

Achieve Brown County

Profit and Loss

January - August, 2021

| | TOTAL |
|---|---------------------|
| Income | |
| 410 Contributions | 393,000.00 |
| Total Income | \$393,000.00 |
| GROSS PROFIT | \$393,000.00 |
| Expenses | |
| 500 Administrative | |
| 510 Salaries & Wages | 170,296.68 |
| 510-1 Vista labor | 6,240.70 |
| Total 510 Salaries & Wages | 176,537.38 |
| 530 Employee Benefits | 0.00 |
| 530-1 Health Insurance | 30,899.75 |
| 530-2 Dental insurance | 1,946.08 |
| 530-3 Vision | -379.68 |
| 530-4 HSA Health Savings Account | -615.52 |
| 530-5 Life/STD | 774.78 |
| Total 530 Employee Benefits | 32,625.41 |
| 540 Payroll Taxes | 13,463.43 |
| 550 Training & Education | 705.00 |
| 550-3 Communication Dpt | 198.00 |
| Total 550 Training & Education | 903.00 |
| Total 500 Administrative | 223,529.22 |
| 600 Operations Expense | |
| 615 Insurance | |
| 615-1 Business Insurance | 1,955.00 |
| 615-2 Worker's Comp Insurance | 247.60 |
| Total 615 Insurance | 2,202.60 |
| 620 Postage | 27.45 |
| 645 Dues & Software Subscriptions | 4,241.61 |
| 650 Office Supplies & Software | 104.66 |
| 652 BNGP office grant | 4,725.00 |
| 652-1 Legal & Professional Fees | 659.00 |
| Total 652 BNGP office grant | 5,384.00 |
| 660 Meetings | 948.82 |
| Total 600 Operations Expense | 12,909.14 |

| | TOTAL |
|---|---------------------|
| 700 Overhead Expense | |
| 715 Admin Fees | |
| 715-1 Bank Fees | 337.50 |
| 715-2 GGBCF Fund Fees | 1,373.12 |
| 715-3 Paycor Admin Fees | 1,267.40 |
| 715-4 Health Savings Account/TASC | 280.00 |
| Total 715 Admin Fees | 3,258.02 |
| 730 Taxes and Licenses | 34.94 |
| 735 Telephone | 2,280.30 |
| 735-1 Internet | 276.00 |
| Total 735 Telephone | 2,556.30 |
| 770 Rent & Lease | 1,250.00 |
| 780 Miscellaneous Expense | 5,277.75 |
| Total 700 Overhead Expense | 12,377.01 |
| 800 Professional Fees | |
| 830 IT Support | 1,698.75 |
| 840 Advertising & Marketing | 11,478.52 |
| 850 Research & Data | 20,035.60 |
| 850-1 Klos Energy | 24,420.00 |
| Total 850 Research & Data | 44,455.60 |
| 860 Legal & Accounting Services | 2,487.50 |
| Total 800 Professional Fees | 60,120.37 |
| Bellin | -15,325.00 |
| Total Expenses | \$293,610.74 |
| NET OPERATING INCOME | \$99,389.26 |
| Other Income | |
| 920 Unrealzd Gain(Loss)-Beneficial Interest | -1,177.62 |
| 925 Realized Gain/Loss | 305.12 |
| 930 Earnings | 1,514.59 |
| Total Other Income | \$642.09 |
| NET OTHER INCOME | \$642.09 |
| NET INCOME | \$100,031.35 |

Achieve Brown County

Balance Sheet As of August 31, 2021

| | TOTAL |
|-----------------------------------|---------------------|
| ASSETS | |
| Current Assets | |
| Bank Accounts | |
| 100 Checking | 86,707.85 |
| 110 Pledges Receivable at GGBCF | 160,000.00 |
| 115 Donor Advised Fund at GGBCF | 0.00 |
| 130 Agency Fund at GGBCF | 273,838.25 |
| Total Bank Accounts | \$520,546.10 |
| Accounts Receivable | |
| Accounts Receivable (A/R) | 2,293.24 |
| Total Accounts Receivable | \$2,293.24 |
| Other Current Assets | |
| 125 Prepaid Expenses | 0.00 |
| 135 Due to/(from) Chamber | 0.00 |
| Uncategorized Asset | 64.00 |
| Total Other Current Assets | \$64.00 |
| Total Current Assets | \$522,903.34 |
| Fixed Assets | |
| 140 Fixed Assets | |
| 141 Computers | 3,558.46 |
| 142 Video Production | 0.00 |
| 149 Depreciation | -2,690.32 |
| Total 140 Fixed Assets | 868.14 |
| Total Fixed Assets | \$868.14 |
| TOTAL ASSETS | \$523,771.48 |

| | TOTAL |
|--|---------------------|
| LIABILITIES AND EQUITY | |
| Liabilities | |
| Current Liabilities | |
| Accounts Payable | |
| 200 Accounts Payable (A/P) | 845.50 |
| Total Accounts Payable | \$845.50 |
| Credit Cards | |
| 210 Credit Card x4758 | 1,810.72 |
| Total Credit Cards | \$1,810.72 |
| Other Current Liabilities | |
| 250 Payroll Taxes Payable | -75.55 |
| 256 401(K) Withheld | 0.00 |
| Total 250 Payroll Taxes Payable | -75.55 |
| 260 Accrued Vacation | 16,443.00 |
| Total Other Current Liabilities | \$16,367.45 |
| Total Current Liabilities | \$19,023.67 |
| Long-Term Liabilities | |
| 280 PPP loan | 0.00 |
| Total Long-Term Liabilities | \$0.00 |
| Total Liabilities | \$19,023.67 |
| Equity | |
| 320 Retained Earnings | 404,716.46 |
| Opening Balance Equity | 0.00 |
| Net Income | 100,031.35 |
| Total Equity | \$504,747.81 |
| TOTAL LIABILITIES AND EQUITY | \$523,771.48 |

Achieve Brown County

Budget vs. Actuals: 2021 Annual Budget - FY21 P&L

May - August, 2021

| | MAY 2021 | | JUN 2021 | | JUL 2021 | | AUG 2021 | | TOTAL | | |
|---|------------------|------------------|---------------------|------------------|--------------------|------------------|------------------|------------------|---------------------|---------------------|---------------|
| | ACTUAL | BUDGET | ACTUAL | BUDGET | ACTUAL | BUDGET | ACTUAL | BUDGET | ACTUAL | BUDGET | |
| Income | | | | | | | | | | | |
| 410 Contributions | | | 115,000.00 | | 10,000.00 | | | | | \$125,000.00 | \$0.00 |
| Total Income | \$0.00 | \$0.00 | \$115,000.00 | \$0.00 | \$10,000.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$125,000.00 | \$0.00 |
| GROSS PROFIT | \$0.00 | \$0.00 | \$115,000.00 | \$0.00 | \$10,000.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$125,000.00 | \$0.00 |
| Expenses | | | | | | | | | | | |
| 500 Administrative | | | | | | | | | | \$0.00 | \$0.00 |
| 510 Salaries & Wages | 20,887.92 | 21,730.18 | 20,887.92 | 21,730.18 | 20,887.92 | 21,730.18 | 21,502.92 | 21,730.18 | \$84,166.68 | \$86,920.72 | |
| 510-1 Vista labor | 1,027.88 | 1,027.88 | | 1,027.88 | 1,101.30 | 1,027.88 | | 1,027.88 | \$2,129.18 | \$4,111.52 | |
| Total 510 Salaries & Wages | 21,915.80 | 22,758.06 | 20,887.92 | 22,758.06 | 21,989.22 | 22,758.06 | 21,502.92 | 22,758.06 | \$86,295.86 | \$91,032.24 | |
| 520 401(k) Expense | | 227.00 | | 227.00 | | 227.00 | | 227.00 | \$0.00 | \$908.00 | |
| 530 Employee Benefits | 0.00 | | 0.00 | | 0.00 | | 0.00 | | \$0.00 | \$0.00 | |
| 530-1 Health Insurance | 3,318.00 | 2,877.00 | 3,318.00 | 2,877.00 | 3,318.00 | 2,877.00 | 7,834.14 | 2,877.00 | \$17,788.14 | \$11,508.00 | |
| 530-2 Dental insurance | 236.18 | 226.50 | 236.18 | 226.50 | 236.18 | 226.50 | 236.18 | 226.50 | \$944.72 | \$906.00 | |
| 530-3 Vision | -47.46 | | -47.46 | | -47.46 | | -47.46 | | \$ -189.84 | \$0.00 | |
| 530-4 HSA Health Savings Account | -2.52 | | -203.48 | | -2.50 | | 178.47 | | \$ -30.03 | \$0.00 | |
| 530-5 Life/STD | -9.72 | 418.98 | 409.26 | 0.00 | -9.72 | 0.00 | -9.72 | 418.98 | \$380.10 | \$837.96 | |
| Total 530 Employee Benefits | 3,494.48 | 3,522.48 | 3,712.50 | 3,103.50 | 3,494.50 | 3,103.50 | 8,191.61 | 3,522.48 | \$18,893.09 | \$13,251.96 | |
| 540 Payroll Taxes | 1,432.71 | 1,490.49 | 1,436.08 | 1,490.49 | 1,452.27 | 1,490.49 | 1,518.08 | 1,490.49 | \$5,839.14 | \$5,961.96 | |
| 550 Training & Education | | 416.67 | | 416.67 | 550.00 | 416.67 | 155.00 | 416.67 | \$705.00 | \$1,666.68 | |
| 550-1 Data Dept | | 41.66 | | 41.66 | | 41.66 | | 41.66 | \$0.00 | \$166.64 | |
| 550-2 Cont Impvmt Dept | | 41.66 | | 41.66 | | 41.66 | | 41.66 | \$0.00 | \$166.64 | |
| 550-3 Communication Dpt | | 41.66 | | 41.66 | 198.00 | 41.66 | | 41.66 | \$198.00 | \$166.64 | |
| Total 550 Training & Education | | 541.65 | | 541.65 | 748.00 | 541.65 | 155.00 | 541.65 | \$903.00 | \$2,166.60 | |
| 560 Auto Reimbursement | | 0.00 | | 125.00 | | 125.00 | | 125.00 | \$0.00 | \$375.00 | |
| Total 500 Administrative | 26,842.99 | 28,539.68 | 26,036.50 | 28,245.70 | 27,683.99 | 28,245.70 | 31,367.61 | 28,664.68 | \$111,931.09 | \$113,695.76 | |
| 600 Operations Expense | | | | | | | | | | | |
| 615 Insurance | | | | | | | | | \$0.00 | \$0.00 | |
| 615-1 Business Insurance | | 0.00 | | 0.00 | | 0.00 | | 0.00 | \$0.00 | \$0.00 | |
| 615-2 Worker's Comp Insurance | -3.60 | 432.00 | -3.60 | 0.00 | -3.60 | 0.00 | -3.60 | 0.00 | \$ -14.40 | \$432.00 | |
| Total 615 Insurance | -3.60 | 432.00 | -3.60 | 0.00 | -3.60 | 0.00 | -3.60 | 0.00 | \$ -14.40 | \$432.00 | |
| 620 Postage | | 12.00 | | 0.00 | | 12.00 | 1.05 | 0.00 | \$1.05 | \$24.00 | |
| 625 Printing & Paper | | 150.00 | | 150.00 | | 150.00 | | 150.00 | \$0.00 | \$600.00 | |

| | MAY 2021 | | JUN 2021 | | JUL 2021 | | AUG 2021 | | TOTAL | |
|---|----------------------|----------------------|--------------------|----------------------|---------------------|----------------------|----------------------|----------------------|----------------------|-----------------------|
| | ACTUAL | BUDGET | ACTUAL | BUDGET | ACTUAL | BUDGET | ACTUAL | BUDGET | ACTUAL | BUDGET |
| 645 Dues & Software Subscriptions | 126.97 | 180.00 | 136.16 | 180.00 | 131.72 | 180.00 | 131.72 | 180.00 | \$526.57 | \$720.00 |
| 650 Office Supplies & Software | | 84.00 | | 84.00 | | 84.00 | 13.19 | 84.00 | \$13.19 | \$336.00 |
| 652 BNGP office grant | | 0.00 | | 2,500.00 | | 0.00 | 3,725.00 | 0.00 | \$3,725.00 | \$2,500.00 |
| 660 Meetings | 360.00 | 167.00 | | 167.00 | 400.87 | 167.00 | 37.95 | 167.00 | \$798.82 | \$668.00 |
| 660-1 Action Team Meetings | | 42.00 | | 42.00 | | 42.00 | | 42.00 | \$0.00 | \$168.00 |
| Total 660 Meetings | 360.00 | 209.00 | | 209.00 | 400.87 | 209.00 | 37.95 | 209.00 | \$798.82 | \$836.00 |
| Total 600 Operations Expense | 483.37 | 1,067.00 | 132.56 | 3,123.00 | 528.99 | 635.00 | 3,905.31 | 623.00 | \$5,050.23 | \$5,448.00 |
| 700 Overhead Expense | | | | | | | | | \$0.00 | \$0.00 |
| 715 Admin Fees | | | | | | | | | \$0.00 | \$0.00 |
| 715-1 Bank Fees | 40.50 | 30.00 | 47.50 | 30.00 | 52.50 | 30.00 | 40.50 | 30.00 | \$181.00 | \$120.00 |
| 715-2 GGBCF Fund Fees | 163.10 | 200.00 | 159.21 | 200.00 | 206.78 | 200.00 | 201.82 | 200.00 | \$730.91 | \$800.00 |
| 715-3 Paycor Admin Fees | 145.30 | 133.30 | 145.30 | 133.30 | 145.30 | 133.30 | 145.30 | 133.30 | \$581.20 | \$533.20 |
| 715-4 Health Savings Account/TASC | 35.00 | 35.00 | 35.00 | 35.00 | 35.00 | 35.00 | 35.00 | 35.00 | \$140.00 | \$140.00 |
| Total 715 Admin Fees | 383.90 | 398.30 | 387.01 | 398.30 | 439.58 | 398.30 | 422.62 | 398.30 | \$1,633.11 | \$1,593.20 |
| 730 Taxes and Licenses | | 0.00 | | 10.00 | | 54.00 | | 0.00 | \$0.00 | \$64.00 |
| 735 Telephone | 283.14 | 286.22 | 283.14 | 286.22 | 282.48 | 286.22 | 282.48 | 286.22 | \$1,131.24 | \$1,144.88 |
| 735-1 Internet | 1.00 | 138.00 | 1.00 | 138.00 | | 138.00 | 270.00 | 138.00 | \$272.00 | \$552.00 |
| Total 735 Telephone | 284.14 | 424.22 | 284.14 | 424.22 | 282.48 | 424.22 | 552.48 | 424.22 | \$1,403.24 | \$1,696.88 |
| 770 Rent & Lease | | 0.00 | | 1,250.00 | | 1,250.00 | 1,250.00 | 1,250.00 | \$1,250.00 | \$3,750.00 |
| 780 Miscellaneous Expense | 1,000.00 | 83.00 | | 83.00 | 4,100.00 | 83.00 | 125.00 | 83.00 | \$5,225.00 | \$332.00 |
| Total 700 Overhead Expense | 1,668.04 | 905.52 | 671.15 | 2,165.52 | 4,822.06 | 2,209.52 | 2,350.10 | 2,155.52 | \$9,511.35 | \$7,436.08 |
| 800 Professional Fees | | | | | | | | | \$0.00 | \$0.00 |
| 830 IT Support | 50.00 | 100.00 | 110.00 | 100.00 | | 100.00 | 172.50 | 100.00 | \$332.50 | \$400.00 |
| 840 Advertising & Marketing | 24.68 | 425.00 | 1,158.33 | 425.00 | | 425.00 | 10,270.51 | 425.00 | \$11,453.52 | \$1,700.00 |
| 850 Research & Data | 11,102.50 | 1,102.50 | 1,102.50 | 31,102.50 | | 1,102.50 | 1,823.00 | 1,102.50 | \$14,028.00 | \$34,410.00 |
| 850-1 Klos Energy | 2,460.00 | 3,500.00 | 3,600.00 | 3,500.00 | | 3,500.00 | 5,190.00 | 3,500.00 | \$11,250.00 | \$14,000.00 |
| Total 850 Research & Data | 13,562.50 | 4,602.50 | 4,702.50 | 34,602.50 | | 4,602.50 | 7,013.00 | 4,602.50 | \$25,278.00 | \$48,410.00 |
| 860 Legal & Accounting Services | 1,500.00 | 1,800.00 | 481.25 | 200.00 | | 200.00 | 75.00 | 200.00 | \$2,056.25 | \$2,400.00 |
| Total 800 Professional Fees | 15,137.18 | 6,927.50 | 6,452.08 | 35,327.50 | | 5,327.50 | 17,531.01 | 5,327.50 | \$39,120.27 | \$52,910.00 |
| Bellin | | | | | | -15,325.00 | | | \$ -15,325.00 | \$0.00 |
| Total Expenses | \$44,131.58 | \$37,439.70 | \$33,292.29 | \$68,861.72 | \$17,710.04 | \$36,417.72 | \$55,154.03 | \$36,770.70 | \$150,287.94 | \$179,489.84 |
| NET OPERATING INCOME | \$ -44,131.58 | \$ -37,439.70 | \$81,707.71 | \$ -68,861.72 | \$ -7,710.04 | \$ -36,417.72 | \$ -55,154.03 | \$ -36,770.70 | \$ -25,287.94 | \$ -179,489.84 |
| Other Income | | | | | | | | | | |
| 920 Unrealzd Gain(Loss)-Beneficial Interest | -152.11 | | -239.83 | | 305.26 | | -368.84 | | \$ -455.52 | \$0.00 |
| 925 Realized Gain/Loss | 305.12 | | 0.00 | | 0.00 | | 0.00 | | \$305.12 | \$0.00 |
| 930 Earnings | 171.27 | | 154.04 | | 189.78 | | 212.04 | | \$727.13 | \$0.00 |
| Total Other Income | \$324.28 | \$0.00 | \$ -85.79 | \$0.00 | \$495.04 | \$0.00 | \$ -156.80 | \$0.00 | \$576.73 | \$0.00 |
| NET OTHER INCOME | \$324.28 | \$0.00 | \$ -85.79 | \$0.00 | \$495.04 | \$0.00 | \$ -156.80 | \$0.00 | \$576.73 | \$0.00 |

| | MAY 2021 | | JUN 2021 | | JUL 2021 | | AUG 2021 | | TOTAL | |
|------------|---------------|---------------|-------------|---------------|--------------|---------------|---------------|---------------|---------------|----------------|
| | ACTUAL | BUDGET | ACTUAL | BUDGET | ACTUAL | BUDGET | ACTUAL | BUDGET | ACTUAL | BUDGET |
| NET INCOME | \$ -43,807.30 | \$ -37,439.70 | \$81,621.92 | \$ -68,861.72 | \$ -7,215.00 | \$ -36,417.72 | \$ -55,310.83 | \$ -36,770.70 | \$ -24,711.21 | \$ -179,489.84 |

