | \$175,086 | 437% | \$20,000 | \$315,525 | \$295,525 | \$105,680 | \$209,845 | 199% |
| 4011 - Sponsorships | \$11,000 | \$56,076 | (\$45,076) | (80%) | \$674,000 | \$183,312 | (\$490,688) | \$612,224 | (\$428,912) | (70%) |
| 4012 - Merchandise | \$280 | \$10,127 | (\$9,847) | (97%) | \$174,500 | \$46,705 | (\$127,795) | \$178,273 | (\$131,569) | (74%) |
| 4013 - Donations | \$71,572 | \$47,694 | \$23,878 | 50% | \$294,500 | \$477,824 | \$183,324 | \$523,168 | (\$45,344) | (9%) |
| 4014 - State Games Registration | \$487 | (\$43,068) | \$43,555 | (101%) | \$187,500 | \$48,652 | (\$138,848) | \$205,461 | (\$156,809) | (76%) |
| 4015 - Torch Run | \$21,251 | \$66,363 | (\$45,111) | (68%) | \$768,000 | \$285,308 | (\$482,692) | \$940,303 | (\$654,995) | (70%) |
| 4016 - Promotions | \$1,219 | \$12 | \$1,207 | 10,054% | \$85,500 | \$55,178 | (\$30,322) | \$93,124 | (\$37,946) | (41%) |
| 4018 - World Games Revenue | \$0 | \$0 | \$0 | 0% | \$0 | \$0 | \$0 | \$70,405 | (\$70,405) | (100%) |
| 4019 - Events | \$0 | \$0 | \$0 | 0% | \$610,500 | \$29,630 | (\$580,870) | \$51,714 | (\$22,084) | (43%) |
| 4020 - Grants | \$978,600 | \$227,174 | \$751,426 | 331% | \$3,827,500 | \$3,759,150 | (\$68,350) | \$2,659,643 | \$1,099,507 | 41% |
| 4021 - Signature Events | \$30,233 | \$45,292 | (\$15,059) | (33%) | \$341,000 | \$357,421 | \$16,421 | \$581,084 | (\$223,663) | (38%) |
| 4022 - Third Party Events | \$587 | (\$70,169) | \$70,756 | (101%) | \$1,191,000 | \$670,362 | (\$520,638) | \$1,098,953 | (\$428,591) | (39%) |
| 4246 - Mail Campaigns - IDMP | \$37,605 | \$87,139 | (\$49,534) | (57%) | \$706,000 | \$773,574 | \$67,574 | \$779,973 | (\$6,399) | (1%) |
| 4249 - Telemarketing | \$0 | \$5,487 | (\$5,487) | (100%) | \$120,000 | (\$785) | (\$120,785) | \$110,248 | (\$111,033) | (101%) |
| Total Income | \$1,367,994 | \$472,202 | \$895,793 | 190% | \$9,000,000 | \$7,001,855 | (\$1,998,145) | \$8,038,340 | (\$1,036,485) | (13%) |
| Expense | | | | | | | | | | |
| 5010 - Cost of Fundraising | \$1,147 | \$104,802 | (\$103,655) | (99%) | \$465,164 | \$182,030 | (\$283,134) | \$690,505 | (\$508,475) | (74%) |
| 6000 - Program Expense | \$788 | \$92,064 | (\$91,276) | (99%) | \$1,126,578 | \$466,840 | (\$659,738) | \$1,168,580 | (\$701,741) | (60%) |
| 6200 - Public Relations | (\$927) | \$5,539 | (\$6,466) | (117%) | \$65,000 | \$30,988 | (\$34,012) | \$67,521 | (\$36,533) | (54%) |
| 6302 - Healthy Athletes | \$0 | \$32 | (\$32) | (100%) | \$240,000 | \$672 | (\$239,328) | \$30,067 | (\$29,396) | (98%) |
| 6525 - Regional Management Meetings | \$0 | \$0 | \$0 | 0% | \$17,010 | \$0 | (\$17,010) | \$5,704 | (\$5,704) | (100%) |
| 6600 - Volunteers | \$30 | \$2,372 | (\$2,342) | (99%) | \$31,000 | \$29,057 | (\$1,943) | \$43,591 | (\$14,533) | (33%) |
| 7000 - Rent | \$26,325 | \$48,444 | (\$22,119) | (46%) | \$389,686 | \$391,980 | \$2,294 | \$349,335 | \$42,644 | 12% |
| 7031 - System and Software Support | \$16,213 | \$7,630 | \$8,583 | 112% | \$112,550 | \$154,846 | \$42,296 | \$73,136 | \$81,710 | 112% |
| 7074 - Vehicle Insurance | \$15,949 | \$0 | \$15,949 | 0% | \$62,000 | \$97,393 | \$35,393 | \$25,127 | \$72,266 | 288% |
| 7076 - Liability Insurance | (\$193) | \$11,166 | (\$11,358) | (102%) | \$149,501 | \$153,955 | \$4,454 | \$135,090 | \$18,865 | 14% |
| 7125 - Telephone | \$8,524 | \$8,300 | \$224 | 3% | \$82,428 | \$111,192 | \$28,764 | \$84,583 | \$26,609 | 31% |
| 7150 - Interest | \$1,999 | \$3,544 | (\$1,545) | (44%) | \$9,500 | \$28,172 | \$18,672 | \$135,878 | (\$107,706) | (79%) |
| 7200 - Labor Cost | \$533,902 | \$567,277 | (\$33,375) | (6%) | \$5,021,182 | \$4,898,361 | (\$122,821) | \$4,195,378 | \$702,983 | 17% |
| 7250 - Staff Travel | \$3,037 | \$33,548 | (\$30,511) | (91%) | \$243,140 | \$108,652 | (\$134,488) | \$318,219 | (\$209,567) | (66%) |
| 7400 - Supplies | \$564 | \$5,799 | (\$5,234) | (90%) | \$27,020 | \$9,661 | (\$17,359) | \$39,171 | (\$29,510) | (75%) |
| 7500 - State Office | \$21,294 | \$50,855 | (\$29,561) | (58%) | \$445,500 | \$258,186 | (\$187,314) | \$305,945 | (\$47,759) | (16%) |
| Total - Expense | \$628,651 | \$941,371 | (\$312,720) | (33%) | \$8,487,259 | \$6,921,985 | (\$1,565,274) | \$7,667,830 | (\$745,845) | (10%) |
| Net Ordinary Income | \$739,343 | (\$469,169) | \$1,208,512 | (258%) | \$512,741 | \$79,870 | (\$432,871) | \$370,510 | (\$290,640) | (78%) |