

# MOVE Santa Barbara County

## Profit and Loss

January - December 2022

|                                    | TOTAL              |
|------------------------------------|--------------------|
| Income                             |                    |
| 4000 Grants                        |                    |
| 4001 Foundation Grants             | 111,740            |
| 4002 Gov't - Measure A             | 321,596            |
| 4003 Gov't - Other                 | 140,297            |
| 4004 Other Grants                  | 46,946             |
| <b>Total 4000 Grants</b>           | <b>620,579</b>     |
| 4100 Donations                     |                    |
| 4101 Individual Donations          | 100,222            |
| 4102 Corporate Donations           | 1,373              |
| <b>Total 4100 Donations</b>        | <b>101,595</b>     |
| 4200 Memberships                   |                    |
| 4201 Individual Membership         | 3,495              |
| <b>Total 4200 Memberships</b>      | <b>3,495</b>       |
| 4400 Program Revenue               |                    |
| 4401 Shop                          | 249,035            |
| 4401b Stand Time                   | 3,739              |
| <b>Total 4401 Shop</b>             | <b>252,774</b>     |
| 4402 Classes                       | 3,525              |
| 4405 Valet                         | 15,237             |
| 4406 Merchandise                   | 9,890              |
| 4409 Fiscal Fee                    | 13,139             |
| <b>Total 4400 Program Revenue</b>  | <b>294,565</b>     |
| <b>Total Income</b>                | <b>\$1,020,233</b> |
| Cost of Goods Sold                 |                    |
| 4600 Cost of Goods Sold            | 58,624             |
| <b>Total Cost of Goods Sold</b>    | <b>\$58,624</b>    |
| <b>GROSS PROFIT</b>                | <b>\$961,609</b>   |
| Expenses                           |                    |
| 5000 Employee Payroll              |                    |
| 5001 Executive Director            | 94,400             |
| 5001a Director                     | 27,099             |
| 5002a Admin/HR                     | 47,547             |
| 5003 Shop Staff                    | 204,498            |
| 5004 Education Staff               | 239,846            |
| <b>Total 5000 Employee Payroll</b> | <b>613,390</b>     |

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| 5100 Employee Benefits               |               |
| 5101 Payroll Taxes                   | 54,426        |
| 5102 Workers Compensation            | 9,575         |
| 5103 Health Insurance                | 6,000         |
| 5103a HSA Contribution               | 6,900         |
| <b>Total 5103 Health Insurance</b>   | <b>12,900</b> |
| 5104 401K Matching                   | 11,471        |
| <b>Total 5100 Employee Benefits</b>  | <b>88,372</b> |
| 5200 Professional Fees               |               |
| 5201 Accounting                      | 35,075        |
| 5204 Consulting                      | 26,400        |
| <b>Total 5200 Professional Fees</b>  | <b>61,475</b> |
| 5300 Shop Expenses                   |               |
| 5301 Consumables - Shop              | 1,765         |
| 5302 Equipment - Shop                | 170           |
| 5303 Food - Shop                     | 2,030         |
| <b>Total 5300 Shop Expenses</b>      | <b>3,966</b>  |
| 5400 Fundraising Events              |               |
| 5404 Supplies - Events               | 328           |
| <b>Total 5400 Fundraising Events</b> | <b>328</b>    |
| 5500 Operating Expenses              |               |
| 5501 Bank Fees                       | 12            |
| 5502 Computer/Software               | 16,847        |
| 5503 General Supplies                | 15,559        |
| 5504 Improvements                    | 733           |
| 5505 Insurance                       | 14,150        |
| 5506 Licenses & Dues                 | 1,890         |
| 5507 Maintenance                     | 2,973         |
| 5508 Office Supplies                 | 133           |
| 5509 Postage                         | 70            |
| 5510 Printing                        | 2,664         |
| 5511 Rental Costs                    | 22,212        |
| 5512 Training                        | 706           |
| 5513 Travel                          | 3,523         |
| 5513a Professional Development       | 1,455         |
| 5514 Utilities                       | 0             |
| 5514a Telephone/Internet             | 7,524         |
| 5514b Electricity                    | 3,194         |
| 5514c Gas, Water & Waste             | 7,773         |
| <b>Total 5514 Utilities</b>          | <b>18,491</b> |
| 5515 Payment Processing              | 1,167         |

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| 5516 Payroll Processing              | 7,054              |
| 5519 Vehicle                         | 1,020              |
| <b>Total 5500 Operating Expenses</b> | <b>110,658</b>     |
| 5518 Taxes                           | 6,720              |
| 5518a Property                       | 17,678             |
| <b>Total 5518 Taxes</b>              | <b>24,398</b>      |
| 5600 Contract Labor                  | 11,418             |
| <b>Total Expenses</b>                | <b>\$914,004</b>   |
| NET OPERATING INCOME                 | <b>\$47,605</b>    |
| Other Income                         |                    |
| 7000 Rental Income                   | 25,702             |
| 7001 Interest Earned                 | 98                 |
| <b>Total Other Income</b>            | <b>\$25,799</b>    |
| Other Expenses                       |                    |
| 8000 Interest Expense                |                    |
| 8000a Interest - First Mortgage      | 22,644             |
| 8000b Interest - Second Mortgage     | 4,771              |
| <b>Total 8000 Interest Expense</b>   | <b>27,415</b>      |
| 8001 Depreciation                    | 10,543             |
| <b>Total Other Expenses</b>          | <b>\$37,959</b>    |
| NET OTHER INCOME                     | <b>\$ (12,159)</b> |
| NET INCOME                           | <b>\$35,445</b>    |