

Salama Urban Ministries, Inc.
Profit & Loss Budget Overview
January through December 2012

	<u>Jan - Dec 12</u>
Income	
4000 · General	
4000-01 · Individual Gifts and Donations	300,000.00
4005-01 · United Way	77,500.00
4006-01 · Foundations	86,000.00
4010-01 · Benevolence Income	2,000.00
4035-01 · Facility Rental/Other Income	3,000.00
4070-01 · Government Grants	15,000.00
Total 4000 · General	<u>483,500.00</u>
4500 · Church	
4510-01 · Christ Presbyterian	203,962.00
4540-01 · Covenant Presbyterian	4,200.00
4550-01 · Other Church Income	16,500.00
Total 4500 · Church	<u>224,662.00</u>
4550-04 · Fundraising Events	
4552-04 · Songwriters Night	100,000.00
4553-04 · Pheasant Hunt	20,000.00
4554-04 · Bonaroberts	10,000.00
4556-04 · Bill Evans Run	5,500.00
Total 4550-04 · Fundraising Events	<u>135,500.00</u>
4600 · Program	
4600-15 · Salama Institute Income	
4602-15 · Program Income-tuition	17,800.00
4603-15 · Salama Institue Donor Income	20,000.00
Total 4600-15 · Salama Institute Income	<u>37,800.00</u>
4600-62 · Community Outreach	
4608 · Community Production	25,000.00
4606-62 · Ticket Sales- Summer Arts	3,500.00
Total 4600-62 · Community Outreach	<u>28,500.00</u>
Total 4600 · Program	<u>66,300.00</u>
Total Income	<u>909,962.00</u>
Gross Profit	909,962.00
Expense	
01 · Admin Expenses	
5110 · Salaries & Wages	
6055-01 · Salaries (full-time)	42,000.00

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5110-01 · Salaries (part-time)	12,000.00
Total 5110 · Salaries & Wages	54,000.00
5111-01 · Payroll Taxes	4,131.00
5112-01 · Retirement Expense	1,300.00
5113-01 · Health Insurance	4,100.00
5115-01 · Staff Development	500.00
5116-01 · Hospitality	720.00
5120-01 · Office Supplies	120.00
5125-01 · Printing	100.00
5128-01 · Staff Expense	300.00
5130-01 · Telephone	0.00
5135-01 · Computer Software	500.00
5137-01 · Computer Hardware	750.00
5138-01 · Security & Equipment	0.00
5139-01 · Equip. Rental	360.00
5140-01 · Accounting Expense	0.00
5141-01 · Professional Fees	300.00
5199-01 · Miscellaneous Expense	2,000.00
5214-01 · Repairs/Maint-Non Contract	480.00
5215-01 · Repairs/Maintenance-Contract	480.00
5216-01 · Interest Expense	1,600.00
5217-01 · Taxes and License	830.00
5218-01 · Insurance	1,000.00
5230-01 · Electricity	750.00
5232-01 · Gas	200.00
5234-01 · Water Services	120.00
5236-01 · Trash Removal	100.00
5237-01 · Kitchen Supplies	50.00
5238-01 · Janitorial Service	450.00
5239-01 · Janitorial Supplies	90.00
5500-01 · Postage Expense	180.00
6920-01 · Vehicle Operations/Service	1,200.00
Total 01 · Admin Expenses	76,711.00
03 · Marketing Expenses	
5115-03 · Staff Development	300.00
5117-03 · Media Expense	1,000.00
5120-03 · Office Supplies	100.00
5125-03 · Printing	3,000.00
5126-03 · Public Relations	0.00
5129-03 · Supplies	240.00
5133-03 · Dues,Books,Subscriptions	120.00
5199-03 · Miscellaneous Expense	120.00

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5500-03 · Postage	600.00
6024-03 · Food	200.00
6031-03 · Promotion	360.00
6040-03 · Direct Marketing & Advertising	1,200.00
Total 03 · Marketing Expenses	7,240.00
 04 · Fund Raising	
5105-04 · Salaries	
6055-04 · Salaries (full-time)	28,000.00
Total 5105-04 · Salaries	28,000.00
 5111-04 · Payroll Taxes	2,142.00
5112-04 · Health Insurance	8,300.00
5115-04 · Staff Development	100.00
5127-04 · Special Events	
5127 · Songwriters Night	12,000.00
5128 · Pheasant Hunt	0.00
5127-04 · Special Events - Other	0.00
Total 5127-04 · Special Events	12,000.00
 5128-04 · Staff Expense	100.00
5133-04 · Dues and Subscriptions	600.00
5135-04 · Computer Software	3,000.00
5141-04 · Professional Fees	5,000.00
5199-04 · Miscellaneous Expenses	300.00
5500-04 · Postage	500.00
6024-04 · Food	600.00
Total 04 · Fund Raising	60,642.00
 15 · The Salama Institue -Youth & Ch	
5105-15 · Salaries & Wages	
6055-15 · Salaries - Full-time	195,000.00
5110-15 · Salaries - Part Time	28,000.00
5113-15 · Salaries-Instructors	33,000.00
5114-15 · Salaries-Arts	36,000.00
5117-15 · Salaries-Transportation	42,000.00
Total 5105-15 · Salaries & Wages	334,000.00
 5109-15 · Students Incentives	24,000.00
5111-15 · Payroll Taxes	24,403.50
5108-15 · Retirement Expense	5,000.00
5112-15 · Health Insurance	36,000.00
5115-15 · Staff Development	200.00
5116-15 · Hospitality	200.00

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5118-15 · Utility Expenses	21,999.96
5119-15 · Trash Removal	1,200.00
5120-15 · Office Supplies	2,000.00
5125-15 · Printing	120.00
5127-15 · Special Events	100.00
5128-15 · Staff Expense	240.00
5133-15 · Dues, Books & Subscriptions	600.00
5137-15 · Computer Hardware Maintenance	2,000.00
5139-15 · Equipment Rental	4,000.00
5141-15 · Professional Fees	6,000.00
5199-15 · Miscellaneous Expenses	600.00
5214-15 · Repairs/Maint-Non Contract	5,000.00
5215-15 · Maint - Contract	1,200.00
5216-15 · Interest Expense	30,000.00
5218-15 · Insurance	13,500.00
5237-15 · Kitchen Supplies	600.00
5238-15 · Janitorial Service	9,000.00
5239-15 · Janitorial Supplies	1,500.00
5500-15 · Postage	720.00
6000-15 · Continuous Improvement & Outcom	24,000.00
6010-15 · Sports Training	200.00
6013-15 · Facility Rent	1,200.00
6022-15 · Curriculum	6,000.00
6024-15 · Food	7,200.00
6028-15 · Volunteer Gifts	0.00
6030-15 · Activity	200.00
6031-15 · Promotion	200.00
6032-15 · Music	200.00
6040-15 · College Student Support	10,000.00
6041-15 · Benevolence	1,000.00
6042-15 · College & Career Prep	750.00
6060-15 · Travel & Lodging Expenses	1,200.00
6070-15 · Student Transportation	999.97
6710-15 · Outdoor Education	200.00
6720-15 · Field Trips	200.00
6910-15 · Vehicles - Lease	18,000.00
6915-15 · Vehicle Insurance	5,500.00
6920-15 · Vehicles-Operations/Service	12,000.00
6925-15 · Vehicle Repairs	1,500.00
6933-15 · Telephone	6,600.00
6961-15 · Cable/Internet Expense	4,000.00
6962-15 · Copy Machine	6,000.00
Total 15 · The Salama Institue -Youth & Ch	631,333.43

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62 · Community Outreach	
5110-62 · Salaries & Wages	18,500.00
5111-62 · Payroll Taxes	2,295.00
5139-62 · Equip. Rental	2,000.00
5141-62 · Professional Fees	600.00
5199-62 · Miscellaneous Expenses	1,500.00
6032-62 · Music	2,000.00
6043-62 · Costume Expense	6,000.00
6050-62 · Musicians-Contract Services	6,500.00
6053-62 · Sound and Lights Engineering	12,000.00
6756-62 · Set Construction	7,500.00
Total 62 · Community Outreach	<u>58,895.00</u>
Total Expense	<u>834,821.43</u>
Net Income	<u><u>75,140.57</u></u>