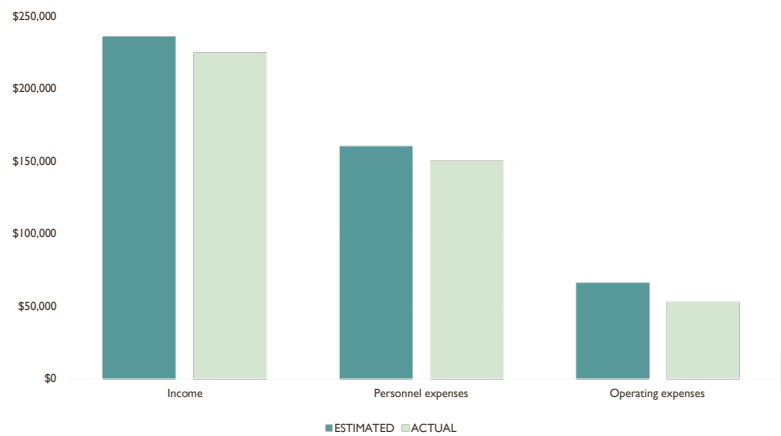


# YEARLY OPERATING BUDGET

BUDGET TOTALS	ESTIMATED	ACTUAL	DIFFERENCE
Income	235,000.00	224,000.00	(11,000.00)
Personnel expenses	160,000.00	150,211.58	9,788.42
Operating expenses	66,450.00	53,250.00	13,200.00
Balance (Income minus expenses)	8,550.00	20,538.42	11,988.42

ACTUAL EXPENSES	AMOUNT	% OF EXPENSES	15% REDUCTION
Equipment (Computers, Servers)	12,175.00	22.9%	1,826.25
Webpage Developer Bill	6,000.00	11.3%	900.00
Insurance	5,600.00	10.5%	840.00
Utilities (Home Internet)	4,800.00	9.0%	720.00
Office Supplies (Paper, Pens, etc.)	4,500.00	8.5%	675.00
Total	33,075.00	62.1%	4,961.25

BUDGET OVERVIEW



# YEARLY INCOME BUDGET

INCOME	ESTIMATED	ACTUAL	DIFFERENCE
Net sales (Merchandise)	60,000.00	54,000.00	(6,000.00)
Grants	125,000.00	125,000.00	0.00
Contributions (Donations)	50,000.00	45,000.00	(5,000.00)
Misc Funding	0.00	0.00	0.00
<b>Total Income</b>	<b>235,000.00</b>	<b>224,000.00</b>	<b>(11,000.00)</b>

# YEARLY PERSONNEL BUDGET

PERSONNEL EXPENSES	ESTIMATED	ACTUAL	DIFFERENCE
Wages	120,000.00	115,200.00	4,800.00
Travel Expenses	40,000.00	35,011.58	4,988.42
<b>Total Personnel Expenses</b>	<b>160,000.00</b>	<b>150,211.58</b>	<b>9,788.42</b>

# YEARLY OPERATING BUDGET

OPERATING EXPENSES	ESTIMATED	ACTUAL	DIFFERENCE
Advertising	3,000.00	2,500.00	500.00
Equipment (Computers, Servers, etc)	15,000.00	12,175.00	2,825.00
Delivery costs (Fedex, UPS, USPS, et	2,000.00	1,500.00	500.00
Webpage Developer Bill	6,000.00	6,000.00	0.00
Insurance	6,000.00	5,600.00	400.00
Attorney Fees	6,000.00	2,200.00	3,800.00
Accounting Fees	1,500.00	1,235.00	265.00
Maintenance and repairs	4,500.00	4,000.00	500.00
Postage	400.00	350.00	50.00
Facility Rent	0.00	0.00	0.00
Sales expenses	350.00	350.00	0.00
Shipping and storage	900.00	840.00	60.00
Office Supplies (Paper, Pens, etc)	5,000.00	4,500.00	500.00
Business Cellphone	4,800.00	4,200.00	600.00
Utilities (Home Internet)	5,000.00	4,800.00	200.00
Misc	6,000.00	3,000.00	3,000.00
<b>Total Operating Expenses</b>	<b>66,450.00</b>	<b>53,250.00</b>	<b>13,200.00</b>