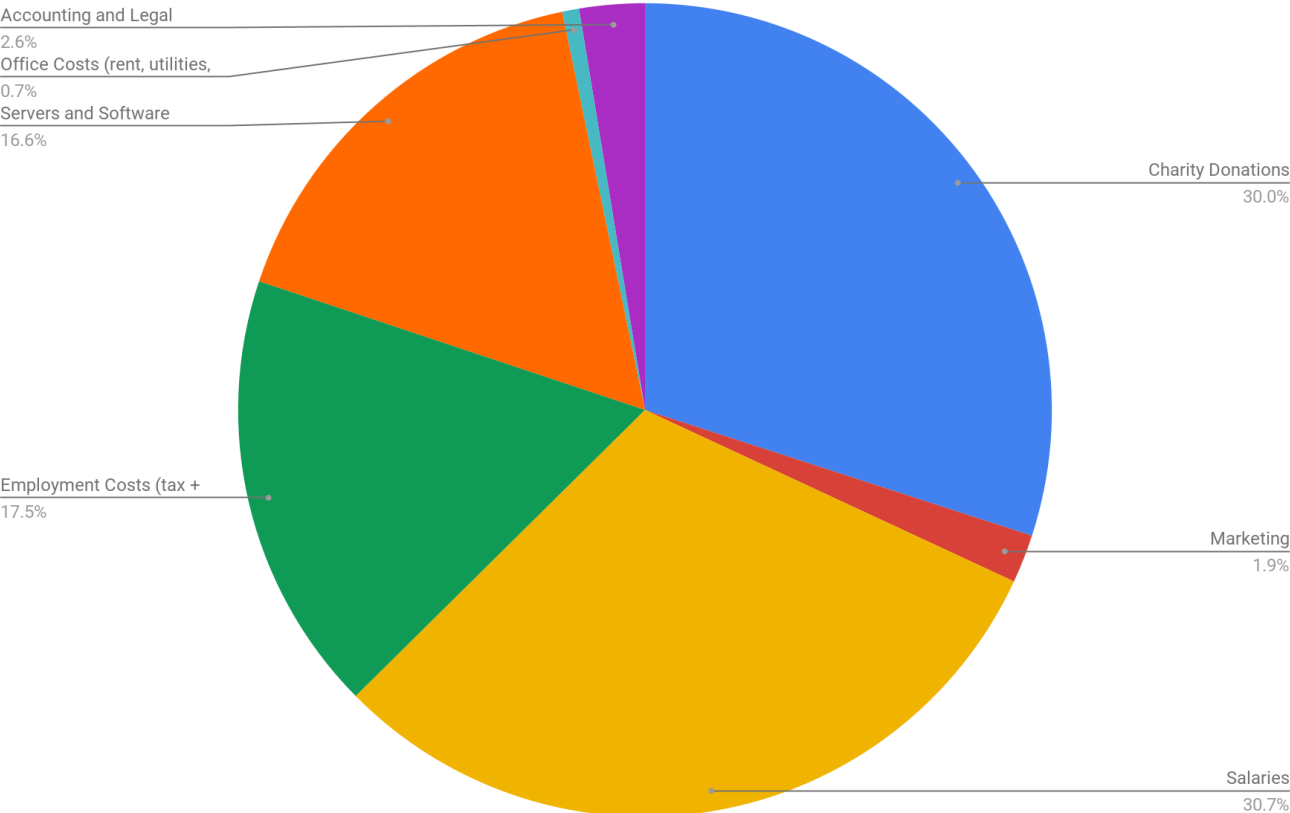


# Total Q4 2023 Revenue: \$75,305

## Notes:

- Q4 saw another significant decline in advertising rates, driven by market forces. In response, we made some changes to our ad partnerships, and rates seem to be recovering in Q1 2024
- 2023 was a slower year for advertising, but Tabbers still managed to raise over \$120,000 for our amazing non-profit partners! We are closing in on over \$2M raised for non-profits in total :)

## Q4 2023 Total Budget Distribution:



**Money raised for charity partners:**

<b>Partner Charities</b>	<b>Q4 2023 Revenue</b>
#TeamSeas	\$934.78
The Bail Project	\$840.91
GiveDirectly	\$2,501.19
Water.org	\$1,899.36
Educate	\$567.28
Room to Read	\$468.12
Conservation International	\$1,675.58
Human Rights Watch	\$1,385.29
Save the Children	\$1,703.31
Action Against Hunger	\$1,415.23
The Foundation to Decrease Worldsuck	\$1,584.37
The Jackson Galaxy Project	\$2,639.72
Save the Children Ukraine	\$1,727.46
Action Against Hunger	\$358.04
Eden Reforestation Project	\$1,065.96
Thurgood Marshall Scholarship Fund	\$93.52
Partners in Health	\$248.42
Planned Parenthood	\$905.11
Center for Reproductive Rights	\$905.11
Point of Pride	\$308.30
Outright International	\$308.30
<b>Total</b>	<b>\$23,535.34</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 and Reddit 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, like during the Covid-19 pandemic and during this economic slowdown, we end up short and need to draw from this reserve to keep things running. We currently have roughly \$5k in reserves.