

GTO Marriage & Family Ministries Profit & Loss Budget vs. Actual

	January through December 2016		
	2016 Actual	2016 Budget	Proposed 2017 Budget
Ordinary Income/Expense			
Income			
4001 · Contributions, gifts & grants			
40010 · Contributions - Non matching			
400104 · Cash contributions-Appeal	4,420.00	3,000.00	5,000.00
400101 · Cash contributions - from Board	17,507.00	13,000.00	17,500.00
400102 · Cash contributions-OtherSources	1,862.22	1,295.00	1,250.00
Total 40010 · Contributions - Non matching	23,789.22	17,295.00	23,750.00
40011 · Contributions towards Staff			
400111 · Donations - Gilloglys	23,695.31	31,500.00	24,175.00
Total 40011 · Contributions towards Staff	23,695.31	31,500.00	24,175.00
Total 4001 · Contributions, gifts & grants	47,484.53	48,795.00	47,925.00
4004 · Interest on Savings	2.47		
4010 · Gross Sales of Inventory			
40104 · Webinar Sales	639.10	200.00	1,200.00
40108 · Freight	435.91	264.00	780.00
40103 · Resource Sales - Other	34.56	250.00	75.00
40102 · Joy Pub Books	114.95	250.00	200.00
40101 · Oneness Candle	1,399.30	1,200.00	1,900.00
4010 · Gross Sales of Inventory - Other	-149.70		
Total 4010 · Gross Sales of Inventory	2,474.12	2,164.00	4,155.00
Total Income	49,961.12	50,959.00	52,080.00
Cost of Goods Sold			
60132 · Credit Card Processing - PAYPAL	276.15	60.00	635.00
5100 · Cost of Conferences-Direct			
5105 · Webinars	425.00	425.00	500.00
Total 5100 · Cost of Conferences-Direct	425.00	425.00	500.00
5200 · Cost Of Resources-Direct			
5202 · Oneness Candle Contract Labor	769.30	701.00	1,099.00
5203 · Love Knots Contract Labor	17.50	18.00	37.50

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5204 · Candle Royalty Costs	16.50	10.00	40.00
5205 · Freight	546.53	264.00	780.00
5206 · JP Book Costs	48.00	135.00	90.00
5200 · Cost Of Resources-Direct - Other	0.00		
Total 5200 · Cost Of Resources-Direct	1,397.83	1,128.00	2,046.50
Cost of Goods Sold	-1.20		
Total COGS	2,097.78	1,613.00	3,181.50
Gross Profit	47,863.34	49,346.00	48,898.50
Expense			
6007A · Employee Compensation			
6007A1 · Employee Wages	4,390.83	4,822.98	5,000.00
Total 6007A · Employee Compensation	4,390.83	4,822.98	5,000.00
7000 · Fundraising			
70110 · Fundraising - Gillogly	764.00	400.00	750.00
Total 7000 · Fundraising	764.00	400.00	750.00
66900 · Reconciliation Discrepancies	0.00		
5300 · Depreciation	657.93		675.00
6001 · Advertising			
60016 · Website Promotion	149.52	775.00	525.00
6001 · Advertising - Other			
Total 6001 · Advertising	149.52	775.00	525.00
6002 · Automobile			
60022 · Registration	121.74	115.00	125.00
60023 · Repair	24.24	600.00	600.00
60024 · Fuel	1,169.29	1,750.00	1,300.00
60025 · Auto Insurance	998.74	1,020.00	1,339.00
6002 · Automobile - Other	-1,815.20	25.00	-2,100.00
Total 6002 · Automobile	498.81	3,510.00	1,264.00
6003 · Bank Charges			
60032 · Service Charge	126.25		35.00

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Total 6003 · Bank Charges	126.25		35.00
6004 · Charitable Donations	200.00	100.00	100.00
6007 · Compensation			
60071 · Exec Directors Compensation			
600711 · Director's Salary	1.00	2,341.75	1.00
600715 · Director's Housing Allowance	25,883.31	31,200.00	28,500.00
600716 · Non Cash Compensation Gillogly	1,979.25	2,681.00	2,300.00
Total 60071 · Exec Directors Compensation	27,863.56	36,222.75	30,801.00
Total 6007 · Compensation	27,863.56	36,222.75	30,801.00
6008 · Dues and Subscriptions	45.00	45.00	45.00
6009 · Education			
60091 · Books	7.05	100.00	75.00
60093 · Tapes/CDs	11.95	50.00	30.00
60094 · Tuition	250.00		250.00
Total 6009 · Education	269.00	150.00	355.00
6010 · Licenses & Registration	45.47	47.25	47.25
6011 · Meals & Entertainment			
60111 · GTO Board Meeting Expenses	46.00	150.00	100.00
60112 · Directors' Meals	394.36	325.00	425.00
Total 6011 · Meals & Entertainment	440.36	475.00	525.00
6012 · Gifts			
60121 · Supporters	20.40	50.00	50.00
Total 6012 · Gifts	20.40	50.00	50.00
6012A · Insurance			
6012A01 · Liability	679.72	691.00	691.00
6012A02 · Life	2,010.24	2,010.00	2,010.00
Total 6012A · Insurance	2,689.96	2,701.00	2,701.00
6013 · Internet			
60133 · Internet Access	402.50	403.00	415.00
60134 · Web Hosting	79.95	108.00	108.00
6013 · Internet - Other	0.00	66.00	0.00
Total 6013 · Internet	482.45	577.00	523.00

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6014 · Miscellaneous	28.87	50.00	50.00
6015 · Office Supplies			
60151 · Hardware	0.00	250.00	350.00
60152 · Software	115.54	90.00	125.00
60153 · Supplies, Misc.	162.40	200.00	200.00
Total 6015 · Office Supplies	277.94	540.00	675.00
6016 · Postage	156.09	220.00	125.00
6017 · Professional Services			
60171 · Payroll Tax Services	215.22	200.00	215.00
60172 · Website Development Services	135.00		150.00
6017 · Professional Services - Other	92.79		150.00
Total 6017 · Professional Services	443.01	200.00	515.00
6018 · Tax Expense			
60181 · Payroll Taxes	362.24	400.00	400.00
Total 6018 · Tax Expense	362.24	400.00	400.00
6019 · Telephone	895.55	720.00	1,156.00
6020 · Travel			
60201 · Lodging	84.19		100.00
Total 6020 · Travel	84.19		100.00
Total Expense	40,891.43	52,026.98	0.00
Net Ordinary Income	6,971.91	-2,680.98	48,898.50
Net Income	<u>6,971.91</u>	<u>-2,680.98</u>	<u>48,898.50</u>