

# Dairy Grazing Apprenticeship

## Profit and Loss

January - December 2022

	TOTAL
Income	
43300 Direct Public Grants	
43330 Foundation and Trust Grants (deleted)	
43305 Brookby (deleted)	160,000
43312 Brookhill Foundation (deleted)	56,000
<b>Total 43330 Foundation and Trust Grants (deleted)</b>	<b>216,000</b>
<b>Total 43300 Direct Public Grants</b>	<b>216,000</b>
43400 Direct Public Support	
43450 Individual Contributions	2,771
<b>Total 43400 Direct Public Support</b>	<b>2,771</b>
44500 Government Grants	22,584
44502 AgVets (deleted)	285,540
44504 2501 (deleted)	210,210
44506 NRCS-REJ (deleted)	176,288
44510 DATCP (deleted)	5,000
44530 SARE (deleted)	28,896
<b>Total 44500 Government Grants</b>	<b>728,518</b>
47200 Program Service Revenue	
47201 MGIC Tuition	14,506
<b>Total 47200 Program Service Revenue</b>	<b>14,506</b>
<b>Total Income</b>	<b>\$961,795</b>
GROSS PROFIT	<b>\$961,795</b>
Expenses	
60900 Program Service Expenses	
60930 Program Services Travel	31,807
60931 Other Program Service Expenses	2,600
65040 Outreach & Events	20,991
Exhibit Booths at Conferences	650
Materials and Supplies	2,400
Outreach Advertising   Campaign	6,684
<b>Total 65040 Outreach &amp; Events</b>	<b>30,725</b>
Participant Stipends & Support	
Participant / Trainee Support Cost	36,750
<b>Total Participant Stipends &amp; Support</b>	<b>36,750</b>
<b>Total 60900 Program Service Expenses</b>	<b>101,881</b>
62000 Management Overhead & Admin	
61000 Board of Directors	
61000.1 Insurance - Liability, D and O	1,614
61002 Board Travel	9,804
61003 Farm Labor Reimbursement	3,666

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	TOTAL
<b>Total 61000 Board of Directors</b>	<b>15,084</b>
62110 Professional Fees	19,620
62500 Marketing and Outreach	
62501 Logo Items	6,486
62502 Advertising	5,333
62503 Design Service	19,330
62504 Marketing Consulting	2,690
62506 Exhibit and Sponsorship Fees	7,894
62507 Event Travel	3,099
<b>Total 62500 Marketing and Outreach</b>	<b>44,833</b>
62800 Facilities and Equipment	24,000
65010 Bank Service Charges	1,079
65020 Office Expense	4,943
65050 Communications & Technology	8,778
68300 Travel	
68301 Air Fare	1,922
68302 Fees	3,499
68303 Lodging	7,461
68304 Meals	3,738
68305 Mileage	6,223
<b>Total 68300 Travel</b>	<b>22,843</b>
<b>Total 62000 Management Overhead &amp; Admin</b>	<b>141,180</b>
Labor	
60905 Education Coordinators	46,675
62100 Direct Hire Payroll	
62100.01 Employer Payroll Taxes	4,378
62100.1 Workers Comp Insurance (deleted)	2,135
62100.2 FICA Expense (deleted)	29,777
62100.5 Payroll Deductions (deleted)	2,600
<b>Total 62100.01 Employer Payroll Taxes</b>	<b>38,890</b>
62100.02 Employer Paid Benefits	
62100.3 Health Care Stipend (deleted)	46,220
<b>Total 62100.02 Employer Paid Benefits</b>	<b>46,220</b>
62100.03 Extensis Payroll Fees	1
62100.4 Unemployment Insurance (deleted)	556
62100.6 NY Disability Insurance (deleted)	305
62101 Salaries & Wages	343,007
<b>Total 62100 Direct Hire Payroll</b>	<b>428,980</b>
62150 Organizational Contract Services	15,245
62152 Program-Specific Contracted Services	69,117

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	TOTAL
62180.1 SubAwards	93,620
<b>Total Labor</b>	<b>653,637</b>
<b>Total Expenses</b>	<b>\$896,698</b>
NET OPERATING INCOME	<b>\$65,096</b>
Other Income	
70000 Money Market Interest	1,006
70001 Credit Card Rewards	1,975
<b>Total Other Income</b>	<b>\$2,981</b>
NET OTHER INCOME	<b>\$2,981</b>
NET INCOME	<b>\$68,077</b>