

carolina clay matters, inc.
Profit & Loss Budget vs. Actual
 January through May 2022

	Jan - May 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
Event Income				
Festival Booth fees	5,654.45	5,380.00	274.45	105.1%
On-Line Sales Event Fees	189.27	250.00	-60.73	75.7%
Total Event Income	5,843.72	5,630.00	213.72	103.8%
Investments				
Interest-Savings	0.65			
Total Investments	0.65			
Membership Dues	1,773.22	1,315.00	458.22	134.8%
Total Income	7,617.59	6,945.00	672.59	109.7%
Gross Profit	7,617.59	6,945.00	672.59	109.7%
Expense				
Advertising				
Festival				
Festival Use of Prior Yr NI	412.60			
Newspaper Ads	850.00	400.00	450.00	212.5%
Postcards Printing Mailing	2,020.78	2,000.00	20.78	101.0%
Site Signage	500.00	500.00	0.00	100.0%
Social Media Ads	263.95	1,200.00	-936.05	22.0%
Festival - Other	0.00	0.00	0.00	0.0%
Total Festival	4,047.33	4,100.00	-52.67	98.7%
On-Line Sales Event Marketing	209.26	250.00	-40.74	83.7%
Advertising - Other	0.00	0.00	0.00	0.0%
Total Advertising	4,256.59	4,350.00	-93.41	97.9%
Business Expenses				
Bank Fees	1.00	10.00	-9.00	10.0%
Insurance - Liability, D and O				
Insurance General Liability	0.00	0.00	0.00	0.0%
Insurance - Liability, D and O - Other	1,107.00	1,100.00	7.00	100.6%
Total Insurance - Liability, D and O	1,107.00	1,100.00	7.00	100.6%
Total Business Expenses	1,108.00	1,110.00	-2.00	99.8%
Contract Services				
Technology				
I-Power Domain	0.00	0.00	0.00	0.0%
I-Power Hosting	17.99	180.00	-162.01	10.0%
Sharepoint Hosting	50.00	50.00	0.00	100.0%
Software Upgrades	60.41	190.00	-129.59	31.8%
Wix website	215.88	250.00	-34.12	86.4%
zoom	74.95	75.00	-0.05	99.9%
Total Technology	419.23	745.00	-325.77	56.3%
Total Contract Services	419.23	745.00	-325.77	56.3%
Facilities and Equipment				
Rent, Parking, Utilities	700.00	0.00	700.00	100.0%
Sanitary & other Equipment	718.17	650.00	68.17	110.5%
Total Facilities and Equipment	1,418.17	650.00	768.17	218.2%
Operations				
Books, Subscriptions, Reference	0.00	10.00	-10.00	0.0%
DVD Library	0.00	100.00	-100.00	0.0%
Festival Supplies				
Booth and Site Preparation	60.83	150.00	-89.17	40.6%
Festival Gift and Certificates	104.00	250.00	-146.00	41.6%
Festival Supplies - Other	20.40	150.00	-129.60	13.6%
Total Festival Supplies	185.23	550.00	-364.77	33.7%
Holiday Party				
Membership Raffle Gifts	1,003.10	1,000.00	3.10	100.3%
Holiday Party - Other	591.80	500.00	91.80	118.4%
Total Holiday Party	1,594.90	1,500.00	94.90	106.3%
Member Services	0.00	50.00	-50.00	0.0%
Past President Gift	0.00	0.00	0.00	0.0%
Program Expense				
On-Line Programming				
Slide Shows & Workshops	350.00	800.00	-450.00	43.8%
Total On-Line Programming	350.00	800.00	-450.00	43.8%

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Cash Basis

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Program Food	0.00	200.00	-200.00	0.0%
Program Supplies	112.35	50.00	62.35	224.7%
Travel Artists and Other	0.00	0.00	0.00	0.0%
Winter Workshop Artist	0.00	0.00	0.00	0.0%
Winter Workshop Supplies	0.00	0.00	0.00	0.0%
Total Program Expense	462.35	1,050.00	-587.65	44.0%
Student Art Show	100.00	300.00	-200.00	33.3%
Summer Picnic	0.00	0.00	0.00	0.0%
Total Operations	2,342.48	3,560.00	-1,217.52	65.8%
Total Expense	9,544.47	10,415.00	-870.53	91.6%
Net Ordinary Income	-1,926.88	-3,470.00	1,543.12	55.5%
Net Income	-1,926.88	-3,470.00	1,543.12	55.5%