

## FY18 (JULY 1 - JUNE 30)

### REVENUE

|                                     |             |
|-------------------------------------|-------------|
| Individuals & Special Events        | \$336,784   |
| Foundations & Corporations          | \$1,032,728 |
| Government Contracts & Grants       | \$1,725,910 |
| Sales of Bright Endeavors' Products | \$515,396   |
| Churches                            | \$31,305    |
| Housing LLC                         | \$641,831   |
| In-Kind Donations                   | \$81,235    |
| Capital Campaign                    | \$1,423,990 |
| Other Income                        | \$20,714    |

**Total Revenue** **\$5,809,889**

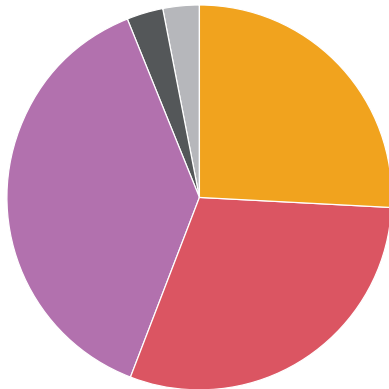
### EXPENSES

|                                    |             |
|------------------------------------|-------------|
| Personnel                          | \$2,129,455 |
| Operations                         | \$604,863   |
| Facilities                         | \$214,017   |
| Cost of Goods for Bright Endeavors | \$326,415   |
| Participant Expenses               | \$273,432   |
| Housing LLC                        | \$617,771   |
| Miscellaneous                      | \$34,261    |

**Total Expenses** **\$4,200,214**

**Excess or deficiency of revenue over expenses\*:** **\$1,609,675**

\*Surplus reflects 1) revenue accrued through our Capital Campaign for New Moms Oak Park Center and Clare Place 2) accrual of multi-year commitments for future programming.



| EXPENSES BY PROGRAM | TOTAL % |
|---------------------|---------|
| Housing             | 26%     |
| Job Training        | 30%     |
| Family Support      | 38%     |
| Administration      | 3%      |
| Fundraising         | 3%      |