

Friends of La Leche League
Income Statement
FY 2019-20: April 1, 2019 to March 31, 2020

Income:

Memberships		\$ 5,795.00		
Tributes		\$ 300.00		
Donations				
Restricted - Founders Trip Exp	\$ 1,255.00		(a)	
Restricted - Mini-Grants	\$ 1,020.00		(b)	
Unrestricted	<u>\$ 758.05</u>			
Total Donations		\$ 3,033.05		
Donated Goods & Services		\$ 82.67		(c)
Trip Registrations		\$20,045.00		
Pin Sales				
Pin Sales Revenues	\$ 2,678.93			
Less Cost of Goods Sold	<u>\$ (2,965.46)</u>			
Net Pin Sales		\$ (286.53)		(d)
Other Income		<u>\$ -</u>		
Total Income:				\$ 28,969.19

Expenses:

Mini-Grants		\$ -		
Members' Newsletter, Continuum		\$ -	(e)	
Friends of LLL Trip (New Orleans 2019)				
Trip Expenses	\$12,616.96		(f)	
Board Meeting Expenses	<u>\$ 2,438.01</u>			
Total Friends of LLL Trip		\$15,054.97		
Other Friends of LLL Events		\$ 500.00		
Online Communications				
Social Media/Advertising	\$ 134.15			
Website/Media Development	\$ 2,046.97		(g)	
Website Hosting/Maintenance	<u>\$ 1,455.05</u>			
Total Online Communications		\$ 3,636.17		
Supplies and Mailing		\$ 592.73		
Financial Fees				
PayPal Fees	\$ 578.43			
Other Finance Fees	<u>\$ 21.45</u>			
Total Financial Fees		\$ 599.88		
Other Expenses		<u>\$ -</u>		
Total Expenses:				\$ 20,383.75

Net Income:

\$ 8,585.44

Notes:

- (a) All Founders Trip restricted donations funds were spent for Marian Tompson attendance on trip.
- (b) Mini-Grants restricted donations are being held for disbursement to grant recipients in FY 2020-21.
- (c) Office supplies donated by Board Members for their work.
- (d) Net Pin Sales negative due to large purchase at end of FY leaving large inventory for future sales.
- (e) Continuum changed to an online newsletter (vs. print), and is now produced at no additional costs (i.e., all expenses were already covered in Online Communications).
- (f) Trip expenses do not include \$2587.30 of deposits, etc. incurred in FY 2018-19.
- (g) Website development was planned for several years; prior years' restricted donations for website development were all expensed in this year.