Preparing your budget form for the Operating Support Grant

Wednesday, April 29, 2015
12:00 p.m. – 1:30 p.m.
AGENDA

• Intro
• General Accounting Explanations
• Support Materials for the Application
  ◦ IRS Determination Letter
  ◦ Most Recent IRS 990
  ◦ Treasurer’s Report, financial reports and audit
  ◦ Fiscal Year to Date Budget
• Online application - Budget Form and Budget Narrative
• Q&A
**General Accounting Explanations**

**Method of accounting** (Cash vs. Accrual): Accrual accounting is the preferred accounting method for non-profit organizations and means that you recognize revenue and expense when incurred (not necessarily when a check is written or cash is received). Cash accounting recognizes revenue and expense when it clears the bank account.

**Fiscal Year:** twelve consecutive months that your organization elects to use for a fiscal period. Some organizations use the calendar year (January – December), others use a fiscal year that starts mid-year (July – June), and others select other periods as well.

**Balance Sheet/Statement of Position:** A report that shows what you own, what you owe, as well as your net worth.

**Assets:** items that are owned. For example: paintings.

**Liabilities:** items that are owed. For example: line of credit or mortgage.

**Net assets:** Assets – Liabilities = Net Assets (what you own LESS what you owe). Net Assets also figure in accrued surplus or deficit that the organization has accrued over time.

**Audit:** typically reviews to audited financial statements which are prepared by a CPA firm through a series of interviews/tests/reviews at the end of the fiscal year. The audited financial statements usually have several standard reports as well as notes to explain the activities for the year.
Treasurer’s report: Refers to a report that is prepared by the Treasurer of the Board of Directors. Will not be certified financial statements, but whatever report internally that has basic reports such as: Balance Sheet, Income Statement, Cash Flows Statement.

Profit & Loss Statement/Statement of Income/Statement of Activities: Report that shows all revenue and expense for current fiscal period. Can also show comparative periods or timelines as well.

Expense: purchases made on behalf of the organization. Use of funds. For example: utility expense.

Income or Revenue: funds received on behalf of the organization. Source of funds. For example: ticket revenue.

Contributed Income: funds received as part of individual, corporate, foundation, or government support. Also can be contributions of non-cash, in-kind donation of service or goods.

Earned Income: funds received as part of program or service offerings.

Deficit or Surplus: Deficit = more expense than income. Surplus = more income than expense. Each year an organization will end with either a deficit, a surplus, or will break even (neither a surplus nor a deficit).
Support Materials for the Application

IRS Determination Letter

Letter that confirms the 501c3 status for the organization.
INTERNAL REVENUE SERVICE
P. O. BOX 2508
CINCINNATI, OH, 45201

DEPARTMENT OF THE TREASURY

Employer Identification Number: 12-3456789
DIN: 1234567898910
Accounting Period Ending: December 31
Public Charity Status: 170(b)(1)A)(vi)
Form 990 Required: Yes
Effective Date of Exemption: January 3, 2002
Contribution Deductibility: Yes
Addendum Applies: No

YOUR NONPROFIT, INC.
P. O. BOX 123
MISSION WAY, CA 95050

Date:

Dear Applicant:

We are pleased to inform you that upon review of your application for tax exempt status we have determined that you are exempt from Federal income tax under section 501(c)(3) of the Internal Revenue Code. Contributions to you are deductible under section 170 of the code. You are also qualified to receive tax deductible bequests, devises, transfers or gifts under section 2055, 2106 or 2522 of the Code. Because of this letter, you should keep it in your permanent records.

Organizations exempt under section 501(c)(3) of the Code are further classified as either public charities or private foundations. We determined that you are a public charity under the Code section(s) listed in the heading of this letter.

For important information about your responsibilities as a tax-exempt organization, go to www.irs.gov/charities. Enter “4221-PC” in the search bar to view Publication 4221-PC, Compliance Guide for 501(c)(3) Public Charities, which describes your recordkeeping, reporting, and disclosure requirements.

Sincerely,

Ms. Mission

Director, Exempt Organization

Letter 111

This document is a sample for the sole purpose of displaying what an IRS determination letter looks like. This is not an actual determination letter. The use of this document is intended strictly for informational purposes and not any commercial purpose. This document is not for sale.
Support Materials for the Application

Most Recent IRS 990

Definition: Informational Tax Return for non-profit organizations.

Who Must File - Most organizations exempt from income tax under section 501(a) must file an annual information return (Form 990 or 990-EZ) or submit an annual electronic notice (Form 990-N), depending upon the organization's gross receipts and total assets.

990-N: Gross receipts $50K or less; 990-EZ: Gross receipts less than $200K and total Assets less than $500K; 990: Gross Receipts more or greater than $200K and total assets more or greater than $500K.

Difference between N, EZ, and regular? N is online postcard, three steps. EZ is about four pages, with some attachments. Regular can be 30-40 pages, many different schedules, lots of questions on policies, etc.
Form 990

Return of Organization Exempt From Income Tax

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except black lung benefit trust or private foundation)

The organization may have to use a copy of this return to satisfy state reporting requirements.

A. For the 2007 calendar year, or tax year beginning , 2007, and ending

B. Check if applicable:
   ☐ Name change
   ☐ Address change
   ☐ Change in EIN
   ☐ Change in type of organization
   ☐ Initial return
   ☐ Termination date
   ☐ Amended return

C. Name of organization:

The Institute for Biblical and Scientific Studies

D. Employer identification number

23 22778570

E. Telephone number

213 423-7374

F. Accounting method

Cash

G. Website:

www.bibleandscience.com

H. Is the organization a section 501(c)(3) organization and is it a tax-exempt charitable trust?

Yes ☒ No ☐

I. Group Exemption Number

N/A

J. Organization type (check only one)

☐ 501(c) ( ) 501(c) ( )

K. Check here ☑ if the organization is not a 501(c)(3) supporting organization and its gross receipts are normally not more than $25,000. A return is not required, but if the organization chooses to file a return, be sure to submit a complete return.

L. Gross receipts: Add lines 6b, 9b, 10b, and 12b to line 12 = $ 69,874

Part I Revenue, Expenses, and Changes in Net Assets or Fund Balances (See instructions)

| Description | 1a | 1b | 5a | 5b | 5c | 5d | 5e | 5f | 8a | 8b | 8c | 9a | 9b | 9c | 10a | 10b | 10c | 11 | 12a | 12b | 12c | 13 | 14 | 15 | 16 | 17 | 18 | 19 | 20 | 21 |
|-------------|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|
| 1 Contributions, gifts, grants, and similar amounts received: | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| a Contributions to donor advised funds | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| b Direct public support (not included on line 1a) | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| c Indirect public support (not included on line 1a) | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| d Government contributions (grants) (not included on line 1a) | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| e Total (add lines 1a through 1d) (cash $ | 4,800.00 | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| f Program service revenue including government fees and contracts (from Part VII, line 9a) | 2 | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| g Membership dues and assessments | 3 | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| h Interest on savings and temporary cash investments | 4 | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| i Dividends and interest from securities | 5 | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 6 Gross rents | 6a | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| b Less: rental expenses | 6b | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| c Net rental income (or loss). Subtract line 6b from line 6a | 6c | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 7 Other investment income (describe): | 7 | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| a Gross amount from sales of assets other than inventory | 8a | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| b Less: cost of other basis and sales expenses | 8b | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| c Gain or (loss) (attach schedule) | 8c | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 9 Special events and activities (attach schedule). If any amount is from gambling, check here ☑ | 9a | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| a Gross revenue (not including $ of contributions reported on line 1b) | 9a | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| b Less: direct expenses other than fundraising expenses | 9b | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| c Net income or (loss) from special events. Subtract line 9b from line 9a | 9c | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 10 Gross sales of inventory, less returns and allowances | 10a | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| b Less: cost of goods sold | 10b | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| c Gross profit or (loss) from sales of inventory (attach schedule), Subtract line 10b from line 10a | 10c | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 11 Other revenue (from Part VII, line 10b) | 11 | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 12 Total revenue. Add lines 1e, 2, 3, 4, 5, 6c, 7, 8d, 9c, 10c, and 11 | 12 | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 13 Program services (from line 4a, column (B)) | 13 | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 14 Management and general (from line 4a, column (C)) | 14 | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 15 Fundraising (from line 4a, column (D)) | 15 | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 16 Payments to affiliates (attach schedule) | 16 | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 17 Total expenses. Add lines 16 and 4a, column (A) | 17 | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 18 Excess (or deficit) for the year. Subtract line 17 from line 12 | 18 | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 19 Net assets or fund balances at beginning of year (from line 7, column (A)) | 19 | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 20 Other changes in net assets or fund balances (attach explanation) | 20 | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 21 Net assets or fund balances at end of year. Combine lines 18, 19, and 20 | 21 | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

For Privacy Act and Paperwork Reduction Act Notice, see the separate instructions.

Cat. No. 12882Y

Form 990 (2007)
Form 990-N (e-Postcard) for Tax-Exempt Organizations not Required To File Form 990 or 990-EZ

Electronic Notice (e-Postcard)

For the 2011 calendar year, or tax year beginning 1/1/2011 and ending 12/31/2011

A. For the 2011 calendar year, or tax year beginning 1/1/2011 and ending 12/31/2011

B. Check if applicable
   ☐ Terminated, Out of Business
   ☑ Gross receipts are normally $50,000 or less

C. Name of organization: ASSOCIATION OF FUNDRAISING PROFESSIONALS
   DBA: Association of Fundraising Professionals Yosemite Chapter
   4300 Wilson Blvd Suite 300
   Arlington, VA, U.S., 22203-4167

D. Employer Identification Number
   77-0358806

E. Website: afpyosemite.afpnet.org

F. Name of Principal Officer: Marci Boucher
   1226 Eleventh Street
   Modesto, CA, U.S., 95354

Privacy Act and Paperwork Reduction Act Notice. We ask for the information on this form to carry out the Internal Revenue laws of the United States. You are required to give us the information. We need it to ensure that you are complying with these laws.

The organization is not required to provide the information requested on a form that is subject to the Paperwork Reduction Act unless the form displays a valid OMB control number. Books or records relating to a form or its instructions must be retained as long as their contents may become material in the administration of any Internal Revenue law. The rules governing the confidentiality of the Form 990-N is covered in Code section 6104.

The time needed to complete and file this form and related schedules will vary depending on individual circumstances. The estimated average times is 16 minutes.

Note: This image is provided for your records only. Do NOT mail this page to the IRS. The IRS will not accept this filing via paper. You must file your Form 990-N (e-Postcard) electronically.
This Form 990-N (e-Postcard) was accepted by the IRS on 5/3/2012.

http://epostcard.form990.org/DEntry/990NPrint.asp

5/3/2012
Support Materials for the Application

Treasurers Report or Audit

**Audit**: typically reviews to audited financial statements which are prepared by a CPA firm through a series of interviews/tests/reviews at the end of the fiscal year. The audited financial statements usually have several standard reports as well as notes to explain the activities for the year.

**Treasurer’s report**: Refers to a report that is prepared by the Treasurer of the Board of Directors. Will not be certified financial statements, but whatever report internally that has basic reports such as: Balance Sheet, Income Statement, Cash Flows Statement.
Sample Financial Statements from PPC - Preparing Nonprofit Financial Statements

[ACCOUNTANT'S LETTERHEAD]

INDEPENDENT ACCOUNTANT'S REPORT (REVIEW)

To the Board of Directors
Habitat House, Inc.
City, State

We have reviewed the accompanying statements of financial position of Habitat House, Inc. (a nonprofit corporation) as of June 30, 2007 and 2006, and the related statements of activities, functional expenses, and cash flows for the years then ended, in accordance with Statements on Standards for Accounting and Review Services issued by the American Institute of Certified Public Accountants. All information included in these financial statements is the representation of the management of Habitat House, Inc.

A review consists principally of inquiries of organization personnel and analytical procedures applied to financial data. It is substantially less in scope than an audit in accordance with generally accepted auditing standards, the objective of which is the expression of an opinion regarding the financial statements taken as a whole. Accordingly, we do not express such an opinion.

Based on our reviews, we are not aware of any material modifications that should be made to the accompanying financial statements in order for them to be in conformity with generally accepted accounting principles.

Our review was made for the purpose of expressing limited assurance that there are no material modifications that should be made to the financial statements in order for them to be in conformity with generally accepted accounting principles. The information included in the accompanying schedules of unrestricted contributions is presented only for supplementary analysis purposes. Such information has been subjected to the inquiry and analytical procedures applied in the review of the basic financial statements, and we are not aware of any material modifications that should be made thereto.

INDEPENDENT AUDITOR'S REPORT

To the Board of Directors
Habitat House, Inc.
City, State

We have audited the accompanying statement of financial position of Habitat House, a non-for-profit organization, as of June 30, 2006, and the related statements of activities, functional expenses, and cash flows for the year then ended. These financial statements are the responsibility of management. Our responsibility is to express an opinion on these financial statements based on our audit. The prior year summarized comparative information has been derived from Habitat House's 2005 financial statements and, in our report dated September 6, 2006, we expressed an unqualified opinion on those financial statements.

We conducted our audit in accordance with U.S. generally accepted auditing standards. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the financial statements referred to in the first paragraph present fairly, in all material respects, the financial position of Habitat House as of June 30, 2006, and the results of its operations and its cash flows for the year then ended in conformity with U.S. generally accepted accounting principles.

(Partner's Signature)

September 15, 2007 (date audit fieldwork substantially completed)
Support Materials for the Application

Fiscal year to date Budget

Profit & Loss Statement/Statement of Income/Statement of Activities: Report that shows all revenue and expense for current fiscal period. Can also show comparative periods or timelines as well.

This report also shows the Budget for the current period or for the full fiscal year.
Thurgood Marshall Academy And Subsidiary

Consolidating Statement Of Activities
Year Ended June 30, 2008

<table>
<thead>
<tr>
<th></th>
<th>Thurgood Marshall Academy</th>
<th>TMA QAL/CH LLC</th>
<th>Eliminations</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Support and revenue:</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Tuition – per-supp funding allocation</td>
<td>$ 5,209,026</td>
<td>$ -</td>
<td>$ -</td>
<td>$ 5,209,026</td>
</tr>
<tr>
<td>Federal entitlements (Titles 1, 2, 4, &amp; 5)</td>
<td>355,808</td>
<td>-</td>
<td>-</td>
<td>355,808</td>
</tr>
<tr>
<td>Free and reduced lunch program</td>
<td>57,384</td>
<td>-</td>
<td>-</td>
<td>57,384</td>
</tr>
<tr>
<td>Grants, donations, and gifts</td>
<td>1,111,655</td>
<td>-</td>
<td>-</td>
<td>1,111,655</td>
</tr>
<tr>
<td>Special event revenues</td>
<td>102,392</td>
<td>-</td>
<td>-</td>
<td>102,392</td>
</tr>
<tr>
<td>Special event costs</td>
<td>(56,609)</td>
<td>-</td>
<td>-</td>
<td>(56,609)</td>
</tr>
<tr>
<td>Interest</td>
<td>76,042</td>
<td>1,183,561</td>
<td>(1,117,170)</td>
<td>142,433</td>
</tr>
<tr>
<td>Other revenues</td>
<td>1,176,937</td>
<td>-</td>
<td>(1,021,041)</td>
<td>155,896</td>
</tr>
<tr>
<td><strong>Total support and revenue</strong></td>
<td>$ 8,032,835</td>
<td>1,183,561</td>
<td>(2,138,211)</td>
<td>7,077,985</td>
</tr>
</tbody>
</table>

**Expenses:**

**Program services:**

Educational:

- Instructional: 4,771,747

Support services:

- Occupancy costs: 598,251
- Depreciation expense: 438,446
- Debt service cost: 1,110,654

Total expenses: 6,928,098

**Management and general:**

General and administrative: 301,985
Fundraising: 410,052

Total expenses: 7,840,135

Minority interest in TMA QAL/CH LLC loss: 462,747

Change in net assets:

- (60,247) (904,632) 904,632 (60,247)

Net assets:

Beginning: 4,087,653
Member distributions: (155,401)
Ending: $ 4,022,406 $ 1,694,467 $ (1,694,467) $ 4,022,406
Statement of Cash Flows
For the Year-End December 31, 20X8

Cash flows from operating activities
Net income $134,000
Add (deduct) items not affecting cash
Depreciation expense $21,000
Decrease in accounts receivable 10,000
Increase in prepaid expenses (6,000)
Increase in accounts payable 35,000 60,000
Net cash flow from operating activities $194,000

Cash flows from investing activities
Purchase of land (70,000)
Purchase of building (200,000)
Purchase of equipment (68,000)
Cash used by investing activities (338,000)

Cash flows from financing activities
Issuance of bonds 150,000
Payment of cash dividends (18,000)
Cash provided by financing activities 132,000
Net decrease in cash $(12,000)
SAMPLE Balance Sheet

For Year Ended ______

Assets
Current Assets
   Cash
   Accounts Receivable
   Investments
   Other
   Total current

Long Term Assets
   Property and equipment, net
   $____

Total Assets
   $____

Liabilities and net assets
Current Liabilities
   Accounts Payable
   Notes Payable, current
   Total current Liabilities
   ______

Long-term liabilities
   Notes payable
   ______

   Total Liabilities
   $____

Net Assets
   Unrestricted
   ______
   Temporarily restricted
   ______
   Permanently restricted
   ______
   Total net assets
   ______

   Total Liabilities and Net Assets
   $____

Signed: ___________________________  Treasurer or Org President
Online Application

Expense Budget
A. Most recently completed fiscal year
B. Current fiscal Year Approved Budget
C. Current fiscal year actual expenses
D. Next fiscal year
<table>
<thead>
<tr>
<th></th>
<th>C-2</th>
<th>C-3</th>
<th>C-4</th>
<th>C-5</th>
<th>C-6</th>
<th>C-7</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Expenses</td>
<td>A. Most Recently</td>
<td>B. Current</td>
<td>C. Current</td>
<td>D. Next Fiscal</td>
<td>Notes</td>
</tr>
<tr>
<td>R-2</td>
<td>Personnel</td>
<td></td>
<td></td>
<td></td>
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<td></td>
</tr>
<tr>
<td>R-3</td>
<td>Administrative staff salary &amp;</td>
<td></td>
<td></td>
<td></td>
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</tr>
<tr>
<td>R-4</td>
<td>Artistic staff salary &amp; benefits</td>
<td></td>
<td></td>
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<td></td>
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<tr>
<td>R-5</td>
<td>Technical/Production staff salary &amp;</td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>R-6</td>
<td>Contract: artistic</td>
<td></td>
<td></td>
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<td></td>
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<tr>
<td>R-7</td>
<td>Contract: other</td>
<td></td>
<td></td>
<td></td>
<td></td>
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</tr>
<tr>
<td>R-8</td>
<td>Sub-total Personnel</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td></td>
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<tr>
<td>R-9</td>
<td>Operational</td>
<td></td>
<td></td>
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<tr>
<td>R-10</td>
<td>Rental: rehearsal &amp; performance</td>
<td></td>
<td></td>
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<tr>
<td>R-11</td>
<td>Advertising &amp; Promotions</td>
<td></td>
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<td></td>
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<tr>
<td>R-12</td>
<td>Operations &amp; Administration</td>
<td></td>
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<tr>
<td>R-13</td>
<td>Programs, Production</td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>R-14</td>
<td>Fundraising</td>
<td></td>
<td></td>
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<td>R-15</td>
<td>Loans and Debt retirement</td>
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<td>R-16</td>
<td>Other</td>
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<td></td>
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<tr>
<td>R-17</td>
<td>Other</td>
<td></td>
<td></td>
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<td></td>
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<tr>
<td>R-18</td>
<td>Sub-total Other</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td></td>
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<tr>
<td>R-19</td>
<td>Total Expenses</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td></td>
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<tr>
<td>R-20</td>
<td>Annual Surplus (Deficit)</td>
<td></td>
<td></td>
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<td></td>
<td></td>
</tr>
<tr>
<td>R-21</td>
<td>Accumulated Surplus (Deficit)</td>
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<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Online Application

**Salary** = staff that is on payroll. Organization pays payroll taxes on employee’s behalf.

**Contract** = staff or individuals that are paid as independent contractors. The individuals are not directed by the organization, and typically have similar engagements with other organizations.
Online Application

Revenue Budget

A. Most recently completed fiscal year
B. Current fiscal Year Approved Budget
C. Current fiscal year actual Revenue
D. Next fiscal year
<table>
<thead>
<tr>
<th>R-1</th>
<th>C-2</th>
<th>C-3</th>
<th>C-4</th>
<th>C-5</th>
<th>C-6</th>
<th>C-7</th>
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<tr>
<td>R-2</td>
<td>1. Earned Income</td>
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<tr>
<td>R-3</td>
<td>2. Tickets/Admissions</td>
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<tr>
<td>R-4</td>
<td>3. Membership</td>
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<td>R-5</td>
<td>4. Contract Services</td>
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<td>R-6</td>
<td>5. Performance Fees</td>
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<tr>
<td>R-7</td>
<td>6. Tuition/Class</td>
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<tr>
<td>R-8</td>
<td>7. Product Sales &amp;</td>
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<td>R-9</td>
<td>8. Special Events</td>
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<td>R-10</td>
<td>9. Other</td>
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<td>R-11</td>
<td>10. Other</td>
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<td>R-12</td>
<td>11. Other</td>
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<td>R-13</td>
<td>12. Sub-total Earned</td>
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<td>R-14</td>
<td>13. Contributed/Unearned</td>
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<td>R-15</td>
<td>14. Individual</td>
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<td>R-16</td>
<td>15. Corporations</td>
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<td>R-17</td>
<td>16. Foundations</td>
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<td>R-18</td>
<td>17. Federal</td>
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<td>R-19</td>
<td>18. State (VCA)</td>
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<td>R-20</td>
<td>19. Local (Arts)</td>
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<tr>
<td>R-21</td>
<td>20. Interest</td>
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<td>R-22</td>
<td>21. In-Kind (must</td>
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<td>R-23</td>
<td>22. Other</td>
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<td>R-24</td>
<td>23. Other</td>
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</table>
Arts Council of Fairfax County

50th ANNIVERSARY

MAPPING THE FUTURE OF THE ARTS IN FAIRFAX

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