

**Reach Out and Read, Inc.**  
**Total Income Statement**  
**Fiscal July 1, 2017 to June 30, 2018**

	<b>Budget FY18</b>
Revenue	
Grants Government	\$1,851,000
All Other Grants & Service Fees	4,476,184
Contribution Revenue	1,895,354
Other Revenues	75,133
Donated Goods and Services	3,075,000
Total Revenue	<u>\$11,372,671</u>
Expenses	
Literacy Program Expenses	
Books	\$2,180,815
Donated Books	3,075,000
All Oth Literacy Prgrm Expenses	122,000
Total Literacy Program Expenses	<u>\$5,377,815</u>
Operating Expenses	
Personnel	\$4,811,866
Professional Services	545,472
Conferences & Travel	208,948
Office Admin	69,758
Occupancy	85,456
Communication Expenses	51,430
Equipment Expenses	74,780
Other Expenses	41,546
Marketing Expenses	97,368
Depreciation	8,232
Total Operating Expenses	<u>\$5,994,856</u>
Total Expenses	<u>\$11,372,671</u>
<b>NET SURPLUS</b>	<u><b>\$0</b></u>