

ARM REVENUE

Fiscal Year is July 1-June 30

	ACTUAL FY 20-21 Not Final	BUDGET FY20-21	BUDGET FY 21-22
	<u>\$</u>	<u>\$</u>	<u>\$</u>
Brewer Cultivation	1,887	1,463	1,887
Cultivation	1887	1463	1887
Brewer Acquisition	195	108	232
Acquisition	195	108	232
DIRECT MAIL	2082	1571	2119
PHONE/LAPSED DONORS	61	15	61
Digital/Web	644	255	750
Local Fundraising/UWay	561	493	561
Matching Gift	59	30	59
Corporate Contributions	55	47	48
Special Events	24	155	150
Churches	48	33	48
INTERNALLY MANAGED	1390	1013	1616
Non-Government Grants	278	230	275
Government Grants	391	50	110
Bequests	247	250	240
TOTAL GRANTS & BEQUESTS	915	530	625
GRAND TOTAL	4448	3129	4421

ARM ORDINARY EXPENSES

Admin/Finance	521	481	519
Development	1016	973	1210
Facilities	165	211	163
Food Service	182	242	250
Programs	479	526	479
TOTAL ORDINARY EXPENSES	2362	2,434	2621
REVENUE LESS EXPENSES	2086	696	1800