AUDITED FINANCIAL STATEMENTS

BOYS & GIRLS CLUB OF LORAIN COUNTY

AUDITED FINANCIAL STATEMENTS

FOR THE SIX MONTHS ENDED JUNE 30, 2019

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Statements of Cash Flows

Notes to the Financial Statements

BOYS & GIRLS CLUB OF LORAIN COUNTY AUDITED FINANCIAL STATEMENTS FOR THE SIX MONTHS ENDED JUNE 30, 2019 TABLE OF CONTENTS

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ALAN V JANUZZI CERTIFIED PUBLIC ACCOUNTANT 7710 RICE ROAD AMHERST, OHIO 44001

Independent Auditors' Report

Board of Trustees Boys and Girls Clubs of Lorain County Inc Lorain, Ohio

I have audited the accompanying financial statements of Boys and Girls Clubs of Lorain County Inc (A nonprofit organization), which comprise of the statement of financial position as of June 30, 2019 and the related statements of activities, functional expenses, and cash flows for the six months then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

My responsibility is to express an opinion of these financial statements based on my audit. I conducted my audit in accordance with auditing standards generally accepted in the United States of America. These standards require that I plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making these risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, I express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

I believe that the audit evidence I have obtained is sufficient and appropriate to provide a basis for my audit opinion.

Opinion

In my opinion, the financial statements referred to above present fairly, in all material respects, the financial statements of Boys and Girls Club of Lorain County Inc as of June 30, 2019, and the changes in its net assets and its cash flows for the six months then ended in accordance with accounting principles generally accepted in the United States of America.

Emphasis of Matter

As discussed in Note D of the financial statements, the organization was merged with three other Boys and Girls Club organizations on July 1, 2019. My opinion is not modified with respect to this matter.

Board of Trustoes

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Amherst, Ohio May 11, 2020

May 11, 2020 and to an envision tennant to memorate and to announce of the summarion from the control of the summarion of the

Vanagement's Responsibility for the Financial Statements

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BOYS & GIRLS CLUB OF LORAIN COUNTY STATEMENTS OF FINANCIAL POSITION JUNE 30, 2019

ASSETS TO ANTHONY DOMON DESCRIPTIONS ENDING	6/30/2019
Cash & cash equivalents	\$153,012
Grants & contracts receivable	479,862
Property & equipment	3,801,791
MATTER STATE OF THE STATE OF TH	4,434,665
	1,104,005
LIABILITIES AND NET ASSETS	
LIABILITIES	
Medalf and the Skills	
Accounts payable & payroll liabilities	602,020
Character and Leadership Dayelermont	78,448
TOTAL LIABILITIES	70.440
EXPENSES	78,448
NET ASSETS	
Without restrictions LOLVE BRABGEL WID BEAEVINE	4 956 947
	4,356,217
TOTAL NET ASSETS	4,356,217
	4,000,217
TOTAL LIABILITIES AND NET ASSETS	\$4,434,665
	

BOYS & GIRLS CLUB OF LORAIN COUNTY STATEMENTS OF ACTIVITIES FOR THE SIX MONTHS ENDED JUNE 30, 2019

SUPPORT AND REVENUE	6/30/2019
Contributions & Grants	
Government grants and contracts	400,914
Dues	1,320,616
Rental and Investment income	5,088
Reimbursements and other	3,191
	1,352
Special events (net of \$166,023 direct expenses)	272,869
AND TOTAL SUPPORT AND REVENUE	2,004,030
EXPENSES	
Program services ACAM THYSITULES	
Character and Leadership Development	401 045
Education and Career Development	401,345
Health and Life Skills	602,020
The Arts	401,345
Sports, Fitness & Recreation	200,676
Total Program Services	401,345
Supporting services	2,006,730
Management and general	00.000
Fund raising	63,326
Total Supportive services	114,920
TOTAL EXPENSES	178,246
CHANGE IN NET ASSETS	2,184,976
NET ASSETS WITHOUT DONOR RESTRICTIONS, BEGINNING	(180,946)
NET ASSETS WITHOUT DONOR RESTRICTIONS, ENDING	4,537,163
The accompanying notes are an intergral part of these financial statements	\$4,356,217

BOYS & GIRLS CLUB OF LORAIN COUNTY STATEMENT OF FUNCTIONAL EXPENSES FOR THE SIX MONTHS ENDED JUNE 30, 2019

EXPENSES	Character & Leadership Development	Education & Career Development	Health & Life Skills	The Arts	Sports, Fitness & Recreation	Total Program Services	Fund- Raising	Management & General	Total Supporting Services	Six months 6/30/2019 Total Expenses
Salaries and wages	\$204,043	\$306,065	\$204,043	\$102,021	\$204,043	\$1,020,216	\$42,668	676 000	0440 400	
Payroll taxes	18,525	27,787	18,525	9,262	18,525	92,623	4,740	\$76,802	\$119,469	\$1,139,685
Employee benefits	23,612	35,418	23,612	11,806	23,612	118,058	3,478	8,533	13,273	105,896
Advertising	724	1,086	724	363	724	3,620	431	6,262	9,741	127,799
Maintenance & repair	2,357	3,535	2,357	1,178	2,357	11,783		775	1,207	4,827
Depreciation	9,785	14,677	9,785	4,893	9,785	48,924	0	257	257	12,040
Dues & subscriptions	223	334	223	111	223	1,114	0	562	562	49,486
Equipment costs	345	518	345	173	345	1,726		161	161	1,275
Insurance	3,112	4,668	3,112	1,556	3,112	15,560	0	141	141	1,867
Conferences & meetings	109	164	109	55	109	546	124	223	348	15,908
Office expenses	1,357	2,036	1,357	679	1,357	6,786	40	72	112	658
Printing & postage	2,036	3,055	2,036	1,018	2,036		318	571	889	7,675
Professional fees/merger	29,570	44,356	29,570	14,786	29,570	10,182	2,063	3,720	5,783	15,965
Programs	90,795	136,193	90,795	45,398	90,795	147,852	6,535	11,765	18,300	166,152
Rent	841	1,261	841	420		453,976	0	0	0	453,976
Telephone	884	1,326	884	442	841 884	4,204	213	383	596	4,800
Travel & training	2,428	3,643	2,428	1,215		4,421	247	444	690	5,111
Utilities December 1	7,253	10,879	7,253	3,626	2,428	12,142	885	1,592	2,476	14,618
Transportation	3,347	5,020	3,347	1,673	7,253	36,264	984	1,574	2,558	38,822
(nervessa) recussos in files	III II COUNTIC	0,020	3,347	1,073	3,347	16,733	601	1,082	1,683	18,416
TOTAL EXPENSES	\$401,345	\$602,020	\$401,345	\$200,676	\$401,345	\$2,006,730	\$63,326	\$114,920	\$178,246	\$2,184,976

The accompanying notes are an integral part of these financial statements

BOYS & GIRLS CLUB OF LORAIN COUNTY STATEMENTS OF CASH FLOWS FOR THE YEARS SIX MONTHS ENDED JUNE 30, 2019

CASH FLOWS FROM OP	ERATING ACTIVITIES					6/30/2019
Increase (decrease) in ne	et assets					(\$180,946)
Adjustments to reconcile Depreciation	increase (decrease) in net a	ssets to cas	sh (used) in	operating a	ctivities	
Increase (Decrease) in	accounts payable & payroll li grants & contracts receivable	abilities				49,486 5,208
ramabagatau	3.342 5.020	3,347				34,126
Net cash (used) provided	by operating activities					(00.400)
Travel & training	3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3					(92,126)
CASH FLOWS FROM INV	ESTING ACTIVITIES					
Purchase of property &						
bidding of property a	Squipriicit					(69,628)
INCREASE (DECREASE)	IN CASH AND CASH EQUI	VALENTO				51092 2 3
MOTIENOE (BEOTIENOE)	IN CASH AND CASH EQUI	VALEIVIS				(161,754)
CASH AND CASH EQUIVA	U ENTE BECININING					
CASH AND CASH EQUIVA	ALENTS, BEGINNING					314,766
040114115 04011 ======	559 336					
CASH AND CASH EQUIVA	ALENTS, ENDING					\$153,012

The accompanying notes are an intergral part of these financial statements

BOYS & GIRLS CLUB OF LORAIN COUNTY NOTES TO FINANCIAL STATEMENTS JUNE 30, 2019

NOTE A - NATURE OF ACTIVITIES AND SIGNIFICANT ACCOUNTING POLICIES

Nature of activities we must set an englance be auditing a bayer on no business to all grand of

Boys & Girls Club of Lorain County (The Club) is an Ohio non-profit organization exempt from federal income tax under Section 501(c)(3) of the Internal Revenue Code.

The Club was organized to provide after school and summer activities to youth who are prone to participating in anti-social or delinquent behavior. The Club operates in several locations throughout Loran County, Ohio.

The organization is funded with grants from government agencies and foundations, special events, contributions from individuals and corporations and grants. Many of these grants and contracts must be renewed on an annual basis in order to continue funding the organization in the future.

Grants, pledges and contracts receivable

Contributions are recognized when a donor makes a promise to give a contribution (pledge) to the organization, that is, in substance, unconditional. Donor restricted contributions are reported as increases in net assets with restrictions. When a restriction expires, net assets with restrictions are re-classified to net assets without restrictions. Restricted contributions that are both received and spent during the organization's fiscal year are recorded as support and expenses in that year. Government contracts are recorded as revenue and contracts receivable when billed and in the period when services under the contract are provided. No allowance for uncollectible pledges was recorded. All pledges were due within one year.

Subsequent events

Subsequent events have been evaluated through May 11, 2020, which is the date the financial statements were issued.

Estimates

The preparation of financial statements in conformity with accepted accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the period. Actual results could differ from those estimates.

BOYS & GIRLS CLUB OF LORAIN COUNTY NOTES TO FINANCIAL STATEMENTS - CONTINUED

Contributed services and assets

During the year, the organization received contributed services in the form of volunteer hours in program and management areas. These amounts have not been recognized in the accompanying financial statements. Donations of property and equipment are recorded as contributions at their estimated fair value at the date of donation. Assets donated with restrictions are recorded as net assets with restrictions at the time of the donation and are reclassified as net assets without restrictions when placed into service as instructed by the donor. During the period the organization received the use of facilities donated by local school districts and other sites. The value of these facilities is not recorded in the statement of activities.

Property and equipment

Property and equipment are recorded at cost or at fair market value on the date of donation.

Assets are depreciated over their useful lives using the straight-line method over useful lives as follows:

Office Furniture & equipment	3-7 years
Program equipment	3-5 years
Vehicles and a same and a more unitarial	5 years
Buildings and another transport between	39 years

Expenses for repairs and maintenance that do not add to the useful life of property and equipment are expensed in the period incurred. The organization capitalizes and depreciates individual assets that have cost or donated value that exceeds \$200.

Financial statement presentation

The organization has adopted ASU 2016-14, Not-for-Profit Entities (Topic 958)-Presentation of Financial Statements of Not-for-Profit Entities ("ASU 2016-14"). A key change required by ASU 2016-14 is the net asset classifications used in these financial statements. Amounts previously reported as unrestricted net assets are not reported as net assets without donor restrictions and amounts previously reported as temporarily restricted net assets and permanently restricted net assets are now reported as net assets with donor restrictions. Disclosures related to functional allocation of expenses were expanded and a disclosure on liquidity was added. There were no reclassifications of beginning net assets related to the implementation of the standard.

BOYS & GIRLS CLUB OF LORAIN COUNTY NOTES TO FINANCIAL STATEMENTS - CONTINUED

Income taxes

The organization is a not-for-profit organization that is exempt from income tax under section 501(c)(3) of the Internal Revenue Code and is not classified as a private foundation. As such, the organization is exempt from federal, state and local income taxes, and individuals, foundations and corporations making donations to the organization can deduct these contributions, subject to limitations.

Cash and cash equivalents

For purposes of the statement of cash flows, the organization considers all cash without restrictions, highly liquid investments with a maturity of three months or less to be cash equivalents.

NOTE B - CONCENTRATIONS

At times, cash deposits exceed the federally insured limit of \$250,000 in an individual financial institution.

NOTE C – ALLOCATION OF FUNCTIONAL EXPENSES

Operating expenses of the organization were allocated to the program, management and general and fund raising expenses based on actual expenses incurred or a percentage of staff time spent in the various activities.

NOTE D - SUBSEQUENT EVENT

On July 1, 2019 the Club merged with three other area Clubs. Although the Boys and Girls Club of Lorain County will maintain its own identity it became part of a larger Boys and Girls Club of Northeast Ohio.

NOTE E - LINE OF CREDIT

The organization has a line of credit secured by real estate. The amount available on the line was \$400,000. There was no outstanding balance on the line at 6/30/2019. The line required payments of interest at an annual rate of 2.5%.

BOYS & GIRLS CLUB OF LORAIN COUNTY NOTES TO FINANCIAL STATEMENTS - CONTINUED

NOTE F - PROPERTY AND EQUIPMENT

At year end property and equipment consisted of the following:

Land executive can deduct these	\$ 2,382,732	
Buildings and improvements	1,536,508	
Vehicles	137,873	
Program equipment	329,385	
Office furniture and equipment	72,630	
ty of three months or less to be cash	4,459,128	
Less: accumulated depreciation	(657,337)	
Net property and equipment	\$ 3,801,791	
	VOENT) = FEET	

NOTE G - LIQUIDITY AND AVAILABILITY OF FINANCIAL ASSETS

The organization regularly monitors the availability of resources required to meet their operating needs and other contractual commitments, while also striving to maximize the investment of their available funds. For purposes of analyzing resources available to meet general expenditures over a 12-month period, the organization considers all expenditures related to their ongoing activities as well as the conduct of services to support those activities to be general expenditures.

The following table reflects the financial assets that are readily available within one year of the statement of financial position date to meet general expenditures:

Cash and cash equivalents	\$153,012
Receivables	479,862
	\$632,874
is own identity it because part of a larger Boys and Girls Club of	i nusiniam may yan

The organization receives significant contributions restricted by donors for specific programs, and considers these contributions which are ongoing, major and central to their annual operations to be available to meet cash needs for general expenditures. The organization manages its liquidity and reserves following guiding principles: operating within a prudent range of financial soundness and stability and maintaining adequate liquid assets to fund near-term operating needs. The organization also has a line of credit available to meet short-term needs. See Note E for information about that arrangement.

Boys & Girls Clubs of Northeast Ohio Budget vs. Actuals: 2020 Budget - BGCNEO - FY20 P&L

January - December 2020

	-	Total Dec YTD 2020				
Revenue	Actual	Budget	over Budget	% of Budget		
4000 Foundations & Trusts	2,859,602	3,343,150	-483,548	85.54%		
4010 Individual and Board	1,078,634	827,701	250,933	130.32%		
4020 Corporations	1,100,415	708,300	392,115	155.36%		
4030 Government	4,580,033	5,323,150	-743,117	86.04%		
4031 SBA PPP Loan Forgiveness Grant	1,334,900	0	1,334,900			
4100 Special Events	321,630	628,100	-306,470	51.21%		
4200 Earned Income	21,654	46,000	-24,346	47.07%		
4300 Gaming Revenue	764,265	935,000	-170,735	81.74%		
4400 United Way	356,776	454,655	-97,879	78.47%		
4600 Other Revenue	140,495	857,256	-716,761	16.39%		
Total Revenue	\$ 12,558,406	\$ 13,123,312	-564,906	95.70%		
Gross Profit	\$ 12,558,406	\$ 13,123,312	-564,906	95.70%		
Expenditures						
5000 Wages	5,682,045	7,265,106	-1,583,061	78.21%		
5110 FICA	425,755	555,781	-130,026	76.60%		
5120 SUTA	31,816	59,195	-27,379	53.75%		
5210 Medical	461,341	559,729	-98,388	82.42%		
5220 Dental	37,328	40,000	-2,672	93.32%		
6240 LT Disability	13,212	18,000	-4,788	73.40%		
5250 Basic Life & AD & D	10,577	18,000	-7,423	58.76%		
5260 Retirement	155,478	20,000	135,478	777.39%		
5300 Worker's Comp Insurance	77,316	153,000	-75,684	50.53%		
5400 Contract Labor	9,790	0	9,790			
6000 Rent or Lease of Buildings	149,797	86,702	63,095	172.77%		
6110 Electricity	82,390	79,259	3,131	103.95%		
6120 Natural Gas	26,854	75,655	-48,801	35.49%		
6130 Water/Sewer	15,487	18,013	-2,526	85.97%		
6140 Trash Removal	14,591	7,205	7,386	202.51%		
6500 Repair & Maintenance	92,231	60,155	32,076	153.32%		
6600 Janitorial	78,937	55,428	23,509	142.41%		
6700 Insurance - Property & Liability	101,723	108,412	-6,689	93.83%		
6800 Miscellaneous Occupancy	656	22,799	-22,143	2.88%		
7000 Program Supplies & Materials	1,466,428	930,205	536,223	157.65%		
7010 Purchased Services	405,673	0	405,673			
7100 Food Program	314,539	523,726	-209,187	60.06%		
7200 Transportation - Third Party	1,478	4,225	-2.747	34.98%		
7300 Fuel	11,355	15,283	-3,926	74.30%		
7400 Vehicle Repair & Maintenance	18,176	17,927	249	101.39%		
7500 Membership Dues	74,829	16,598	58,231	450.83%		
7700 Club Activities/Field Trips/Events	8,473	722,187	-713,714	1.17%		
7800 Background Checks	4,572	5,000	-428	91.44%		
8000 Advertising/Promotional	4,604	17,750	-13,146	25.94%		
8010 Special Events/Fundraisers	82,198	177,917	-95,719	46.20%		
8020 Gaming Expenditures	430,022	354,479	75,543	121.31%		
8030 Professional/Consulting Fees	269,706	320,337	-50,631	84.19%		
8040 Payroli Processing Fees	47,714	32,767	14,947	145.62%		
8050 Bank Charges	26,847	4,560	22,287	588.76%		
8060 Interest Paid	12,541	19,386	-6,845	64.69%		
8070 IT Services, Fees, and Software	53,238	74,946	-21,708	71.03%		
8080 Telephone & Internet	62,073	52,148	9,925	119.03%		
8090 Director's & Officer's Insurance	15,492	15,494	-2	99.99%		

Less from: Say YES (-\$664k), Canton Site Funding (-\$75k), Deaconess Fdn (-\$75k), Nordson (-\$55k), Beasley Trust (-\$37k), Community West Fdn (-\$25k), Saint Luke's Fdn (-\$24k), Rite Aid Fdn (-\$15k), Thomas H. White Fdn (-\$15k), Reinberger Fdn (-\$10k), Ferry Family Fdn (-5k); More from: Katz (+\$200k), PNC (+\$100k), Cleveland Indians Charities' Giveathon (+\$51k), Taco Bell Fdn (+\$25k)

Results of Emergency/Learning Center Campaigns
Unbudgeted: Xhibition (+54k), Parker Hannifin (+\$45k), Microsoft Covid Relief (+\$25k), Papa John's (+\$25k), Dollar Bank (+\$20k), Kichler (+\$20k), Rand (+\$15.5k), Cleveland Cliffs (+\$15k), Swagelok (+\$15k), nVent (+\$15k); Byrider (+10k), additional unbudgeted

emergency/COVID support and BGCA pass through dollars

Food Program (-\$300k), Lorain Mentoring & Tutoring Program cancelled (-\$333k), Lorain County Summer Camp not awarded (-\$300k) Accrued PPP Forgiveness booked

Loss of Aspire revenue; Less sponsorship and personal fundraising revenue for Race for Kids; Less Taco Bell golf outing revenue Loss membership dues (i.e. \$41k budget for 2020) & No dues to be charged in 2020/2021

Impact of most gaming establishments being closed due to Covid19. Some establishments began reopening 5/15/20

Annual allocations less than anticipated

Shortfall in Capacity Building donations - \$500k Total Budget

Temporary Lay-Off (i.e. March 31) Temporary Lay-Off (i.e. March 31)

Temporary Lay-Off (i.e. March 31)

Temporary Lay-Off (i.e. March 31)

Temporary Lay-Off (i.e. March 31)

Temporary Lay-Off (i.e. March 31)

Temporary Lay-Off (i.e. March 31)

Budget estimates were too low due to insufficient retirement plan data and offset is under the Misc Operating Expense Budget line Temporary Lay-Off (i.e. March 31)

Includes 2018 and 2019 CAM expenses

Budget over projected

COVID cleaning up

Total Program expenses are \$70k over budget due to \$947k for Lorain Clothing Program offset by operations shut down, timing and monthly budget spread

BGCA \$13k and Ohio Alliance \$50K. Budget offset in Account 8130 Dues & Subscriptions GL line below.

Change of Inspire event & Race for Kids

Includes 2019 and Q1 and Q2 UBI Taxes: \$115k

Auditing delay on Stub Year Audit, Interim CFO now on payroll

Budget projection was too low

Credit sweep and other bank service charges. Offset in budget from Other Expenses.

8100 Recruitment	0	3,337		-3,337	0.00%
8110 Office Supplies & Materials	36,901	68,989		32,088	53.49%
8111 Equipment Lease	73,923	0		73,923	
8115 Publications & Outside Printing	31,187	40,981		-9,794	76.10%
8120 Postage & Shipping	7,462	2,961		4,501	252.01%
8130 Dues & Subscriptions	3,488	47,268		43,780	7.38%
8140 Travel	26,487	110,843		84,356	23.90%
8141 Meals & Entertainment	6,564	0		6,564	
8150 Training/Conferences/Prof Development (Including travel expenses)	10,957	47,047		36,090	23.29%
8180 Miscellaneous Operating Expenses	31,348	355,533	-3	24,185	8.82%
QuickBooks Payments Fees	61	0		61	
Uncategorized Expense	587	0		587	
Total Expenditures	\$ 11,006,246	\$ 13,184,333	-2,1	78,087	83.48%
Net Operating Revenue	\$ 1,552,159	\$ -61,021	\$ 1,6	13,180	-2543.65%
Other Revenue					
9000 Other Miscellaneous Income	52,271	0		52,271	
9100 Interest Earned	45	0		45	
9200 Capital Revenue - Grants, Donations, etc.	0	575,000	-5	75,000	0.00%
9400 In-Kind Revenue	0	136,188	-1	36,188	0.00%
Total Other Revenue	\$ 52,315	\$ 711,188	-6	58,873	7.36%
Other Expenditures					
9500 Other Miscellaneous Expenditure	11,022	8,800		2,222	125.26%
9510 Gain/Loss on investments	-287,053	0	-2	87,053	
9520 In-Kind Expenses	0	136,188	-1	36,188	0.00%
9600 Depreciation	488,640	488,639		1	100.00%
Reconciliation Discrepancies	-13,316	0	-	13,316	
Total Other Expenditures	\$ 199,293	\$ 633,627	-4	34,334	31,45%
Net Other Revenue	\$ -146,978	\$ 77,561	-2	24,539	-189.50%

Wednesday, Jan 20, 2021 12:44:17 PM GMT-8 - Accrual Basis

Budget vs. Actuals: 2020 Budget - BGCNBO - FY20 P&L

GL Account set-up after 2020 budget was set. Offset in Account 8160 Misc Operating Expenses

Budget offset in Account 7500 Membership Dues line above.

Actual: Includes \$12k for COVID employee appreciation program (i.e. Walmart & Papa Johns). Budget: included uncategorized expenses from 2019 snapshot used to build the 2020 Budget.