

2012 TO WRITE LOVE ON HER ARMS

REVENUE BREAKDOWN

REVENUE SOURCE:

- **DONATIONS & GRANTS: \$1,402,384**
 - UNRESTRICTED: \$374,395
 - TEMPORARILY RESTRICTED: \$1,027,989
 - CHASE GRANT - PROGRAMS: \$1,000,000
 - GOOD GRANT - "STORY OF" VIDEOS: \$3,000
 - INTERN PROGRAM: \$8,670
 - MOVE CONFERENCES: \$8,721
 - TREATMENT & RECOVERY: \$7,598
- **SPEAKING HONORARIUMS: \$196,508**
- **INVESTMENT INCOME: \$2,085**
- **EVENT SETTLEMENT: \$10,219**
- **MERCHANDISE SALES:**
 - GROSS SALES: \$1,539,584
 - LESS COST OF GOODS: \$898,292
 - NET MERCH SALES: \$641,292

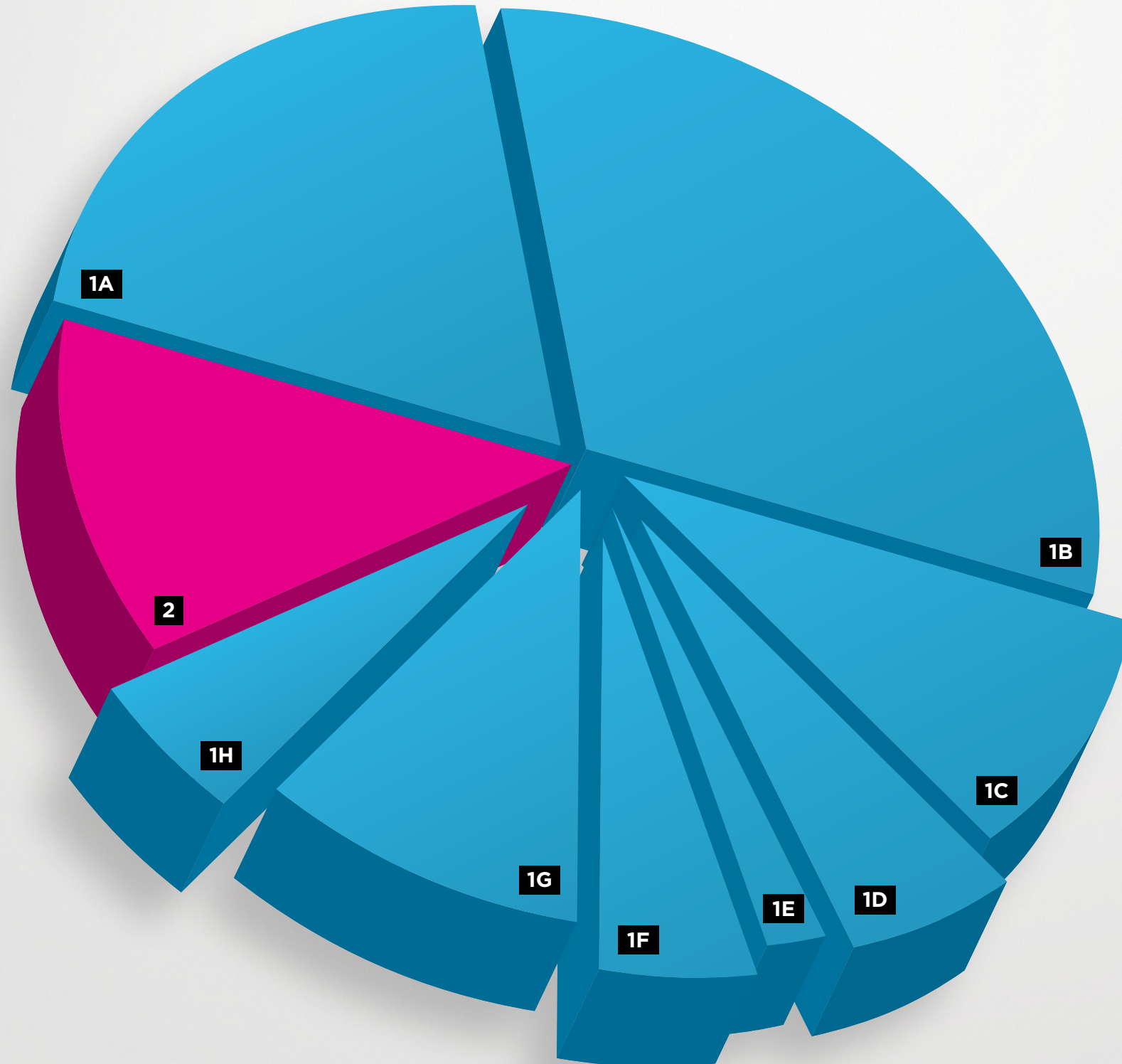
REVENUE: \$2,252,488

EXPENSES: \$1,881,135

NET INCOME: \$371,353

2012 TO WRITE LOVE ON HER ARMS

EXPENSES BREAKDOWN



1 PROGRAM EXPENSES: \$1,647,392

1A AWARENESS AND EDUCATION: \$370,408

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

1B EVENTS / TOURS / SPEAKING: \$567,291

BENEFITS / MEMORIALS / CONFERENCES / SPEAKING EVENTS
VANS WARPED TOUR / HEAVY AND LIGHT
MUSIC FESTIVALS / BAND TOURS / OTHER EVENTS

1C HOPE GOES SURFING: \$182,566

1D INTERN PROGRAM: \$108,766

1E MOVE CONFERENCES: \$39,081

PHILADELPHIA PA // SEATTLE WA

1F THE STORYTELLERS: \$92,117

221 PARTICIPATING HIGH SCHOOLS

1G TREATMENT AND RECOVERY: \$193,696

GRANTS TO ORGANIZATIONS / SCHOLARSHIP FUNDS
COUNSELING & TREATMENT GRANTS / EVENT COUNSELORS

1H UCHAPTERS: \$93,467

83 COLLEGE AND UNIVERSITY CAMPUSES

2 ADMINISTRATIVE EXPENSES: \$233,743

3 FUNDRAISING EXPENSES: \$0

TWLOHA HAD NO FUNDRAISING CAMPAIGNS IN 2012 THANKS TO
GRANTS, DONATIONS AND MERCHANDISE SALES.

TOTAL EXPENSES: \$1,881,135