

**Escuela para Sordos de Jocotepec, A.C.**  
**Proposed Operating Budget**  
**For the 2021 Calendar Year**

	2021 Proposed Budget	2020 Budget		2020 Actual Results YTD Actual
<b>DONATIONS, SPONSORSHIPS, and INVESTMENT INCOME</b>				
Chili Cook Off	\$ -	\$ 60,000		\$ 75,000
"Behind The Walls" Book Sales (net of commissions)	\$ -	\$ -		\$ 9,557
Corporate Donors		12,000		-
Individual Donors	1,420,000	20,000		1,046,951
Other unallocated Income	-	-		-
Interest Income	60,000	24,000		23,394
<b>Total Donations, Sponsorships, and Investment Income</b>	<b>\$ 1,480,000</b>	<b>\$ 116,000</b>	<b>\$ 116,000</b>	<b>\$ 1,154,902</b>
<b>FUND RAISING EVENTS and ACTIVITIES</b>				
<b>CASI NUEVO THRIFT SHOP</b>				
Gross Donations	2,000	9,900	1,350,000	\$ 21,639
Less Consignment Expense			(598,000)	-
Net Donations	\$ 2,000	\$ 9,900	\$ 752,000	\$ 21,639
Operating Expenses -				
employee salary and benefits				3,509
payroll taxes				
business license and labor union				
cleaning service and supplies				
repairs and maintenance (interior and exterior)				1,078
office supplies				792
Computer				
delivery service				1,500
gas for truck				
advertising				
telephone				1,197
electricity		200		500
rent		11,000		5,319
taxes on rent		600		-
painting, renovation, and interior improvements				
Total Operating Expense	-	(11,800)	(11,800)	(13,895)
Net Thrift Shop Income (Loss)	<b>\$ 2,000</b>	<b>\$ (1,900)</b>	<b>\$ 740,200</b>	<b>\$ 7,744</b>
<b>FASHION SHOW</b>				
Gross Revenues	\$ 180,000	\$ 240,000	180,000	
Event Expenses -				
event venue/restaurant/bar	42,000	42,000		
advertising	2,000	2,000		
other event expenses	16,000	16,000		
Total Event Expense	(60,000)	(60,000)	(60,000)	-
Net Fashion Show Income (Loss)	<b>\$ 120,000</b>	<b>\$ 180,000</b>	<b>\$ 120,000</b>	<b>\$ -</b>
<b>HOME TOURS</b>				
Ticket Sales	\$ 80,000	\$ 250,000		\$ 69,240
Christmas Tour Reception Revenues and Donations	-	-		-
Total Revenues	<b>\$ 80,000</b>	<b>\$ 250,000</b>	<b>\$ 250,000</b>	<b>\$ 69,240</b>
Expenses -				
advertising	\$ 4,000	\$ 4,000		\$ -
Misc expense	1,000	-		-
Total Expense	(5,000)	(4,000)	(4,000)	-
Net Home Tours Income (Loss)	<b>\$ 75,000</b>	<b>\$ 246,000</b>	<b>\$ 246,000</b>	<b>\$ 69,240</b>
<b>TALENT SHOW</b>				
Donations	\$ -	\$ 5,000		\$ 12,000
Ticket Sales	-	120,000		154,370
	<b>\$ -</b>	<b>\$ 125,000</b>		<b>\$ 166,370</b>
Expenses -				
Event expense	-	(45,000)		(34,650)
Net Talent Show	<b>\$ -</b>	<b>\$ 80,000</b>		<b>\$ 131,720</b>
<b>Total Fundraising Event and Activities Income (Loss)</b>	<b>\$ 1,677,000</b>	<b>\$ 620,100</b>	<b>\$ 1,222,200</b>	<b>\$ 1,363,606</b>
<b>December 31, 2020</b>				
<b>YTD Actual</b>				
<b>SCHOOL FOR SPECIAL CHILDREN</b>				
Operating Expenses -				
employee salaries and benefits	\$ 360,000	\$ 360,000		\$ 310,225
payroll tax	9,000	4,000		8,522
real property tax	2,700	2,700		2,673
liability insurance	1,300	1,300		1,282
telephone	3,000	1,500		2,745
propane gas	1,200	1,200		604
repairs and maintenance - facility	5,000	24,000		3,919
repairs and maintenance - school bus	2,400	6,000		-
equipment and supplies	5,000	8,000		5,246
groceries for student lunches	20,000	48,000		11,827
gas for school bus and bus driver Christmas bonus	24,000	48,000		14,608
employee gas reimbursement	6,500	6,500		5,300
school supplies	7,000	14,000		3,231
school parties and gifts for students	7,000	10,000		3,445
family assistance	6,000			42,195
teacher recognition	16,000			16,237
new initiatives for 2020 -				
Wish List		15,000		
Infrastructure repairs	12,000	25,000		2,892
other miscellaneous expense	6,000	10,000		5,191
Total School Operating Expense	<b>\$ (494,100)</b>	<b>\$ (585,200)</b>	<b>\$ (585,200)</b>	<b>\$ (440,142)</b>
<b>ADMINISTRATIVE</b>				
Administrative Expenses -				
administrator fees	\$ 12,000	\$ 2,000		\$ 11,771
accounting fees	42,000	48,000		63,951
IMSS	42,000			41,209
legal fees	60,000	100,000		89,998
recording secretary and translation fees		2,500		
advertising	12,000	20,000		3,820
storage facility rental	1,600	1,600		1,392
copies and office supplies	4,800	5,200		2,100
computer software	-	-		-
computer expense	9,600	3,600		
website expense	9,000	13,600		6,000
bank service fees	6,000	6,000		8,592
recognition and volunteer expense	3,200	8,400		2,680
Tax recovery - ISR Investment	6,000			5,705
Volunteer expense	2,400			700
Admin exoense - other	1,600	4,000		
meeting expense	5,000	5,000		2,957
Total Administrative Expense	<b>\$ (217,200)</b>	<b>\$ (219,900)</b>	<b>\$ (219,900)</b>	<b>\$ (240,875)</b>
Total Costs	<b>(711,300)</b>	<b>(805,100)</b>	<b>(805,100)</b>	<b>(681,017)</b>
<b>NET INCOME (LOSS)</b>	<b>\$ 965,700</b>	<b>\$ (185,000)</b>	<b>\$ 417,100</b>	<b>\$ 682,589</b>