

# Income Statement (Profit and Loss)

CiviCRM LLC

For the year ended December 31, 2020

Cash Basis

	2020	2020 % OF INCOME	2019	2019 % OF INCOME
<b>Income</b>				
Charitable Income	6,159	2%	14,865	3%
Earned Income	166,262	42%	123,085	27%
Event Registration	3,491	1%	35,271	8%
Event Sponsorship	1,827	0%	14,536	3%
Extended Security	17,363	4%	16,684	4%
Grants	-	-	5,000	1%
Make It Happen	11,011	3%	45,720	10%
Member Dues	15,209	4%	14,670	3%
Partner Dues	105,640	27%	131,513	29%
Platform Sponsorship	58,372	15%	43,334	10%
Spark Hosting	10,325	3%	5,673	1%
<b>Total Income</b>	<b>395,660</b>	<b>100%</b>	<b>450,350</b>	<b>100%</b>
<b>Gross Profit</b>				
	<b>395,660</b>	<b>100%</b>	<b>450,350</b>	<b>100%</b>
<b>Operating Expenses</b>				
Advertising	4,259	1%	24	0%
Bank Revaluations	(830)	0%	(59)	0%
Bank Service Charges	276	0%	734	0%
Contract Labor	38,378	10%	33,244	7%
Core Team Labor	314,911	80%	255,766	57%
Event Expense	734	0%	35,520	8%
Income Tax Expense	-	-	1,804	0%
Interest Expense	83	0%	-	-
Licensing & Infrastructure	6,792	2%	8,722	2%
Payment Processing	8,194	2%	7,605	2%
Professional Services	2,175	1%	1,975	0%
Realized Currency Gains	374	0%	552	0%
Travel	13	0%	8,005	2%
<b>Total Operating Expenses</b>	<b>375,359</b>	<b>95%</b>	<b>353,892</b>	<b>79%</b>
<b>Operating Income</b>				
	<b>20,301</b>	<b>5%</b>	<b>96,458</b>	<b>21%</b>
<b>Net Income</b>				
	<b>20,301</b>	<b>5%</b>	<b>96,458</b>	<b>21%</b>