

**Cradles to Crayons**  
**FY20: 4/1/2019 - 3/31/2020**  
**Organizational Budget - Boston**

<b>Revenue</b>		
	Individual	\$2,548,204.36
	Corporation	\$1,805,316.33
	Foundation	\$394,540.28
	Other Fundraising	\$71,292.54
	<b>Total Revenue</b>	<b>\$4,819,353.51</b>

<b>Expenses</b>		
	Children's Product Purchases	\$746,100.00
	Compensation	\$2,426,419.27
	Depreciation	\$54,229.23
	Donor Recognition	\$3,675.00
	Dues & Subscriptions	\$9,000.00
	Event Items	\$100,000.00
	Fees	\$33,775.00
	Insurance	\$50,000.00
	IT	\$67,846.00
	Maintenance & Repairs	\$50,700.00
	Marketing	\$64,600.00
	Office Supplies	\$16,800.00
	Partner Program	\$2,760.00
	Postage	\$5,800.00
	Professional Fees	\$2,000.00
	Recruiting Expenses	\$5,000.00
	Rent	\$341,078.28
	Shared Services	\$628,611.27
	Staff Development	\$24,255.00
	Telecommunications	\$8,804.00
	Travel & Entertainment	\$29,000.00
	Truck, Van & Storage	\$36,000.00
	Uncollectable Pledges	\$30,000.00
	Volunteer Program	\$7,900.00
	Warehouse Operations	\$75,000.00
	<b>Total Expenses</b>	<b>\$4,819,353.05</b>