

2014 TO WRITE LOVE ON HER ARMS

REVENUE BREAKDOWN

REVENUE SOURCE:

- **DONATIONS** (INCLUDING IN-KIND): **\$444,414**
 - UNRESTRICTED: \$428,685
 - TEMPORARILY RESTRICTED FOR
INTERN PROGRAM: \$15,729
- **SPEAKING HONORARIUMS: \$139,176**
- **MISC INCOME: \$255,599**
 - EVENT SETTLEMENT: \$14,219
 - LEGAL SETTLEMENT: \$40,000
 - OTHER MISC INCOME: \$1,380
 - SONY PICTURES TWLOHA MOVIE: \$200,000
- **MERCHANDISE SALES:**
 - GROSS SALES: \$1,707,321
 - LESS COST OF GOODS: \$872,051
 - NET MERCH SALES: **\$835,270**
- **FUNDRAISING: \$106,542**
 - DONATIONS: \$111,995
 - UNRESTRICTED: \$56,521
 - TEMPORARILY RESTRICTED FOR
TREATMENT & RECOVERY: \$55,474
 - MERCHANDISE SALES: \$2,542
 - DIRECT EXPENSES FOR 5K: -\$7,995

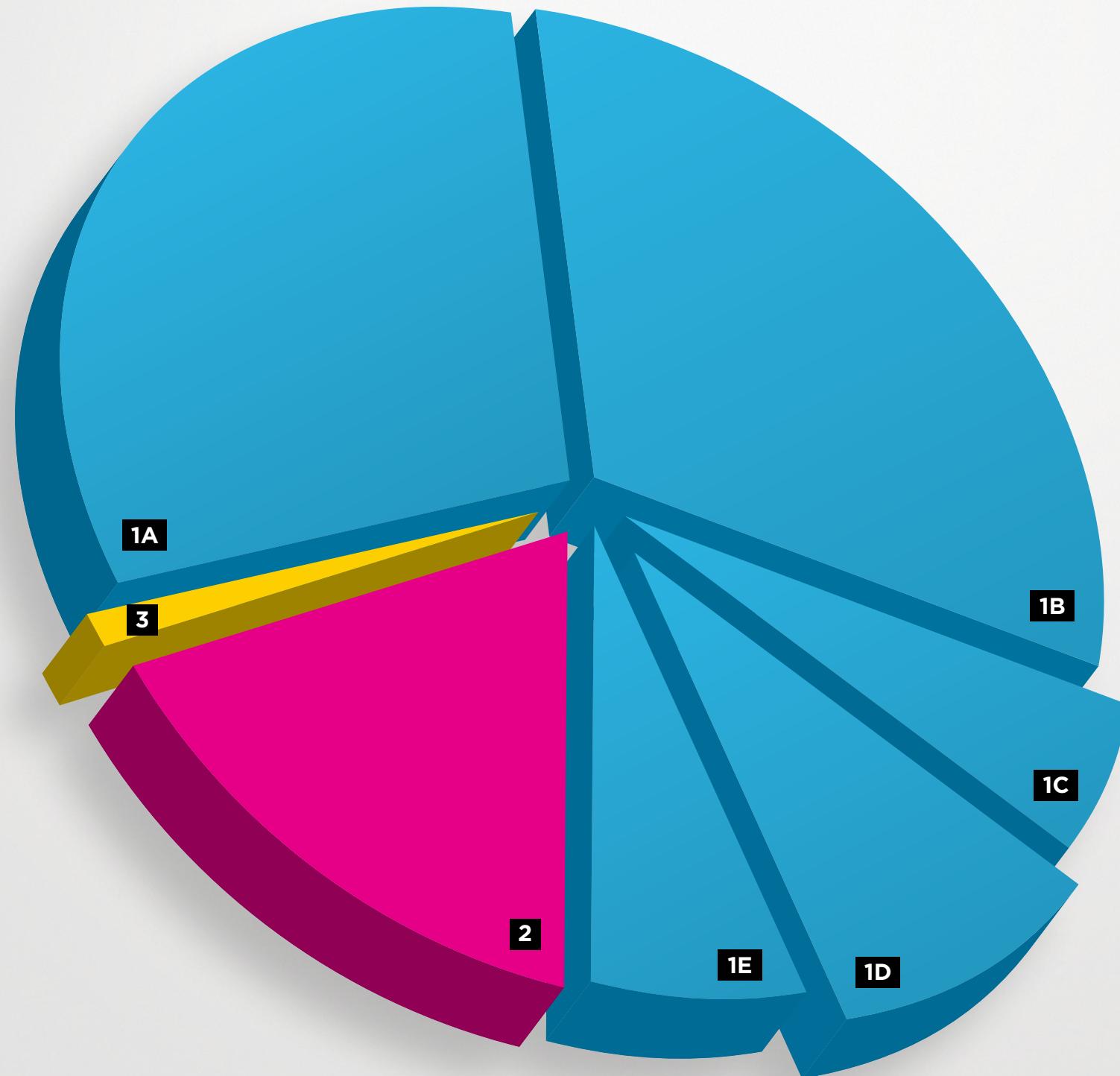
REVENUE: \$1,781,001

EXPENSES: \$1,589,010

NET INCOME: \$191,991

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EXPENSES BREAKDOWN



1 PROGRAM EXPENSES: \$1,308,727

1A AWARENESS AND EDUCATION: \$491,958

PRINT / PHOTO / DESIGN / STREET TEAM
VIDEO / DOCUMENTARY / WEBSITES / ONLINE STORE

1B EVENTS / TOURS / SPEAKING: \$463,430

BENEFITS / CONFERENCES / SPEAKING EVENTS
VANS WARPED TOUR / MUSIC FESTIVALS / OTHER

1C INTERN PROGRAM: \$90,975

1D SUPPORTER ENGAGEMENT: \$151,449

MOVE CONFERENCES:
BERKELEY, CA / GEORGETOWN, DE
THE STORYTELLERS:
134 PARTICIPATING HIGH SCHOOLS
UCHAPTERS:
96 COLLEGE & UNIVERSITY CAMPUSES

1E TREATMENT AND RECOVERY: \$110,915

GRANTS TO ORGANIZATIONS / MEMORIAL FLOWERS
SCHOLARSHIPS FOR COUNSELING & TREATMENT

2 ADMINISTRATIVE EXPENSES: \$261,997

3 FUNDRAISING EXPENSES: \$18,286

TOTAL EXPENSES: \$1,589,010