

|                                   | Proposed 2022-2023  | Proposed 2023-2024  | Proposed 2024-2025   | actual 2024-2025     | Proposed 2025-2026  | Comments/justification for increase/decrease  |
|-----------------------------------|---------------------|---------------------|----------------------|----------------------|---------------------|---|
|                                   | 60828               | 58433               |                      |                      |                     |   |
| Merchandise Sales                 | \$60,000.00         | \$60,000.00         | \$60,000.00          | \$59,790.55          | \$64,000.00         | we adjusted to reflect 4k increase in sales   |
| Group Contribution                | \$33,200.00         | \$33,500.00         | \$33,500.00          | \$31,010.59          | \$35,000.00         | we adjusted to reflect about 4k increase  |
| Individual Contributions          | \$2,500.00          | \$4,000.00          | \$4,000.00           | \$5,607.75           | \$4,500.00          | we adjusted to reflect 500 increase about 40% of our annual income is contributions                     |
| Central Office Backers            | \$2,500.00          | \$3,000.00          | \$3,000.00           | \$2,198.00           | \$3,500.00          | we adjusted a 500 increase in contributions last years COB and individual contributions were commingled |
| Literature Donations              |                     |                     |                      | \$137.05             | \$600.00            | 50/50 raffle DAAY in the park est   |
| <b>Total income</b>               | <b>\$98,200.00</b>  | <b>\$100,500.00</b> | <b>\$100,500.00</b>  | <b>\$98,604.87</b>   | <b>\$107,600.00</b> |   |
| COGS                              | \$36,000.00         | \$36,000.00         | \$36,000.00          | \$41,157.61          | \$42,000.00         | 14% PRICE INCREASE  |
| <b>Gross Profit</b>               | <b>\$62,200.00</b>  | <b>\$64,500.00</b>  | <b>\$64,500.00</b>   | <b>\$57,447.26</b>   | <b>\$65,600.00</b>  |   |
| <b>Expenses</b>                   |                     |                     |                      |                      |                     |   |
| Accounting                        | \$3,500.00          | \$3,500.00          | \$3,500.00           | \$2,681.25           | \$2,800.00          |   |
| Bad Debt                          |                     |                     |                      | \$0.00               |                     |   |
| Bank Service                      | \$200.00            | \$200.00            | \$200.00             | \$35.00              | \$50.00             |   |
| Storage Expense                   | \$780.00            | \$780.00            | \$780.00             | \$780.00             |                     | ON BDS  |
| Cash Over/Short - Bank Expenses   |                     |                     |                      | \$4.90               |                     |   |
| <b>Computer Expense</b>           |                     |                     |                      |                      |                     |   |
| Website Maintenance               | \$1,000.00          | \$1,000.00          | \$1,000.00           | \$402.29             | \$1,000.00          |   |
| Website Hosting                   | \$229.00            | \$500.00            | \$500.00             | \$0.00               | \$700.00            | 700 GO DADDY  |
| Internet & Telephone              | \$2,500.00          | \$3,000.00          | \$4,400.00           | \$4,120.00           | \$4,200.00          | 174 per month or 2088 p/yr in equipment rental  |
| Computer- Other                   | \$1,500.00          | \$1,500.00          | \$1,500.00           | \$1,178.90           | \$1,000.00          | assorted computer related expenses  |
| <b>Total IT COST</b>              | <b>\$5,229.00</b>   | <b>\$6,000.00</b>   | <b>\$7,400.00</b>    | <b>\$5,701.19</b>    | <b>\$9,750.00</b>   | PO #22001/C/COMPUTER SEC  |
| Credit Card Processing            | \$1,800.00          | \$1,800.00          | \$1,800.00           | \$1,418.39           | \$1,420.00          |   |
| Insurance                         | \$1,500.00          | \$1,400.00          | \$1,600.00           | \$1,832.11           | \$1,900.00          |   |
| Worker's Compensation             | \$1,200.00          | \$1,300.00          | \$1,300.00           | 665                  | \$700.00            | Do we need workmans comp on part time employees?  |
| Office Supplies                   | \$1,300.00          | \$900.00            | \$900.00             | \$1,735.99           | \$1,000.00          |   |
| Printer & Copier Expense          | \$3,500.00          | \$1,000.00          | \$1,000.00           | \$900.81             | \$1,000.00          | placeholder   |
| Misc Expense                      | \$70.00             | \$80.00             | \$90.00              | \$88.12              | \$100.00            |   |
| Payroll Processing                | \$70.00             | \$80.00             | \$90.00              | \$92.66              | \$992.00            |   |
| Salaries & wages                  | \$25,000.00         | \$25,000.00         | \$40,000.00          | \$34,821.00          | \$30,360.00         | Manager 17 50 p/hr AM 13 p/hr max 25hrs a week for manager 15 hr for AM                                 |
| Payroll tax                       | \$2,000.00          | \$2,000.00          | \$3,800.00           | \$3,411.07           | \$3,800.00          | EXTRA HOURS approved by trustees on need basis  |
| Postage & Delivery                | \$70.00             | \$70.00             | \$1,000.00           | \$753.49             | \$400.00            |   |
| Printing & Reproduction           | \$100.00            | \$100.00            | \$700.00             |                      | \$700.00            |   |
| Permits & Licenses                | \$50.00             | \$50.00             | \$50.00              | \$55.00              | \$55.00             |   |
| Rent                              | \$12,000.00         | \$12,000.00         | \$12,000.00          | \$12,250.00          | \$16,920.00         | investigate other spaces ?? suggest to make committee for new location                                  |
| Repairs & Maintenance             | \$600.00            | \$500.00            | \$500.00             | \$63.50              | \$500.00            | we strongly suggest having the protection of a lease agreement  |
| Travel Expense                    |                     |                     |                      | \$1,396.73           | \$1,100.00          | placeholder   |
| Utilities                         | \$2,000.00          | \$2,200.00          | \$2,200.00           | \$1,338.25           | \$1,800.00          | CENTRAL OFFICE CONV   |
| <b>Total Expense</b>              | <b>\$62,779.00</b>  | <b>\$60,280.00</b>  | <b>\$79,480.00</b>   | <b>\$70,222.39</b>   | <b>\$72,574.00</b>  |   |
| <b>Net Ordinary Income</b>        | <b>(\$579.00)</b>   | <b>\$4,220.00</b>   | <b>(\$14,980.00)</b> | <b>(\$12,775.16)</b> | <b>(\$6,974.00)</b> |   |
| <b>Other Income</b>               |                     |                     |                      |                      |                     |   |
| Interest Income                   |                     |                     |                      | \$11.92              |                     |   |
| DAAY in the Park                  |                     |                     |                      |                      |                     |   |
| T&L Income                        |                     |                     |                      |                      |                     |   |
| Big Deep South Income             |                     |                     | ???                  |                      | \$42,000.00         | Goal  |
| Other Income - Other              |                     |                     |                      |                      | \$47,000.00         | one time BDS deposit  |
| <b>Total Other Income</b>         |                     |                     |                      | <b>\$45,355.74</b>   | <b>\$89,000.00</b>  |   |
| <b>Other Expenses</b>             |                     |                     |                      |                      |                     |   |
| DAAY in the Park                  | \$700.00            | \$1,000.00          | \$4,000.00           | \$3,310.99           | \$1,550.53          | 5% of previous years group contributions  |
| T&L                               | \$400.00            | \$300.00            | \$100.00             | \$0.00               | \$300.00            |   |
| CPA/PI                            | \$200.00            | \$100.00            | \$100.00             | \$0.00               | \$200.00            |   |
| Depreciation                      | \$204.00            | \$204.00            | \$204.00             | \$203.88             | \$204.00            |   |
| <b>Total Other Expenses</b>       | <b>\$1,504.00</b>   | <b>\$1,604.00</b>   | <b>\$4,604.00</b>    | <b>\$3,514.87</b>    | <b>\$2,254.53</b>   |   |
| estimate moving cost              |                     |                     |                      |                      | \$8,000.00          | Deposits/supplies furniture   |
| PRUDENT RESERVE DEPOSIT           |                     |                     |                      |                      | \$37,271.47         | DEPOSIT 37 271.47 INTO PRUDENT RESERVE GIVING 9 MONTHS OF ESTIMATED EXPENSE.                            |
| Big Deep South Expenses           | 22369               | 30000               | ???                  | \$37,257.50          | \$28,750.00         | BDS Budget including storage  |
| <b>Total Total Other Expenses</b> | <b>\$1,504.00</b>   | <b>\$1,604.00</b>   | <b>\$4,604.00</b>    | <b>\$40,772.37</b>   | <b>\$76,276.00</b>  |   |
| <b>Net Other Income</b>           | <b>(\$1,504.00)</b> | <b>(\$1,604.00)</b> | <b>\$0.00</b>        | <b>\$4,581.37</b>    | <b>\$89,000.00</b>  |   |
| <b>Net Income</b>                 | <b>(\$1,083.00)</b> | <b>\$2,616.00</b>   | <b>(\$19,584.00)</b> | <b>(\$10,191.78)</b> | <b>\$5,750.00</b>   |   |