

## AIS 2021 Budget

	2021	2020	2019	2018
	Budget	Actual	Actual	Actual
<b>Income</b>				
Literature Sales	\$ 18,000	\$ 13,942	\$ 34,464	\$ 35,963
Literature Shipping		\$ 337	\$ 1,498	\$ 1,535
Donations	\$ 15,000	\$ 17,507	\$ 14,611	\$ 20,739
Spare Change/Cans	\$ -	\$ 57	\$ 251	\$ 1,358
Spring Auction			\$ -	\$ 3,612
Fall Auction/Appeal			\$ -	\$ -
Interest Income	\$ 150	\$ 0	\$ 317	\$ 82
Other Income			\$ -	\$ (19)
<b>Total Income</b>	<b>\$ 33,150</b>	<b>\$ 31,843</b>	<b>\$ 51,141</b>	<b>\$ 63,270</b>
<b>COGS</b>				
Lit COGS	\$ 11,880	\$ 9,841	\$ 21,932	\$ 24,182
WSO Shipping Cost	\$ 1,188	\$ 669	\$ 2,334	\$ 2,336
Customer Shipping Cost	\$ 1,800	\$ 1,050	\$ 1,282	\$ 1,447
<b>Total COGS</b>	<b>\$ 14,868</b>	<b>\$ 11,560</b>	<b>\$ 25,548</b>	<b>\$ 27,965</b>
<b>Gross Profit</b>	<b>\$ 18,282</b>	<b>\$ 20,283</b>	<b>\$ 25,593</b>	<b>\$ 35,305</b>
<b>Expense</b>				
Ads ( Directory Listings)			\$ -	\$ -
Alateen Liaison	\$ 500	\$ 152	\$ 220	\$ -
Archives	\$ 50		\$ -	\$ -
ASL Translators				
Bank Fees/Bad Debt		\$ 2	\$ -	\$ 32
Business Licenses	\$ 110	\$ 66	\$ 66	\$ 65
Conferences	\$ 500		\$ 419	\$ -
Credit Card Fees	\$ 1,200	\$ 501	\$ 1,113	\$ 1,087
<b>Event Expense</b>				
Spring Auction			\$ -	\$ 609
Fall Auction			\$ -	\$ -
Alateen			\$ -	\$ -
Bon Fire	\$ 200		\$ 273	\$ 189
Fellowship	\$ 1,000	\$ 1,053	\$ 136	\$ -
Board Retreat	\$ 400	\$ 550	\$ 227	\$ -
Other Events			\$ 24	\$ 175
Insurance	\$ 600	\$ 488	\$ 500	\$ 472
Literature Adjustments	\$ 300	\$ 684	\$ 376	\$ 406
Maintenance/Repairs	\$ 100		\$ -	\$ -
Miscellaneous				\$ -
Office Equipment			\$ 1,616	\$ 1,195
Office Supplies	\$ 200	\$ 319	\$ 339	\$ 542
Other Expenses (MOVING)				\$ 771

	Outreach	\$ 6,000	\$ 4,167	\$ 308	\$ 744
	<b>Payroll</b>				
	Payroll			\$ -	\$ 10,733
	Payroll Taxes			\$ -	\$ 876
	Subsidized Busing			\$ -	\$ 42
	Penalties + interest			\$ -	\$ -
	Postage	\$ 55	\$ 55	\$ -	\$ 465
	Professional Consulting	\$ 400		\$ 1,778	\$ 243
	Rent	\$ 8,700	\$ 7,500	\$ 7,583	\$ 8,468
	Taxes	\$ 1,500	\$ 1,318	\$ 1,001	
	<b>Technology</b>				
	Website	\$ 300	\$ 150	\$ 390	\$ 401
	Microsoft	\$ 100	\$ 79	\$ 79	\$ 78
	Quickbooks	\$ 1,050	\$ 925	\$ 883	\$ 319
	Adobe	\$ 220	\$ 192	\$ 172	\$ 129
	Computers & Peripherals	\$ 1,000		\$ -	\$ 379
	Phone & Internet	\$ 1,740	\$ 1,739	\$ 1,560	\$ 1,974
	Printers			\$ (32)	\$ 5,702
	Volunteer Parking/Bus	\$ 500	\$ 97	\$ 482	\$ 865
	<b>Total Exp</b>	<b>\$ 26,725</b>	<b>\$ 20,037</b>	<b>\$ 19,513</b>	<b>\$ 36,961</b>
	<b>Total Exp (incl COGS)</b>	<b>\$ 41,593</b>	<b>\$ 31,597</b>	<b>\$ 45,061</b>	<b>\$ 64,926</b>
	<b>NET INCOME</b>	<b>\$ (8,443)</b>	<b>\$ 246</b>	<b>\$ 6,080</b>	<b>\$ (1,656)</b>