

Note: Special Events income and what it funded

**AIDS NETWORK, INC.**  
**SCHEDULE OF REVENUE AND EXPENSES BY FUNCTION**  
 Year ended December 31, 2004

|                                  | Program Services          |                       |                    |                           |
|----------------------------------|---------------------------|-----------------------|--------------------|---------------------------|
|                                  | Education<br>and Outreach | Early<br>Intervention | Client<br>Services | Volunteer<br>Coordination |
| <b>REVENUE</b>                   |                           |                       |                    |                           |
| Wisconsin - DHFS                 | \$ 278,223                | \$ 43,603             | \$ 543,225         | \$ -                      |
| City of Madison                  | -                         | -                     | 24,700             | -                         |
| United Ways                      | 21,600                    | -                     | 10,090             | 33,731                    |
| Dane County - DHS                | 15,625                    | 84,040                | -                  | -                         |
| Other grants                     | 63,052                    | -                     | 25,934             | -                         |
| Contributions                    | 2,250                     | -                     | 8,500              | 7,500                     |
| Special events                   | 42,216                    | -                     | 32,930             | 9,243                     |
| Interest income                  | 600                       | -                     | 1,100              | 200                       |
| Patient care                     | -                         | -                     | 43,653             | -                         |
| In-kind donations                | -                         | -                     | -                  | -                         |
| Miscellaneous                    | 550                       | -                     | 1,050              | 150                       |
| <b>Total revenue</b>             | <b>424,116</b>            | <b>127,643</b>        | <b>691,182</b>     | <b>50,824</b>             |
| <b>EXPENSES</b>                  |                           |                       |                    |                           |
| Personnel                        | 232,690                   | 80,355                | 375,139            | 36,560                    |
| Program supplies                 | 37,309                    | 20,678                | 2,591              | 678                       |
| Subcontracts                     | 43,820                    | 4,120                 | 20,476             | -                         |
| Hospitality                      | 1,796                     | -                     | 1,980              | 1,373                     |
| Advertising                      | 590                       | 4,000                 | 665                | 67                        |
| Dues and subscriptions           | 47                        | -                     | 1,166              | 116                       |
| Insurance                        | 3,169                     | 329                   | 5,980              | 403                       |
| Office supplies                  | 2,481                     | 598                   | 3,318              | 339                       |
| Miscellaneous                    | (2)                       | -                     | 9                  | -                         |
| Telephone                        | 11,855                    | 1,657                 | 13,982             | 889                       |
| Equipment and repairs            | 9,401                     | 4,035                 | 18,059             | 1,565                     |
| Conferences and training         | 392                       | 825                   | 1,506              | 55                        |
| Printing and postage             | 5,056                     | 2,152                 | 8,487              | 847                       |
| Occupancy                        | 29,433                    | 7,132                 | 41,520             | 4,165                     |
| Professional fees                | 9,205                     | -                     | 5,509              | 648                       |
| Travel                           | 14,422                    | 1,762                 | 6,727              | 870                       |
| Direct client payments           | 2,931                     | -                     | 161,287            | -                         |
| In-kind services                 | -                         | -                     | -                  | -                         |
| Depreciation                     | 19,521                    | -                     | 22,781             | 2,249                     |
| <b>Total expenses</b>            | <b>424,116</b>            | <b>127,643</b>        | <b>691,182</b>     | <b>50,824</b>             |
| <b>Excess revenue (expenses)</b> | <b>\$ -</b>               | <b>\$ -</b>           | <b>\$ -</b>        | <b>\$ -</b>               |

| Supporting Activities  |                |                  |
|------------------------|----------------|------------------|
| Management and General | Fundraising    | Total            |
| \$ 84,239              | \$ -           | \$ 949,290       |
| -                      | -              | 24,700           |
| 10,102                 | -              | 75,523           |
| 13,510                 | -              | 113,175          |
| 6,896                  | -              | 95,882           |
| 17,705                 | 3,786          | 39,741           |
| 71,903                 | 225,736        | 382,028          |
| 468                    | 350            | 2,718            |
| -                      | -              | 43,653           |
| -                      | 141,740        | 141,740          |
| 195                    | -              | 1,945            |
| <u>205,018</u>         | <u>371,612</u> | <u>1,870,395</u> |
| 162,575                | 109,560        | 996,879          |
| 136                    | 33,774         | 95,166           |
| -                      | -              | 68,416           |
| 529                    | 1,555          | 7,233            |
| 1,241                  | 36,561         | 43,124           |
| 1,374                  | 454            | 3,157            |
| 1,233                  | 2,329          | 13,443           |
| 855                    | 1,588          | 9,179            |
| 529                    | (1)            | 535              |
| 4,142                  | 3,598          | 36,123           |
| 5,047                  | 4,186          | 42,293           |
| 793                    | 125            | 3,696            |
| 1,859                  | 17,446         | 35,847           |
| 12,810                 | 10,478         | 105,538          |
| 4,049                  | 1,652          | 21,063           |
| 992                    | 893            | 25,666           |
| -                      | -              | 164,218          |
| -                      | 141,740        | 141,740          |
| 6,906                  | 5,674          | 57,131           |
| <u>205,070</u>         | <u>371,612</u> | <u>1,870,447</u> |
| <u>\$ (52)</u>         | <u>\$ -</u>    | <u>\$ (52)</u>   |

225,736.00 is 59 percent (FUNDRAISING Costs of 59 percent)

