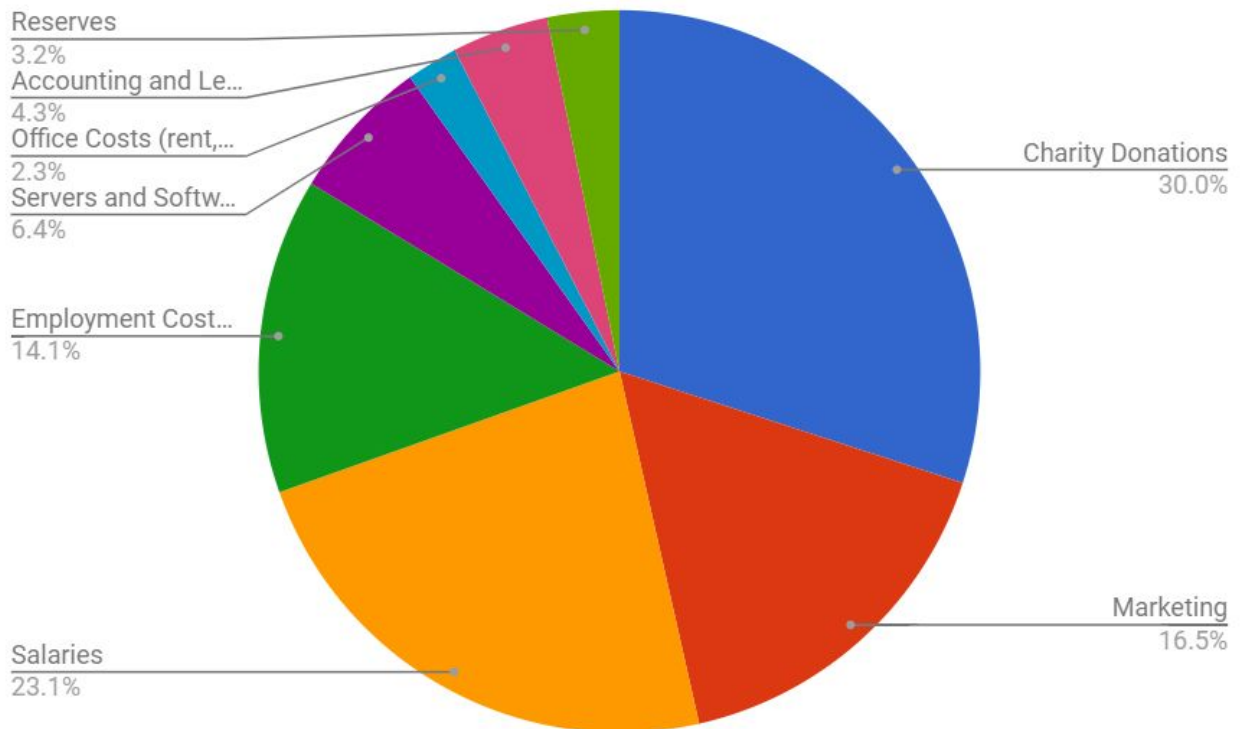


## Total Q1 2018 Revenue: \$139,460.00

### Q1 Summary Notes:

- Overall revenue increased significantly in Q1 2018 relative to Q1 2017 as a result of improved new tab page speed and increased number of Tabbers from marketing efforts
- In March, Tab for a Cause surpassed \$500,000 raised for charity!
- Success from paid marketing in Q4 and Q1 means that we will continue to grow our marketing spend to grow overall revenue, and in turn, our charitable contributions

### Q1 2018 Total Budget Distribution:



### Money raised for charity partners:

Partner Charities	Q1 2018 Revenue
Water.org	\$10,183.07
Educate	\$4,748.11
Room to Read	\$2,363.36
Conservation International	\$6,376.24
Human Rights Watch	\$3,682.67
Save the Children	\$5,148.64
Action Against Hunger	\$5,450.65
The Foundation to Decrease Worldsuck	\$3,885.26
<b>Total</b>	<b>\$41,838.00</b>

## **Breakdown definitions and notes:**

*Marketing:* This represents all of our spending on advertising and marketing Tab for a Cause. We have found that most people are excited about Tab for a Cause when they hear about us, but very few people know that we exist. This budget helps us spread the word. We are extremely careful about spending efficiently and only spend when we believe we will return more than we spent. Examples of our advertising are sponsorships of Youtube and Twitch creators as well as Facebook ads.

*Salaries:* Self-explanatory, but it takes significant time and expertise to run and improve Tab for a Cause. We certainly aren't perfect, but we love Tab for a Cause, believe it can be a force for positive change in the world, and work hard to make that happen :)

*Employment Costs:* Beyond salary, there are significant costs in paying and keeping employees healthy. This includes employment taxes, health insurance, and payroll costs.

*Servers and Software:* In addition to people, Tab for a Cause requires servers and various software to run. This budget keeps the site humming!

*Office costs:* The staff need a place to work, and tools to accomplish their jobs. This includes rent, utilities, software, insurance, and the odd paper clip or envelope.

*Accounting and Legal:* We employ professional help to make sure we are complying with regulations, properly filing taxes, and otherwise keeping everything tidy.

*Reserves:* Because we only know exactly how much revenue we made after the quarter is over, we make estimates of our budgets for things like marketing. Sometimes we end up spending a little less than we targeted, and we save that money to use in the future for any unanticipated costs. Other times we end up short and need to draw from this reserve to keep things running. At the moment we have about \$20k in reserve.