

The logo for the City of Denver Signal is centered on the page. It features a stylized 'S' icon composed of various geometric shapes (circles, squares, diamonds) to the left of the word 'signal' in a lowercase, bold, sans-serif font. Above this, the word 'open' is written in a similar lowercase, bold, sans-serif font, preceded by a smaller version of the 'S' icon.

# open signal

FY 25-26 OPERATING AND CAPITAL BUDGET


PRESENTATION

# Capital Overview

- Open Signal's capital spending this year is focused on protecting our assets for the long term.
- We have fully allocated our capital grant for FY 25-26.
- We are planning for upgrades to the Uninterruptible Power Supply to our server room and roof and studio improvements.
- Planned purchases include furniture new staff, investment in media education program equipment, and storage for Production Services equipment.

# Capital

- We had our roof evaluated and are budgeting \$8,000 for improvements.
- Annual studio painting is \$5,000.
- We are allocating over \$20,000 to our New Building Fund.
- We will be purchasing to maintain our equipment inventory.
- We will make the final purchases to complete our Studio Improvement project.
- We will be upgrading the server room in order to protect the assets and expand storage.
- We also will be undertaking a JAMF Migration due to licensing.

|  |   |        | \$ 1,018,763 FY 25-26 Capital Budget<br>FY 24-25 Carry Forward |  |
|---|---|--------|--|--|
| <b>Capital Budget Workbook</b><br><b>Draft Fiscal Year 25-26</b>                    |   |        | <b>\$ 1,018,763 Total Budget</b>                               |  |
| Projects  | Quarter   | Budget |  |  |
| <b>MHCRC - Land &amp; Land Improvement</b>  |   |        | \$0.00   |  |
| Totals MHCRC - Land & Land Improvement  |   |        | \$0.00   |  |
| <b>MHCRC - Building &amp; Building Improvement</b>                                  |   |        |  |  |
|   | Coded Directly to Building & Building Improvement | ALL    | \$5,000.00   |  |
|   | Roof Improvement                                  |        | \$8,000.00   |  |
|   | New Building Fund                                 |        | \$21,034.74  |  |
| Totals MHCRC - Building & Building Improvement                                      |   |        | \$34,034.74  |  |
| <b>MHCRC - Production Equipment</b>   |   |        |  |  |
|   | PS Production Equipment                           | ALL    | \$50,000.00  |  |
|   | PM Production Equipment                           |        | \$30,000.00  |  |
|   | Studio Improvements                               | Q1     | \$9,000.00   |  |
|   | CM Production Equipment                           | ALL    | \$50,000.00  |  |
|   | CM Lost/Stolen                                    | ALL    | \$3,000.00   |  |
|   | Cohort Project                                    |        | \$10,000.00  |  |
|   | JAMF Migration                                    |        | \$15,000.00  |  |
|   | Storage Expansion                                 |        | \$25,000.00  |  |
|   | UPS Upgrade/Replacement                           |        | \$15,000.00  |  |
| Totals MHCRC - Production Equipment   |   |        | \$207,000.00   |  |

# Capital

- We will be purchasing cell phones for some of our staff to use as work phones.
- Replacing old computers and computer accessories.
- We have also set aside a budget to cover any unexpected computer purchasing needs.
- We have set aside a budget for our anticipated software contract renewal costs.
- Project Ficus is ongoing and this budget includes funds for the developers working on creating that asset.

|   |  |     |                |  |  |
|---|--|-----|----------------|--|--|
| Totals MHCRC - Computer                         |  |     | \$20,000.00    |  |  |
| <b>MHCRC - Vehicles</b>                         | Coded Directly to Vehicles                     | ALL | \$0.00         |  |  |
| Totals MHCRC - Vehicles                         |  |     | \$0.00         |  |  |
| <b>MHCRC - Office Equipment &amp; Furniture</b> | Coded Directly to Office Equipment & Furniture | ALL | \$400.00       |  |  |
|   | Shed for equipment storage                     |     | \$1,149.00     |  |  |
|   | New Desk                                       |     |                |  |  |
| Totals MHCRC - Office Equipment & Furniture     |  |     | \$1,549.00     |  |  |
| <b>MHCRC - Software &amp; Other Intangibles</b> | Coded Directly to Software & Other Intangibles | ALL | \$60,000.00    |  |  |
|   | Project Ficus - Equarc                         | ALL | \$100,000.00   |  |  |
|   | Project Ficus - DJ                             | ALL | \$118,191.26   |  |  |
| Totals MHCRC - Software & Other Intangibles     |  |     | \$278,191.26   |  |  |
| <b>MHCRC - CAP Wages</b>                        |  |     |                |  |  |
|   | CAP Wages - Regular Staff                      |     | \$325,174.00   |  |  |
|   | CAP Wages - On-call Staff                      |     |                |  |  |
| Totals MHCRC - CAP Wages                        |  |     | \$325,174.00   |  |  |
| <b>MHCRC - Capital Overhead</b>                 |  |     | \$152,814.00   |  |  |
| <b>Total Budgeted:</b>                          |  |     | \$1,018,763.00 |  |  |

# Capital Budget Narrative

FY 2025 - 2026

## Overview

Open Signal's capital spending this year is focused on protecting our assets for the long term. We are also planning for upgrades to the Uninterruptible Power Supply to our server room, roof and studio improvements, and investment in media education program equipment.

## Revenue

Our capital grant allocation from the MHCRC for FY 25-26 is \$1,018,763 representing 32.9% of applicable revenue.

## Expenses

### Land and Land Improvements

Budget: \$0.00

There are no expected land improvements in this fiscal year.

### Building and Building Improvements

Budget: \$34,034.74

We had our roof evaluated and are budgeting \$8,000 for improvements. Annual studio painting is \$5,000. We are allocating \$21,034.74 toward the New Building Fund.

### Production Equipment

Budget: \$207,000.00

We will be purchasing to maintain our equipment inventory to support partner programs, partnered media, production services, cohort and studio workshops. This year we will make the final purchases to complete

our Studio Improvement project. We will be upgrading the UPS in our server room in order to protect the assets in our server room from unexpected power outages. We are proactively upgrading this as well as budgeting for a storage expansion. We also will be undertaking a JAMF Migration due to licensing.

## Computers

Budget: \$20,000.00

We will be purchasing cell phones for some of our staff to use as work phones, as well as replacing a couple of old computers and computer accessories. We have also set aside a budget to cover any unexpected computer purchasing needs.

## Vehicles

Budget: \$0.00

There are no expected vehicle purchases in this fiscal year.

## Office Equipment and Furniture

Budget: \$1,549.00

There will be some furniture purchases for new staff as well as purchases for storage for Production Services equipment.

## Software and Other Intangibles

Budget: \$278,191.26

There are no plans to add additional software in this fiscal year. We have set aside a budget for our anticipated software contract renewal costs. Project Ficus is ongoing and this budget includes funds for the developers working on creating that asset.



**Capital Budget Workbook**

\$ 1,018,763 FY 25-26 Capital Budget  
 FY 24-25 Carry Forward

| Draft Fiscal Year 25-26                            |                       | \$ 1,018,763 | Total Budget |
|--|-----------------------|--------------|--------------|
| Projects   | Budget                |              |              |
| <b>MHCRC - Land &amp; Land Improvement</b>         | \$0.00                |              |              |
| Totals MHCRC - Land & Land Improvement             | \$0.00                |              |              |
| <b>MHCRC - Building &amp; Building Improvement</b> |                       |              |              |
| Coded Directly to Building & Building Improvement  | \$5,000.00            |              |              |
| Roof Improvement                                   | \$8,000.00            |              |              |
| New Building Fund                                  | \$21,034.74           |              |              |
| Totals MHCRC - Building & Building Improvement     | \$34,034.74           |              |              |
| <b>MHCRC - Production Equipment</b>                |                       |              |              |
| PS Production Equipment                            | \$50,000.00           |              |              |
| PM Production Equipment                            | \$30,000.00           |              |              |
| Studio Improvements                                | \$9,000.00            |              |              |
| CM Production Equipment                            | \$50,000.00           |              |              |
| CM Lost/Stolen                                     | \$3,000.00            |              |              |
| Cohort Project                                     | \$10,000.00           |              |              |
| JAMF Migration                                     | \$15,000.00           |              |              |
| Storage Expansion                                  | \$25,000.00           |              |              |
| UPS Upgrade/Replacement                            | \$15,000.00           |              |              |
| Totals MHCRC - Production Equipment                | \$207,000.00          |              |              |
| <b>MHCRC - Computers</b>                           |                       |              |              |
| Coded Directly to Computers                        | \$20,000.00           |              |              |
| Totals MHCRC - Computer                            | \$20,000.00           |              |              |
| <b>MHCRC - Vehicles</b>                            |                       |              |              |
| Coded Directly to Vehicles                         | \$0.00                |              |              |
| Totals MHCRC - Vehicles                            | \$0.00                |              |              |
| <b>MHCRC - Office Equipment &amp; Furniture</b>    |                       |              |              |
| Coded Directly to Office Equipment & Furniture     |                       |              |              |
| Shed for equipment storage                         | \$400.00              |              |              |
| New Desk   | \$1,149.00            |              |              |
| Totals MHCRC - Office Equipment & Furniture        | \$1,549.00            |              |              |
| <b>MHCRC - Software &amp; Other Intangibles</b>    |                       |              |              |
| Coded Directly to Software & Other Intangibles     | \$60,000.00           |              |              |
| Project Ficus - Equarc                             | \$100,000.00          |              |              |
| Project Ficus - DJ                                 | \$118,191.26          |              |              |
| Totals MHCRC - Software & Other Intangibles        | \$278,191.26          |              |              |
| <b>MHCRC - CAP Wages</b>                           |                       |              |              |
| CAP Wages - Regular Staff                          | \$325,174.00          |              |              |
| CAP Wages - On-call Staff                          |                       |              |              |
| Totals MHCRC - CAP Wages                           | \$325,174.00          |              |              |
| <b>MHCRC - Capital Overhead</b>                    | \$152,814.00          |              |              |
| <b>Total Budgeted:</b>                             | <b>\$1,018,763.00</b> |              |              |

# Operating Overview

- Open Signal's Leadership Team proposed a balanced budget for FY 25-26 with no anticipated surplus.
- Significant cuts were necessary to achieve this net balance.
- At this time we cannot project sufficient revenues to provide for the typical 3% COLA increase, robust professional development, contractor expenses to support productions, or generous stipends for guest educators from our community.


# Expenses

- Gross operating expenses projected in the proposed budget represent a net decrease of .58% compared to the prior period.
- Our Personnel Expenses increased by \$118,721 (5.93%).
  - The increased in salary expense is due to scheduled raises based on years of service, increased hourly rates for part-time production crew, and new staff positions compared to last year.
  - We made \$60,000 worth of cuts to our Contractors Expense.
  - In FY 24-25, Open Signal provided a 3% COLA for all employees, despite the fact that the City did not increase the grant award in alignment with the CPI.
    - We are not able to project sufficient revenues to cover a COLA increase for the upcoming fiscal year.

| <b>Open Signal</b>                                     |                    |                  |
|--|--------------------|------------------|
| Operating Budget<br>Draft FY 25-26                     | Totals per Account | FY 24-25 Amended |
| <b>Expenditures</b>                                    |                    |                  |
| 7000 Grants & Direct Assistance                        |                    |                  |
| <b>Total 7000 Grants &amp; Direct Assistance</b>       | \$ -               | \$ 1,000         |
| 7200 Salaries & Related Expenses                       |                    |                  |
| <b>Total 7200 Salaries &amp; Related Expenses</b>      | \$ 2,120,373.97    | \$ 2,001,653     |
| 7500 Contract Service Expenses                         |                    |                  |
| <b>Total 7500 Contract Service Expenses</b>            | \$ 176,143.75      | \$ 236,205       |
| 8100 Non-personnel Expenses                            |                    |                  |
| <b>Total 8100 Non-personnel Expenses</b>               | \$ 752,509.10      | \$ 810,567       |
| 8200 Facility Expenses                                 |                    |                  |
| <b>Total 8200 Facility Expenses</b>                    | \$ 175,362.24      | \$ 174,497       |
| 8300 Travel & Conference Expenses                      |                    |                  |
| <b>Total 8300 Travel &amp; Conference Expenses</b>     | \$ 15,528.00       | \$ 32,395        |
| 8400 Other Program Specific Expenses                   |                    |                  |
| <b>Total 8400 Other Program Specific Expenses</b>      | \$ 3,200.00        | \$ 9,250         |
| 8500 Other Expenses                                    |                    |                  |
| Total 8500 Other Expenses                              | \$ 85,763.12       | \$ 82,834        |
| <b>Total Expenditures</b>                              | \$ 3,328,880.18    | \$ 3,348,401     |
| <b>Net Operating Revenue</b>                           | \$ (230,429.90)    | \$ (124,199)     |
|  |                    |                  |
| 9000 Restricted Revenue                                |                    |                  |
| <b>Total 9000 Restricted Revenue</b>                   | \$ (187,000.00)    | \$ (155,000)     |
| 9100 Donated Goods & Services Revenue                  |                    |                  |
| <b>Total 9100 Donated Goods &amp; Services Revenue</b> | \$ -               | \$ -             |
| 9200 Investment Activity                               |                    |                  |
| <b>Total 9200 Investment Activity</b>                  | \$ 18,480.00       | \$ 24,481        |
| 9300 Other Income                                      |                    |                  |
| <b>Total 9300 Other Income</b>                         | \$ -               | \$ 500           |
| 9400 Donated Goods & Services Expense                  |                    |                  |
| <b>Total 9400 Donated Goods &amp; Services Expense</b> | \$ -               | \$ -             |
| <b>Total Other Income &amp; Expenses</b>               | \$ (168,520.00)    | \$ (130,019)     |
| Reserved for Fixed Asset Purchases                     | \$ (505,139.50)    | \$ (617,866)     |
| <b>Total Operating Balance (Deficit)</b>               | \$ (904,089.40)    | \$ (872,083.96)  |
| Depreciation & Amortization                            | \$ 717,089.40      | \$ 717,089       |
| Surplus (Deficit): w/out Asset Depreciation Expense    | \$ (187,000.00)    | \$ (154,995)     |
| Planned Deficit to spend down multi-year grant(s)      | \$ (187,000.00)    | \$ (155,000)     |
| <b>(Excess Deficit) or Surplus</b>                     | <b>\$ (0.00)</b>   | <b>\$ 5</b>      |

# Revenue

- Our proposed budget anticipates a drop in gross operating revenue of 3.09% (about \$126,351) in FY 25-26 compared to FY 24-25.
- We anticipate that the City will not provide a CPI/COLA increase to our annual operating grant for the second consecutive year.
  - The cumulative impact of these deferred increases amount to a loss of approximately \$64,000 in FY 25-26 compared to the projections we made at the start of the contract in July 2023.
- With increased communications and fundraising capacity we project that direct contributions from individuals and local businesses will increase by approximately 200%.
- Foundation grant funding is projected to increase by 84%.
- Fee for service revenue is projected to be 10.5% lower than FY 24-25.

|  |                        |                        |
|---|------------------------|------------------------|
| Operating Budget<br>Draft FY 25-26  | Totals per Account     | FY 24-25 Amended       |
| <b>Revenue</b>  |                        |                        |
| 4000 Direct Contributions   |                        |                        |
| <b>Total 4000 Direct Contributions</b>  | \$ 79,610.00           | \$ 26,383              |
| 4200 Non-Government Grants  |                        |                        |
| <b>Total 4200 Non-Government Grant</b>  | \$ 376,500.00          | \$ 203,832             |
| 4300 Government Grants  |                        |                        |
| 4331 Capital Local Grant Releases   | \$ 1,018,763.00        | \$ 1,128,344           |
| 4332 Operating Local Grants   | \$ 1,053,543.00        | \$ 1,053,543           |
| <b>Total 4300 Government Grants</b>   | \$ 2,072,306.00        | \$ 2,336,887           |
| 5000 Government Contracts/Fees  |                        |                        |
| <b>Total 5000 Government Contracts/Fees</b>   | \$ 450,814.28          | \$ 360,000             |
| 5100 Program Sales & Fees   |                        |                        |
| <b>Total 5100 Program Sales &amp; Fees</b>  | \$ 113,500.00          | \$ 251,000             |
| 5400 Revenue From Sales   |                        |                        |
| <b>Total 5400 Revenue From Sales</b>  | \$ 6,820.00            | \$ 49,500              |
| 5800 Special Events   |                        |                        |
| <b>Total 5800 Special Events</b>  | \$ 1,900.00            | \$ 550                 |
| 5890 Special Events - Direct Costs  |                        |                        |
| <b>Total 5890 Special Events - Direct Costs</b>                                     | \$ (3,000.00)          | \$ (3,950.00)          |
| <b>NET FOR SPECIAL EVENTS</b>   | \$ (1,100.00)          | \$ (3,400)             |
| 5999 Misc. Revenue  |                        |                        |
| <b>Total 5999 Misc Revenue</b>  | \$ -                   | \$ -                   |
| <b>Total Revenue</b>  | <b>\$ 3,098,450.28</b> | <b>\$ 3,224,202.00</b> |

# Operating Budget Narrative

FY 2025 - 2026

## Overview

The Leadership Team proposes a balanced budget for FY 25-26 with no anticipated surplus. Significant cuts were necessary to achieve this net balance. At this time we cannot project sufficient revenues to provide for the typical 3% COLA increase, robust professional development, contractor expenses to support productions, or generous stipends for guest educators from our community.

## Revenue

Our proposed budget anticipates a drop in gross operating revenue of 4.05% (about \$126,351) in FY 25-26 compared to FY 24-25.

This is largely due to projections related to revenues received from the City of Portland. In FY25 we anticipated over \$300k in one-time revenue from technical services related to the City Charter reform. We are now in the process of negotiating a new “gavel to gavel” agreement with the City of Portland for the increased service effort accompanying the 12 member council structure. We have used a conservative revenue projection for this agreement in our draft budget \$276,414.28. If City Council maintains the highest frequency of planned meetings this revenue may go as high as \$353,000. We will amend our revenue projections after the first quarter of FY25-26.

We anticipate that the City of Portland’s budget process will allocate approximately \$1,053,540 (33.1% of applicable revenue) to Open Signal for the third of our five year grant agreement. This is the same amount as

FY 24 and FY 25. Due to budget shortfalls, we anticipate that the City will not provide a CPI/COLA increase to our annual operating grant for the second consecutive year. The cumulative impact of these deferred increases amount to a loss of approximately \$64,000 in FY 25-26 compared to the projections we made at the start of the contract in July 2023.

With increased communications and fundraising capacity we project that direct contributions from individuals and local businesses will increase by approximately 200% in FY 25-26, generating 2.5% of applicable revenue, foundation grant funding is projected to increase by 84%, due to new multi-year grants received in FY25, and the renewal of multi-year grants with cycles ending in FY26, generating over 11.8% of applicable revenue. Production services revenue is projected to be 10.5% lower than FY 24-25, generating 17.6% of applicable revenue.

## Operating Expenses

Gross operating expenses projected in the proposed budget represent a net decrease of .58% compared to the prior period. Reaching this net decrease was the result of difficult tradeoffs consisting of increases and decreases in different accounts/lines.

Our Personnel Expenses increased by \$118,721.05, but we made \$60,000 worth of cuts to our Contractors Expense (less money for guest speakers/teachers from our community, and HR, legal, production, marketing, and ADA contractors). In FY 24-25, Open Signal provided a 3% COLA for all employees, despite the fact that the City did not increase the grant award in alignment with the CPI. We are not able to project sufficient revenues to cover this difference for the upcoming fiscal year. The increases in salary expense come from raises based on

years of service, increased hourly rates for part-time production crew, and new staff positions compared to last year.

We also had to cut over \$30,000 of professional development expenses, including both individual training stipends and the annual Alliance for Community Media conference staff. We reduced planned spending on supplies and food and refreshments, while increasing the budget for repairs and maintenance of our new vehicles.

We hope to be able to reverse some of these cuts after the first quarter of the coming fiscal year when we amend/adjust our budget with final agreement on the revenues related to expanded City council production services. If and when increased revenues are secured, our priority will be to reinstate the COLA, followed by funding the Board reserve, contractors, and professional development, in that order.

# Open Signal Compensation Structure

## Information:

- When you get promoted to a different level your tiers reset.
- We will plan to have a 3% COLA raise annually on top of any tier changes. This is the average given by nonprofits. The COLA is contingent upon sufficient projected revenues annually.
- Raises happen at your anniversary date.

### Fiscal Year 23-24

|            | Tier 1<br>1-2 YRS | Tier 2<br>3+YRS; 3-5 YRS | Tier 3<br>6+ YRS; 6-11 YRS | Tier 4<br>12+YRS |
|------------|-------------------|--------------------------|----------------------------|------------------|
| Core       | \$56,000.00       | \$58,000.00              | \$60,000.00                | \$62,000.00      |
| Conductive | \$61,000.00       | \$63,000.00              | \$65,000.00                | \$67,000.00      |
| Complex    | --                | \$80,250.00              | \$82,250.00                | \$84,250.00      |

### Fiscal Year 24-25

|            | Tier 1<br>1-2 YRS | Tier 2<br>3+YRS; 3-5 YRS | Tier 3<br>6+ YRS; 6-11 YRS | Tier 4<br>12+YRS |
|------------|-------------------|--------------------------|----------------------------|------------------|
| Core       | \$57,680.00       | \$59,740.00              | \$61,800.00                | \$63,860.00      |
| Conductive | \$62,830.00       | \$64,890.00              | \$66,950.00                | \$69,010.00      |
| Complex    | --                | \$82,657.50              | \$84,717.50                | \$86,777.50      |

### Fiscal Year 25-26

|            | Tier 1<br>1-2 YRS | Tier 2<br>3+YRS; 3-5 YRS | Tier 3<br>6+ YRS; 6-11 YRS | Tier 4<br>12+YRS |
|------------|-------------------|--------------------------|----------------------------|------------------|
| Core       | \$59,410.40       | \$61,532.20              | \$63,654.00                | \$65,775.80      |
| Conductive | \$64,714.90       | \$66,836.70              | \$68,958.50                | \$71,080.30      |
| Complex    | --                | \$85,137.23              | \$87,259.03                | \$89,380.83      |



Operating Budget

|   | Final FY 25-26         | FY 25-26               | FY 24-25               | Difference \$          | Rate Comparison |
|---|------------------------|------------------------|------------------------|------------------------|-----------------|
| <b>Revenue</b>                                    |                        |                        |                        |                        |                 |
| 4000 Direct Contributions                         |                        |                        |                        |                        |                 |
| 4010 Individual Contributions                     | \$ 30,810.00           | \$ 30,810.00           | \$ 21,583              | \$ 9,227.00            | 142.75%         |
| 4030 Corporate Contributions                      | \$ 17,000.00           | \$ 17,000.00           | \$ 3,000               | \$ 14,000.00           | 566.67%         |
| 4040 Federated Campaigns                          | \$ -                   | \$ -                   | \$ -                   | \$ -                   |                 |
| 4050 Affiliates Contributions                     | \$ -                   | \$ -                   | \$ -                   | \$ -                   |                 |
| 4060 Nonprofit & Foundation Contributions         | \$ 31,800.00           | \$ 31,800.00           | \$ 1,800               | \$ 30,000.00           | 1766.67%        |
| 4070 Legacies and Bequests                        | \$ -                   | \$ -                   | \$ -                   | \$ -                   |                 |
| <b>Total 4000 Direct Contributions</b>            | <b>\$ 79,610.00</b>    | <b>\$ 79,610.00</b>    | <b>\$ 26,383</b>       | <b>\$ 53,227.00</b>    | <b>301.75%</b>  |
| 4200 Non-Government Grants                        |                        |                        |                        |                        |                 |
| 4210 Grants without Restrictions                  | \$ 188,500.00          | \$ 188,500.00          | \$ 203,832             | \$ (15,332.00)         | 92.48%          |
| 4220 Grants with Restrictions                     | \$ 188,000.00          | \$ 188,000.00          | \$ -                   | \$ 188,000.00          |                 |
| <b>Total 4200 Non-Government Grant</b>            | <b>\$ 376,500.00</b>   | <b>\$ 376,500.00</b>   | <b>\$ 203,832</b>      | <b>\$ 172,668.00</b>   | <b>184.71%</b>  |
| 4300 Government Grants                            |                        |                        |                        |                        |                 |
| 4310 Federal Grants                               | \$ -                   | \$ -                   | \$ 155,000             | \$ (155,000.00)        | 0.00%           |
| 4320 State Grants                                 | \$ -                   | \$ -                   | \$ -                   | \$ -                   |                 |
| 4331 Capital Local Grant Releases                 | \$ 1,018,763.00        | \$ 1,018,763.00        | \$ 1,128,344           | \$ (109,581.00)        | 90.29%          |
| 4332 Operating Local Grants                       | \$ 1,053,543.00        | \$ 1,053,543.00        | \$ 1,053,543           | \$ -                   | 100.00%         |
| <b>Total 4300 Government Grants</b>               | <b>\$ 2,072,306.00</b> | <b>\$ 2,072,306.00</b> | <b>\$ 2,336,887</b>    | <b>\$ (264,581.00)</b> | <b>88.68%</b>   |
| 5000 Government Contracts/Fees                    |                        |                        |                        |                        |                 |
| 5010 Federal Contracts/Fees                       | \$ -                   | \$ -                   | \$ -                   | \$ -                   |                 |
| 5020 State Contracts/Fees                         | \$ -                   | \$ -                   | \$ -                   | \$ -                   |                 |
| 5030 Local Government Contracts/Fees              | \$ 450,814.28          | \$ 450,814.28          | \$ 360,000             | \$ 90,814.28           | 125.23%         |
| <b>Total 5000 Government Contracts/Fees</b>       | <b>\$ 450,814.28</b>   | <b>\$ 450,814.28</b>   | <b>\$ 360,000</b>      | <b>\$ 90,814.28</b>    | <b>125.23%</b>  |
| 5100 Program Sales & Fees                         |                        |                        |                        |                        |                 |
| 5110 Program Service Fees                         | \$ 3,500.00            | \$ 3,500.00            | \$ -                   | \$ 3,500.00            |                 |
| 5120 Membership Fees                              | \$ -                   | \$ -                   | \$ -                   | \$ -                   |                 |
| 5130 Sponsorships                                 | \$ -                   | \$ -                   | \$ -                   | \$ -                   |                 |
| 5140 Production Services                          | \$ 107,000.00          | \$ 107,000.00          | \$ 250,000             | \$ (143,000.00)        | 42.80%          |
| 5150 Studio Rentals                               | \$ 3,000.00            | \$ 3,000.00            | \$ 1,000               | \$ 2,000.00            | 300.00%         |
| <b>Total 5100 Program Sales &amp; Fees</b>        | <b>\$ 113,500.00</b>   | <b>\$ 113,500.00</b>   | <b>\$ 251,000</b>      | <b>\$ (137,500.00)</b> | <b>45.22%</b>   |
| 5400 Revenue From Sales                           |                        |                        |                        |                        |                 |
| 5410 Non-inventory Sales                          | \$ 6,500.00            | \$ 6,500.00            | \$ 7,800               | \$ (1,300.00)          | 83.33%          |
| 5420 Inventory Sales                              | \$ 2,020.00            | \$ 2,020.00            | \$ 200                 | \$ 1,820.00            | 1010.00%        |
| 5430 Cost of Goods Sold                           | \$ (1,700.00)          | \$ (1,700.00)          | \$ (1,000)             | \$ (700.00)            | 170.00%         |
| 5440 Asset Sales                                  | \$ -                   | \$ -                   | \$ 42,500              | \$ (42,500.00)         | 0.00%           |
| <b>Total 5400 Revenue From Sales</b>              | <b>\$ 6,820.00</b>     | <b>\$ 6,820.00</b>     | <b>\$ 49,500</b>       | <b>\$ (41,380.00)</b>  | <b>13.78%</b>   |
| 5800 Special Events                               |                        |                        |                        |                        |                 |
| 5810 Non-Gift Revenue                             | \$ 200.00              | \$ 200.00              | \$ 300                 | \$ (100.00)            | 66.67%          |
| 5820 Gift Revenue                                 | \$ 1,700.00            | \$ 1,700.00            | \$ 250                 | \$ 1,450.00            | 680.00%         |
| 5830 In-Kind Donations                            | \$ -                   | \$ -                   | \$ -                   | \$ -                   |                 |
| 5840 In-Kind Expenses                             | \$ -                   | \$ -                   | \$ -                   | \$ -                   |                 |
| 5850 Silent Auction Sales                         | \$ -                   | \$ -                   | \$ -                   | \$ -                   |                 |
| <b>Total 5800 Special Events</b>                  | <b>\$ 1,900.00</b>     | <b>\$ 1,900.00</b>     | <b>\$ 550</b>          | <b>\$ 1,350.00</b>     | <b>345.45%</b>  |
| 5890 Special Events - Direct Costs                |                        |                        |                        |                        |                 |
| 5891 Facilities                                   | \$ -                   | \$ -                   | \$ (600)               | \$ 600.00              | 0.00%           |
| 5892 Food/Beverage                                | \$ (1,500.00)          | \$ (1,500.00)          | \$ (1,900)             | \$ 400.00              | 78.95%          |
| 5893 Entertainment                                | \$ -                   | \$ -                   | \$ (1,450)             | \$ 1,450.00            | 0.00%           |
| 5894 Other  | \$ (1,500.00)          | \$ (1,500.00)          | \$ -                   | \$ (1,500.00)          |                 |
| <b>Total 5890 Special Events - Direct Costs</b>   | <b>\$ (3,000.00)</b>   | <b>\$ (3,000.00)</b>   | <b>\$ (3,950.00)</b>   | <b>\$ 950.00</b>       | <b>75.95%</b>   |
| <b>NET FOR SPECIAL EVENTS</b>                     | <b>\$ (1,100.00)</b>   | <b>\$ (1,100.00)</b>   | <b>\$ (3,400)</b>      | <b>\$ 400.00</b>       | <b>32.35%</b>   |
| 5999 Misc. Revenue                                |                        |                        |                        |                        |                 |
| 5999 Misc Revenue                                 | \$ -                   | \$ -                   | \$ -                   | \$ -                   |                 |
| <b>Total 5999 Misc Revenue</b>                    | <b>\$ -</b>            | <b>\$ -</b>            | <b>\$ -</b>            | <b>\$ -</b>            |                 |
| <b>Total Revenue</b>                              | <b>\$ 3,098,450.28</b> | <b>\$ 3,098,450.28</b> | <b>\$ 3,224,202.00</b> | <b>\$ (126,351.72)</b> | <b>96.10%</b>   |
| <b>Expenditures</b>                               |                        |                        |                        |                        |                 |
| 7000 Grants & Direct Assistance                   |                        |                        |                        |                        |                 |
| 7010 Grants to Individuals                        | \$ -                   | \$ -                   | \$ 1,000               | \$ (1,000.00)          | 0.00%           |
| 7020 Grants to Domestic Organizations             | \$ -                   | \$ -                   | \$ -                   | \$ -                   |                 |
| 7030 Grants to Foreign Organizations              | \$ -                   | \$ -                   | \$ -                   | \$ -                   |                 |
| <b>Total 7000 Grants &amp; Direct Assistance</b>  | <b>\$ -</b>            | <b>\$ -</b>            | <b>\$ 1,000</b>        | <b>\$ (1,000.00)</b>   | <b>0.00%</b>    |
| 7200 Salaries & Related Expenses                  |                        |                        |                        |                        |                 |
| 7210 Salaries & Wages                             | \$ 1,371,445.00        | \$ 1,371,445.00        | \$ 1,347,939           | \$ 23,506.16           | 101.74%         |
| 7215 Salaries & Wages - On Call                   | \$ 198,278.71          | \$ 198,278.71          | \$ 150,840             | \$ 47,438.71           | 131.45%         |
| 7220 401k/403b Contributions                      | \$ 56,357.80           | \$ 56,357.80           | \$ 57,071              | \$ (713.40)            | 98.75%          |
| 7230 Employee Benefits                            | \$ 259,487.83          | \$ 259,487.83          | \$ 235,987             | \$ 23,500.45           | 109.96%         |
| 7240 Payroll Taxes                                | \$ 177,249.40          | \$ 177,249.40          | \$ 155,116             | \$ 22,133.90           | 114.27%         |
| 7250 Payroll Service Fees                         | \$ 45,120.00           | \$ 45,120.00           | \$ 45,000              | \$ 120.00              | 100.27%         |
| 7260 Paid Time Off                                | \$ -                   | \$ -                   | \$ -                   | \$ -                   |                 |
| 7290 Workers Comp                                 | \$ 9,700.00            | \$ 9,700.00            | \$ 9,700               | \$ -                   | 100.00%         |
| <b>Total 7200 Salaries &amp; Related Expenses</b> | <b>\$ 2,117,638.75</b> | <b>\$ 2,117,638.75</b> | <b>\$ 2,001,653</b>    | <b>\$ 115,985.83</b>   | <b>105.79%</b>  |
| 7500 Contract Service Expenses                    |                        |                        |                        |                        |                 |
| 7510 Contractors - General                        | \$ 77,997.97           | \$ 77,997.97           | \$ 95,108              | \$ (17,110.03)         | 82.01%          |
| 7515 Production & Crew                            | \$ 1,600.00            | \$ 1,600.00            | \$ 16,995              | \$ (15,395.00)         | 9.41%           |
| 7520 Accounting                                   | \$ 75,040.00           | \$ 75,040.00           | \$ 74,290              | \$ 750.00              | 101.01%         |
| 7530 Attorney & Legal                             | \$ 6,000.00            | \$ 6,000.00            | \$ 16,240              | \$ (10,239.96)         | 36.95%          |
| 7540 IT Consultant                                | \$ -                   | \$ -                   | \$ -                   | \$ -                   |                 |
| 7550 Marketing Consultant                         | \$ 5,250.00            | \$ 5,250.00            | \$ 11,525              | \$ (6,275.00)          | 45.55%          |
| 7560 ADA Services                                 | \$ 7,600.00            | \$ 7,600.00            | \$ 11,447              | \$ (3,846.78)          | 66.39%          |
| 7570 HR Services                                  | \$ 5,000.00            | \$ 5,000.00            | \$ 10,600              | \$ (5,600.00)          | 47.17%          |
| <b>Total 7500 Contract Service Expenses</b>       | <b>\$ 178,487.97</b>   | <b>\$ 178,487.97</b>   | <b>\$ 236,205</b>      | <b>\$ (57,716.77)</b>  | <b>75.56%</b>   |
| 8100 Non-personnel Expenses                       |                        |                        |                        |                        |                 |
| 8110 Supplies                                     | \$ 8,840.00            | \$ 8,840.00            | \$ 17,655              | \$ (8,815.30)          | 50.07%          |
| 8115 Food & Refreshments                          | \$ 23,056.00           | \$ 23,056.00           | \$ 26,425              | \$ (3,369.00)          | 87.25%          |
| 8120 Telephone & Internet                         | \$ 64,803.96           | \$ 64,803.96           | \$ 48,914              | \$ 15,890.38           | 132.49%         |
| 8130 Postage & Shipping                           | \$ 1,185.00            | \$ 1,185.00            | \$ 884                 | \$ 301.00              | 134.05%         |
| 8140 Equipment Rental                             | \$ 1,000.00            | \$ 1,000.00            | \$ 500                 | \$ 500.00              | 200.00%         |
| 8150 Software & Hardware < \$1,000                | \$ 20,843.50           | \$ 20,843.50           | \$ 54,830              | \$ (33,986.50)         | 38.01%          |
| 8155 Small Tools < 1,000                          | \$ 14,792.00           | \$ 14,792.00           | \$ 40,000              | \$ (25,208.00)         | 36.98%          |



Operating Budget

| Final FY 25-26   | FY 25-26               | FY 24-25               | Difference \$          | Rate Comparison |
|--|------------------------|------------------------|------------------------|-----------------|
| 8160 Printing & Copying                                | \$ 3,955.00            | \$ 1,800               | \$ 2,155.00            | 219.72%         |
| 8170 Subscriptions                                     | \$ 259.00              | \$ 3,280               | \$ (3,021.00)          | 7.90%           |
| 8180 Equipment Repairs & Maintenance                   | \$ 2,495.00            | \$ 5,000               | \$ (2,505.00)          | 49.90%          |
| 8190 Depreciation & Amortization                       | \$ 611,279.64          | \$ 611,280             | \$ 0.03                | 100.00%         |
| <b>Total 8100 Non-personnel Expenses</b>               | <b>\$ 752,509.10</b>   | <b>\$ 810,567</b>      | <b>\$ (58,058.39)</b>  | <b>92.84%</b>   |
| 8200 Facility Expenses                                 |                        |                        |                        |                 |
| 8210 Office & Storage Rent                             | \$ -                   | \$ -                   | \$ -                   | -%              |
| 8220 Utilities   | \$ 51,815.68           | \$ 48,225              | \$ 3,590.48            | 107.45%         |
| 8230 Facility Repairs & Maintenance                    | \$ 17,736.80           | \$ 20,462              | \$ (2,725.00)          | 86.68%          |
| 8290 Depreciation & Amortization                       | \$ 105,809.76          | \$ 105,810             | \$ (0.05)              | 100.00%         |
| <b>Total 8200 Facility Expenses</b>                    | <b>\$ 175,362.24</b>   | <b>\$ 174,497</b>      | <b>\$ 865.43</b>       | <b>100.50%</b>  |
| 8300 Travel & Conference Expenses                      |                        |                        |                        |                 |
| 8310 Transportation                                    | \$ 100.00              | \$ 600                 | \$ (500.00)            | 16.67%          |
| 8320 Airfare   | \$ 1,100.00            | \$ 4,100               | \$ (3,000.00)          | 26.83%          |
| 8330 Meals   | \$ 368.00              | \$ 4,755               | \$ (4,387.00)          | 7.74%           |
| 8340 Hotels & Lodging                                  | \$ 900.00              | \$ 9,600               | \$ (8,700.00)          | 9.38%           |
| 8350 Conference Registration Fees                      | \$ -                   | \$ 2,200               | \$ (2,200.00)          | 0.00%           |
| 8360 Vehicles (Gas & Repairs)                          | \$ 9,820.00            | \$ 7,800               | \$ 2,020.00            | 125.90%         |
| 8370 Parking & Mileage                                 | \$ 3,240.00            | \$ 3,340               | \$ (100.00)            | 97.01%          |
| <b>Total 8300 Travel &amp; Conference Expenses</b>     | <b>\$ 15,528.00</b>    | <b>\$ 32,395</b>       | <b>\$ (16,867.00)</b>  | <b>47.93%</b>   |
| 8400 Other Program Specific Expenses                   |                        |                        |                        |                 |
| 8410 Disability Accommodations/Accessibility           | \$ 500.00              | \$ 2,000               | \$ (1,500.00)          | 25.00%          |
| 8420 Marketing   | \$ 2,700.00            | \$ 7,250               | \$ (4,550.00)          | 37.24%          |
| <b>Total 8400 Other Program Specific Expenses</b>      | <b>\$ 3,200.00</b>     | <b>\$ 9,250</b>        | <b>\$ (6,050.00)</b>   | <b>34.59%</b>   |
| 8500 Other Expenses                                    |                        |                        |                        |                 |
| 8510 Interest Expense                                  | \$ -                   | \$ -                   | \$ -                   |                 |
| 8520 Insurance - Non-employee Related                  | \$ 66,724.12           | \$ 45,336              | \$ 21,388.12           | 147.18%         |
| 8530 Membership Dues - Organization                    | \$ 1,774.00            | \$ 2,549               | \$ (775.00)            | 69.60%          |
| 8540 Staff & Volunteer Training                        | \$ 4,500.00            | \$ 19,000              | \$ (14,500.00)         | 23.68%          |
| 8550 Bank Fees   | \$ 2,160.00            | \$ 2,160               | \$ -                   | 100.00%         |
| 8560 Merchant Fees                                     | \$ 4,200.00            | \$ 6,000               | \$ (1,800.00)          | 70.00%          |
| 8570 Recruitment                                       | \$ -                   | \$ 500                 | \$ (500.00)            | 0.00%           |
| 8580 Business Taxes & Licensing Fees                   | \$ 2,127.00            | \$ 4,613               | \$ (2,486.00)          | 46.11%          |
| 8590 Other Expenses                                    | \$ 1,000.00            | \$ -                   | \$ 1,000.00            |                 |
| 8595 Staff Appreciation                                | \$ 3,278.00            | \$ 2,676               | \$ 602.00              | 103.54%         |
| <b>Total 8500 Other Expenses</b>                       | <b>\$ 85,763.12</b>    | <b>\$ 82,834</b>       | <b>\$ 2,929.12</b>     |                 |
| <b>Total Expenditures</b>                              | <b>\$ 3,328,489.18</b> | <b>\$ 3,348,401</b>    | <b>\$ (19,911.78)</b>  | <b>99.41%</b>   |
| <b>Net Operating Revenue</b>                           | <b>\$ (230,038.90)</b> | <b>\$ (124,199)</b>    | <b>\$ (106,439.94)</b> | <b>185.22%</b>  |
| 9000 Restricted Revenue                                |                        |                        |                        |                 |
| 9010 Restricted Contributions                          | \$ -                   | \$ -                   | \$ -                   |                 |
| 9020 Restricted Grants                                 | \$ -                   | \$ -                   | \$ -                   |                 |
| 9030 Release from Restrictions                         | \$ (187,000.00)        | \$ (155,000)           | \$ (32,000.00)         | 120.65%         |
| <b>Total 9000 Restricted Revenue</b>                   | <b>\$ (187,000.00)</b> | <b>\$ (155,000)</b>    | <b>\$ (32,000.00)</b>  | <b>120.65%</b>  |
| 9100 Donated Goods & Services Revenue                  |                        |                        |                        |                 |
| 9110 In-Kind Professional Services                     | \$ -                   | \$ -                   | \$ -                   |                 |
| 9120 In-Kind Use of Facilities                         | \$ -                   | \$ -                   | \$ -                   |                 |
| 9130 In-Kind Goods                                     | \$ -                   | \$ -                   | \$ -                   |                 |
| <b>Total 9100 Donated Goods &amp; Services Revenue</b> | <b>\$ -</b>            | <b>\$ -</b>            | <b>\$ -</b>            |                 |
| 9200 Investment Activity                               |                        |                        |                        |                 |
| 9210 Interest  | \$ 18,480.00           | \$ 24,000              | \$ (5,520.00)          | 77.00%          |
| 9220 Dividends   | \$ -                   | \$ 481                 | \$ (481.00)            | 0.00%           |
| 9230 Unrealized Gain(Loss)                             | \$ -                   | \$ -                   | \$ -                   |                 |
| 9240 Realized Gain(Loss)                               | \$ -                   | \$ -                   | \$ -                   |                 |
| 9250 Investment Fees                                   | \$ -                   | \$ -                   | \$ -                   |                 |
| <b>Total 9200 Investment Activity</b>                  | <b>\$ 18,480.00</b>    | <b>\$ 24,481</b>       | <b>\$ (6,001.00)</b>   | <b>75.49%</b>   |
| 9300 Other Income                                      |                        |                        |                        |                 |
| 9310 Other Miscellaneous Income                        | \$ -                   | \$ 500                 | \$ (500.00)            | 0.00%           |
| 9320 Gain/Loss on Sale of Fixed Assets                 | \$ -                   | \$ -                   | \$ -                   |                 |
| <b>Total 9300 Other Income</b>                         | <b>\$ -</b>            | <b>\$ 500</b>          | <b>\$ (500.00)</b>     | <b>0.00%</b>    |
| 9400 Donated Goods & Services Expense                  |                        |                        |                        |                 |
| 9410 In-Kind Professional Services - Expense           | \$ -                   | \$ -                   | \$ -                   |                 |
| 9420 In-Kind Use of Facilities - Expense               | \$ -                   | \$ -                   | \$ -                   |                 |
| 9430 In-Kind Goods - Expense                           | \$ -                   | \$ -                   | \$ -                   |                 |
| 9440 Depreciation on Donated Goods                     | \$ -                   | \$ -                   | \$ -                   |                 |
| <b>Total 9400 Donated Goods &amp; Services Expense</b> | <b>\$ -</b>            | <b>\$ -</b>            | <b>\$ -</b>            |                 |
| <b>Total Other Income &amp; Expenses</b>               | <b>\$ (168,520.00)</b> | <b>\$ (130,019)</b>    | <b>\$ (28,961.75)</b>  | <b>129.61%</b>  |
| Reserved for Fixed Asset Purchases                     | \$ (505,530.50)        | \$ (617,866)           |                        | 81.82%          |
| <b>Total Operating Balance (Deficit)</b>               | <b>\$ (904,089.40)</b> | <b>\$ (872,083.96)</b> | <b>\$ (872,083.96)</b> | <b>103.67%</b>  |
| Depreciation & Amortization                            | \$ 717,089.40          | \$ 717,089             | \$ (904,089.40)        | 100.00%         |
| Surplus (Deficit): w/out Asset Depreciation Expen:     | \$ (187,000.00)        | \$ (154,995)           | \$ (1,911,575.05)      | 120.65%         |
| Planned Deficit to spend down multi-year grant(s)      | \$ (187,000.00)        | \$ (155,000)           |                        | 120.65%         |
| <b>(Excess Deficit) or Surplus</b>                     | <b>\$ 0.00</b>         | <b>\$ 5</b>            |                        | <b>0.05%</b>    |