

The Grail Financials - National
Profit & Loss Budget Performance
 September 2021

	<u>Sep 21</u>	<u>Jan - Sep 21</u>
Ordinary Income/Expense		
Income		
4 - Contributed support		
4010 - Indiv/business contribution		
4011 - Member Giving	2,965.00	26,710.00
4013 - Individual Non-Member Giving	100.00	476.00
4016 - International Projects		
4017 - Member	3,505.00	17,790.00
4018 - Non-Member	50.00	9,450.00
Total 4016 - International Projects	<u>3,555.00</u>	<u>27,240.00</u>
4010 - Indiv/business contribution - Other	0.00	205.00
Total 4010 - Indiv/business contribution	<u>6,620.00</u>	<u>54,631.00</u>
4025 - Program Sponsorship	200.00	200.00
4030 - Planned Giving & Bequests	0.00	217,762.66
4250 - Nonprofit organization grants	0.00	0.00
Total 4 - Contributed support	<u>6,820.00</u>	<u>272,593.66</u>
5 - Earned revenues		
5005 - Program Revenue		
Total 5005 - Program Revenue	0.00	0.00
5050 - Non-Program Revenue		
5310 - Interest-savings/short-term inv	0.00	10.20
5490 - Miscellaneous revenue	0.00	18.06
Total 5 - Earned revenues	<u>0.00</u>	<u>28.26</u>
Total Income	<u>6,820.00</u>	<u>272,621.92</u>
Expense		
7200 - Salaries & related expenses		
7220 - Wages/Salary	6,340.00	61,352.71
7230 - Payroll taxes	431.26	4,433.96
7235 - Payroll Fees	120.39	1,378.13
7237 - Ohio Workers Compensation	79.97	409.64
7245 - Benefits - Health Insurance		
7250 - Health Insurance Premium	1,271.94	11,431.20
Total 7245 - Benefits - Health Insurance	<u>1,271.94</u>	<u>11,431.20</u>
Total 7200 - Salaries & related expenses	<u>8,243.56</u>	<u>79,005.64</u>
7500 - Other personnel expenses		
7510 - Consultants/Resource		
7511 - Outside Contractors/Consultants	127.50	21,675.12
7520 - Accounting fees	0.00	11,771.61

The Grail Financials - National
Profit & Loss Budget Performance
 September 2021

	<u>Sep 21</u>	<u>Jan - Sep 21</u>
7530 · Staff Training & Development	0.00	266.85
Total 7500 · Other personnel expenses	127.50	33,713.58
8100 · Non-personnel expenses		
8110 · Program Materials/Supplies	0.00	116.80
8115 · Food	0.00	59.00
8116 · Travel & meetings expenses		
8117 · R&B paid to non-Grail entity	0.00	0.00
8118 · Travel	0.00	0.00
8116 · Travel & meetings expenses - Other	20.00	20.00
Total 8116 · Travel & meetings expenses	20.00	20.00
8125 · Outreach/Promotion	0.00	50.00
8130 · Advertising	0.00	38.43
8140 · General Postage & Shipping	281.12	1,364.82
8145 · General Printing	140.25	219.75
8160 · Equip rental & maintenance	0.00	14.93
8164 · Supplies/Office	0.00	3,283.31
8168 · Donations/Gifts	0.00	40.00
8172 · Communications-phone & internet	86.00	1,114.62
8173 · Website Fees	0.00	583.39
8174 · Tech		
8176 · Tech & Computer Services	163.50	921.47
8177 · Software	817.85	5,439.04
Total 8174 · Tech	981.35	6,360.51
8180 · Bank charges/Investment Fees	79.26	1,204.27
8181 · Other/Insurance & Fees		
8197 · Insurance - non-employee	0.00	2,016.00
8181 · Other/Insurance & Fees - Other	0.00	0.00
Total 8181 · Other/Insurance & Fees	0.00	2,016.00
8189 · Books, subscriptions, reference	0.00	180.00
8196 · International Program Payout	3,050.00	15,675.00
Total 8100 · Non-personnel expenses	4,637.98	32,340.83
8500 · Other/Misc expenses		
8520 · Affiliated organization	0.00	0.00
8530 · Organization membership dues	0.00	0.00
Total 8500 · Other/Misc expenses	0.00	0.00
Total Expense	13,021.96	145,072.97
Net Income/(Loss)	(6,201.96)	127,548.95

The Grail Financials - National
Profit & Loss Budget Performance
September 2021

	<u>Sep 21</u>	<u>Jan - Sep 21</u>
Net Income /(Loss) without Bequests	(6,201.96)	(90,213.71)

The Grail Financials - National
Profit & Loss Budget Performance
 September 2021

	<u>YTD Budget</u>	<u>Annual Budget</u>
Ordinary Income/Expense		
Income		
4 - Contributed support		
4010 - Indiv/business contribution		
4011 - Member Giving	31,500.00	65,000.00
4013 - Individual Non-Member Giving	700.00	1,500.00
4016 - International Projects		
4017 - Member	19,500.00	30,000.00
4018 - Non-Member	750.00	1,000.00
Total 4016 - International Projects	<u>20,250.00</u>	<u>31,000.00</u>
4010 - Indiv/business contribution - Other		
Total 4010 - Indiv/business contribution	<u>52,450.00</u>	<u>97,500.00</u>
4025 - Program Sponsorship		
4030 - Planned Giving & Bequests	0.00	0.00
4250 - Nonprofit organization grants	1,752.00	1,752.00
Total 4 - Contributed support	<u>54,202.00</u>	<u>99,252.00</u>
5 - Earned revenues		
5005 - Program Revenue		
Total 5005 - Program Revenue	10,000.00	25,500.00
5050 - Non-Program Revenue		
5310 - Interest-savings/short-term inv	189.00	250.00
5490 - Miscellaneous revenue		
Total 5 - Earned revenues	<u>10,189.00</u>	<u>25,750.00</u>
Total Income	<u>64,391.00</u>	<u>125,002.00</u>
Expense		
7200 - Salaries & related expenses		
7220 - Wages/Salary	92,763.13	126,939.00
7230 - Payroll taxes	7,420.42	10,155.00
7235 - Payroll Fees	1,300.00	1,680.00
7237 - Ohio Workers Compensation	300.00	400.00
7245 - Benefits - Health Insurance		
7250 - Health Insurance Premium	11,954.25	15,939.00
Total 7245 - Benefits - Health Insurance	<u>11,954.25</u>	<u>15,939.00</u>
Total 7200 - Salaries & related expenses	<u>113,737.80</u>	<u>155,113.00</u>
7500 - Other personnel expenses		
7510 - Consultants/Resource		
7511 - Outside Contractors/Consultants	22,330.00	32,495.00
7520 - Accounting fees	11,100.00	12,100.00

The Grail Financials - National
Profit & Loss Budget Performance
 September 2021

	<u>YTD Budget</u>	<u>Annual Budget</u>
7530 · Staff Training & Development	4,200.00	4,200.00
Total 7500 · Other personnel expenses	37,630.00	48,795.00
8100 · Non-personnel expenses		
8110 · Program Materials/Supplies	1,200.00	2,150.00
8115 · Food	900.00	2,000.00
8116 · Travel & meetings expenses		
8117 · R&B paid to non-Grail entity	20,250.00	20,250.00
8118 · Travel	17,425.00	21,830.00
8116 · Travel & meetings expenses - Other		
Total 8116 · Travel & meetings expenses	37,675.00	42,080.00
8125 · Outreach/Promotion	500.00	500.00
8130 · Advertising	822.00	1,158.00
8140 · General Postage & Shipping	2,025.00	2,700.00
8145 · General Printing	150.00	2,000.00
8160 · Equip rental & maintenance		
8164 · Supplies/Office	3,600.00	4,900.00
8168 · Donations/Gifts		
8172 · Communications-phone & internet	1,848.00	2,464.00
8173 · Website Fees	650.00	650.00
8174 · Tech		
8176 · Tech & Computer Services	2,550.00	3,300.00
8177 · Software	4,785.00	6,345.00
Total 8174 · Tech	7,335.00	9,645.00
8180 · Bank charges/Investment Fees	750.00	1,000.00
8181 · Other/Insurance & Fees		
8197 · Insurance - non-employee	0.00	0.00
8181 · Other/Insurance & Fees - Other	2,005.00	2,205.00
Total 8181 · Other/Insurance & Fees	2,005.00	2,205.00
8189 · Books, subscriptions, reference		
8196 · International Program Payout	19,237.50	29,450.00
Total 8100 · Non-personnel expenses	78,697.50	102,902.00
8500 · Other/Misc expenses		
8520 · Affiliated organization	5,000.00	10,000.00
8530 · Organization membership dues	220.00	420.00
Total 8500 · Other/Misc expenses	5,220.00	10,420.00
Total Expense	235,285.30	317,230.00
Net Income/(Loss)	<u>(170,894.30)</u>	<u>(192,228.00)</u>

The Grail Financials - National
Profit & Loss Budget Performance
September 2021

<u>YTD Budget</u>	<u>Annual Budget</u>
-------------------	----------------------

Net Income /(Loss) without Bequests

The Grail Financials - National
Profit & Loss Budget Performance
September 2021

Notes

Ordinary Income/Expense

Income

4 - Contributed support

4010 - Indiv/business contribution

4011 - Member Giving

4013 - Individual Non-Member Giving

4016 - International Projects

4017 - Member

4018 - Non-Member

Total 4016 - International Projects

4010 - Indiv/business contribution - Other

Total 4010 - Indiv/business contribution

4025 - Program Sponsorship

4030 - Planned Giving & Bequests

4250 - Nonprofit organization grants

Total 4 - Contributed support

5 - Earned revenues

5005 - Program Revenue

Total 5005 - Program Revenue

5050 - Non-Program Revenue

5310 - Interest-savings/short-term inv

5490 - Miscellaneous revenue

Total 5 - Earned revenues

Total Income

Bequests Received -
Anonymous, Fleischner,
Gindhardt, Owens

GA Program Registration

Budget includes Fin. Mgr.
wages; now covered by
outside services expensed
in row 48

Expense

7200 - Salaries & related expenses

7220 - Wages/Salary

7230 - Payroll taxes

7235 - Payroll Fees

7237 - Ohio Workers Compensation

7245 - Benefits - Health Insurance

7250 - Health Insurance Premium

Total 7245 - Benefits - Health Insurance

Total 7200 - Salaries & related expenses

7500 - Other personnel expenses

7510 - Consultants/Resource

7511 - Outside Contractors/Consultants

7520 - Accounting fees

The Grail Financials - National Profit & Loss Budget Performance September 2021

Notes

7530 · Staff Training & Development
Total 7500 · Other personnel expenses
8100 · Non-personnel expenses
8110 · Program Materials/Supplies
8115 · Food
8116 · Travel & meetings expenses
8117 · R&B paid to non-Grail entity
8118 · Travel
8116 · Travel & meetings expenses - Other
Total 8116 · Travel & meetings expenses
8125 · Outreach/Promotion
8130 · Advertising
8140 · General Postage & Shipping
8145 · General Printing
8160 · Equip rental & maintenance
8164 · Supplies/Office
8168 · Donations/Gifts
8172 · Communications-phone & internet
8173 · Website Fees
8174 · Tech
8176 · Tech & Computer Services
8177 · Software
Total 8174 · Tech
8180 · Bank charges/Investment Fees
8181 · Other/Insurance & Fees
8197 · Insurance - non-employee
8181 · Other/Insurance & Fees - Other
Total 8181 · Other/Insurance & Fees
8189 · Books, subscriptions, reference
8196 · International Program Payout
Total 8100 · Non-personnel expenses
8500 · Other/Misc expenses
8520 · Affiliated organization
8530 · Organization membership dues
Total 8500 · Other/Misc expenses
Total Expense

Anti-Racism Workshop

Net Income/(Loss)

**Net Income with Bequests
is \$298K better than
budget or 175%**

The Grail Financials - National
Profit & Loss Budget Performance
September 2021

Notes

**Net Income without
bequest is \$80K better than
budget or 53%**

Net Income /(Loss) without Bequests