

Delight Ministries													2019 Budget															
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	2020			2021											
Revenue																												
App Subscription	145	145	145	130	0	0	4,495	4,495	150	150	150	150	10,155		40,170		103,792											
Chapter Book Sales	19,320	16,380	2,520	2,100	840	420	420	15,568	59,524	10,989	3,663	1,831	133,975		208,365		312,160											
Online Course	0	0	0	0	0	0	0	0	0	0	37,500		37,500		100,000		125,000											
Online Sales	7,000	3,500	3,000	2,500	1,500	2,000	1,500	3,500	7,000	5,500	7,500	5,500	50,000		90,000		130,000											
Point of Purchase Sale	3,136	33,582	0	0	0	0	0	10,550	8,140	24,420	8,140	0	129,107		180,629		180,629											
For The Girl Tour	2,970	14,380	0	0	0	0	0	0	0	0	0	0	17,350		19,952		23,942											
Leadership Conference	4,600	1,840	1,840	3,910	5,290	4,600	920	0	0	0	0	0	23,000		38,290		48,882											
	37,171	69,807	13,777	8,640	7,630	7,620	7,335	34,113	74,814	41,059	56,953	7,481	365,860		625,884		924,705											
Donations																												
2019 Donations	3,000	3,000	52,000	3,000	39,000	49,000	29,000	4,000	4,000	5,000	35,000	7,000	233,000		152,500		190,500											
TOTAL REVENUE	40,171	72,807	65,777	11,640	46,630	56,620	36,335	38,113	78,814	46,059	91,953	14,481	598,800		778,384		1,115,205											
Operating Expenses																												
Accounting and Legal	2,000	2,000	2,000	2,000	8,500	2,000	2,000	2,000	2,000	2,000	2,000	2,000	30,500		30,500		30,500											
Marketing/Awareness	1,500	1,500	2,000	4,500	6,000	6,000	4,500	6,000	2,000	2,000	1,000	1,000	38,000		57,000		65,000											
Creative	1,250	250	500	250	750	1,450	1,150	1,750	250	750	250	250	8,850		14,175		18,000											
Annual Events	1,450	1,500	0	0	8,000	12,000	15,000	0	0	0	0	2,000	39,950		42,000		46,207											
Cell Services	350	350	350	350	350	350	350	350	350	350	350	350	4,200		10,000		12,000											
Content Development	2,800	300	900	600	1,500	1,400	0	1,200	0	0	1,500	0	10,200		9,450		14,175											
Fees: Credit Card Processing (not m	1,111	2,090	409	255	229	211	85	889	2,240	1,227	1,704	220	10,669		15,000		25,000											
Meals & Entertainment	400	400	400	400	400	400	400	400	400	400	400	400	4,800		5,500		7,000											
Furniture, Equipment and Software	2,100	0	0	0	0	500	0	0	0	0	0	0	2,600		6,000		15,000											
Gifts Given	0	0	400	0	150	0	0	150	0	0	500	550	1,750		2,500		2,500											
Insurance	300	1,000	300	300	300	300	300	300	300	1,150	300	300	5,150		6,000		7,000											
App Development and Maintenance	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	24,000		24,000		24,000											
Office Supplies	300	300	300	300	300	300	300	300	300	300	300	300	3,600		3,600		4,000											
Payroll Expenses	715	1,394	1,394	1,394	1,394	1,394	1,394	1,394	1,394	1,394	1,394	1,394	16,049		25,092		29,274											
Rent	2,200	2,200	2,200	2,200	2,200	2,200	2,200	2,200	2,200	2,200	2,200	2,200	26,400		45,000		42,000											
Part Time Employees	500	1,475	975	975	975	975	975	975	975	975	975	975	12,400		16,400		13,200											
Salaries and Wages	7,627	15,117	15,117	15,117	15,117	15,117	15,117	15,117	15,117	15,117	15,117	15,117	173,914		270,600		359,200											
401k Match & Management	300	602	602	602	602	602	602	602	602	602	602	602	6,922		10,113		13,002											
Shipping Expense	3,691	1,689	500	500	500	500	500	4,810	2,200	600	600	1,600	17,690		26,535		39,600											
Subscriptions	500	500	500	500	500	500	500	500	500	500	500	500	6,000		7,000		7,200											
Training	0	200	0	1,000	200	0	0	0	200	1,000	0	0	2,600		6,000		6,000											
Travel	150	3,820	150	150	150	150	150	150	500	1,400	150	150	10,605		15,907		15,907											
Other Operating Expense	250	250	250	250	250	250	250	250	250	250	250	250	3,000		4,500		6,000											
TOTAL OPERATING EXPENSES	31,494	38,937	31,747	33,643	42,367	44,599	44,773	56,337	33,778	34,215	32,092	32,158	456,139		646,670		801,967											
Cost of Goods Sold																												
Chapter Book Production						13,400						12,471	25,871		38,807		52,388											
For The Girl Workbook	3,000					1,600							6,000		9,000		12,150											
For The Girl Book	1,695												1,695		2,543		3,432											
High School						1,695							1,695		2,543		3,432											
For The Girl Merch	14,186												14,186		14,186		14,186											
Comfort Color Sweatshirt							20,315					15,470	35,785		72,465		72,465											
Comfort Color Tshirts							7,170					12,714	19,884		29,826		40,265											
Jean Jacket													5,400		8,100		10,935											
Miscellaneous Items	1,150						800					800	2,750		4,125		5,569											
Hats							1,381					45	1,381		2,762		5,593											
Mobile App Sales Fees	44	44	44	39	99	0	1,349	1,349	45	45	45	45	3,416		6,370		8,370											
Point-of-Sale Fees (Stripe)	203	102	87	73	44	58	44	102	203	160	218	160	1,450		2,936		4,173											
Point-of-Sale Fees (Square)	417	748	187	73	27	9	2	483	1,629	516	178	31	4,281		8,621		8,689											
TOTAL COST OF GOODS SOLD	20,695	893	5,718	184	170	16,162	31,060	1,413	1,877	729	12,912	30,661	124,964		187,356		252,831											
TOTAL EXPENSE	52,189	39,830	37,465	33,627	42,537	60,761	75,833	60,249	35,655	34,935	45,004	62,769	581,844		833,426		1,054,698											
Net Income Before Taxes	(12,018)	32,977	28,312	(22,187)	4,093	(6,741)	(39,498)	(20,136)	43,159	11,124	46,949	(48,278)	17,758		(55,042)		60,307											
Income Tax Expense													0		0		0											
Net Profit	(12,018)	32,977	28,312	(22,187)	4,093	(6,741)	(39,498)	(20,136)	43,159	11,124	46,949	(48,278)	17,758		(55,042)		60,307											
UNRESTRICTED CASH FLOW																												
Cash Balance BOM	66,251	54,233	87,210	115,523	93,335	97,429	90,688	51,190	31,053	74,212	85,336	132,285	132,285															
Cash Balance EOM	54,233	87,210	115,523	93,335	97,429	90,688	51,190	31,053	74,212	85,336	132,285	84,007																
Regional Director Program																												
Regional Director Donations	5,818	5,818	5,818	5,818	5,818	5,818	60,000	60,000	9,000	9,000	9,000	9,000	194,090															
Total Donations	5,818	5,818	5,818	5,818	5,818	5,818	60,000	60,000	9,000	9,000	9,000	9,000	194,090															
RD Expenses																												
RD Cost (Salaries)	14,000	14,000	14,000	14,000	14,000	14,000	0	0	16,100	16,100	16,100	16,100	150,500															
Auditors	419	419	419	419	419	419	0	0	849	849	849	849	4,665															
Travel	978	978	978	978	978	978	0	0	728	728	728	728	9,135															
Entertainment	486	486	486	486	486	486	0	0	728	728	728	728	6,070															
Gifts	230	230	230	230	230	230	0	0	210	210	210	210	2,200															
Shipping and supplies	118	118	118	118	118	118	0	0	70	70	70	70	840															
Workspace	0	0	0	0	0	0	0	0	210	210	210	210	1,050															
Subscriptions	180	180	180	180	180	180	0	0	180	180	180	180	1,800															
Total Expenses	16,411	16,411	16,411	16,411	16,411	16,411			18,865	18,865	18,865	18,865	176,380															
TOTAL EXPENSE	16,411	16,411	16,411	16,411	16,411	16,411			18,865	18,865	18,865	18,865	176,380															
Starting Balance of Account	55,695	45,102	34,509	23,916	13,323	2,730	62,730	122,730	112,865	103,000	93,135	83,270																
Ending Balance of Account	45,102	34,509	23,916	13,323	2,730	62,730	122,730	112,865	103,000	93,135	83,270	73,405																
Net Profit	(10,593)	(10,593)	(10,593)	(10,593)	(10,593)	(10,593)	60,000	60,000	(9,865)	(9,865)	(9,865)	(9,865)	17,719															
RESTRICTED CASH FLOW																												
Cash Balance BOM	(10,593)	(10,593)	(21,186)	(31,779)	(42,372)	(52,965)	7,035	67,035	57,170	47,305	47,305	27,440	27,575															
Cash Balance EOM	(10,593)	(21,186)	(42,372)	(52,965)	(62,568)	(70,335)	67,035	57,170	47,305	37,440	37,440	17,719																