

|  | 2019      | 2020      | 2021       |
|--|-----------|-----------|------------|
| <b>Revenues:</b>                           |           |           |            |
| Fees & Tuitions                            | \$167,930 | \$1,925   | \$6,425    |
| Fundraising                                | \$165,256 | \$135,382 | \$27,484   |
| <i>Total Revenues</i>                      | \$333,186 | \$137,307 | \$33,909   |
|  |           |           |            |
| <b>Expenses</b>                            |           |           |            |
| Salaries/Taxes/Benefits                    | \$124,501 | \$81,593  | \$67,045   |
| Professional Fees                          | \$21,906  | \$2,505   | \$3,019    |
| Occupancy/Depreciation                     | \$88,319  | \$86,762  | \$99,436   |
| Supplies                                   | \$82,518  | \$1,177   | \$3,158    |
| Misc. (phone, postage, shipping, meetings) | \$4,722   | \$2,132   | \$870      |
| Travel                                     | \$6,039   | \$1,419   | \$542      |
| Equipment Rental                           | \$5,226   | \$26      | \$534      |
| Advertising                                | \$2,160   | \$3,487   | \$2,527    |
| Assistance to individuals                  | \$14,291  | \$90      | \$0        |
| <i>Total expenses</i>                      | \$349,682 | \$179,191 | \$177,131  |
|  |           |           |            |
| <i>Net (surplus/deficit)</i>               | -\$16,496 | -\$41,884 | -\$143,222 |
|  |           |           |            |
| <i>Easterseals Admin</i>                   | -\$34,038 | -\$17,919 | -\$17,731  |
| <i>Net after Admin</i>                     | -\$50,534 | -\$59,803 | -\$160,953 |
|  |           |           |            |