

# NEW MOMS

FY20 (JULY 1-JUNE 30)

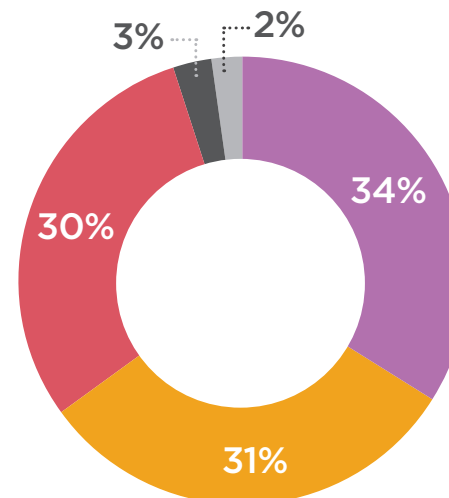
## Revenue

|                                     |                    |
|-------------------------------------|--------------------|
| Individuals & Special Events        | \$487,598          |
| Foundations & Corporations          | \$1,899,736        |
| Government Contracts & Grants       | \$2,322,040        |
| Sales of Bright Endeavors' Products | \$492,650          |
| Churches                            | \$55,430           |
| Housing LLC                         | \$665,755          |
| In-Kind Donations                   | \$91,445           |
| Capital Campaign                    | \$52,500           |
| Other Income                        | \$28,178           |
| <b>TOTAL REVENUE</b>                | <b>\$6,095,332</b> |

## Expenses

|  |                    |
|--|--------------------|
| Personnel  | \$3,347,883        |
| Operations   | \$660,691          |
| Facilities   | \$403,359          |
| Cost of Goods for Bright Endeavors                   | \$266,393          |
| Participant Expenses                                 | \$376,725          |
| Housing LLC  | \$759,070          |
| Miscellaneous  | \$72,008           |
| <b>TOTAL EXPENSES</b>                                | <b>\$5,886,129</b> |
| <b>EXCESS OR DEFICIENCY OF REVENUE OVER EXPENSES</b> | <b>\$209,203</b>   |

\*Surplus reflects 1) accrual of multi-year commitments for future programming 2) COVID-19 relief funding accrued, but to be spent in FY21.



## Expenses by Program

- Family Support
- Job Training
- Housing
- Administration
- Fundraising