

2022 Financials

Balance Summary:

Assets

Cash and cash equivalents: \$285,561.00

Inventory: \$17,145.39

Accounts Receivable: \$13,424.49

Total Assets: \$316,130.88

Liabilities & Equity

Total Liabilities: \$24,172.09

Equity

Current Year Earnings: (\$82,559.51)

Unrestricted Net Assets: \$150,004.54

Retained Earnings: \$224,513.76

Total Equity: \$291,958.79

Total Liabilities & Equity: \$316,130.88

Revenue & Expense Summary:

Revenue

Individual Contributions: \$199,968.61

Grants: \$196,101.48

Other Revenue: \$22,947.48

Less COGS: (5,150.88)

Gross Profit: \$413,866.69

Expenses

Personnel Expenses: \$392,675.04

Non-personnel Expenses: \$103,752.16

Total Expenses: \$496,426.20

Net Income: (\$82,559.51)



Deficit Statement

In 2020 and 2021, 350PDX received PPL loans that assisted us, like many organizations, in stabilizing our operations despite pandemic disruptions. In 2020, two employees left, and similarly in 2021, we also had two employees leave the organization. This created a major gap in capacity and savings on operating expenses, resulting in a surplus. In 2022, 350PDX hired two additional positions in development, allowing us to grow capacity to meet the needs of the organization. We anticipated a deficit of \$30,000 and planned for this eventuality.

After ending last year in a larger deficit than we anticipated, our reserves are in a strong position with over six months' operating reserves in place. This was aligned with a national trend of decreased funding for environmental nonprofit organizations. The Staff Collective did decide we needed to update our fundraising strategies to be more responsive to our strengths in grassroots organizing and the demands of climate justice organizing.

Because of the 2022 deficit, our Volunteer Manager stepped up to be our donor cultivation coordinator, reframing his role to both recruit new volunteers and grow our donor base as we recruit new members. Since 2018, the Volunteer Manager has recruited, on-boarded and trained all new volunteers. Because of his personal relationship with all active volunteers, we see this as an opportunity to engage existing volunteers who have not yet been donors to our organization as well. Our Grants & Operations Manager continues to focus on foundation grants, and we have earned \$323,000 in grants.

A note from 2023: Ensuring plans are in place to end the 2023 year with no deficit, our Outreach and Events Manager led the planning and execution of our 10-Year Anniversary Party, with support of the staff, board and volunteers. We are so excited that we were able to raise ~\$13,500 for our work, and gather so many loved ones to celebrate our work! While we only raised \$196,000 in 2022, our Grants & Operations Manager increased grants to \$323,000 in 2023. With our staff's combined efforts, we are looking forward to having accomplished our goal of raising wages while ending the year with a balanced budget.