

**Florida Oceanographic Society, Inc.
Profit & Loss Budget Performance**

September 2019

Ordinary Income/Expense				Oct '18 - Sep 19	YTD Budget	FY '20	Notes
Income							
4000 · ADMISSIONS							
			4010 · ADM-Adults	359,584.10	330,000.00	358,191.53	
			4020 · ADM-Children	64,049.68	65,000.00	65,000.00	
			Total 4000 · ADMISSIONS	423,633.78	395,000.00	423,191.53	1
4050 · ANIMAL CARE & LIFE SUPPORT							
			4051 · GNT - Animal Care	0.00	0.00	0.00	
			Total 4050 · ANIMAL CARE & LIFE SUPPORT	0.00	0.00	0.00	
4100 · EDUCATIONAL PROGRAMS							
			4110 · EDU-Adults				
			4111 · Adult Field Trips	2,076.00	2,500.00	2,000.00	
			4112 · Adult SGG	1,824.00	2,500.00	1,800.00	
			4110 · EDU-Adults - Other	909.00	0.00	1,000.00	
			Total 4110 · EDU-Adults	4,809.00	5,000.00	4,800.00	
			4120 · EDU-Children				
			4121 · Children Field Trips	8,287.00	13,000.00	10,000.00	
			4122 · Children SGG	10,276.00	12,000.00	12,000.00	
			4120 · EDU-Children - Other	0.00	0.00	0.00	
			Total 4120 · EDU-Children	18,563.00	25,000.00	22,000.00	
			4130 · EDU-Families	8,553.00	8,000.00	8,000.00	
			4140 · EDU-Outreach	1,125.00	600.00	1,000.00	
			4160 · EDU-Summer camp	26,079.00	24,000.00	26,000.00	
			4180 · EDU -Grants Expected	67,600.00	100,000.00	70,000.00	
			Total 4100 · EDUCATIONAL PROGRAMS	126,729.00	162,600.00	131,800.00	
4200 · GIFT SHOP							
			4205 · Books	18,509.51	22,000.00	22,000.00	
			4220 · Jewelry	34,994.30	31,000.00	31,000.00	
			4225 · Miscellaneous	64,176.75	55,000.00	55,000.00	
			4230 · Over & Shortage	-0.02	0.00	0.00	
			4240 · TShirts	21,730.54	24,000.00	24,000.00	
			4245 · Toys	67,878.11	68,000.00	68,000.00	
			9099 · Purchase Discounts	0.00	0.00	0.00	
			4200 · GIFT SHOP - Other	115.99	0.00	0.00	
			Total 4200 · GIFT SHOP	207,405.18	200,000.00	200,000.00	
4300 · GENERAL CONTRIBUTIONS							
			4310 · FND-General contributions	394,919.97	350,000.00	370,000.00	
			4340 · Business Partners	0.00	0.00	0.00	
			Total 4300 · GENERAL CONTRIBUTIONS	394,919.97	350,000.00	370,000.00	2
4350 · INTEREST INCOME							
			4360 · Interest earned - Operating	3,155.83	50.00	50.00	
			Total 4350 · INTEREST INCOME	3,155.83	50.00	50.00	
4400 · MEMBERSHIP CONTRIBUTIONS							
			4410 · MEM-New	23,700.50	30,000.00	35,000.00	
			4420 · MEM-Renewal	158,885.06	165,000.00	175,000.00	
			4430 · MEM - Business Partners	500.00	1,500.00	1,000.00	
			Total 4400 · MEMBERSHIP CONTRIBUTIONS	183,085.56	196,500.00	211,000.00	2
4500 · MISCELLANEOUS INCOME							
			4510 · MISC-Miscellaneous	3.00	0.00	0.00	
			4530 · Vending Machines	1,135.46	1,300.00	1,000.00	
			4540 · Volunteers	200.00	100.00	100.00	
			4550 · Animal Adoption Program	4,430.00	3,000.00	4,000.00	
			4500 · MISCELLANEOUS INCOME - Other	0.00			
			Total 4500 · MISCELLANEOUS INCOME	5,768.46	4,400.00	5,100.00	
4600 · RESEARCH							
			4610 · GNT - Lululemon	0.00	0.00	0.00	

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		4611 - GNT - SET Grant		0.00	0.00	4,811.00	
		4612 - GNT - Impact 100		0.00	0.00	0.00	
		4613 - GNT - Samson Island		0.00	0.00	11,310.00	
		4614 - GNT - Bag Sale		0.00	0.00	4,550.00	
		4615 - GNT - SP Shoreline		0.00	0.00	5,000.00	
		4616 - GNT - Microplastic		0.00	0.00	13,634.00	
		4691 - GNT - Core Module		0.00	0.00	2,440.00	
		4680 - GNT - Grants Expected		4,746.00	55,137.00	0.00	
		Total 4600 - RESEARCH		4,746.00	55,137.00	41,745.00	3
		4700 - SPECIAL EVENTS					
		4701 - Special Fundraisers					
		4712 - Clay Shoot		14,909.00	32,000.00	0.00	
		4720 - Other Special-Sunset Lagoon etc		9,113.96	8,600.00	6,000.00	
		4725 - Holiday Event FY 2018		0.00	0.00	0.00	
		Total 4701 - Special Fundraisers		24,022.96	40,600.00	6,000.00	
		4760 - Ocean's Alive					
		4765 - Oceans Alive 2018		0.00	0.00	0.00	
		4766 - Ocean's Alive 2019		365,417.00	0.00	0.00	
		4760 - Ocean's Alive - Other-2020		0.00	270,000.00	365,000.00	
		Total 4760 - Ocean's Alive		365,417.00	270,000.00	365,000.00	2
		Total 4700 - SPECIAL EVENTS		389,439.96	310,600.00	371,000.00	
		4790 - CONSERVATION					
		4791 - GNT - Conservation		15,000.00	20,000.00	20,000.00	
		Total 4790 - CONSERVATION		15,000.00	20,000.00	20,000.00	
		4999 - Unclassified Income		286.31	100.00	100.00	
		Total Income		1,754,170.05	1,694,387.00	1,773,986.53	
		Gross Profit		1,754,170.05	1,694,387.00	1,773,986.53	
		Expense					
		I. PROGRAMS					
		5000 - ANIMAL CARE & LIFE SUPPORT					
		5010 - Animals & Collection		2,697.58	2,500.00	2,500.00	
		5020 - Benefits					
		5030 - Major Medical				8,816.04	
		5040 - Retirement Fund		3,136.69	2,062.82	2,062.82	
		Total 5020 - Benefits		3,136.69	2,062.82	10,878.86	
		5025 - Exhibit Maintenance		1,140.68	2,500.00	2,500.00	
		5035 - Trailer Lease		6,926.38	5,955.83	5,955.83	
		5050 - Equipment - small		148.76	5,000.00	1,000.00	
		5060 - Food, Turtle Nutrition & Meds		23,918.89	21,500.00	21,500.00	
		5065 - Insurance - Workers Comp		3,609.06	3,000.00	3,000.00	
		5070 - Maintenance & Repairs		3,929.67	5,000.00	5,000.00	
		5080 - Meetings & Conferences		17.79	1,500.00	1,500.00	
		5110 - Payroll - Salaries and Wages		136,142.30	130,130.64	142,100.00	
		5120 - Payroll Taxes		10,465.27	8,900.00	12,000.00	
		5130 - Permits & Licenses		25.00	25.00	25.00	
		5140 - Subscriptions & Memberships		119.00	100.00	100.00	
		5150 - Supplies & dry goods		4,334.47	3,000.00	3,000.00	
		5160 - Utilities-Electric - GFL, pump		21,872.30	28,000.00	23,000.00	
		Total 5000 - ANIMAL CARE & LIFE SUPPORT		218,483.84	219,174.29	234,059.69	
		5200 - CONSERVATION					
		5210 - Benefits					
		5230 - Retirement Fund		797.72	741.00	741.00	
		5210 - Benefits - Other		0.00	0.00	0.00	
		Total 5210 - Benefits		797.72	741.00	741.00	
		5215 - Trailer Lease		6,926.38	5,955.83	5,955.83	
		5225 - Insurance - Workers Comp		69.41	80.00	80.00	

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			5240 · Meetings & Conferences	8,309.52	7,000.00	7,000.00	
			5250 · Mileage	2,203.84	1,600.00	1,600.00	
			5260 · Payroll - Salaries & Wages	27,359.88	24,700.00	26,000.00	
			5270 · Payroll Taxes	2,094.83	1,953.00	1,953.00	
			5280 · Subscriptions & Memberships	135.00	150.00	150.00	
			5290 · Supplies	70.06	100.00	100.00	
			Total 5200 · CONSERVATION	47,966.64	42,279.83	43,579.83	
			5300 · EDUCATION				
			5310 · Benefits				
			5320 - Major Medical			11,754.72	
			5330 · Retirement Fund	5,181.25	3,909.00	3,909.00	
			Total 5310 · Benefits	5,181.25	3,909.00	15,663.72	
			5315 · Trailer Lease	6,926.38	5,955.83	5,955.83	
			5325 · Copier Use	4,247.96	5,000.00	5,000.00	
			5340 · Exhibits				
			5360 · Boardwalk & Nature Trail	42.23	200.00	200.00	
			5370 · Weather Station	0.00	600.00	200.00	
			5380 · Childrens Pavillion Exhibits	143.64	500.00	500.00	
			5390 · Rays On Reef Exhibit	0.00	200.00	200.00	
			5400 · Visitor Center	8.99	200.00	200.00	
			5405 · Game Fish Lagoon	0.00	200.00	200.00	
			5407 · Sea Star	265.01	100.00	200.00	
			5410 · Other Exhibits	276.80	500.00	300.00	
			5340 · Exhibits - Other	0.00	0.00	0.00	
			Total 5340 · Exhibits	736.67	2,500.00	2,000.00	
			5425 · Insurance - Workers Comp	3,609.06	4,165.00	4,165.00	
			5430 · Meetings & Conferences	751.07	1,000.00	1,000.00	
			5450 · Payroll - Salaries & Wages	164,944.96	161,498.00	161,498.00	
			5460 · Payroll Taxes	12,681.76	9,903.00	9,903.00	
			5470 · Programs				
			5480 · Adults	887.91	1,000.00	1,000.00	
			5490 · Children	2,663.03	2,000.00	10,300.00	
			5500 · Families, Groups	6,713.82	4,000.00	6,700.00	
			5510 · Outreach	458.66	1,000.00	1,000.00	
			5530 · Summer Camp				
			5535 · Insurance - Summer Camp Edu	0.00	600.00	600.00	
			5530 · Summer Camp - Other	7,398.74	9,000.00	9,000.00	
			Total 5530 · Summer Camp	7,398.74	9,600.00	9,600.00	
			Total 5470 · Programs	18,122.16	17,600.00	28,600.00	
			5550 · Supplies	39.82	100.00	100.00	
			5560 · Subscriptions & memberships	0.00	300.00	300.00	
			Total 5300 · EDUCATION	217,241.09	211,930.83	234,185.55	
			5600 · RESEARCH				
			5610 · Benefits				
			5620 - Major Medical			8,816.04	
			5630 · Retirement Fund	457.20	1,676.00	1,676.00	
			Total 5610 · Benefits	457.20	1,676.00	10,492.04	
			5640 · Citizens Water Monitoring	4,234.64	17,198.00	4,000.00	
			5645 · Trailer Lease	6,926.38	5,955.83	5,955.83	
			5655 - Grant Expenses	0.00	0.00	0.00	
			5655a - Core Module	0.00	0.00	1,266.01	
			5655b - Lululemon	0.00	0.00	2,067.53	
			5655c - SET Grant	0.00	0.00	4,811.00	
			5655d - Impact 100	0.00	0.00	2,835.00	
			5655dd - Impact 100 P/R	0.00	0.00	7,378.18	
			5655e - Samson Island	0.00	0.00	11,310.00	

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			5655f - Bag Sale	0.00	0.00	4,550.00	
			5655g - SP Shoreline	0.00	0.00	5,000.00	
			5655h - JB Impoundment	0.00	0.00	6,000.00	
			5655i - Microplastic P/R	0.00	0.00	5,959.30	
			5660 · Boat Insurance	5,727.34	5,485.00	5,485.00	
			5665 · Insurance - Workers Comp	1,804.53	1,500.00	1,500.00	
			5680 · Coastal Center Research-Conserv	234.43	500.00	500.00	
			5690 · FLOOR / FOSTER	4,252.87	24,752.00	0.00	
			5695 - FLOOR	0.00	0.00	2,500.00	
			5696 - FOSTER	0.00	0.00	1,000.00	
			5697 - Living Shorelines	0.00	0.00	500.00	
			5700 · Payroll - Salaries & Wages	113,010.53	147,780.00	147,780.00	
			5710 · Payroll Taxes	7,391.08	5,669.00	5,669.00	
			5715 · IRL NEP Grant	0.00	0.00	0.00	
			5740 · Subscriptions & Memberships	179.00	200.00	200.00	
			5750 · Vessels - Registration	0.00	200.00	200.00	
			5760 · Meetings and Conferences	1,706.47	1,000.00	1,500.00	
			Total 5600 · RESEARCH	145,924.47	211,915.83	238,458.89	
			5800 · VOLUNTEERS				
			5816 · Contract - ECommerce	812.96	720.00	720.00	
			5840 · Board & Committees	97.40	750.00	750.00	
			5842 · Trailer Lease	6,925.85	5,955.83	5,955.83	
			5846 · Insurance - Volunteer	0.00	900.00	900.00	
			5848 · Insurance - Workers Comp	138.80	161.00	161.00	
			5870 · Volunteer Operations & Training	1,133.43	1,500.00	1,500.00	
			5880 · Payroll - Salaries & Wages	24,725.00	25,636.00	25,636.00	
			5890 · Payroll Taxes	1,904.42	1,948.00	1,948.00	
			5900 · Volunteer Recognition	2,723.08	3,000.00	3,000.00	
			5910 · TEAM Ocean	273.96	500.00	500.00	
			Total 5800 · VOLUNTEERS	38,734.90	41,070.83	41,070.83	
			7400 · FACILITIES				
			7410 · Benefits				
			7420 - Major Medical			5,877.36	
			7430 · Retirement Fund	0.00	1,140.00	1,140.00	
			Total 7410 · Benefits	0.00	1,140.00	7,017.36	
			7440 · Contracts & Services				
			7450 · Cleaning	4,675.00	5,500.00	5,500.00	
			7455 · Landscape Maintenance	9,360.00	6,000.00	6,000.00	
			7460 · Lift Station	1,240.00	1,400.00	1,400.00	
			7480 · Security	971.80	1,200.00	1,200.00	
			Total 7440 · Contracts & Services	16,246.80	14,100.00	14,100.00	
			7457 · Trailer Lease	6,926.45	5,955.83	5,955.83	
			7490 · Fuel	599.79	800.00	800.00	
			7495 · Furniture, Fixtures & Equipment				
			7496 · Computer Equipment	2,885.32	1,500.00	1,500.00	
			7497 · Computer Software	2,972.00	3,500.00	3,500.00	
			7498 · Equipment & Tools	1,623.00	4,500.00	2,000.00	
			7499 · Furniture & Fixtures	13,111.17	1,300.00	2,000.00	
			7495 · Furniture, Fixtures & Equipment - Other	0.00	0.00	0.00	
			Total 7495 · Furniture, Fixtures & Equipment	20,591.49	10,800.00	9,000.00	
			7505 · Insurance - Facilities	27,622.56	26,000.00	26,000.00	
			7507 · Insurance - Workers Comp	2,498.58	2,500.00	2,500.00	
			7510 · Maintenance & Repairs				
			7520 · Buildings & Office	8,919.50	5,000.00	5,000.00	
			7530 · Grounds, Nursery & Trail	9,299.09	2,000.00	2,000.00	
			7540 · Other Equipment Repairs	7,157.36	1,000.00	1,000.00	

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			7550 · Telephone & Security Systems	71.88	1,000.00	1,000.00	
			7560 · Vehicles & Vessels	3,372.28	2,000.00	2,000.00	
			7510 · Maintenance & Repairs - Other	110.23	0.00	0.00	
			Total 7510 · Maintenance & Repairs	28,930.34	11,000.00	11,000.00	
			7580 · Payroll - Salaries & Wages	62,570.40	52,976.00	52,976.00	
			7590 · Payroll Taxes	4,816.96	4,026.00	4,026.00	
			7610 · Supplies - Facility	3,928.39	5,000.00	5,000.00	
			7620 · Tools and Equipment - Small	0.00	0.00	0.00	
			7630 · Utilities				
			7640 · Electric - Ofc, OL, Visitor Ctr	17,725.53	12,000.00	15,000.00	
			7650 · Sanitation	10,240.07	6,500.00	7,500.00	
			7660 · Telephone/Internet	11,238.99	10,000.00	10,000.00	
			7670 · Water & Wastewater	7,673.88	7,000.00	7,000.00	
			Total 7630 · Utilities	46,878.47	35,500.00	39,500.00	
			Total 7400 · FACILITIES	221,610.23	169,797.83	177,875.19	
			7700 · VISITOR CENTER				
			7710 · Benefits				
			7720 · Major Medical			5,877.36	
			7730 · Retirement Fund	1,230.32	1,230.54	1,230.54	
			Total 7710 · Benefits	1,230.32	1,230.54	7,107.90	
			7715 · Contract - Trailer Lease	6,926.64	5,955.83	5,955.83	
			7740 · Gift Shop				
			7750 · Books	10,379.88	9,000.00	9,000.00	
			7760 · Jewelry	12,883.72	10,000.00	10,000.00	
			7770 · Miscellaneous	27,632.72	21,500.00	21,500.00	
			7780 · TShirts	9,152.85	7,500.00	7,500.00	
			7790 · Toys	24,276.28	30,500.00	30,500.00	
			7795 · POS Inventory Adjustments	1,307.02	1,500.00	1,500.00	
			7911 · Freight and Shipping Costs	7,166.52	7,000.00	7,000.00	
			Total 7740 · Gift Shop	92,798.99	87,000.00	87,000.00	
			7785 · Insurance - Workers Comp	1,249.29	1,440.00	1,440.00	
			7820 · Payroll - Salaries & Wages	98,640.21	100,000.00	112,000.00	
			7830 · Payroll Taxes	7,628.75	9,914.56	9,914.56	
			7860 · Subscriptions & Memberships	0.00	50.00	50.00	
			7870 · Supplies	2,519.13	3,000.00	3,000.00	
			Total 7700 · VISITOR CENTER	210,993.33	208,590.93	226,468.29	
			Total I. · PROGRAMS	1,100,954.50	1,104,760.37	1,195,698.27	
			II. · FUNDRAISING				
			6000 · DEVELOPMENT & MARKETING				
			6010 · Benefits				
			6020 · Major Medical			8,816.04	
			6030 · Retirement Fund	3,367.01	4,913.00	4,913.00	
			Total 6010 · Benefits	3,367.01	4,913.00	13,729.04	
			6015 · Trailer Lease	6,926.38	5,955.83	5,955.83	
			6016 · Contract - ECommerce	0.00	1,000.00	1,000.00	
			6025 · Copier Use	4,248.81	4,000.00	4,000.00	
			6040 · Cultivation	349.66	800.00	800.00	
			6045 · Business Partners	0.00	500.00	500.00	
			6050 · Donor Recognition	1,937.95	4,000.00	4,000.00	
			6055 · Insurance - Workers Comp	485.84	560.00	560.00	
			6060 · Marketing & Outreach	1,189.64	5,000.00	5,000.00	
			6065 · Community Outreach	318.63	2,000.00	2,000.00	
			6070 · Media Advertising	11,231.74	10,000.00	10,000.00	
			6080 · Mileage	0.00	250.00	250.00	
			6090 · Subscriptions & Memberships	2,325.25	2,000.00	2,000.00	
			6100 · Meetings & Conferences	200.00	400.00	400.00	

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	6105 · Membership Appeals / Campaign	10,759.03	8,500.00	8,500.00	
	6110 · Membership Materials	2,582.80	3,000.00	3,000.00	
	6130 · Payroll - Salaries & Wages	182,497.58	191,895.70	191,895.70	
	6140 · Payroll Taxes	13,971.35	12,509.00	12,509.00	
	6145 · Postage	3,276.52	5,000.00	5,000.00	
	6150 · Publications				
	6160 · Annual Report	4,184.56	6,100.00	6,100.00	
	Total 6150 · Publications	4,184.56	6,100.00	6,100.00	
	6190 · Special Events				
	6192 · Clay Shoot	6,768.28	10,500.00	0.00	
	6193 · Rally for the River	257.65	750.00	750.00	
	6195 · Holiday Event FY 2017	0.00	0.00	0.00	
	6196 · Holiday Event FY 2018	925.00	0.00	0.00	
	6220 · Oceans Alive 2018	0.00	0.00	0.00	
	6221 · Oceans Alive 2019-2020	60,647.10	52,000.00	65,000.00	
	6230 · Other Special Events	11,187.00	1,500.00	1,500.00	
	6190 · Special Events - Other	47.69			
	Total 6190 · Special Events	79,832.72	64,750.00	67,250.00	
	6000 · DEVELOPMENT & MARKETING - Other	0.00	0.00	0.00	
	Total 6000 · DEVELOPMENT & MARKETING	329,685.47	333,133.53	344,449.57	
	Total II. · FUNDRAISING	329,685.47	333,133.53	344,449.57	
	III. · GENERAL & ADMINISTRATION				
	7000 · ADMINISTRATION				
	7010 · Employee Benefits				
	7020 - Major Medical			5,877.36	
	7030 · Retirement Fund	3,208.59	3,496.00	3,496.00	
	Total 7010 · Employee Benefits	3,208.59	3,496.00	9,373.36	
	7040 · Computers				
	7050 · Computer Repairs	69.95	500.00	500.00	
	7060 · Web Development	11,295.00	12,000.00	3,500.00	
	7070 · Technical Support	8,686.99	5,500.00	5,500.00	
	7040 · Computers - Other	24.77			
	Total 7040 · Computers	20,076.71	18,000.00	9,500.00	
	7080 · Contracts & Services				
	7090 · Copier Lease	4,247.97	2,000.00	3,500.00	
	7100 · Trailer Lease	6,906.39	5,955.83	5,955.83	
	7080 · Contracts & Services - Other	0.00	0.00	0.00	
	Total 7080 · Contracts & Services	11,154.36	7,955.83	9,455.83	
	7110 · Insurance	8,226.26	7,834.00	7,834.00	
	7115 · Insurance - Workers Comp	416.43	480.00	480.00	
	7120 · Meetings & Conferences	242.01	250.00	250.00	
	7140 · Payroll - Salaries & Wages	111,226.39	119,031.00	119,031.00	
	7150 · Payroll Taxes	8,607.97	8,859.00	8,859.00	
	7170 · Postage - general	2,172.30	2,080.50	2,080.50	
	7180 · Professional Fees				
	7190 · Accounting	15,027.50	9,500.00	9,500.00	
	7200 · Audit	3,500.00	3,500.00	3,500.00	
	7210 · Benefits Consultant	1,475.00	1,250.00	1,475.00	
	7225 · Payroll Service	4,642.21	4,200.00	4,200.00	
	Total 7180 · Professional Fees	24,644.71	18,450.00	18,675.00	
	7240 · Subscriptions & Memberships	593.47	200.00	550.00	
	7250 · Staff Development				
	7260 · Meetings	131.90	300.00	300.00	
	7270 · Uniforms, badges	1,187.45	2,000.00	2,000.00	
	7280 · Recognition	1,620.03	2,000.00	2,000.00	
	7290 · Recruitment	173.00	200.00	200.00	

**Florida Oceanographic Society, Inc.
Profit & Loss Budget Performance**

September 2019

				Oct '18 - Sep 19	YTD Budget	FY '20	Notes
			7300 · Training	1,032.68	750.00	750.00	
			7250 · Staff Development - Other	4,563.99	27,000.00	5,000.00	
			Total 7250 · Staff Development	8,709.05	32,250.00	10,250.00	
			7310 · Supplies - office	7,841.56	7,500.00	7,500.00	
			7320 · Taxes, Licenses, Fees				
			7330 · Bank & Charge Card fees	29,873.92	29,000.00	29,000.00	
			7350 · Licenses & Miscellaneous	802.08	500.00	500.00	
			7320 · Taxes, Licenses, Fees - Other	0.00	500.00	500.00	
			Total 7320 · Taxes, Licenses, Fees	30,676.00	30,000.00	30,000.00	
			Total 7000 · ADMINISTRATION	237,795.81	256,386.33	233,838.69	
			III. · GENERAL & ADMINISTRATION - Other	0.00	0.00	0.00	
			Total III. · GENERAL & ADMINISTRATION	237,795.81	256,386.33	233,838.69	
			Total Expense	1,668,435.78	1,694,280.23	1,773,986.53	
			Net Ordinary Income	85,734.27	106.77	0.00	

Notes:

1 Admissions are projected to maintain FY19 actual levels

2 Add \$ 64,000 for Employer Annualized Net Cost for 80% Medical Benefits Coverage for Employees (actual medical coverage added to budget totals \$55834.92)

3 Add "retained earnings" from FY2019 -Lululemon Grant-\$ 2067.53 and Impact Grant \$ 21,341.18 (?) These expenses will hit the 2019/2020 FY, even though the income was received in 2018/2019 FY.