

GTO Conferences, Inc.
2020 Budget

	2020
	Budget
Ordinary Income/Expense	
Income	
4001 · Contributions, gifts & grants	
40010 · Contributions - Non matching	
400104 · Cash contributions-Appeal	7,000.00
400101 · Cash contributions - from Board	9,000.00
400102 · Cash contributions-OtherSources	1,200.00
400103 · Noncash contributions	0.00
Total 40010 · Contributions - Non matching	17,200.00
40011 · Contributions towards Staff	
400111 · Donations - Gilloglys	24,000.00
Total 40011 · Contributions towards Staff	24,000.00
Total 4001 · Contributions, gifts & grants	41,200.00
4004 · Interest on Savings	20.00
4008 · Sales of Assets - Non inventory	0.00
4010 · Gross Sales of Inventory	
40104 · Webinar Sales	200.00
40108 · Freight	175.00
40103 · Resource Sales - Other	125.00
40102 · Joy Pub Books	175.00
40101 · Oneness Candle	1,000.00
4010 · Gross Sales of Inventory - Other	0.00
Total 4010 · Gross Sales of Inventory	1,675.00
Total Income	42,895.00
Cost of Goods Sold	
60132 · Credit Card Processing - PAYPAL	475.00
5100 · Cost of Conferences-Direct	
5103 · ME Conferences - Gilloglys	
51033 · Food	100.00
5105 · Webinars	0.00
Total 5100 · Cost of Conferences-Direct	100.00
5200 · Cost Of Resources-Direct	
5202 · Oneness Candle Contract Labor	550.00
5203 · Love Knots Contract Labor	50.00
5204 · Candle Royalty Costs	50.00
5205 · Freight	300.00
5206 · JP Book Costs	49.50
5200 · Cost Of Resources-Direct - Other	80.00
Total 5200 · Cost Of Resources-Direct	1,079.50
Cost of Goods Sold	
Total COGS	1,654.50
Gross Profit	41,240.50
Expense	
6007A · Employee Compensation	

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6007A1 · Employee Wages	2,400.00
Total 6007A · Employee Compensation	2,400.00
66000 · Payroll Expenses	21.00
7000 · Fundraising	
70110 · Fundraising - Annual Appeal	250.00
Total 7000 · Fundraising	250.00
5300 - Depreciation	0.00
6001 · Advertising	
60016 · Website Promotion	300.00
6001 · Advertising - Other	0.00
Total 6001 · Advertising	300.00
6002 · Automobile	
60022 · Registration	145.00
60023 · Repair	250.00
60024 · Fuel	1,600.00
60025 · Auto Insurance	1,650.00
60026 - Auto Personal Use	-2,000.00
6002 - Automobile - Other	50.00
Total 6002 · Automobile	1,695.00
6003 · Bank Charges	
60032 · Service Charge	20.00
Total 6003 · Bank Charges	20.00
6004 · Charitable Donations	
60042 · Charitable - Other NEE	100.00
6004 · Charitable Donations - Other	100.00
Total 6004 · Charitable Donations	200.00
6007 · Compensation	
60071 · Exec Directors Compensation	
600711 · Director's Salary	430.26
600715 · Director's Housing Allowance	31,200.00
600716 · Non Cash Compensation Gillogly	2,500.00
Total 60071 · Exec Directors Compensation	34,130.26
Total 6007 · Compensation	34,130.26
6008 · Dues and Subscriptions	50.00
6009 · Education	
60091 · Books	75.00
60093 · Tapes/CDs	50.00
60094 · Tuition	400.00
Total 6009 · Education	525.00
6010 · Licenses & Registration	90.00
6011 · Meals & Entertainment	
60111 · GTO Board Meeting Expenses	300.00
60112 · Directors' Meals	450.00
60114 · Supporter Meals	200.00
Total 6011 · Meals & Entertainment	750.00
6012 · Gifts	

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60121 · Supporters	
60122 · Other Gifts	50.00
Total 6012 · Gifts	50.00
6012A · Insurance	
6012A01 · Liability	500.00
6012A02 · Life	2,848.24
Total 6012A · Insurance	3,348.24
6013 · Internet	
60133 · Internet Access	505.00
60134 · Web Hosting	100.00
6013 · Internet - Other	0.00
Total 6013 · Internet	605.00
6014 · Miscellaneous	150.00
6015 · Office Supplies	
60151 · Hardware	300.00
60152 · Software	200.00
60153 · Supplies, Misc.	250.00
Total 6015 · Office Supplies	750.00
6016 · Postage	280.00
6017 · Professional Services	
60171 · Payroll Tax Services	260.00
60172 · Website Development Services	100.00
60173 · IT Services	600.00
6017 · Professional Services - Other	100.00
Total 6017 · Professional Services	1,060.00
6018 · Tax Expense	
60181 · Payroll Taxes	400.00
Total 6018 · Tax Expense	400.00
6019 · Telephone	1,140.00
60191 - Phone Personal Use	-250.00
Total 6019 - Telephone	890.00
6020 · Travel	
60201 · Lodging	125.00
60202 · Airfare	0.00
6020 · Travel - Other	0.00
Total 6020 · Travel	125.00
Total Expense	48,068.50
Net Ordinary Income	-6,828.00
Net Income	-6,828.00

*Note: The 2019 & 2020 Budgets and 2019 Actual P&L were prepared with the exclusion of the Depreciation amount because it is a non-cash item.