



2023 Actual (unaudited) vs 2023 Budget

Notes	MTD October 2023			YTD October 2023		
	October	Budget	Variance	October	Budget	Variance
Revenue						
Promotion Revenue	\$ 98,239	\$ 115,500	\$ (17,261)	\$ 811,694	\$ 830,500	\$ (18,806)
Individual Contributions (incl. telemarketing)	19,999	29,239	(9,240)	279,776	287,390	(7,614)
SOI Grants	4,124	225,000	(220,876)	660,583	538,500	122,083
Corporate Contributions	2,306	20,000	(17,694)	300,548	263,000	37,548
Program Revenue	10,450	-	10,450	75,506	78,500	(2,994)
State of Iowa Appropriation	100,000	-	100,000	100,000	100,000	-
Civic Contributions	1,082	2,000	(918)	39,214	37,000	2,214
National Games	-	-	-	-	-	-
Other Combined	-	-	-	7,823	-	7,823
Total Cash Revenues	236,200	391,739	(155,539)	2,275,145	2,134,890	140,255
Investment income	2,484	-	2,484	30,400	-	30,400
Gain (Loss) on Investments	(30,410)	-	(30,410)	(22,759)	-	(22,759)
Investment income	(27,926)	-	(27,926)	7,641	-	7,641
In Kind Revenue	-	-	-	11,420	-	11,420
Total Revenue	208,274	391,739	(183,465)	2,294,206	2,134,890	159,316
Expenses						
<i>Development Expenses</i>						
Development Payroll	24,114	23,713	(400)	228,486	236,641	8,155
Promotion Expenses	18,379	8,000	(10,379)	198,333	141,600	(56,733)
Other Combined	14,844	19,062	4,218	62,147	56,612	(5,535)
Total Development Expenses	\$ 57,336	\$ 50,775	\$ (6,561)	\$ 488,967	\$ 434,853	\$ (54,114)
<i>Program Expenses</i>						
Program Payroll	70,462	75,757	5,295	708,872	756,001	47,129
Program Expenses	63,251	45,770	(17,481)	950,435	792,340	(158,095)
National Games (incl Team Iowa)	-	-	-	2,046	14,500	12,454
Other Combined	17,518	17,415	(103)	170,036	198,934	28,898
Total Program Expense	\$ 151,231	\$ 138,942	\$ (12,289)	\$ 1,831,390	\$ 1,754,575	\$ (69,615)
<i>Admin Expenses</i>						
Admin Payroll	5,752	6,215	462	63,251	62,019	(1,232)
Audit Fees	-	-	-	22,600	22,500	(100)
Investment Management Fees	-	210	210	1,954	2,100	146
Other Combined	718	1,553	835	13,305	12,289	(1,016)
Total Admin Expense	\$ 6,470	\$ 7,978	\$ 1,508	\$ 101,110	\$ 98,908	\$ (2,202)
Total Cash Expenses	\$ 215,037	\$ 197,695	\$ (17,343)	\$ 2,421,467	\$ 2,288,336	\$ (125,931)
Program In Kind	-	-	-	11,420	-	(11,420)
Development In Kind	-	-	-	-	-	-
Total Inkind Expenses	\$ -	\$ -	\$ -	\$ 11,420	\$ -	\$ (11,420)
Depreciation Expense	\$ 10,954	\$ 13,000	\$ 2,046	\$ 111,424	\$ 130,000	\$ 18,576
Total Expenses	225,991	210,695	(15,296)	2,544,311	2,418,336	(118,775)
Net Income	\$ (17,717)	\$ 181,044	\$ (198,761)	\$ (250,105)	\$ (283,446)	\$ 33,341