



**Parent Encouragement Program (PEP)**  
**FY20 Financial Statement / Statement of Activities**  
**for FY July 1, 2019 to June 30, 2020**

**REVENUE**

Organizational Clients	47,162
Online Programs	68,698
In-Person Classes	44,252
Other Programs	9,199
Contributions	394,561
Misc. Income	2,932
Net Assets Released from Donor Restrictions	-82,433
<b>TOTAL REVENUE</b>	<b>\$ 484,371</b>

**EXPENSES**

Salaries	235,697
Payroll Taxes	19,041
Contracted Services	70,662
PEP Parent Educator Fees	38,195
Room Rental	2,482
Supplies and Equipment	5,030
Computer & Internet Expenses	16,675
Advertising & Publicity	19,119
Postage and Mailing Services	8,160
Photocopying Expenses	2,199
Printing & Design	5,997
Occupancy	16,460
Telephone/FIOS Internet line	3,937
Dues, Subscriptions & Fees	2,269
Insurance	6,907
Miscellaneous	672
<b>TOTAL EXPENSES</b>	<b>453,502</b>

<b>NET INCOME (LOSS)</b>	<b>\$ 30,869</b>
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Note: Due to the covid-19 pandemic, PEP in-person programs were cancelled starting in March; online programs continued, although PEP made all of its online programs available to the general public for free or at half-price between March 15 to June 30.