

Escuela para Sordos de Jocotepec, A.C.
Proposed Operating Budget
For the 2020 Calendar Year

	2020 Proposed Budget	2019 Budget	2019 Actual Results
DONATIONS, SPONSORSHIPS, and INVESTMENT INCOME			
Chili Cook Off	\$ 60,000	\$ 50,000	\$ 60,000
"Behind The Walls" Book Sales (net of commissions)	-	-	4,240
Corporate Donors	12,000	10,000	14,150
Individual Donors	20,000	12,000	12,633
Other unallocated Income	-	-	7,177
Interest Income	24,000	50,000	23,045
Total Donations, Sponsorships, and Investment Income	\$ 116,000	\$ 122,000	\$ 121,245
FUND RAISING EVENTS and ACTIVITIES			
CASI NUEVO THRIFT SHOP			
Gross Donations	9,900	1,350,000	\$ 991,192
Less Consignment Expense	-	(598,000)	(295,596)
Net Donations	\$ 9,900	\$ 752,000	\$ 695,596
Operating Expenses -			
employee salary and benefits		275,000	253,561
payroll taxes		4,180	4,295
business license and labor union		2,000	7,260
cleaning service and supplies		9,000	22,459
repairs and maintenance (interior and exterior)		1,000	1,540
office supplies		3,500	6,835
Computer			7,348
delivery service		1,000	2,248
gas for truck		7,000	
advertising		500	320
telephone		5,200	5,088
electricity	200	4,300	2,588
rent	11,000	62,400	64,385
taxes on rent	600	9,990	9,258
painting, renovation, and interior improvements		1,500	53,917
Total Operating Expense	(11,800)	(386,570)	(441,102)
Net Thrift Shop Income (Loss)	\$ (1,900)	\$ 365,430	\$ 254,494
FASHION SHOW			
Gross Revenues	\$ 240,000	- 180,000	\$ 249,965
Event Expenses -			
event venue/restaurant/bar	42,000	40,000	37,440
advertising	2,000	1,000	9,082
other event expenses	16,000	6,000	27,174
Total Event Expense	(60,000)	(47,000)	(73,696)
Net Fashion Show Income (Loss)	\$ 180,000	\$ 133,000	\$ 176,269
HOME TOURS			
Ticket Sales	\$ 250,000	\$ 245,000	\$ 231,320
Christmas Tour Reception Revenues and Donations	-	25,000	46,050
Total Revenues	\$ 250,000	\$ 270,000	\$ 277,370
Expenses -			
advertising	\$ 4,000	3,900	-
Christmas Tour food, bar, and misc expense	-	12,500	8,467
Total Expense	(4,000)	(16,400)	(8,467)
Net Home Tours Income (Loss)	\$ 246,000	\$ 253,600	\$ 268,903
TALENT SHOW			
Donations	\$ 5,000		\$ 5,000
Ticket Sales	120,000		78,563
	\$ 125,000		\$ 83,563
Expenses -			
Event expense	(45,000)		(25,681)
Net Talent Show	\$ 80,000		\$ 57,882
Total Fundraising Event and Activities Income (Loss)	\$ 620,100	\$ 874,030	\$ 878,793
SCHOOL FOR SPECIAL CHILDREN			
Operating Expenses -			
employee salaries and benefits	\$ 360,000	353,688	\$ 339,222
payroll tax	4,000	3,774	3,958
real property tax	2,700	2,619	2,570
liability insurance	1,300	5,300	2,542
telephone	1,500	2,965	1,485
propane gas	1,200	4,232	1,085
repairs and maintenance - facility	24,000	17,045	30,995
repairs and maintenance - school bus	6,000	8,000	5,250
equipment and supplies	8,000	7,221	9,499
groceries for student lunches	48,000	55,772	45,053
gas for school bus and bus driver Christmas bonus	48,000	46,434	44,923
employee gas reimbursement	6,500	6,890	6,400
school supplies	14,000	14,000	13,345
school parties and gifts for students	10,000	5,000	11,557
new initiatives for 2020 -			
Wish List	15,000	150,000	11,899
Infrastructure repairs	25,000	200,000	294,032
other miscellaneous expense	10,000	5,000	21,526
Total School Operating Expense	\$ (585,200)	\$ (887,939)	\$ (845,341)
ADMINISTRATIVE			
Administrative Expenses -			
administrator fees	\$ 2,000	\$ 48,000	\$ 43,600
accounting fees	48,000	48,000	48,720
legal fees	100,000	203,000	98,276
recording secretary and translation fees	2,500	9,000	70
advertising	20,000	12,000	10,586
storage facility rental	1,600	1,600	1,392
copies and office supplies	5,200	6,400	6,676
computer software	-	-	3,870
computer expense	3,600	3,600	2,528
website expense	13,600	6,400	2,250
bank service fees	6,000	12,000	4,813
recognition and volunteer expense	8,400	6,000	7,029
Tax recovery - ISR Investment			(6,167)
Admin expense - other	4,000		14,959
meeting expense	5,000	1,800	4,301
Total Administrative Expense	\$ (219,900)	\$ (357,800)	\$ (242,903)
Total Costs	(805,100)	(1,245,739)	(1,088,244)
NET INCOME (LOSS)	\$ (185,000)	\$ (371,709)	\$ (209,451)