

**New Harvest Inc**  
**Profit and Loss by Class - Accrual Basis**  
**January - December 2016**

	Admin	Fundraising	Programs			Donations	TOTAL
			Communications	Conference	Research		
<b>Income</b>							
Direct Public Support							
Corporate Contributions				14,000.00			14,000.00
Individ, Business Contributions						487,858.44	487,858.44
<b>Total Direct Public Support</b>				<b>14,000.00</b>		<b>487,858.44</b>	<b>501,858.44</b>
Indirect Public Support						6,755.35	6,755.35
Investments							
Interest-Savings, Short-term CD						0.22	0.22
<b>Total Investments</b>						<b>0.22</b>	<b>0.22</b>
Other Types of Income							
Sale of Merchandise						852.24	852.24
<b>Total Other Types of Income</b>						<b>852.24</b>	<b>852.24</b>
Program Income							
Program Service Fees				35,815.67			35,815.67
<b>Total Program Income</b>				<b>35,815.67</b>			<b>35,815.67</b>
<b>Total Income</b>				<b>\$49,815.67</b>		<b>\$495,466.25</b>	<b>\$545,281.92</b>
Gross Profit				49,815.67		495,466.25	545,281.92
<b>Expenses</b>							
Business Expenses							
Business Registration Fees	1,660.77						1,660.77
<b>Total Business Expenses</b>	<b>1,660.77</b>						<b>1,660.77</b>
Contract Services							
Accounting Services	11,225.00						11,225.00
Internships	1,500.00		1,500.00	2,500.00	5,000.00		10,500.00
Legal Services	8,671.19						8,671.19
Other Contract Services				27,849.14			27,849.14
Website Work	377.08		13,862.82				14,239.90
<b>Total Contract Services</b>	<b>21,773.27</b>		<b>15,362.82</b>	<b>30,349.14</b>	<b>5,000.00</b>		<b>72,485.23</b>
Facilities and Equipment							
Equip Rental and Maintenance				17,279.43			17,279.43
Rent, Parking, Utilities	17,560.10			350.00			17,910.10
<b>Total Facilities and Equipment</b>	<b>17,560.10</b>			<b>17,629.43</b>			<b>35,189.53</b>
Operations							
Bank Fees	572.22						572.22
Paypal Fees		2,329.13					2,329.13
<b>Total Bank Fees</b>	<b>572.22</b>	<b>2,329.13</b>					<b>2,901.35</b>
Books, Subscriptions, Reference	40.96						40.96
Computer & Internet Expenses			46.48				46.48
Online Advertising & Marketing	1.99		9.00	20.00			30.99
Software	898.15	703.40	381.01	261.17			2,243.73
<b>Total Computer &amp; Internet Expenses</b>	<b>900.14</b>	<b>703.40</b>	<b>436.49</b>	<b>281.17</b>			<b>2,321.20</b>
Postage, Mailing Service	353.49	151.50			22.95		527.94
Printing and Copying	893.71	102.34	223.00	8,522.56			9,741.61
Supplies	104.48			23.37			127.85
<b>Total Operations</b>	<b>2,865.00</b>	<b>3,286.37</b>	<b>659.49</b>	<b>8,827.10</b>	<b>22.95</b>		<b>15,660.91</b>
Other Types of Expenses							
Fundraising Application Fees		100.00					100.00
Insurance - Liability, D and O	1,303.00			132.00			1,435.00
<b>Total Other Types of Expenses</b>	<b>1,303.00</b>	<b>100.00</b>		<b>132.00</b>			<b>1,535.00</b>
Payroll Expenses							
Earnings	3,666.66	51,312.92	54,254.41	13,195.92	9,529.25		131,959.16
Officer	15,673.34	7,836.67	7,836.67	7,836.68	39,183.36		78,366.72
<b>Total Earnings</b>	<b>19,340.00</b>	<b>59,149.59</b>	<b>62,091.08</b>	<b>21,032.60</b>	<b>48,712.61</b>		<b>210,325.88</b>
Employee Benefits	2,781.50	3,601.34	4,974.66	1,978.51	6,449.15		19,785.16
Employer Taxes - Contributions	1,708.56	5,059.43	5,589.87	1,838.05	4,184.59		18,380.50
Hiring and Staff Development	6,487.50				249.00		6,736.50
Insurance - Workers Comp	172.22	526.71	552.90	187.29	433.77		1,872.89
Payroll Fees - Trinet Fees	5,360.10						5,360.10
<b>Total Payroll Expenses</b>	<b>35,849.88</b>	<b>68,337.07</b>	<b>73,208.51</b>	<b>25,036.45</b>	<b>60,029.12</b>		<b>262,461.03</b>
Purchases							
New Harvest Merchandise		1,181.00		3,261.00			4,442.00
<b>Total Purchases</b>		<b>1,181.00</b>		<b>3,261.00</b>			<b>4,442.00</b>
Research Grants					137,624.00		137,624.00
Travel and Meetings							
Meals	126.29	239.42	3.75				369.46
Travel	4,344.61		5,563.70	6,058.48	2,221.40		18,188.19
<b>Total Travel and Meetings</b>	<b>4,470.90</b>	<b>239.42</b>	<b>5,567.45</b>	<b>6,058.48</b>	<b>2,221.40</b>		<b>18,557.65</b>
<b>Total Expenses</b>	<b>\$85,482.92</b>	<b>\$73,143.86</b>	<b>\$94,798.27</b>	<b>\$91,293.60</b>	<b>\$204,897.47</b>		<b>\$549,616.12</b>
Net Operating Income	-85,482.92	-73,143.86	-94,798.27	-41,477.93	-204,897.47	495,466.25	-4,334.20
Other Income							
Gain (Loss) on Investment						-117.19	-117.19
<b>Total Other Income</b>						<b>-117.19</b>	<b>-117.19</b>
Net Other Income						-117.19	-117.19
<b>Net Income</b>	<b>-\$85,482.92</b>	<b>-\$73,143.86</b>	<b>-\$94,798.27</b>	<b>-\$41,477.93</b>	<b>-\$204,897.47</b>	<b>\$495,349.06</b>	<b>-\$4,451.39</b>