

# COSLEY FOUNDATION

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2021 Budget Document

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## PROJECTED CASH & INVESTMENTS, Beginning Balances

Description	Audited 2019	Projected 2020	Projected 2021
Cosley Foundation	1,096,245	1,323,046	1,477,384

### *Revenues by Source and Expenses by Object*

	2018 Actual	2019 Actual	2020 Budget	2020 YTD as of 11/17/2020	2020 Projections	2021 Proposed
<b>4-Revenues</b>						
42-Charges for Services	\$159,204	\$158,607	\$165,000	\$68,137	\$74,653	\$135,583
45-Product Sales	\$401,457	\$412,103	\$380,002	\$108,061	\$333,000	\$360,000
46-Grants & Donations	\$214,014	\$343,985	\$411,470	\$323,776	\$350,235	\$339,698
47-Misc. Income	\$385	\$470	\$450	\$357	\$375	\$400
48-Interest Income	\$763	\$781	\$580	\$487	\$555	\$600
<b>4-Revenues Total</b>	<b>\$775,823</b>	<b>\$915,948</b>	<b>\$957,502</b>	<b>\$500,818</b>	<b>\$758,818</b>	<b>\$836,281</b>
<b>5-Expenses</b>						
52-Contractual Services	(\$265,731)	(\$328,096)	(\$333,818)	(\$170,581)	(\$219,188)	(\$322,382)
53-Supplies	(\$240,160)	(\$249,241)	(\$247,651)	(\$157,594)	(\$179,908)	(\$226,614)
54-Other Charges	(\$166,000)	(\$123,517)	(\$124,850)	(\$105,527)	(\$132,921)	(\$132,948)
57-Capital			\$0		\$0	\$0
<b>5-Expenses Total</b>	<b>(\$671,891)</b>	<b>(\$700,853)</b>	<b>(\$706,318)</b>	<b>(\$433,703)</b>	<b>(\$532,017)</b>	<b>(\$681,943)</b>
<b>Grand Total</b>	<b>\$103,932</b>	<b>\$215,094</b>	<b>\$251,184</b>	<b>\$67,115</b>	<b>\$226,801</b>	<b>\$154,338</b>

## Revenues and Expenses by Area

	2018 Actual	2019 Actual	2020 Budget	2020 YTD as of 11/17/2020	2020 Projections	2021 Proposed
<b>F00-Cosley Foundation-General</b>						
4-Revenues	\$220,080	\$260,134	\$220,952	\$152,586	\$185,895	\$230,920
5-Expenses	(\$304,225)	(\$315,470)	(\$325,659)	(\$242,761)	(\$313,154)	(\$344,357)
<b>F00-Cosley Foundation-General Total</b>	<b>(\$84,144)</b>	<b>(\$55,336)</b>	<b>(\$104,707)</b>	<b>(\$90,175)</b>	<b>(\$127,259)</b>	<b>(\$113,437)</b>
<b>F11-Run for the Animals</b>						
4-Revenues	\$105,408	\$107,498	\$106,900	\$36,667	\$38,386	\$85,000
5-Expenses	(\$42,159)	(\$53,113)	(\$51,311)	(\$14,528)	(\$3,141)	(\$48,411)
<b>F11-Run for the Animals Total</b>	<b>\$63,248</b>	<b>\$54,385</b>	<b>\$55,589</b>	<b>\$22,139</b>	<b>\$35,245</b>	<b>\$36,589</b>
<b>F12-Cosley Classic Golf Outing</b>						
4-Revenues	\$81,114	\$72,001	\$72,570	\$25,235	\$27,616	\$41,313
5-Expenses	(\$40,954)	(\$42,192)	(\$45,703)	(\$9,894)	(\$10,729)	(\$16,948)
<b>F12-Cosley Classic Golf Outing Total</b>	<b>\$40,161</b>	<b>\$29,809</b>	<b>\$26,867</b>	<b>\$15,341</b>	<b>\$16,887</b>	<b>\$24,364</b>
<b>F13-Fall Fest</b>						
4-Revenues	\$26,965	\$25,016	\$27,000	\$26,667	\$30,000	\$27,083
5-Expenses	(\$11,249)	(\$12,286)	(\$14,520)	(\$11,429)	(\$11,803)	(\$13,627)
<b>F13-Fall Fest Total</b>	<b>\$15,717</b>	<b>\$12,730</b>	<b>\$12,480</b>	<b>\$15,238</b>	<b>\$18,197</b>	<b>\$13,456</b>
<b>F14-Festival of Lights</b>						
4-Revenues	\$210,821	\$221,796	\$197,000	\$5,751	\$220,000	\$218,500
5-Expenses	(\$108,633)	(\$106,604)	(\$110,000)	(\$92,198)	(\$104,108)	(\$108,025)
<b>F14-Festival of Lights Total</b>	<b>\$102,188</b>	<b>\$115,192</b>	<b>\$87,000</b>	<b>(\$86,447)</b>	<b>\$115,892</b>	<b>\$110,475</b>
<b>F16-Endowments</b>						
4-Revenues			\$0		\$0	\$0
5-Expenses	\$0	\$0	\$0	\$0	\$0	\$0
<b>F16-Endowments Total</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>
<b>F17-Capital Campaign</b>						
4-Revenues	\$87,511	\$169,439	\$300,000	\$222,410	\$221,550	\$200,000

## Revenues and Expenses by Area

	2018 Actual	2019 Actual	2020 Budget	2020 YTD as of 11/17/2020	2020 Projections	2021 Proposed
5-Expenses	(\$110,730)	(\$155,134)	(\$151,000)	(\$58,998)	(\$84,628)	(\$142,200)
<b>F17-Capital Campaign Total</b>	<b>(\$23,219)</b>	<b>\$14,305</b>	<b>\$149,000</b>	<b>\$163,412</b>	<b>\$136,922</b>	<b>\$57,800</b>
<b>F18-Cosley Foundation Memberships</b>						
4-Revenues	\$43,231	\$59,453	\$33,000	\$31,204	\$35,000	\$33,000
5-Expenses	(\$6,769)	(\$5,038)	(\$8,125)	(\$3,895)	(\$4,454)	(\$8,375)
<b>F18-Cosley Foundation Memberships</b>	<b>\$36,462</b>	<b>\$54,415</b>	<b>\$24,875</b>	<b>\$27,309</b>	<b>\$30,546</b>	<b>\$24,625</b>
<b>L00-Partners for Lincoln Marsh</b>						
4-Revenues	\$691	\$611	\$80	\$298	\$371	\$465
5-Expenses	(\$47,173)	(\$11,016)	\$0	\$0	\$0	\$0
<b>L00-Partners for Lincoln Marsh Total</b>	<b>(\$46,482)</b>	<b>(\$10,406)</b>	<b>\$80</b>	<b>\$298</b>	<b>\$371</b>	<b>\$465</b>
<b>Grand Total</b>	<b>\$103,932</b>	<b>\$215,094</b>	<b>\$251,184</b>	<b>\$67,115</b>	<b>\$226,801</b>	<b>\$154,338</b>

**Detailed Revenues by Source and Expenses by Object (every account #)**

	2018 Actual	2019 Actual	2020 Budget	2020 YTD as of 11/17/2020	2020 Projections	2021 Proposed
<b>F00-Cosley Foundation-General</b>						
<b>4-Revenues</b>						
90-000-F00-45-4520-0000 Gift Shop Sales	\$114,690	\$113,839	\$100,000	\$65,901	\$75,000	\$90,000
90-000-F00-45-4583-0000 Concession Sales	\$60,403	\$66,328	\$70,000	\$18,492	\$25,000	\$40,000
90-000-F00-45-4599-0000 Over and Short	\$1	\$0	\$2	\$0	\$0	\$0
90-000-F00-46-4610-0000 Donations-Operating	\$43,913	\$78,751	\$50,000	\$67,353	\$85,000	\$100,000
90-000-F00-47-4750-0000 Miscellaneous Income	\$385	\$470	\$450	\$357	\$375	\$400
90-000-F00-48-4801-0000 Interest Income	\$687	\$746	\$500	\$482	\$520	\$520
<b>4-Revenues Total</b>	<b>\$220,080</b>	<b>\$260,134</b>	<b>\$220,952</b>	<b>\$152,586</b>	<b>\$185,895</b>	<b>\$230,920</b>
<b>5-Expenses</b>						
90-000-F00-52-5203-0000 Audit Fees	(\$4,600)	(\$4,700)	(\$5,000)	(\$4,600)	(\$4,600)	(\$4,700)
90-000-F00-52-5210-0000 Contractual - Other	\$0	(\$170)	\$0	\$0	\$0	\$0
90-000-F00-52-5214-0000 Financial Service Charges	(\$21)	(\$124)	(\$150)	\$1,199	\$1,500	(\$150)
90-000-F00-52-5229-0000 Volunteer Recognition Mixer	(\$8,400)	(\$7,875)	(\$9,687)	(\$9,687)	(\$9,687)	(\$9,700)
90-000-F00-52-5230-0000 Life Insurance	\$0	\$0	(\$48)	\$0	(\$48)	(\$56)
90-000-F00-52-5231-0000 Insurance Reimbursement	(\$2,308)	(\$1,596)	(\$1,735)	(\$1,559)	(\$1,735)	(\$1,836)
90-000-F00-52-5234-0000 Salary Reimbursement	(\$40,272)	(\$41,759)	(\$43,123)	(\$36,528)	(\$43,123)	(\$47,778)
90-000-F00-52-5235-0000 Printing-Appeals	(\$3,721)	(\$4,321)	(\$7,813)	(\$2,815)	(\$7,813)	(\$9,500)
90-000-F00-52-5239-0000 Credit Card Processing Fees	(\$8,843)	(\$12,199)	(\$9,500)	(\$2,451)	(\$7,762)	(\$10,000)
90-000-F00-52-5245-0000 Conc and Gift Shop Wages Reimb	(\$58,074)	(\$63,401)	(\$62,595)	(\$32,333)	(\$52,000)	(\$65,000)
90-000-F00-53-5302-0000 General Supplies	(\$987)	(\$3,091)	(\$2,741)	(\$559)	(\$750)	(\$3,500)
90-000-F00-53-5304-0000 Postage and Mailing	(\$774)	(\$2,130)	(\$4,400)	(\$1,691)	(\$4,400)	(\$6,000)
90-000-F00-53-5306-0000 Equipment - Cosley F	\$0	\$0	\$0	(\$7,845)	(\$10,000)	\$0
90-000-F00-53-5328-0000 Cost of Goods Sold-Concessions	(\$22,938)	(\$22,922)	(\$22,000)	(\$7,538)	(\$8,138)	(\$20,000)
90-000-F00-53-5329-0000 Concession Supplies	(\$1,679)	(\$1,648)	(\$2,050)	(\$1,249)	(\$1,700)	(\$1,700)
90-000-F00-53-5384-0000 Cost of Goods Sold-Gift Shop	(\$45,950)	(\$45,494)	(\$45,000)	(\$33,632)	(\$37,000)	(\$45,000)
90-000-F00-54-5401-0000 Board Expense	(\$2,155)	(\$100)	(\$92)	\$0	(\$92)	(\$500)
90-000-F00-54-5411-0000 Operating Donations Made	(\$25,000)	(\$25,000)	(\$30,000)	(\$22,500)	(\$30,000)	(\$30,000)
90-000-F00-54-5422-0000 Mileage Travel Reimbursement			\$0		\$0	\$0
90-000-F00-54-5425-0000 Dues and Subscriptions	(\$453)	(\$940)	(\$1,225)	(\$971)	(\$1,271)	(\$1,271)
90-000-F00-54-5426-0000 Advertising and Publicity	\$0	\$0	(\$500)	\$0	\$0	(\$500)
90-000-F00-54-5432-0000 Training	(\$550)	\$0	(\$1,000)	\$0	\$0	(\$2,000)
90-000-F00-54-5437-0000 Capital Donation to Cosley Zoo	(\$75,000)	(\$75,000)	(\$75,000)	(\$75,000)	(\$91,535)	(\$83,165)
90-000-F00-54-5439-0000 Scholarships Awarded	(\$2,500)	(\$3,000)	(\$2,000)	(\$3,000)	(\$3,000)	(\$2,000)
<b>5-Expenses Total</b>	<b>(\$304,225)</b>	<b>(\$315,470)</b>	<b>(\$325,659)</b>	<b>(\$242,761)</b>	<b>(\$313,154)</b>	<b>(\$344,357)</b>
<b>F00-Cosley Foundation-General Total</b>	<b>(\$84,144)</b>	<b>(\$55,336)</b>	<b>(\$104,707)</b>	<b>(\$90,175)</b>	<b>(\$127,259)</b>	<b>(\$113,437)</b>
<b>F11-Run for the Animals</b>						

Operating Donations are select cash donations received at the zoo, annual appeal, employee deduction, Cosley Tails newsletter and Amazon SMILE donations.

Salary reimbursements are labor reimbursements for three positions. It is 11% of AP Assistant, 10% of Director of Marketing and 50% of the Development and Marketing Coordinator.

Operating Donations made are the support that the Foundation provides the Zoo for closing the operating deficit.

Capital Donation to the Zoo consists of three reimbursements to the District. One is for half the cost of the Prairie office building. This is \$50,000 a year and will be paid off in 2028, totalling \$800,000 from 2013-2028.

The second reimbursement is for the cost of the Animal Welcome Center. This is \$25,000 a year and will be paid off in 2026, totalling \$275,000 from 2016-2026.

The rest is for the parking lot (Wight).

**Detailed Revenues by Source and Expenses by Object (every account #)**

	2018 Actual	2019 Actual	2020 Budget	2020 YTD as of 11/17/2020	2020 Projections	2021 Proposed
<b>4-Revenues</b>						
90-000-F11-42-4200-0000 Run for the Animals Race Fees	\$73,144	\$77,580	\$75,000	\$30,037	\$30,037	\$60,000
90-000-F11-42-4206-0000 Sponsorship-Run for the Animal	\$30,500	\$27,000	\$29,000	\$5,000	\$5,000	\$25,000
90-000-F11-46-4610-0000 Donations-Operating	\$0	\$0	\$0	\$1,630	\$3,349	\$0
90-000-F11-46-4617-0000 Run for the Animals Sponsors			\$0		\$0	\$0
90-000-F11-46-4620-0000 Run for the Animals In-Kind	\$1,764	\$2,919	\$2,900	\$0	\$0	\$0
<b>4-Revenues Total</b>	<b>\$105,408</b>	<b>\$107,498</b>	<b>\$106,900</b>	<b>\$36,667</b>	<b>\$38,386</b>	<b>\$85,000</b>
<b>5-Expenses</b>						
90-000-F11-52-5210-0000 Contractual - Other	(\$11,144)	(\$17,237)	(\$18,000)	(\$12,538)	(\$1,150)	(\$18,000)
90-000-F11-52-5225-0000 RFA-Entertainment	\$0	\$0	\$0	\$0	\$0	\$0
90-000-F11-52-5235-0000 Printing	(\$2,788)	(\$3,014)	(\$3,811)	(\$650)	(\$650)	(\$3,811)
90-000-F11-52-5236-0000 In-Kind Services Expenses			\$0		\$0	\$0
90-000-F11-53-5302-0000 General Supplies	(\$23,177)	(\$28,325)	(\$24,000)	\$0	\$0	(\$24,000)
90-000-F11-53-5304-0000 Postage and Mailing	(\$525)	(\$831)	(\$600)	(\$1,011)	(\$1,011)	(\$600)
90-000-F11-53-5337-0000 In-Kind Supplies Expenses	(\$1,764)	(\$2,919)	(\$2,900)	\$0	\$0	\$0
90-000-F11-54-5407-0000 Prizes and Giveaways	(\$1,896)	\$0	\$0	\$0	\$0	\$0
90-000-F11-54-5425-0000 Dues and Subscriptions			\$0		\$0	\$0
90-000-F11-54-5426-0000 Advertising and Publicity	(\$866)	(\$788)	(\$2,000)	(\$330)	(\$330)	(\$2,000)
<b>5-Expenses Total</b>	<b>(\$42,159)</b>	<b>(\$53,113)</b>	<b>(\$51,311)</b>	<b>(\$14,528)</b>	<b>(\$3,141)</b>	<b>(\$48,411)</b>
<b>F11-Run for the Animals Total</b>	<b>\$63,248</b>	<b>\$54,385</b>	<b>\$55,589</b>	<b>\$22,139</b>	<b>\$35,245</b>	<b>\$36,589</b>
<b>F12-Cosley Classic Golf Outing</b>						
<b>4-Revenues</b>						
90-000-F12-42-4200-0000 Cosley Classic Golf Fees	\$20,410	\$15,303	\$27,000	\$9,200	\$11,767	\$15,000
90-000-F12-42-4206-0000 Sponsorship-Cosley Classic	\$23,700	\$23,825	\$20,000	\$15,150	\$10,849	\$20,000
90-000-F12-46-4610-0000 Cosley Classic-Donations	\$10,815	\$7,523	\$750	\$885	\$5,000	\$6,313
90-000-F12-46-4617-0000 Cosley Classic Golf Sponsors			\$0		\$0	\$0
90-000-F12-46-4619-0000 Grants-Operating			\$0		\$0	\$0
90-000-F12-46-4620-0000 Cosley Classic In-Kind	\$26,190	\$25,351	\$24,820	\$0	\$0	\$0
<b>4-Revenues Total</b>	<b>\$81,114</b>	<b>\$72,001</b>	<b>\$72,570</b>	<b>\$25,235</b>	<b>\$27,616</b>	<b>\$41,313</b>
<b>5-Expenses</b>						
90-000-F12-52-5210-0000 Contractual - Other	(\$7,483)	(\$7,438)	(\$9,500)	(\$6,419)	(\$6,419)	(\$7,530)
90-000-F12-52-5225-0000 Entertainment			\$0		\$0	\$0
90-000-F12-52-5235-0000 Printing	(\$2,071)	(\$2,496)	(\$2,500)	(\$1,664)	(\$1,206)	(\$2,412)
90-000-F12-52-5236-0000 In-Kind Services Expenses	(\$10,000)	(\$10,000)	(\$9,360)	\$0	\$0	\$0
90-000-F12-53-5302-0000 General Supplies	(\$4,537)	(\$5,551)	(\$3,400)	(\$292)	(\$1,803)	(\$3,606)
90-000-F12-53-5304-0000 Postage and Mailing	(\$473)	(\$674)	(\$1,000)	(\$310)	(\$287)	(\$750)



**Detailed Revenues by Source and Expenses by Object (every account #)**

	2018 Actual	2019 Actual	2020 Budget	2020 YTD as of 11/17/2020	2020 Projections	2021 Proposed
90-000-F12-53-5337-0000 In-Kind Supplies Expenses	(\$16,190)	(\$15,351)	(\$15,460)	\$0	\$0	\$0
90-000-F12-54-5407-0000 Prizes and Giveaways	\$0	(\$482)	(\$3,716)	(\$1,106)	(\$930)	(\$2,400)
90-000-F12-54-5425-0000 Dues and Subscriptions	\$0	\$0	(\$17)	\$0	\$0	\$0
90-000-F12-54-5426-0000 Advertising and Publicity	(\$200)	(\$200)	(\$750)	(\$103)	(\$84)	(\$250)
<b>5-Expenses Total</b>	<b>(\$40,954)</b>	<b>(\$42,192)</b>	<b>(\$45,703)</b>	<b>(\$9,894)</b>	<b>(\$10,729)</b>	<b>(\$16,948)</b>
<b>F12-Cosley Classic Golf Outing Total</b>	<b>\$40,161</b>	<b>\$29,809</b>	<b>\$26,867</b>	<b>\$15,341</b>	<b>\$16,887</b>	<b>\$24,364</b>
<b>F13-Fall Fest</b>						
<b>4-Revenues</b>						
90-000-F13-42-4206-0000 Sponsorship-Fall Fest	\$8,100	\$6,500	\$7,000	\$3,000	\$7,000	\$7,083
90-000-F13-45-4585-0000 Fall Fest Sales	\$18,865	\$18,516	\$20,000	\$23,667	\$23,000	\$20,000
90-000-F13-46-4617-0000 Fall Fest Sponsors			\$0		\$0	\$0
90-000-F13-46-4620-0000 Fall Fest In-Kind			\$0		\$0	\$0
<b>4-Revenues Total</b>	<b>\$26,965</b>	<b>\$25,016</b>	<b>\$27,000</b>	<b>\$26,667</b>	<b>\$30,000</b>	<b>\$27,083</b>
<b>5-Expenses</b>						
90-000-F13-52-5210-0000 Contractual - Other	\$0	\$0	(\$20)	\$0	\$0	\$0
90-000-F13-52-5235-0000 Printing	\$0	\$0	(\$500)	\$0	\$0	\$0
90-000-F13-52-5236-0000 In-Kind Services Expenses			\$0		\$0	\$0
90-000-F13-53-5302-0000 General Supplies	(\$11,024)	(\$11,611)	(\$12,500)	(\$10,626)	(\$11,000)	(\$12,427)
90-000-F13-53-5304-0000 Postage and Mailing			\$0		\$0	\$0
90-000-F13-53-5337-0000 In-Kind Supplies Expenses			\$0		\$0	\$0
90-000-F13-54-5407-0000 Prizes and Giveaways			\$0		\$0	\$0
90-000-F13-54-5425-0000 Dues and Subscriptions			\$0		\$0	\$0
90-000-F13-54-5426-0000 Advertising and Publicity	(\$225)	(\$675)	(\$1,500)	(\$803)	(\$803)	(\$1,200)
<b>5-Expenses Total</b>	<b>(\$11,249)</b>	<b>(\$12,286)</b>	<b>(\$14,520)</b>	<b>(\$11,429)</b>	<b>(\$11,803)</b>	<b>(\$13,627)</b>
<b>F13-Fall Fest Total</b>	<b>\$15,717</b>	<b>\$12,730</b>	<b>\$12,480</b>	<b>\$15,238</b>	<b>\$18,197</b>	<b>\$13,456</b>
<b>F14-Festival of Lights</b>						
<b>4-Revenues</b>						
90-000-F14-42-4206-0000 Sponsorship-Festival of Lights	\$3,350	\$8,400	\$7,000	\$5,750	\$10,000	\$8,500
90-000-F14-45-4585-0000 Festival of Lights Sales	\$207,471	\$213,396	\$190,000	\$1	\$210,000	\$210,000
90-000-F14-46-4620-0000 Festival of Lights In-Kind			\$0		\$0	\$0
<b>4-Revenues Total</b>	<b>\$210,821</b>	<b>\$221,796</b>	<b>\$197,000</b>	<b>\$5,751</b>	<b>\$220,000</b>	<b>\$218,500</b>
<b>5-Expenses</b>						
90-000-F14-52-5210-0000 Contractual - Other	\$0	(\$225)	(\$5,000)	\$0	(\$113)	(\$225)
90-000-F14-52-5235-0000 Printing	\$0	(\$488)	(\$950)	\$0	(\$750)	(\$750)

**Detailed Revenues by Source and Expenses by Object (every account #)**

	2018 Actual	2019 Actual	2020 Budget	2020 YTD as of 11/17/2020	2020 Projections	2021 Proposed
90-000-F14-52-5236-0000 In-Kind Services Expenses			\$0		\$0	\$0
90-000-F14-53-5302-0000 General Supplies	(\$107,716)	(\$104,517)	(\$100,000)	(\$92,148)	(\$102,000)	(\$105,000)
90-000-F14-53-5304-0000 Postage and Mailing			\$0		\$0	\$0
90-000-F14-53-5337-0000 In-Kind Supplies Expenses			\$0		\$0	\$0
90-000-F14-54-5407-0000 Prizes and Giveaways			\$0		\$0	\$0
90-000-F14-54-5425-0000 Dues and Subscriptions	(\$50)	(\$50)	(\$50)	(\$50)	(\$50)	(\$50)
90-000-F14-54-5426-0000 Advertising and Publicity	(\$867)	(\$1,325)	(\$4,000)	\$0	(\$1,195)	(\$2,000)
<b>5-Expenses Total</b>	<b>(\$108,633)</b>	<b>(\$106,604)</b>	<b>(\$110,000)</b>	<b>(\$92,198)</b>	<b>(\$104,108)</b>	<b>(\$108,025)</b>
<b>F14-Festival of Lights Total</b>	<b>\$102,188</b>	<b>\$115,192</b>	<b>\$87,000</b>	<b>(\$86,447)</b>	<b>\$115,892</b>	<b>\$110,475</b>
<b>F17-Capital Campaign</b>						
<b>4-Revenues</b>						
90-000-F17-42-4200-0000 Special Events			\$0		\$0	\$0
90-000-F17-46-4650-0000 Capital Campaign Donations	\$87,511	\$169,439	\$300,000	\$222,410	\$221,550	\$200,000
<b>4-Revenues Total</b>	<b>\$87,511</b>	<b>\$169,439</b>	<b>\$300,000</b>	<b>\$222,410</b>	<b>\$221,550</b>	<b>\$200,000</b>
<b>5-Expenses</b>						
90-000-F17-52-5210-0000 Contractual - Other	(\$100,555)	(\$146,771)	(\$135,000)	(\$58,653)	(\$81,028)	(\$135,000)
90-000-F17-52-5235-0000 Printing	(\$778)	(\$2,036)	(\$5,000)	\$0	(\$704)	(\$1,407)
90-000-F17-53-5302-0000 General Supplies	(\$1,897)	(\$2,964)	(\$10,000)	(\$320)	(\$1,215)	(\$2,431)
90-000-F17-53-5337-0000 In-Kind Supplies Expenses			\$0		\$0	\$0
90-000-F17-54-5406-0000 Fundraising-Capital Campaign	\$0	(\$3,250)	\$0	\$0	(\$1,625)	(\$3,250)
90-000-F17-54-5425-0000 Dues and Subscriptions			\$0		\$0	\$0
90-000-F17-54-5426-0000 Advertising and Publicity	\$0	(\$112)	(\$1,000)	(\$25)	(\$56)	(\$112)
90-000-F17-54-5437-0000 Capital Donations to WPD	(\$7,500)	\$0	\$0	\$0	\$0	\$0
<b>5-Expenses Total</b>	<b>(\$110,730)</b>	<b>(\$155,134)</b>	<b>(\$151,000)</b>	<b>(\$58,998)</b>	<b>(\$84,628)</b>	<b>(\$142,200)</b>
<b>F17-Capital Campaign Total</b>	<b>(\$23,219)</b>	<b>\$14,305</b>	<b>\$149,000</b>	<b>\$163,412</b>	<b>\$136,922</b>	<b>\$57,800</b>
<b>F18-Cosley Foundation Memberships</b>						
<b>4-Revenues</b>						
90-000-F18-46-4616-0000 Foundation Membership Sales	\$43,231	\$59,453	\$33,000	\$31,204	\$35,000	\$33,000
<b>4-Revenues Total</b>	<b>\$43,231</b>	<b>\$59,453</b>	<b>\$33,000</b>	<b>\$31,204</b>	<b>\$35,000</b>	<b>\$33,000</b>
<b>5-Expenses</b>						
90-000-F18-52-5210-0000 Contractual - Other	\$0	(\$315)	(\$125)	\$0	\$0	(\$125)
90-000-F18-52-5235-0000 Printing	(\$4,674)	(\$1,933)	(\$4,400)	(\$1,882)	(\$1,900)	(\$4,400)
90-000-F18-53-5302-0000 General Supplies	(\$54)	(\$347)	(\$500)	(\$19)	\$0	(\$500)
90-000-F18-53-5304-0000 Postage and Mailing	(\$475)	(\$865)	(\$1,100)	(\$354)	(\$604)	(\$1,100)

**Detailed Revenues by Source and Expenses by Object (every account #)**

	2018 Actual	2019 Actual	2020 Budget	2020 YTD as of 11/17/2020	2020 Projections	2021 Proposed
90-000-F18-54-5407-0000 Prizes and Giveaways	(\$1,343)	(\$1,578)	(\$2,000)	(\$1,418)	(\$1,700)	(\$2,000)
90-000-F18-54-5425-0000 Dues and Subscriptions	(\$223)	\$0	\$0	(\$223)	(\$250)	(\$250)
<b>5-Expenses Total</b>	<b>(\$6,769)</b>	<b>(\$5,038)</b>	<b>(\$8,125)</b>	<b>(\$3,895)</b>	<b>(\$4,454)</b>	<b>(\$8,375)</b>
<b>F18-Cosley Foundation Memberships Total</b>	<b>\$36,462</b>	<b>\$54,415</b>	<b>\$24,875</b>	<b>\$27,309</b>	<b>\$30,546</b>	<b>\$24,625</b>
<b>L00-Partners for Lincoln Marsh</b>						
<b>4-Revenues</b>						
90-000-L00-42-4241-0000 PLM Events	\$0	\$0	\$0	\$0	\$0	\$0
90-000-L00-45-4504-0000 Event Book Sales	\$25	\$25	\$0	\$0	\$0	\$0
90-000-L00-46-4610-0000 Donations-Operating	\$591	\$551	\$0	\$294	\$336	\$385
90-000-L00-46-4619-0000 Grants-Operating			\$0		\$0	\$0
90-000-L00-48-4801-0000 Interest Income	\$76	\$35	\$80	\$4	\$35	\$80
<b>4-Revenues Total</b>	<b>\$691</b>	<b>\$611</b>	<b>\$80</b>	<b>\$298</b>	<b>\$371</b>	<b>\$465</b>
<b>5-Expenses</b>						
90-000-L00-52-5214-0000 Financial Service Charges	\$0	\$0	\$0	\$0	\$0	\$0
90-000-L00-54-5426-0000 Advertising and Publicity	\$0	\$0	\$0	\$0	\$0	\$0
90-000-L00-54-5437-0000 Capital Donation to Linc Marsh	(\$47,173)	(\$11,016)	\$0	\$0	\$0	\$0
90-000-L00-57-5701-0000 Capital-Lincoln Marsh			\$0		\$0	\$0
<b>5-Expenses Total</b>	<b>(\$47,173)</b>	<b>(\$11,016)</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>
<b>L00-Partners for Lincoln Marsh Total</b>	<b>(\$46,482)</b>	<b>(\$10,406)</b>	<b>\$80</b>	<b>\$298</b>	<b>\$371</b>	<b>\$465</b>
<b>Grand Total</b>	<b>\$103,932</b>	<b>\$215,094</b>	<b>\$251,184</b>	<b>\$67,115</b>	<b>\$226,801</b>	<b>\$154,338</b>