

Money In, Money Out

Money In = *Revenue*

(Revenues is a nonprofit way of saying “income”)

Common sources:

- Contracts (from government agencies such as DSHS)
- Grants (from foundations or corporate giving)
- Donations
- Earnings (such as speaker fees or a thrift store)
- Sales (on products you make and sell), and interest (from your bank accounts)

Are Revenues Only Cash?

No, revenues can be

- Cash (such as donations or contract payments)
- Promised money (such as signed contracts with a funder, or donor pledges)
- *In-kind* money (such as donated equipment, services, office space, or the like)

More Money In, Money Out

Money Out = *Expenses*

For nonprofit DV programs, expenses are usually the cost of providing direct services + the cost of managing your organization.

Common expenses:

- Personnel (salary + benefits and payroll taxes paid by the employer)
- Program expenses (such as facilities, groceries for shelter, mileage for advocates)
- Operating expenses (such as insurance and accounting)