

| Bright Horizons Advocacy & Consulting, LLC | | Bright Horizons Advocacy & Consulting, LLC | |
|--|----------------------|--|----------------------|
| 2021 Profit and Loss | | 2022 Projections | |
| Income and Expenses | | Income and Expenses | |
| Income | | Income | |
| Client Payments | \$ 26,196.89 | Client Payments | \$ 22,000.00 |
| Third Party Fees and PPP Loans | \$ 38,214.23 | Third Party Payments | \$ 17,000.00 |
| | | Medicaid Payments | \$ 3,000.00 |
| Direct Public Grants – Nonprofit Organizatic | \$ 46,159.44 | Direct Public Grants – Nonprofit Organization Gran | \$ 58,000.00 |
| Direct Public Support – Business Contributic | \$ 144.85 | Direct Public Support – Business Contributions | \$ 150.00 |
| Direct Public Support – Individual Contribut | \$ 1,152.50 | Direct Public Support – Individual Contributions | \$ 53,000.00 |
| Total Income | \$ 111,867.91 | Total Income | \$ 153,150.00 |
| Cost of Goods Sold | | Cost of Goods Sold | |
| Services Purchased on Clients Behalf | \$ 10,020.94 | Services Purchased on Clients Behalf | \$ 5,000.00 |
| Total Cost of Goods Sold | \$ 10,020.94 | Total Cost of Goods Sold | \$ 5,000.00 |
| Gross Profit | \$ 101,846.97 | Gross Profit | \$ 148,150.00 |
| Administrative Expenses | | Administrative Expenses | |
| Advertising | \$ 1,155.57 | Advertising & Promotion | \$ 3,000.00 |
| Printing | \$ - | Printing | \$ 2,000.00 |
| Bank Service Charges | \$ 1,373.85 | Bank Service Charges | \$ 4,800.00 |
| Platforms and Software | \$ 3,554.32 | Platforms and Software | \$ 3,960.00 |
| Memberships | \$ 206.16 | Memberships | \$ 206.16 |
| Insurance | \$ 943.00 | Insurance | \$ 943.00 |
| IT Services | \$ 618.00 | | |
| Miscellaneous | \$ 293.11 | Miscellaneous | \$ 1,200.00 |
| Total | \$ 8,144.01 | Total | \$ 16,109.16 |
| Program Expenses | | Program Expenses | |
| Office Supplies | \$ 47.50 | Office Supplies | \$ 300.00 |
| Postage | \$ 160.35 | Postage | \$ 1,200.00 |
| Managing Advocate Payroll | \$ 58,132.92 | Managing Advocate Payroll | \$ 62,422.40 |
| | | Staff Payroll | \$ 51,918.58 |
| Staff Payroll | \$ 37,191.31 | Contracted Advocates | \$ 3,600.00 |
| | | Qualified Mental Health Specialist Training & Super | \$ 6,000.00 |
| Phone and Fax | \$ 1,712.43 | Phone and Fax | \$ 1,338.00 |
| Mileage | \$ 946.71 | Mileage | \$ 4,020.00 |
| Total | \$ 98,191.22 | Total | \$ 130,798.98 |
| Total Operating Expenses | \$ 106,335.23 | Total Operating Expenses | \$ 146,908.14 |
| Net Profit | \$ (4,488.26) | Net Profit | \$ 1,241.86 |
| | | Note Fees paid for clients by third parties are not counted as grants by IRS | |
| | | Note: Grants and donations must be minimum 33.3% of income | |
| | | Note: No individual gift may be more than 2% of organization income | |