

Salama Urban Ministries, Inc.

July 2017-June 2018 Profit & Loss Budget Overview

July 2017 through June 2018

|                                          | Jul '17 - Jun 18 |
|------------------------------------------|------------------|
| Ordinary Income/Expense                  |                  |
| Income                                   |                  |
| 4000 · General                           |                  |
| 4000-01 · Individual Gifts and Donations | 367,380.00       |
| 4005-01 · United Way                     | 13,500.00        |
| 4006-01 · Foundations                    | 126,500.00       |
| 4007-01 · Corporate Donations            | 11,035.00        |
| 4035-01 · Facility Rental/Other Income   | 2,650.00         |
| 4070-01 · Government Grants              | 51,200.00        |
| 4080-01 · Food Grant                     | 18,400.00        |
| Total 4000 · General                     | 590,665.00       |
| 4500 · Church                            |                  |
| 4540-01 · Covenant Presbyterian          | 2,250.00         |
| 4550-01 · Other Church Income            | 22,800.00        |
| Total 4500 · Church                      | 25,050.00        |
| 4550-04 · Fundraising Events             |                  |
| 4552-04 · Songwriters Night              | 70,000.00        |
| 4553-04 · Pheasant Hunt                  | 76,500.00        |
| Total 4550-04 · Fundraising Events       | 146,500.00       |
| 4600 · Program                           |                  |
| 4600-15 · Salama Institute Income        |                  |
| 4602-15 · Program Income-tuition         | 18,300.00        |
| 4606-15 · Ticket Sales- Summer Arts      | 3,000.00         |
| Total 4600-15 · Salama Institute Income  | 21,300.00        |
| Total 4600 · Program                     | 21,300.00        |
| Total Income                             | 783,515.00       |
| Gross Profit                             | 783,515.00       |
| Expense                                  |                  |
| 01 · Admin Expenses                      |                  |
| 5110 · Salaries & Wages                  |                  |
| 6055-01 · Salaries (full-time)           | 85,000.00        |
| 5110-01 · Salaries (part-time)           | 14,000.00        |
| Total 5110 · Salaries & Wages            | 99,000.00        |
| 5111-01 · Payroll Taxes                  | 7,572.00         |
| 5113-01 · Health & Life Insurance        | 606.00           |
| 5115-01 · Staff Development              | 1,700.00         |
| 5116-01 · Hospitality                    | 1,500.00         |

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| 5120-01 · Office Supplies                | 1,000.00         |
| 5130-01 · Telephone                      | 390.00           |
| 5133-01 · Dues, Books & Subscriptions    | 1,350.00         |
| 5135-01 · Computer Software              | 3,000.00         |
| 5137-01 · Computer Hardware              | 2,500.00         |
| 5139-01 · Equip. Rental                  | 816.00           |
| 5141-01 · Professional Fees              | 7,500.00         |
| 5210-01 · Storage Fees                   | 1,560.00         |
| 5214-01 · Repairs/Maint-Non Contract     | 1,800.00         |
| 5215-01 · Repairs/Maintenance-Contract   | 750.00           |
| 5216-01 · Interest Expense               | 3,792.00         |
| 5217-01 · Taxes, Licenses & Fees         | 1,500.00         |
| 5218-01 · Insurance                      | 2,300.00         |
| 5230-01 · Electricity                    | 1,200.00         |
| 5232-01 · Gas                            | 180.00           |
| 5234-01 · Water Services                 | 444.00           |
| 5119-01 · Trash Removal                  | 300.00           |
| 5238-01 · Janitorial Service             | 648.00           |
| 5239-01 · Janitorial Supplies            | 2,496.00         |
| 5500-01 · Postage Expense                | 90.00            |
| 6920-01 · Vehicle Operations/Service     | 90.00            |
| Total 01 · Admin Expenses                | 144,084.00       |
| 03 · Marketing Expenses                  |                  |
| 5120-03 · Office Supplies                | 225.00           |
| 5125-03 · Printing                       | 2,900.00         |
| 5133-03 · Dues,Books,Subscriptions       | 1,500.00         |
| 5500-03 · Postage                        | 380.00           |
| 6031-03 · Promotion                      | 2,700.00         |
| 6040-03 · Direct Marketing & Advertising | 4,400.00         |
| Total 03 · Marketing Expenses            | 12,105.00        |
| 04 · Fund Raising                        |                  |
| 5105-04 · Salaries                       |                  |
| 6055-04 · Salaries (full-time)           | 75,998.00        |
| 5110-04 · Salaries (part-time)           | 27,087.00        |
| Total 5105-04 · Salaries                 | 103,085.00       |
| 5111-04 · Payroll Taxes                  | 7,800.00         |
| 5112-04 · Retirement Expense             | 2,600.00         |
| 5113-04 · Health & Life Insurance        | 1,368.00         |
| 5116-04 · Hospitality                    | 1,200.00         |
| 5127-04 · Special Events                 |                  |
| 5127 · Songwriters Night                 | 15,800.00        |
| 5128 · Pheasant Hunt                     | 29,000.00        |

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| Total 5127-04 · Special Events            | 44,800.00        |
| 5135-04 · Computer Software               | 5,641.00         |
| 5141-04 · Professional Fees               | 6,450.00         |
| 5199-04 · Miscellaneous Expenses          | 3,492.00         |
| 5500-04 · Postage                         | 650.00           |
| Total 04 · Fund Raising                   | 177,086.00       |
| 15 · The Salama Institue -Youth & Ch      |                  |
| 5105-15 · Salaries & Wages                |                  |
| 6055-15 · Salaries - Full-time            | 70,004.00        |
| 6056-15 · Salaries - Part Time            | 50,194.00        |
| 6057-15 · Salaries-Instructors            | 59,162.00        |
| 6059-15 · Salaries-Transportation         | 21,672.00        |
| Total 5105-15 · Salaries & Wages          | 201,032.00       |
| 5111-15 · Payroll Taxes                   | 16,834.00        |
| 5114-15 · Worker's Comp Insurance         | 6,852.00         |
| 5120-15 · Office Supplies                 | 3,396.00         |
| 5118-15 · Utility Expenses                | 22,500.00        |
| 5119-15 · Trash Removal                   | 2,040.00         |
| 5130-15 · Telephone                       | 5,880.00         |
| 5133-15 · Dues, Books & Subscriptions     | 300.00           |
| 5135-15 · Computer Software               | 300.00           |
| 5137-15 · Computer Hardware & Maintenance | 12,000.00        |
| 5139-15 · Equipment Rental                | 2,748.00         |
| 5210-15 · Rent                            | 1.00             |
| 5214-15 · Repairs/Maint-Non Contract      | 7,980.00         |
| 5215-15 · Maint - Contract                | 2,004.00         |
| 5216-15 · Interest Expense                | 22,200.00        |
| 5237-15 · Kitchen Supplies                | 3,300.00         |
| 5238-15 · Janitorial Service              | 12,204.00        |
| 5500-15 · Postage                         | 750.00           |
| 6020-15 · Supplies                        | 1,600.00         |
| 6022-15 · Curriculum                      | 750.00           |
| 6024-15 · Food                            | 18,000.00        |
| 6028-15 · Volunteer Gifts                 | 650.00           |
| 6029-15 · Volunteer Supplies & Materails  | 250.00           |
| 6040-15 · College Student Support         | 1,675.00         |
| 6720-15 · Field Trips                     | 700.00           |
| 6915-15 · Vehicle Insurance               | 9,000.00         |
| 6920-15 · Vehicles-Operations/Service     | 4,200.00         |
| 6925-15 · Vehicle Repairs                 | 4,000.00         |
| 6961-15 · Cable/Internet Expense          | 3,000.00         |
| 6962-15 · Copy Machine                    | 9,504.00         |

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| Total 15 · The Salama Institue -Youth & Ch | 375,650.00       |
| 61 · Perf. Arts Training Institute         |                  |
| 6055-61 · Salaries (full-time)             | 42,002.00        |
| 5111-61 · Payroll Taxes                    | 3,212.00         |
| 5112-61 · Retirement Expenses              | 1,200.00         |
| 5120-61 · Office Supplies                  | 250.00           |
| 5139-61 · Equipment Rental                 | 350.00           |
| 5141-61 · Professional Fees                | 9,300.00         |
| 6013-61 · Facility Rent                    | 150.00           |
| 6020-61 · Supplies                         | 750.00           |
| 6032-61 · Music                            | 1,300.00         |
| 6049-61 · Costume Rental                   | 1,100.00         |
| Total 61 · Perf. Arts Training Institute   | 59,614.00        |
| Total Expense                              | 768,539.00       |
| Net Ordinary Income                        | 14,976.00        |
| Net Income                                 | <u>14,976.00</u> |