

Big Brothers Big Sisters of the Lehigh Valley, Inc.
Profit & Loss Budget vs. Actual
July 2021 through June 2022

	<u>Jul '21 - Jun 22</u>	<u>Jul '20 - Jun 21</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Ordinary Income/Expense					
Income					
4000 · Grants - Restricted	37,954.83	98,466.23	164,950.00	-126,995.17	23.01%
4050 · Grants - Unrestricted	37,000.00	19,500.00	20,000.00	17,000.00	185.0%
4100 · Government Grants - Restricted	310,125.58	224,073.94	324,023.00	-13,897.42	95.71%
4150 · EITC - Restricted	150,900.00	63,900.00	100,000.00	50,900.00	150.9%
4200 · Event Revenue	246,822.23	162,668.30	202,500.00	44,322.23	121.89%
4300 · Individual Giving	60,551.56	60,037.92	96,000.00	-35,448.44	63.08%
4325 · Corporate Giving	33,088.38	48,194.03	56,000.00	-22,911.62	59.09%
4500 · Interest & Dividend Income	798.99	3,931.30	50.00	748.99	1,597.98%
Total Income	<u>877,241.57</u>	<u>680,771.72</u>	<u>963,523.00</u>	<u>-86,281.43</u>	<u>91.05%</u>
Cost of Goods Sold					
5000 · Event Expenses	46,204.45	43,832.00	67,000.00	-20,795.55	68.96%
5050 · 50th Anniversary Celebration	19,588.62	0.00			
5300 · Other Fundraising Expenses	1,038.31	151.97			
5500 · Stewardship	94.00	0.00			
Total COGS	<u>66,925.38</u>	<u>43,983.97</u>	<u>67,000.00</u>	<u>-74.62</u>	<u>99.89%</u>
Gross Profit	<u>810,316.19</u>	<u>636,787.75</u>	<u>896,523.00</u>	<u>-86,206.81</u>	<u>90.38%</u>
Expense					
6000 · Payroll Expense	626,098.62	528,533.75	675,852.13	-49,753.51	92.64%
6100 · Employee Benefits	55,921.22	39,901.13	64,173.70	-8,252.48	87.14%
6200 · Travel Expenses	478.82	350.15	1,500.00	-1,021.18	31.92%
6300 · Program Expenses	54,048.73	59,118.06	41,153.00	12,895.73	131.34%
6400 · Facility Expenses	25,695.27	38,520.07	21,063.00	4,632.27	121.99%
6500 · General Admin Expenses	103,897.16	99,112.97	100,558.00	3,339.16	103.32%
Total Expense	<u>866,139.82</u>	<u>765,536.13</u>	<u>904,299.83</u>	<u>-38,160.01</u>	<u>95.78%</u>
Net Ordinary Income	<u>-55,823.63</u>	<u>-128,748.38</u>	<u>-7,776.83</u>	<u>-48,046.80</u>	<u>717.82%</u>
Other Income/Expense					
Other Income					
9001 · Building Rental Income	23,750.00	23,650.00	11,100.00	12,650.00	213.96%
9005 · Miscellaneous Income	40.15	129,217.12			
9200 · In Kind Contributions	74,355.89	41,173.60			
9300 · In-Kind Offset	-74,355.89	-41,173.60			
9301 · Gain/Loss on Investments	-5,933.30	14,181.10			
Total Other Income	<u>17,856.85</u>	<u>167,048.22</u>	<u>11,100.00</u>	<u>6,756.85</u>	<u>160.87%</u>
Net Other Income	<u>17,856.85</u>	<u>167,048.22</u>	<u>11,100.00</u>	<u>6,756.85</u>	<u>160.87%</u>
Net Income	<u>-37,966.78</u>	<u>38,299.84</u>	<u>3,323.17</u>	<u>-41,289.95</u>	<u>-1,142.49%</u>