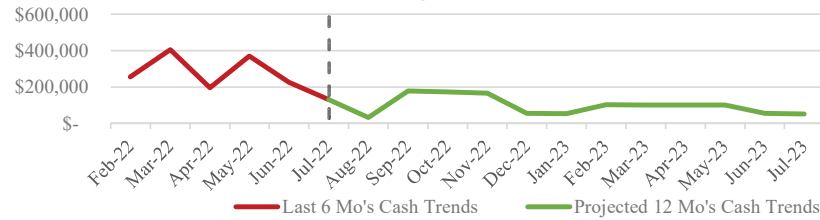


Sample Nonprofit, Inc.

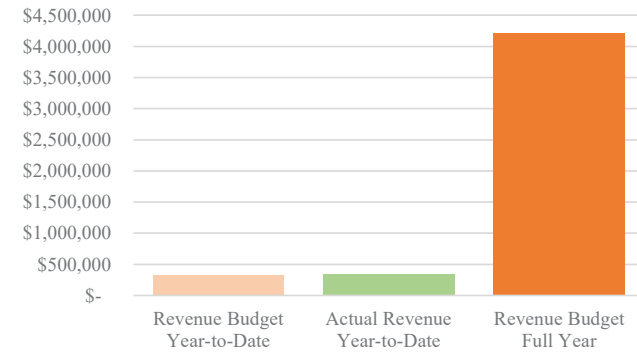
Financial Dashboard

Fiscal Year-to-Date July 31, 2022

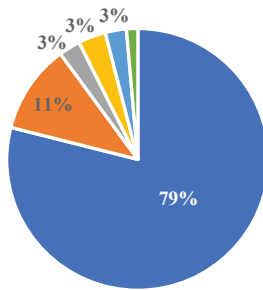
Actual & Projected Cash Trends



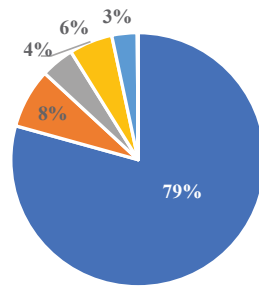
FY 2022 Revenue vs. Budget



FY 21 Revenue



T12M Revenue

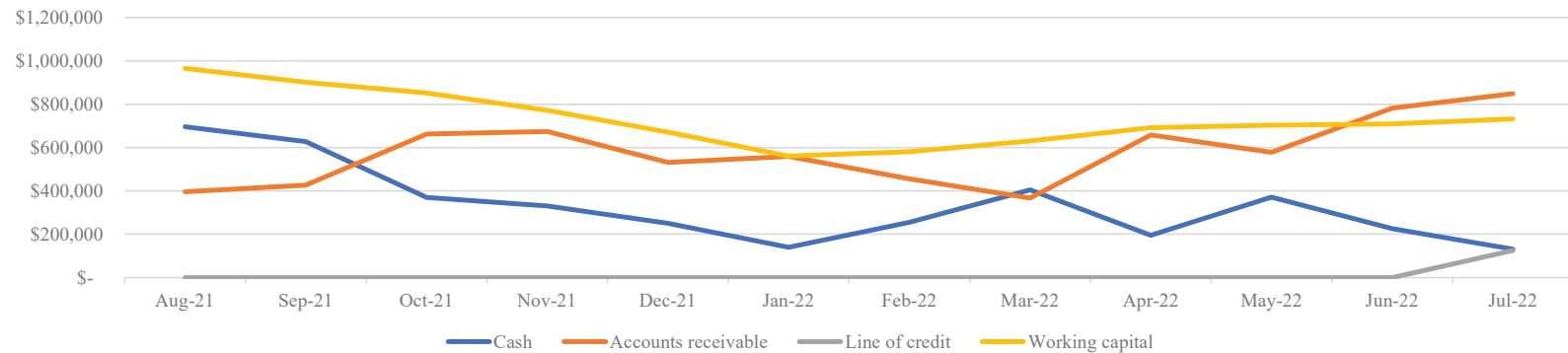


- Gov't Grants
- Private Grants
- Training Fees
- Contributions & Events
- UW

\$131k *Cash on Hand*

\$17k *Year-to-Date Budget Surplus*

Trailing 12-Month Liquidity Trends



Sample Nonprofit, Inc.

Statements of Activities

Months of July 2021 and 2022
And Fiscal Years 2021 and 2022

	(Audited) FY 2021	(Preliminary) FY 2022	(Internal) July 2021	(Internal) July 2022
Government grants	\$ 2,735,402	\$ 2,814,143	\$ 269,624	\$ 306,994
Private grants	380,846	341,008	76,252	8,167
United Way	91,444	160,964	45,722	-
Individual contributions	80,341	81,332	5,652	1,830
Training revenue	92,789	150,577	13,920	15,750
In-kind contributions	3,861	-	-	-
Other revenue	47,793	4,246	-	-
Non-event revenue	3,432,476	3,552,270	411,170	332,741
Event revenue	68,706	178,967	-	2,825
Event expenses	(35,742)	(60,360)	-	-
Net event income	32,964	118,607	-	2,825
Net event income %	48.0%	66.3%	0.0%	100.0%
Net Revenue	3,465,440	3,670,877	411,170	335,566
Salaries & wages	2,187,973	2,520,436	181,521	228,163
Payroll taxes	155,402	193,587	14,435	16,750
Benefits	175,826	209,755	20,671	20,962
Total compensation expense	2,519,201	2,923,778	216,627	265,875
Rent	344,647	318,019	26,360	26,110
Professional services	132,467	222,917	10,163	33,271
Office supplies and expenses	57,493	61,963	6,891	3,229
Security	61,185	57,094	4,633	4,820
Travel	11,467	18,477	2,193	1,532
Utilities	45,127	52,029	4,152	4,587
Bank & payroll charges	25,190	28,997	1,988	1,939
Registration fees	20,396	18,150	1,152	1,819
Printing	6,598	2,224	46	33
Insurance	22,342	25,785	1,961	2,306
Staff appreciation	7,444	7,580	65	68
IT Support	29,069	23,392	2,883	2,699
Dues & subscriptions	14,324	17,897	1,494	756
Building expenses	6,623	17,959	510	528
Professional development	5,774	10,593	436	275
Cleaning	6,333	8,292	691	690
Postage	7,490	5,335	303	257
Small equipment	10,934	16,110	1,134	579
Advertising & marketing	-	5,750	-	-
Total operating expenses	3,334,104	3,842,341	283,682	351,373
Net Operating Income (Loss)	131,336	(171,464)	127,488	(15,807)
COVID relief funding	143,058	598,634	247,677	35,900
Investment income, net	628	(7,090)	604	2,670
Depreciation	(83,911)	(83,911)	(6,993)	(6,993)
Interest expense, net	(3,196)	-	-	-
Other income (expense), net	(7,444)	(3,622)	(1)	150
Change in Net Assets	\$ 180,471	\$ 332,547	\$ 368,775	\$ 15,920

Sample Nonprofit, Inc.

Budget-to-Actual - **Organization-Wide**

Fiscal Year-to-Date July 31, 2022

	Actuals	Budget	Surplus (Deficit)
Government grants	\$ 306,994	\$ 276,892	\$ 30,102
Private grants	8,167	37,628	(29,461)
Individual contributions	1,830	525	1,305
Training revenue	15,750	9,333	6,417
Non-event revenue	332,741	324,378	8,363
Event revenue	2,825	-	2,825
Event expenses	-	-	-
Net event income	2,825	-	2,825
Net Revenue	\$ 335,566	\$ 324,378	\$ 11,188
Salaries & wages	228,163	219,959	(8,204)
Payroll taxes	16,750	17,312	562
Benefits	20,962	20,252	(710)
Total compensation expense	265,875	257,523	(8,352)
Rent	26,110	26,500	390
Professional services	33,271	25,820	(7,451)
Office supplies and expenses	3,229	4,100	871
Security	4,820	5,240	420
Travel	1,532	2,290	758
Utilities	4,587	4,730	143
Bank & payroll charges	1,939	2,070	131
Registration fees	1,819	1,440	(379)
Printing	33	130	97
Insurance	2,306	2,040	(266)
Staff appreciation	68	70	2
IT Support	2,699	4,000	1,301
Dues & subscriptions	756	1,320	564
Building expenses	528	680	152
Professional development	275	450	175
Cleaning	690	720	30
Postage	257	460	203
Small equipment	579	1,130	551
Total operating expenses	351,373	340,713	(10,660)
Net Operating Income (Loss)	(15,807)	(16,335)	528
COVID relief funding	(35,900)	(22,625)	(13,275)
Investment income, net	(2,670)	-	(2,670)
Depreciation	6,993	7,390	(397)
Other (income) expense, net	(150)	-	(150)
Change in Net Assets	\$ 15,920	\$ (1,100)	\$ 17,020

Sample Nonprofit, Inc.

Statements of Financial Position

As of July 31, 2021 and 2022
And as of June 30, 2021 - 2022

	(Audited) 6/30/2021	(Preliminary) 6/30/2022	(Internal) 7/31/2021	(Internal) 7/31/2022
Assets				
<u>Current Assets</u>				
Cash	\$ 581,356	\$ 225,182	\$ 567,418	\$ 131,040
Accounts receivable	480,698	781,187	526,290	849,401
Prepaid expenses	79,505	62,447	68,535	83,486
Investments	53,836	46,027	54,380	48,646
Total Current Assets	1,195,395	1,114,843	1,216,623	1,112,573
Fixed assets, net	194,658	150,423	208,385	143,431
Other assets	10,781	10,781	10,781	10,781
Total Assets	\$ 1,400,834	\$ 1,276,047	\$ 1,435,789	\$ 1,266,785
Liabilities & Net Assets				
<u>Current Liabilities</u>				
Accounts payable	\$ 23,369	\$ 55,398	\$ 16,286	\$ 37,838
Accrued expenses	91,805	81,409	88,940	80,489
Accrued wages	115,250	199,949	46,040	60,872
Accrued vacation	82,454	75,914	72,768	81,013
Deferred revenue	2,900	4,150	5,600	6,425
Line of credit	-	-	-	125,000
Refundable advances	518,533	-	270,855	-
Total Current Liabilities	834,311	416,820	500,489	391,637
<u>Long-Term Liabilities</u>				
Deferred payroll taxes	79,689	39,844	79,689	39,844
<u>Net Assets</u>				
Net assets with donor restrictions	76,389	76,389	-	123,467
Net assets without donor restrictions				
Board designated	53,836	53,836	53,836	53,836
Undesignated	356,609	689,158	801,775	658,001
Total Liabilities & Net Assets	\$ 1,400,834	\$ 1,276,047	\$ 1,435,789	\$ 1,266,785

Sample Nonprofit, Inc.

Rolling Cash Forecast

Twelve Months Ended July 31, 2023

	Projected Aug-22	Projected Sep-22	Projected Oct-22	Projected Nov-22	Projected Dec-22	Projected Jan-23	Projected Feb-23	Projected Mar-23	Projected Apr-23	Projected May-23	Projected Jun-23	Projected Jul-23	Projected 12-Mo. Totals
Expected Cash Inflows ----->													
Program A	\$ 194,553	\$ 283,067	\$ 180,000	\$ 180,000	\$ 180,000	\$ -	\$ 360,000	\$ 180,000	\$ 180,000	\$ 180,000	\$ 180,000	\$ 180,000	\$ 2,277,620
Program B	52,062	35,583	35,583	35,583	35,583	35,583	35,583	35,583	35,583	35,583	35,583	35,583	443,478
Program C	41,347	27,091	27,091	27,091	27,091	27,091	27,091	27,091	27,091	27,091	27,091	27,091	339,347
Program D	-	3,975	3,975	3,975	3,975	3,975	3,975	3,975	3,975	3,975	3,975	3,975	43,727
Program E	9,230	9,583	9,583	9,583	9,583	9,583	9,583	9,583	9,583	9,583	9,583	9,583	114,647
Program F	-	-	-	12,500	-	-	12,500	-	-	12,500	-	-	37,500
Program G	39,595	16,357	16,357	16,357	16,357	16,357	16,357	-	-	-	-	-	137,740
United Way	-	-	9,583	9,583	9,583	9,583	9,583	9,583	9,583	9,583	9,583	9,583	95,833
Training	9,333	9,333	9,333	9,333	9,333	9,333	9,333	9,333	9,333	9,333	9,333	9,333	112,000
Individual contributions (incl. BOD)	4,473	20,520	4,995	21,338	29,143	2,288	3,535	2,206	1,020	7,120	7,120	7,120	110,879
Private grants	5,000	11,077	21,147	3,098	33,647	18,927	1,888	20,014	4,154	7,557	7,557	7,557	141,622
Other government grants	-	61,964	-	-	-	-	-	-	-	-	-	-	61,964
Events	-	-	-	5,000	-	-	-	125,000	125,000	-	-	-	255,000
Capital campaign	-	-	-	-	-	-	-	38,750	38,750	38,750	38,750	38,750	193,750
Total Expected Cash Inflows	\$ 355,594	\$ 478,551	\$ 317,649	\$ 333,442	\$ 354,297	\$ 132,721	\$ 489,430	\$ 461,119	\$ 444,074	\$ 341,077	\$ 328,577	\$ 328,577	\$ 4,365,107
Expected Cash Outflows ----->													
Payroll & payroll taxes	211,830	\$ 218,419	\$ 218,419	\$ 218,419	\$ 367,474	\$ 218,419	\$ 218,419	\$ 218,419	\$ 218,419	\$ 218,419	\$ 327,629	\$ 218,419	\$ 2,872,706
Benefits	20,252	20,252	20,252	20,252	20,252	20,252	20,252	20,252	20,252	20,252	20,252	20,252	243,024
Insurance	-	-	-	-	-	28,000	-	-	-	-	-	-	28,000
Rent	28,100	28,100	28,100	28,100	28,100	28,100	28,100	28,100	28,100	28,100	28,100	28,100	337,200
Professional services	26,970	18,090	24,160	32,280	32,357	21,670	18,050	15,610	17,990	14,340	14,340	14,340	250,197
Advertising & marketing	-	90	-	-	-	-	-	-	-	-	-	-	90
Office supplies and expenses	4,310	1,700	4,570	2,510	3,480	5,680	3,320	3,040	4,140	5,120	5,120	5,120	48,110
Security	5,240	5,240	5,240	5,240	5,240	5,240	5,240	5,240	5,240	5,240	5,240	5,240	62,880
Travel	170	2,190	130	3,070	1,880	840	1,050	390	1,460	1,660	1,660	1,660	16,160
Utilities	4,380	4,100	4,620	5,030	5,150	4,650	4,570	3,910	4,200	4,070	4,070	4,070	52,820
Bank & payroll charges	2,550	2,160	2,180	2,530	1,950	2,870	1,840	2,630	2,340	2,150	2,150	2,150	27,500
Registration fees	1,450	1,710	1,710	2,310	3,020	1,470	2,090	1,230	3,020	1,180	1,180	1,180	21,550
Printing	140	100	130	320	130	120	710	190	120	120	120	120	2,320
Staff appreciation	-	-	80	-	4,950	-	-	-	50	2,010	2,010	2,010	11,110
IT Support	4,000	4,000	4,000	4,000	4,000	3,580	3,580	3,580	3,580	3,580	3,580	3,580	45,060
Dues & subscriptions	730	620	-	410	70	1,930	3,290	850	1,670	1,370	1,370	1,370	13,680
Building expenses	1,810	4,790	1,530	460	780	510	550	840	780	550	550	550	13,700
Professional development	400	330	290	2,360	3,120	3,220	310	660	220	290	290	290	11,780
Cleaning	720	720	720	720	720	700	710	710	610	710	710	710	8,460
Postage	570	690	340	980	570	240	520	360	440	210	210	210	5,340
Small equipment	1,070	1,680	630	4,350	1,240	900	980	1,070	1,120	1,630	1,630	1,630	17,930
Interest expense	-	-	-	-	83	867	517	150	117	83	300	300	2,417
Capital campaign	10,000	10,000	-	-	-	13,750	13,750	13,750	13,750	13,750	13,750	13,750	116,250
Capital expenditures	5,625	6,458	6,458	6,458	6,458	6,458	6,458	6,458	6,458	6,458	6,458	6,458	76,663
Events	-	-	-	-	-	-	-	25,000	100,000	-	-	-	125,000
Total Expected Cash Outflows	\$ 330,317	\$ 331,439	\$ 323,559	\$ 339,799	\$ 491,024	\$ 369,466	\$ 334,306	\$ 352,439	\$ 434,076	\$ 331,293	\$ 440,719	\$ 331,509	\$ 4,409,947
Net Operating Cash In(Out)flows	\$ 25,277	\$ 147,112	\$ (5,910)	\$ (6,357)	\$ (136,728)	\$ (236,745)	\$ 155,124	\$ 108,680	\$ 9,998	\$ 9,784	\$ (112,142)	\$ (2,933)	\$ (44,840)
Expected draws on LOC	-	-	-	-	25,000	235,000	-	-	-	-	65,000	-	325,000
Expected repayments on LOC	(125,000)	-	-	-	-	-	(105,000)	(110,000)	(10,000)	(10,000)	-	-	(360,000)
Total Cash In(Out)flows	\$ (99,723)	\$ 147,112	\$ (5,910)	\$ (6,357)	\$ (111,728)	\$ (1,745)	\$ 50,124	\$ (1,320)	\$ (2)	\$ (216)	\$ (47,142)	\$ (2,933)	\$ (79,840)
Rolling Cash Balance ----->													
Opening Cash Balance	\$ 131,040	\$ 31,317	\$ 178,428	\$ 172,519	\$ 166,161	\$ 54,434	\$ 52,689	\$ 102,813	\$ 101,493	\$ 101,491	\$ 101,275	\$ 54,132	\$ 131,040
Ending Cash Balance	\$ 31,317	\$ 178,428	\$ 172,519	\$ 166,161	\$ 54,434	\$ 52,689	\$ 102,813	\$ 101,493	\$ 101,491	\$ 101,275	\$ 54,132	\$ 51,200	\$ 51,200
Projected LOC Balance	\$ -	\$ -	\$ -	\$ -	\$ 25,000	\$ 260,000	\$ 155,000	\$ 45,000	\$ 35,000	\$ 25,000	\$ 90,000	\$ 90,000	
Projected LOC Availability	\$ 500,000	\$ 500,000	\$ 500,000	\$ 500,000	\$ 475,000	\$ 240,000	\$ 345,000	\$ 455,000	\$ 465,000	\$ 475,000	\$ 410,000	\$ 410,000	

Sample Nonprofit, Inc.

Statement of Activities by Month

Twelve Months Ended July 31, 2022

	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	Jan-22	Feb-22	Mar-22	Apr-22	May-22	Jun-22	Jul-22	TTM Jul-22
Government grants	\$ 208,899	\$ 200,617	\$ 224,320	\$ 221,052	\$ 244,144	\$ 201,315	\$ 210,398	\$ 260,703	\$ 260,215	\$ 242,988	\$ 269,868	\$ 306,994	\$ 2,851,513
Private grants	39,459	4,167	49,352	4,251	6,837	13,417	67,166	23,622	19,167	4,166	33,152	8,167	272,923
United Way	-	-	-	-	-	-	-	-	115,242	-	-	-	115,242
Individual contributions	1,174	3,219	1,159	10,001	23,757	13,811	1,189	5,212	1,469	18,651	(3,962)	1,830	77,510
Training revenue	13,970	11,253	7,030	4,870	240	6,056	8,796	11,100	6,480	17,389	49,473	15,750	152,407
Other revenue	-	1,370	-	-	-	75	1,125	781	795	420	(320)	-	4,246
Non-event revenue	263,502	220,626	281,861	240,174	274,978	234,674	288,674	301,418	403,368	283,614	348,211	332,741	3,473,841
Event revenue	-	-	-	-	-	-	20,500	49,101	46,576	39,660	23,130	2,825	181,792
Event expenses	-	-	(100)	(4,000)	-	-	(742)	165	(29,495)	(24,538)	(1,650)	-	(60,360)
Net event income	-	-	(100)	(4,000)	-	-	19,758	49,266	17,081	15,122	21,480	2,825	121,432
Net event income %	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	96.4%	100.3%	36.7%	38.1%	92.9%	100.0%	66.8%
Net Revenue	263,502	220,626	281,761	236,174	274,978	234,674	308,432	350,684	420,449	298,736	369,691	335,566	3,595,273
Salaries & wages	188,631	177,161	227,545	194,985	226,150	226,684	189,859	209,860	229,463	207,619	260,958	228,163	2,567,078
Payroll taxes	14,249	13,190	18,336	14,074	18,350	18,513	15,548	16,735	17,644	15,268	17,245	16,750	195,902
Benefits	14,472	16,593	16,708	16,983	14,456	20,973	18,678	17,281	17,895	18,386	16,659	20,962	210,046
Total compensation expense	217,352	206,944	262,589	226,042	258,956	266,170	224,085	243,876	265,002	241,273	294,862	265,875	2,973,026
Rent	26,361	26,361	26,361	26,361	26,360	26,598	26,869	26,598	26,596	26,599	26,595	26,110	317,769
Professional services	26,990	13,522	20,471	28,840	15,826	17,897	11,533	9,222	9,913	30,969	27,571	33,271	246,025
Office supplies and expenses	3,996	2,076	4,174	2,259	3,994	5,720	3,007	2,832	11,524	6,663	8,827	3,229	58,301
Security	4,606	5,296	4,469	3,934	4,476	4,986	4,856	4,856	4,682	7,600	4,692	4,820	57,281
Travel	158	2,124	96	2,973	1,846	886	1,010	362	1,558	1,962	3,309	1,532	17,816
Utilities	3,415	3,145	4,669	4,589	5,578	4,870	4,416	3,139	5,480	3,911	4,665	4,587	52,464
Bank & payroll charges	2,445	2,024	2,132	2,419	1,909	2,939	1,718	2,526	4,594	1,914	2,389	1,939	28,948
Registration fees	1,284	1,410	3,773	1,795	2,506	941	1,658	821	930	1,005	875	1,819	18,817
Printing	110	39	84	311	68	92	754	228	187	151	154	33	2,211
Insurance	1,962	1,962	1,960	1,962	1,962	2,306	2,306	2,305	2,307	2,487	2,305	2,306	26,130
Staff appreciation	-	-	73	-	4,803	-	-	-	613	2,026	-	68	7,583
IT Support	2,965	1,515	140	3,233	1,511	3,688	231	233	230	1,606	5,157	2,699	23,208
Dues & subscriptions	917	603	-	399	67	1,879	3,196	823	(180)	8,136	563	756	17,159
Building expenses	1,874	4,745	1,533	374	1,043	325	334	933	5,244	283	761	528	17,977
Professional development	383	324	282	2,290	3,026	3,122	311	642	(367)	95	49	275	10,432
Cleaning	692	691	690	690	693	689	691	694	689	691	691	690	8,291
Postage	480	712	179	871	810	11	676	386	234	119	554	257	5,289
Small equipment	824	1,581	241	5,262	985	861	746	864	977	801	1,834	579	15,555
Advertising & marketing	-	88	-	-	-	-	-	-	4,200	1,462	-	-	5,750
Total operating expenses	296,814	275,162	333,916	314,604	336,419	343,980	286,405	301,340	344,413	339,753	385,853	351,373	3,910,032
Net Operating Income (Loss)	(33,312)	(54,536)	(52,155)	(78,430)	(61,441)	(109,306)	22,027	49,344	76,036	(41,017)	(16,162)	(15,807)	(314,759)
Other government grants	168,892	101,964	-	-	-	-	-	-	-	54,036	26,065	35,900	386,857
Investment income, net	602	(1,843)	1,647	(722)	-	(937)	(1,323)	(21)	(3,196)	296	(2,197)	2,670	(5,024)
Depreciation	(6,992)	(6,994)	(6,992)	(6,993)	(6,992)	(6,992)	(6,992)	(6,994)	(6,992)	(6,993)	(6,992)	(6,993)	(83,911)
Other (income) expense, net	181	1	(6)	(1)	(3)	(4)	(4)	2	(414)	(1,045)	(2,328)	150	(3,471)
Change in Net Assets	\$ 129,371	\$ 38,592	\$ (57,506)	\$ (86,146)	\$ (68,436)	\$ (117,239)	\$ 13,708	\$ 42,331	\$ 65,434	\$ 5,277	\$ (1,614)	\$ 15,920	\$ (20,308)