



OPERATION GROUNDSWELL

INCOME STATEMENT

FOR THE YEAR ENDED SEPTEMBER 30, 2016

OPENING BALANCE	October 1, 2015	\$57,894.04
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PROGRAM REVENUE		
	Open Program Fees	\$1,051,610.24
	Custom Program Fees	\$223,162.29
	<i>Less: Financial Assistance Grants</i>	<i>- \$39,039.04</i>
	<i>Less: Discounts</i>	<i>- \$1,322.66</i>
	<i>Less: Loss on Foreign Exchange</i>	<i>- \$13,974.35</i>
	TOTAL	\$1,220,436.48

OTHER REVENUE		
	Community Contribution Administration (8%)	\$17,181.01
	Deposit-Paying Dropouts (Less: DPD Losses)	\$39,432.82
	Donations	\$350.00
	Grants	\$5,748.50
	Other	\$3,054.50
	TOTAL	\$65,766.83

TOTAL REVENUE		\$1,286,203.31
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PROGRAM COSTS		
	Open Program Costs	\$451,752.23
	Custom Program Costs	\$127,019.69
	Emergency Fund	\$20,030.40
	TOTAL	\$598,802.32

GROSS SURPLUS		\$687,400.99
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OVERHEAD EXPENSES		
	Employee Salaries	\$351,293.82
	Marketing and Communications	\$103,726.65
	Office and General Administrative	\$83,583.06
	Teambuilding and Training/Program Development	\$28,376.80
	Guatemala Hub Operations	\$26,859.72
	TOTAL	\$593,840.05

COMMUNITY CONTRIBUTION INCOME

In-Country Projects	\$190,025.26
Alumni Project Fund	\$11,769.10
Carbon Offsetting	\$22,086.81
TOTAL	\$223,881.17

COMMUNITY CONTRIBUTION EXPENSES

In-Country Projects	\$190,025.26
Alumni Project Fund	\$11,769.10
Carbon Offsetting	\$22,086.81
TOTAL	\$223,881.17

NET INCOME**\$93,560.94****CLOSING BALANCE**

September 30, 2016

\$151,454.98