### Revenues

<table>
<thead>
<tr>
<th>Source</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sierra Gardens</td>
<td>$141,500</td>
</tr>
<tr>
<td>Annual Subscription Fee</td>
<td>$</td>
</tr>
<tr>
<td>Donations--Unrestricted</td>
<td></td>
</tr>
<tr>
<td>Donations-Corporate</td>
<td>$2,000</td>
</tr>
<tr>
<td>Donations-Individual</td>
<td>$1,500</td>
</tr>
<tr>
<td>Project Specific Donations</td>
<td></td>
</tr>
<tr>
<td>Motel to Home</td>
<td>$500</td>
</tr>
<tr>
<td>Housing Campaign</td>
<td>$5,000</td>
</tr>
<tr>
<td>Emergency Loan Fund</td>
<td>$25</td>
</tr>
<tr>
<td>Grants</td>
<td></td>
</tr>
<tr>
<td>CCHD Grant</td>
<td>$75,000</td>
</tr>
<tr>
<td>Other Grants</td>
<td>$62,625</td>
</tr>
<tr>
<td>Ground Lease Fees</td>
<td>$600</td>
</tr>
<tr>
<td>Interest Income</td>
<td>$100</td>
</tr>
<tr>
<td>Membership Dues--New</td>
<td></td>
</tr>
<tr>
<td>Business</td>
<td>$400</td>
</tr>
<tr>
<td>Regular</td>
<td>$250</td>
</tr>
<tr>
<td>Membership Dues--Renewal</td>
<td></td>
</tr>
<tr>
<td>Business</td>
<td>$1,100</td>
</tr>
<tr>
<td>Regular</td>
<td>$1,600</td>
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</tbody>
</table>

**Total Revenue** $292,200

### Expenses

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounting Services</td>
<td>$500</td>
</tr>
<tr>
<td>Bookkeeping Services</td>
<td>$1,800</td>
</tr>
<tr>
<td>Dues &amp; Subscriptions</td>
<td>$600</td>
</tr>
<tr>
<td>Government Fees</td>
<td>$125</td>
</tr>
<tr>
<td>Insurance</td>
<td>$2,000</td>
</tr>
<tr>
<td>Legal Fees</td>
<td>$1,000</td>
</tr>
<tr>
<td>Marketing/Advertising</td>
<td>$3,500</td>
</tr>
<tr>
<td>Office Supplies/Equipment</td>
<td>$1,800</td>
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<tr>
<td>Postage &amp; Delivery</td>
<td>$280</td>
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<tr>
<td>Payroll Related Expenses</td>
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<tr>
<td>Processing Fee</td>
<td>$85</td>
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<tr>
<td>FICA</td>
<td>$6,464</td>
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<tr>
<td>Unemployment tax</td>
<td>$658</td>
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<tr>
<td>Worker's Compensation</td>
<td>$2,500</td>
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<tr>
<td>Salaries</td>
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</tr>
<tr>
<td>Executive Director</td>
<td>$64,500</td>
</tr>
<tr>
<td>Office Staff</td>
<td>$20,000</td>
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<tr>
<td>Telephone</td>
<td>$545</td>
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<tr>
<td>Internet Expenses</td>
<td>$725</td>
</tr>
<tr>
<td>Description</td>
<td>Amount</td>
</tr>
<tr>
<td>-------------------------------------</td>
<td>--------</td>
</tr>
<tr>
<td>Website Expenses</td>
<td>$1,000</td>
</tr>
<tr>
<td>Training &amp; Conference Fees</td>
<td>$900</td>
</tr>
<tr>
<td>Travel &amp; Mileage</td>
<td>$500</td>
</tr>
<tr>
<td>Strategic Plan Development</td>
<td>$9,000</td>
</tr>
<tr>
<td><strong>Total Operating Expenses</strong></td>
<td><strong>$114,482</strong></td>
</tr>
<tr>
<td><strong>Net Operating Revenue</strong></td>
<td><strong>$177,718</strong></td>
</tr>
<tr>
<td>Operating Reserve</td>
<td>$114,482</td>
</tr>
<tr>
<td>Revolving Acquisition/Predevelopment Fund</td>
<td>$10,000</td>
</tr>
<tr>
<td><strong>Surplus</strong></td>
<td><strong>$53,236</strong></td>
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