

	A	B	C	D	E	F	G	H	I	J	K	L
2	<b>SUMMARY FORECAST</b>		<b>FULL YEAR</b>							<b>FORECAST</b>		
3			<b>BUDGET</b>		<b>FORECAST</b>	<b>FORECAST</b>				<b>JUNE 30th</b>		
4		<b>JUNE 2020</b>	<b>2020</b>		<b>APRIL 30th</b>	<b>JUNE 30th</b>	<b>DIFF - \$</b>	<b>DIFF - %</b>		<b>VS BUDGET</b>	<b>DIFF - %</b>	
5												
6		<b>Non-Program Revenues:</b>										
7		Contributions	\$455,580		\$261,000	\$362,941	\$101,941	39.1%		(\$92,639)	-20.3%	
8		Direct Mail Appeals	382,500		225,000	332,613	107,613	47.8%		(49,887)	-13.0%	
9		Memberships	75,000		40,000	49,455	9,455	23.6%		(25,545)	-34.1%	
10		Corporate Sponsors	100,000		25,000	30,000	5,000	20.0%		(70,000)	-70.0%	
11		Special Events	122,205		25,000	132,627	107,627	430.5%		10,422	8.5%	
12		Renovations/Cap Fund	10,000		0	10,000	10,000	NMF		0	0.0%	
13												
14		<b>Combined Contributions</b>	<b>\$1,145,285</b>		<b>\$576,000</b>	<b>\$917,636</b>	<b>\$341,636</b>	<b>59.3%</b>		<b>(\$227,649)</b>	<b>-19.9%</b>	
15												
16		Board Giving	\$275,000		\$351,050	\$275,818	(\$75,232)	-21.4%		\$818	0.3%	
17		In-Kind Donations - Board	0		0	0	0	NMF		0	NMF	
18		Special Events - Board	61,960		13,950	0	(13,950)	-100.0%		(61,960)	-100.0%	
19												
20		<b>Total Board Giving</b>	<b>\$336,960</b>		<b>\$365,000</b>	<b>\$275,818</b>	<b>(\$89,182)</b>	<b>-24.4%</b>		<b>(\$61,142)</b>	<b>-18.1%</b>	
21												
22		Total Combined Contributions	\$1,482,245		\$941,000	\$1,193,454	\$252,454	26.8%		(\$288,791)	-19.5%	
23												
24		Earned Income	\$261,266		\$74,543	\$16,744	(\$57,799)	-77.5%		(\$244,522)	-93.6%	
25		General Grants	139,000		325,000	363,994	38,994	12.0%		224,994	161.9%	
26												
27		<b>Total Non-Program Revenues</b>	<b>\$1,882,511</b>		<b>\$1,340,543</b>	<b>\$1,574,192</b>	<b>\$233,649</b>	<b>17.4%</b>		<b>(\$308,319)</b>	<b>-16.4%</b>	
28												
29		<b>Program Revenues:</b>										
30		Marine Policy	\$0		\$0	\$0	\$0	NMF		\$0	NMF	
31		Stellwagon	45,000		65,000	0	(65,000)	-100.0%		(45,000)	-100.0%	
32		Marine Debris	47,698		53,319	50,914	(2,405)	-4.5%		3,216	6.7%	
33		Education	59,750		16,500	7,000	(9,500)	-57.6%		(52,750)	-88.3%	
34		MAER	526,000		538,999	527,303	(11,696)	-2.2%		1,303	0.2%	
35		GWERN	61,100		61,100	61,100	0	0.0%		0	0.0%	
36		Right Whales	484,717		474,717	459,010	(15,707)	-3.3%		(25,707)	-5.3%	
37		Seals	24,200		24,200	13,000	(11,200)	-46.3%		(11,200)	-46.3%	
38		Fisheries	36,008		57,369	42,665	(14,704)	-25.6%		6,657	18.5%	
39		Sea Floor Mapping	1,071,248		1,071,479	867,215	(204,264)	-19.1%		(204,033)	-19.0%	
40		Humpback	95,000		150,718	215,763	65,045	43.2%		120,763	127.1%	
41		CC Bay Monitoring	436,308		535,647	542,091	6,444	1.2%		105,783	24.2%	
42												
43		<b>Total Program Revenues</b>	<b>\$2,887,029</b>		<b>\$3,049,048</b>	<b>\$2,786,061</b>	<b>(\$262,987)</b>	<b>-8.6%</b>		<b>(\$100,968)</b>	<b>-3.5%</b>	
44												
45		Contingency - General	0		(100,000)	(150,000)	(50,000)	50.0%		(150,000)	NMF	
46												
47		<b>Total Revenues</b>	<b>\$4,769,540</b>		<b>\$4,289,591</b>	<b>\$4,210,253</b>	<b>(\$79,338)</b>	<b>-1.8%</b>		<b>(\$559,287)</b>	<b>-11.7%</b>	
48												
49		Gain/Loss Sale of Asset	0		0	0	0	NMF		0	NMF	
50												
51		<b>TOTAL INCOME</b>	<b>\$4,769,540</b>		<b>\$4,289,591</b>	<b>\$4,210,253</b>	<b>(\$79,338)</b>	<b>-1.8%</b>		<b>(\$559,287)</b>	<b>-11.7%</b>	
52												
53		<b>Expenses:</b>										
54		Total - Personnel	\$3,301,156		\$3,224,733	\$3,215,031	(\$9,701)	-0.3%		(\$86,125)	-2.6%	
55		Total - Non-Personnel	1,086,341		930,662	858,705	(71,957)	-7.7%		(227,636)	-21.0%	
56		Depreciation	230,040		228,237	230,537	2,300	1.0%		497	0.2%	
57												
58		<b>Total Expenses</b>	<b>\$4,617,537</b>		<b>\$4,383,632</b>	<b>\$4,304,274</b>	<b>(\$79,358)</b>	<b>-1.8%</b>		<b>(\$313,263)</b>	<b>-6.8%</b>	
59												
60		<b>Net Income from Operations</b>	<b>\$152,003</b>		<b>(\$94,041)</b>	<b>(\$94,020)</b>	<b>\$20</b>	<b>0.0%</b>		<b>(\$246,024)</b>	<b>NMF</b>	
61												
62												

**Center for Coastal Studies  
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	BUDGET	30-Apr-20 FORECAST	30-Jun-20 FORECAST	DIFF	% DIFF	YTD JUNE	REMAINDER	JUNE 30th VS ORG BUD	% DIFF
<b>Contributions:</b>									
4100-12 Match Grant	\$200,000	\$100,000	\$100,000	\$0	0.0%	\$0	\$100,000	(\$100,000)	-50.0%
4100-15 Endowments	500	0	0	0	NMF	0	0	(500)	-100.0%
4100-17 Contributions - Bequests	0	0	0	0	NMF	0	0	0	NMF
4100-19 Memorial	28,000	26,332	21,885	(4,447)	-16.9%	9,885	12,000	(6,115)	-21.8%
4100-20 Fundraising	200,000	113,079	213,868	100,789	89.1%	51,368	162,500	13,868	6.9%
4100-47 Marine Debris	0	125	125	0	0.0%	125	0	125	NMF
4100-50 Education	2,100	1,400	2,420	1,020	72.9%	1,020	1,400	320	15.2%
4100-72 MAER	2,500	150	5,300	5,150	3433.3%	5,300	0	2,800	112.0%
4100-84 Right Whale	5,000	305	2,030	1,725	565.6%	2,030	0	(2,970)	-59.4%
4100-85 Seals	730	730	3,000	2,270	311.0%	3,000	0	2,270	311.0%
4100-86 Fisheries	0	100	278	178	178.0%	278	0	278	NMF
4100-93 Sea Floor (Shark)	0	2,529	2,735	206	8.1%	2,735	0	2,735	NMF
4100-94 Humpback	5,000	5,250	300	(4,950)	-94.3%	150	150	(4,700)	-94.0%
4100-98 Water Quality	0	0	0	0	NMF	0	0	0	NMF
4160-20 In-Kind Donations	0	0	0	0	NMF	0	0	0	NMF
4160-50 In-Kind Donations	11,000	11,000	11,000	0	0.0%	0	11,000	0	0.0%
4160-60 In-Kind Donations	750	0	0	0	NMF	0	0	(750)	-100.0%
<b>Contributions</b>	<b>\$455,580</b>	<b>\$261,000</b>	<b>\$362,941</b>	<b>\$101,941</b>	<b>39.1%</b>	<b>\$75,892</b>	<b>\$287,050</b>	<b>(\$92,639)</b>	<b>-20.3%</b>
<b>Direct Mail Appeals:</b>									
4100-21 Fall Appeal	\$75,000	\$40,000	\$50,000	\$10,000	25.0%	\$0	\$50,000	(\$25,000)	-33.3%
4100-26 Early Spring Appeal	0	20,000	76,824	56,824	284.1%	76,824	0	76,824	NMF
4100-22 Spring Appeal	75,000	29,955	54,711	24,756	82.6%	54,711	0	(20,289)	-27.1%
4100-24 Year End Appeal	232,500	135,045	151,077	16,032	11.9%	17,903	133,174	(81,423)	-35.0%
<b>Direct Mail Appeals</b>	<b>\$382,500</b>	<b>\$225,000</b>	<b>\$332,613</b>	<b>\$107,613</b>	<b>47.8%</b>	<b>\$149,439</b>	<b>\$183,174</b>	<b>(\$49,887)</b>	<b>-13.0%</b>
4100-25 Memberships	\$75,000	\$40,000	\$49,455	\$9,455	23.6%	\$22,057	\$27,398	(\$25,545)	-34.1%
4102-18/20 Corporate Sponsors	\$100,000	\$25,000	\$30,000	\$5,000	20.0%	\$0	\$30,000	(\$70,000)	-70.0%
<b>Special Events:</b>									
4100-13 Special Events	\$2,400	\$1,527	\$127	(\$1,400)	-91.7%	\$127	\$0	(\$2,273)	-94.7%
4100-16 Contributions - Homeport	21,150	4,000	122,500	118,500	2962.5%	0	122,500	101,350	479.2%
4103-16 Sponsor - Non Board	12,500	0	10,000	10,000	NMF	0	10,000	(2,500)	-20.0%
4106-16 Fund-A-Need	46,100	11,873	0	(11,873)	-100.0%	0	0	(46,100)	-100.0%
4150-13 Ticket Sales - Special Events	0	0	0	0	NMF	0	0	0	NMF
4150-16 Ticket Sales - Homeport	19,455	5,000	0	(5,000)	-100.0%	0	0	(19,455)	-100.0%
4150-47 Ticket Sales - Banquet	0	0	0	0	NMF	0	0	0	NMF
4150-84 Ticket Sales - Right Whale	0	0	0	0	NMF	0	0	0	NMF
4150-94 Ticket Sales - Humpback SSW	20,600	2,600	0	(2,600)	-100.0%	0	0	(20,600)	-100.0%
4160-16 In-Kind Donations	\$0	\$0	\$0	\$0	NMF	\$0	\$0	\$0	NMF
4160-93 In-Kind Donations	0	0	0	0	NMF	0	0	0	NMF
4160-94 In-Kind Donations	0	0	0	0	NMF	0	0	0	NMF
<b>Special Events</b>	<b>\$122,205</b>	<b>\$25,000</b>	<b>\$132,627</b>	<b>\$107,627</b>	<b>430.5%</b>	<b>\$127</b>	<b>\$132,500</b>	<b>\$10,422</b>	<b>8.5%</b>

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	BUDGET	30-Apr-20 FORECAST	30-Jun-20 FORECAST	DIFF	% DIFF	YTD JUNE	REMAINDER	JUNE 30th VS ORG BUD	% DIFF
<b>Renovations/Cap Fund:</b>									
4100-14 Contributions - Cap Fund	\$10,000	\$0	\$10,000	\$10,000	NMF	\$10,000	\$0	\$0	0.0%
4101-14 Directors Donation - Renovations	\$0	\$0	\$0	\$0	NMF	\$0	\$0	\$0	NMF
<b>Renovations/Cap Fund</b>	<b>\$10,000</b>	<b>\$0</b>	<b>\$10,000</b>	<b>\$10,000</b>	<b>NMF</b>	<b>\$10,000</b>	<b>\$0</b>	<b>\$0</b>	<b>0.0%</b>
<b>Combined Contributions</b>									
	<b>\$1,145,285</b>	<b>\$576,000</b>	<b>\$917,636</b>	<b>\$341,636</b>	<b>59.3%</b>	<b>\$257,514</b>	<b>\$660,122</b>	<b>(\$227,649)</b>	<b>-19.9%</b>
<b>Board Giving:</b>									
4101-17 Directors Donation - Bequests	0	0	0	0	NMF	0	0	0	NMF
4101-20 Directors Donations - General	275,000	351,050	275,818	(75,232)	-21.4%	192,818	83,000	818	0.3%
4101-22 Directors Donation - Spring App	0	0	0	0	NMF	0	0	0	NMF
4101-24 Directors Donation - YE Appeal	0	0	0	0	NMF	0	0	0	NMF
4101-50 Directors Donation - Education	0	0	0	0	NMF	0	0	0	NMF
4101-72 Directors Donation - MAER	0	0	0	0	NMF	0	0	0	NMF
4101-93 Directors Donation - Sea Floor	0	0	0	0	NMF	0	0	0	NMF
4101-96 Directors Donation - Shark	0	0	0	0	NMF	0	0	0	NMF
<b>Board Giving</b>	<b>\$275,000</b>	<b>\$351,050</b>	<b>\$275,818</b>	<b>(\$75,232)</b>	<b>-21.4%</b>	<b>\$192,818</b>	<b>\$83,000</b>	<b>\$818</b>	<b>0.3%</b>
<b>In-Kind Donations - Board:</b>									
4161-16 In-Kind Donations - Dir	\$0	\$0	\$0	\$0	NMF	\$0	\$0	\$0	NMF
4161-20 In-Kind Donations - Dir	0	0	0	0	NMF	0	0	0	NMF
4161-47 In-Kind Donations - Dir	0	0	0	0	NMF	0	0	0	NMF
4161-94 In-Kind Donations - Dir	0	0	0	0	NMF	0	0	0	NMF
<b>In-Kind Donations - Board</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>NMF</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>NMF</b>

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	BUDGET	30-Apr-20 FORECAST	30-Jun-20 FORECAST	DIFF	% DIFF	YTD JUNE	REMAINDER	JUNE 30th VS ORG BUD	% DIFF	
<b>Special Events - Board:</b>										
4101-16	Directors Donation - Homeport	\$7,500	\$7,500	\$0	(\$7,500)	-100.0%	\$0	\$0	(\$7,500)	NMF
4101-84	Directors Donation - RW Appeal	0	0	0	0	NMF	0	0	0	NMF
4102-16	Director Sponsorships - Hiebert	18,500	3,950	0	(3,950)	-100.0%	0	0	(18,500)	NMF
4116-16	Fund-A-Need - Board	25,000	0	0	0	NMF	0	0	(25,000)	NMF
4151-16	Directors - Homeport Ticket Sale	10,960	2,500	0	(2,500)	-100.0%	0	0	(10,960)	NMF
<b>Special Events - Board</b>										
	<b>\$61,960</b>	<b>\$13,950</b>	<b>\$0</b>	<b>(\$13,950)</b>	<b>-100.0%</b>	<b>\$0</b>	<b>\$0</b>	<b>(\$61,960)</b>	<b>-100.0%</b>	
<b>Total Board Giving</b>										
	<b>\$336,960</b>	<b>\$365,000</b>	<b>\$275,818</b>	<b>(\$89,182)</b>	<b>-24.4%</b>	<b>\$192,818</b>	<b>\$83,000</b>	<b>(\$61,142)</b>	<b>-18.1%</b>	
<b>Total Combined Contributions</b>										
	<b>\$1,482,245</b>	<b>\$941,000</b>	<b>\$1,193,454</b>	<b>\$252,454</b>	<b>26.8%</b>	<b>\$450,332</b>	<b>\$743,122</b>	<b>(\$288,791)</b>	<b>-19.5%</b>	
<b>Earned Income:</b>										
	Non-Dept	\$7,000	(\$41,332)	(\$41,435)	(\$103)	0.2%	(\$43,397)	\$1,962	(\$48,435)	-691.9%
30	Merchandise	122,786	58,374	8,023	(50,351)	-86.3%	3,423	4,600	(114,763)	-93.5%
30	Shipping	760	490	411	(79)	-16.1%	111	300	(349)	-45.9%
47	Marine Debris	0	56	56	0	0.0%	56	0	56	NMF
50	Education	13,800	10,100	4,900	(5,200)	-51.5%	1,650	3,250	(8,900)	-64.5%
60	Marine Ops	0	0	0	0	NMF	0	0	0	NMF
78	Equipment Sales	112,000	42,000	43,534	1,534	3.7%	43,534	0	(68,466)	-61.1%
79	Offset Expense	0	0	0	0	NMF	0	0	0	NMF
85	Seals	4,920	4,675	1,075	(3,600)	-77.0%	1,075	0	(3,845)	-78.2%
86	Fisheries	0	180	180	0	0.0%	180	0	180	NMF
93	Sea Floor Map	0	0	0	0	NMF	0	0	0	NMF
98	Water Quality	0	0	0	0	NMF	0	0	0	NMF
<b>Earned Income</b>										
	<b>\$261,266</b>	<b>\$74,543</b>	<b>\$16,744</b>	<b>(\$57,799)</b>	<b>-77.5%</b>	<b>\$6,632</b>	<b>\$10,112</b>	<b>(\$244,522)</b>	<b>-93.6%</b>	
<b>General Grants:</b>										
4300-20	General Grants	\$139,000	\$25,000	\$13,994	(\$11,006)	-44.0%	\$14,994	(\$1,000)	(\$125,006)	-89.9%
	PPP Loan Forgiveness	0	300,000	350,000	50,000	16.7%	0	350,000	350,000	NMF
<b>General Grants</b>										
	<b>\$139,000</b>	<b>\$325,000</b>	<b>\$363,994</b>	<b>\$38,994</b>	<b>12.0%</b>	<b>\$14,994</b>	<b>\$349,000</b>	<b>\$224,994</b>	<b>161.9%</b>	
<b>Total Non-Program Revenues</b>										
	<b>\$1,882,511</b>	<b>\$1,340,543</b>	<b>\$1,574,192</b>	<b>\$233,649</b>	<b>17.4%</b>	<b>\$471,958</b>	<b>\$1,102,234</b>	<b>(\$308,319)</b>	<b>-16.4%</b>	

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	BUDGET	30-Apr-20 FORECAST	30-Jun-20 FORECAST	DIFF	% DIFF	YTD JUNE	REMAINDER	JUNE 30th VS ORG BUD	% DIFF
<b>Programs:</b>									
40 Marine Policy	\$0	\$0	\$0	\$0	NMF	\$0	\$0	\$0	NMF
43 Stellwagon	45,000	65,000	0	(65,000)	-100.0%	0	0	(45,000)	-100.0%
47 Marine Debris	47,698	53,319	50,914	(2,405)	-4.5%	40,914	10,000	3,216	6.7%
50 Education	59,750	16,500	7,000	(9,500)	-57.6%	0	7,000	(52,750)	-88.3%
72 MAER	526,000	538,999	527,303	(11,696)	-2.2%	233,324	293,979	1,303	0.2%
73 GWERN	61,100	61,100	61,100	0	0.0%	12,126	48,974	0	0.0%
84 Right Whales	484,717	474,717	459,010	(15,707)	-3.3%	287,344	171,666	(25,707)	-5.3%
85 Seals	24,200	24,200	13,000	(11,200)	-46.3%	5,000	8,000	(11,200)	-46.3%
86 Fisheries	36,008	57,369	42,665	(14,704)	-25.6%	30,220	12,445	6,657	18.5%
93 Sea Floor Mapping	1,071,248	1,071,479	867,215	(204,264)	-19.1%	230,700	636,515	(204,033)	-19.0%
94 Humpback	95,000	150,718	215,763	65,045	43.2%	1,670	214,093	120,763	127.1%
98 CC Bay Monitoring	436,308	535,647	542,091	6,444	1.2%	208,528	333,563	105,783	24.2%
<b>Programs</b>	<b>\$2,887,029</b>	<b>\$3,049,048</b>	<b>\$2,786,061</b>	<b>(\$262,987)</b>	<b>-8.6%</b>	<b>\$1,049,826</b>	<b>\$1,736,235</b>	<b>(\$100,968)</b>	<b>-3.5%</b>
<b>Contingency - General</b>	<b>\$0</b>	<b>(\$100,000)</b>	<b>(\$150,000)</b>	<b>(\$50,000)</b>	<b>NMF</b>	<b>\$0</b>	<b>(\$150,000)</b>	<b>(\$150,000)</b>	<b>NMF</b>
<b>Total Revenues</b>	<b>\$4,769,540</b>	<b>\$4,289,591</b>	<b>\$4,210,253</b>	<b>(\$79,338)</b>	<b>-1.8%</b>	<b>\$1,521,784</b>	<b>\$2,688,469</b>	<b>(\$559,287)</b>	<b>-11.7%</b>

**Center for Coastal Studies  
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	BUDGET	30-Apr-20 FORECAST	30-Jun-20 FORECAST	DIFF	% DIFF	YTD JUNE	REMAINDER	JUNE 30th VS ORG BUD	% DIFF	
<b>Expenses:</b>										
Misc	Misc	\$16,200	\$17,033	\$99	(\$16,934)	-99.4%	\$99	\$0	(\$16,101)	-99.4%
00	G&A	567,320	529,898	545,104	15,206	2.9%	248,936	296,168	(22,216)	-3.9%
16	Homeport	41,781	40,890	38,200	(2,690)	-6.6%	0	38,200	(3,581)	-8.6%
20	Development	461,527	449,963	341,024	(108,939)	-24.2%	157,517	183,507	(120,503)	-26.1%
25	Membership	29,170	20,258	18,835	(1,423)	-7.0%	11,452	7,383	(10,335)	-35.4%
27	Marketing	0	0	60,003	60,003	NMF	43,220	16,783	60,003	NMF
30	Merchandise	100,185	37,997	6,881	(31,116)	-81.9%	3,386	3,495	(93,304)	-93.1%
40	Microplastics (Marine Policy)	0	0	0	0		33	(33)	0	NMF
43	Stellwagen	45,000	65,000	0	(65,000)	-100.0%	0	0	(45,000)	-100.0%
47	Marine Debris	71,043	73,493	72,779	(714)	-1.0%	41,507	31,272	1,736	2.4%
50	Education	97,471	84,171	86,055	1,884	2.2%	32,945	53,110	(11,416)	-11.7%
60	Marine Ops	38,936	38,036	44,344	6,308	16.6%	27,088	17,256	5,408	13.9%
72	MAER	352,485	341,467	349,831	8,364	2.4%	150,721	199,110	(2,654)	-0.8%
73	GWERN	104,782	104,782	101,170	(3,612)	-3.4%	48,711	52,459	(3,612)	-3.4%
78	Tools	92,300	38,028	39,048	1,020	2.7%	39,023	25	(53,252)	-57.7%
79	Program Services	549,152	585,659	605,221	19,562	3.3%	308,623	296,598	56,069	10.2%
84	Right Whale	490,674	455,779	464,902	9,123	2.0%	286,639	178,263	(25,772)	-5.3%
85	Seals	46,822	41,532	41,752	220	0.5%	20,310	21,442	(5,070)	-10.8%
86	Fisheries	69,671	71,070	80,300	9,230	13.0%	43,888	36,412	10,629	15.3%
93	SeaFloor Mapping	876,100	849,286	792,985	(56,301)	-6.6%	397,760	395,225	(83,115)	-9.5%
94	Humpback	164,532	126,396	225,934	99,538	78.8%	58,695	167,239	61,402	37.3%
98	Water Quality	402,386	412,894	389,821	(23,073)	-5.6%	156,040	233,781	(12,565)	-3.1%
<b>Expenses:</b>		<b>\$4,617,537</b>	<b>\$4,383,632</b>	<b>\$4,304,288</b>	<b>(\$79,344)</b>	<b>-1.8%</b>	<b>\$2,076,593</b>	<b>\$2,227,695</b>	<b>(\$313,249)</b>	<b>-6.8%</b>
<b>Net Income from Operations</b>		<b>\$152,003</b>	<b>(\$94,041)</b>	<b>(\$94,035)</b>	<b>\$6</b>	<b>0.0%</b>	<b>(\$554,809)</b>	<b>\$460,774</b>	<b>(\$246,038)</b>	<b>NMF</b>

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O
1		<b>Center for Coastal Studies</b>													
2		<b>Budget &amp; Forecasts 2020</b>													
3			<b>FULL YEAR</b>												
4			<b>BUDGET</b>		<b>30-Apr-20</b>	<b>30-Jun-20</b>		<b>DIFF</b>	<b>% DIFF</b>	<b>YTD JUNE</b>	<b>REMAINDER</b>		<b>JUNE 30th VS</b>		
5			<b>2020</b>		<b>FORECAST</b>	<b>FORECAST</b>							<b>ORG BUDGET</b>	<b>% DIFF</b>	
6															
6			<b>Personnel Expenses:</b>												
7			Salary	\$2,476,401	\$2,365,526	\$2,344,540	(\$20,986)	-0.9%		\$1,116,947	\$1,227,592		-131,861	-5.3%	
8			Payroll Taxes & Benefits	462,299	449,969	411,608	(38,361)	-8.5%		201,546	\$210,062		-50,691	-11.0%	
9			Retirement	58,470	49,213	61,989	12,776	26.0%		32,095	\$29,894		3,519	6.0%	
10			Consultants / Contractors	290,686	346,059	384,296	38,237	11.0%		144,365	\$239,931		93,610	32.2%	
11			Intern Stipends	13,300	13,966	12,599	(1,367)	-9.8%		5,000	\$7,599		-701	-5.3%	
12															
13			<b>TOTAL - PERSONNEL</b>	<b>\$3,301,156</b>	<b>\$3,224,733</b>	<b>\$3,215,031</b>	<b>(\$9,701)</b>	<b>-0.3%</b>		<b>\$1,499,953</b>	<b>\$1,715,078</b>		<b>-86,125</b>	<b>-2.6%</b>	
14															
15			<b>Non-Personnel Expenses:</b>												
16			Advertising	\$12,675	\$12,490	\$8,379	(\$4,111)	-32.9%		\$2,509	\$5,870		-4,296	-33.9%	
17			Aircraft	174,475	162,545	156,300	(6,245)	-3.8%		123,170	\$33,130		-18,175	-10.4%	
18			Board of Directors	2,200	2,433	1,833	(600)	-24.7%		533	\$1,300		-367	-16.7%	
19			Building Maintenance	16,290	7,710	13,587	5,877	76.2%		8,447	\$5,140		-2,703	-16.6%	
20			Communication	22,896	20,913	18,823	(2,090)	-10.0%		8,761	\$10,062		-4,073	-17.8%	
21			Computers	35,043	37,609	42,007	4,398	11.7%		25,425	\$16,582		6,964	19.9%	
22			Conferences / Training	35,075	10,654	3,654	(7,000)	-65.7%		2,503	\$1,151		-31,421	-89.6%	
23			Contributions	600	600	620	20	3.3%		270	\$350		20	3.3%	
24			Cost of Sales	144,286	60,674	40,116	(20,558)	-33.9%		37,934	\$2,182		-104,170	-72.2%	
25			Dues & Subscriptions	9,844	8,063	6,402	(1,661)	-20.6%		3,289	\$3,113		-3,442	-35.0%	
26			Equipment	61,546	45,234	43,299	(1,935)	-4.3%		16,703	\$26,596		-18,247	-29.6%	
27			Fees / Charges / Taxes	20,641	19,582	19,553	(29)	-0.1%		9,765	\$9,789		-1,088	-5.3%	
28			Insurance	129,121	129,519	132,008	2,489	1.9%		64,673	\$67,335		2,887	2.2%	
29			Lab Supplies	63,452	74,224	73,919	(305)	-0.4%		33,458	\$40,461		10,467	16.5%	
30			Legal	10,000	8,735	14,065	5,330	61.0%		2,565	\$11,500		4,065	40.7%	
31			Loan Interest	15,283	15,343	17,991	2,648	17.3%		10,601	\$7,390		2,708	17.7%	
32			Miscellaneous	49,079	55,520	3,653	(51,867)	-93.4%		273	\$3,380		-45,426	-92.6%	
33			In Kind Expense	11,750	0	0	0	NMF		0	\$0		-11,750	-100.0%	
34			Office Supplies	6,414	6,188	6,276	88	1.4%		3,038	\$3,238		-138	-2.2%	
35			Photocopying	4,440	4,222	3,604	(618)	-14.6%		1,878	\$1,726		-836	-18.8%	
36			Photo & Video	0	0	0	0	NMF		0	\$0		0	NMF	
37			Postage & Freight	23,494	25,754	24,352	(1,402)	-5.4%		11,477	\$12,875		858	3.7%	
38			Premiums	3,720	2,970	1,100	(1,870)	-63.0%		0	\$1,100		-2,620	-70.4%	
39			Printing	32,884	29,660	28,168	(1,492)	-5.0%		11,931	\$16,237		-4,716	-14.3%	
40			Rent	32,350	29,110	27,710	(1,400)	-4.8%		14,110	\$13,600		-4,640	-14.3%	
41			Travel	17,564	13,555	5,634	(7,921)	-58.4%		5,156	\$478		-11,930	-67.9%	
42			Utilities	32,310	33,336	35,061	1,725	5.2%		17,662	\$17,399		2,751	8.5%	
43			Vehicles	5,683	4,605	4,026	(579)	-12.6%		1,608	\$2,418		-1,657	-29.2%	
44			Vessel Operations Maintenance - Pier	78,126	95,414	89,765	(5,649)	-5.9%		32,067	\$57,698		11,639	14.9%	
45			Vessel Charter	23,100	2,000	24,800	22,800	1140.0%		6,700	\$18,100		1,700	7.4%	
46			Uncollectable Accounts Receivable	12,000	12,000	12,000	0	0.0%		6,000	\$6,000		0	0.0%	
47															
48			<b>TOTAL - NON-PERSONNEL</b>	<b>\$1,086,341</b>	<b>\$930,662</b>	<b>\$858,705</b>	<b>(\$71,957)</b>	<b>-7.7%</b>		<b>\$462,505</b>	<b>\$396,201</b>		<b>-227,636</b>	<b>-21.0%</b>	
49															
50			Depreciation	230,040	228,237	230,537	2,300	1.0%		114,137	\$116,400		497	0.2%	
51															
52			<b>TOTAL EXPENSES</b>	<b>\$4,617,537</b>	<b>\$4,383,632</b>	<b>\$4,304,274</b>	<b>(\$79,358)</b>	<b>-1.8%</b>		<b>\$2,076,595</b>	<b>\$2,227,679</b>		<b>(\$313,263)</b>	<b>-6.8%</b>	
53															
54															