

# Salama Urban Ministries, Inc.

## Profit & Loss Budget Overview

January through December 2014

|                                                | Jan - Dec 14 |
|------------------------------------------------|--------------|
| <b>Ordinary Income/Expense</b>                 |              |
| <b>Income</b>                                  |              |
| <b>4000 · General</b>                          |              |
| 4000-01 · Individual Gifts and Donations       | 367,000.00   |
| 4005-01 · United Way                           | 79,994.00    |
| 4006-01 · Foundations                          | 107,500.00   |
| 4007-01 · Corporate Donations                  | 14,961.00    |
| 4010-01 · Benevolence Income                   | 2,008.16     |
| 4035-01 · Facility Rental/Other Income         | 15,400.00    |
| 4040-01 · Staff Support                        | 0.00         |
| 4070-01 · Government Grants                    | 17,200.00    |
| 4080-01 · Food Grant                           | 6,700.00     |
| <b>Total 4000 · General</b>                    | 610,763.16   |
| <b>4500 · Church</b>                           |              |
| 4510-01 · Christ Presbyterian                  | 155,000.00   |
| 4540-01 · Covenant Presbyterian                | 4,500.00     |
| 4550-01 · Other Church Income                  | 18,000.00    |
| <b>Total 4500 · Church</b>                     | 177,500.00   |
| <b>4550-04 · Fundraising Events</b>            |              |
| 4552-04 · Songwriters Night                    | 90,000.00    |
| 4553-04 · Pheasant Hunt                        | 56,500.00    |
| 4554-04 · Bonaroberts                          | 50,000.00    |
| 4556-04 · Bill Evans Run                       | 0.00         |
| 4557-04 · Other Fundraising                    | 5,000.00     |
| <b>Total 4550-04 · Fundraising Events</b>      | 201,500.00   |
| <b>4600 · Program</b>                          |              |
| 4600-11 · Children's Institute                 | 0.00         |
| 4600-15 · Salama Institute Income              |              |
| 4602-15 · Program Income-tuition               | 20,000.00    |
| 4603-15 · Salama Institute Donor Income        | 17,500.00    |
| 4600-15 · Salama Institute Income - Other      | 0.00         |
| <b>Total 4600-15 · Salama Institute Income</b> | 37,500.00    |
| 4600-62 · Community Outreach                   |              |
| 4608 · Community Production                    | 15,500.00    |
| 4606-62 · Ticket Sales- Summer Arts            | 2,500.00     |
| <b>Total 4600-62 · Community Outreach</b>      | 18,000.00    |
| <b>Total 4600 · Program</b>                    | 55,500.00    |
| <b>Total Income</b>                            | 1,045,263.16 |
| <b>Gross Profit</b>                            | 1,045,263.16 |
| <b>Expense</b>                                 |              |
| <b>01 · Admin Expenses</b>                     |              |
| 5110 · Salaries & Wages                        |              |
| 6055-01 · Salaries (full-time)                 | 134,652.36   |
| 5110-01 · Salaries (part-time)                 | 10,920.00    |
| <b>Total 5110 · Salaries &amp; Wages</b>       | 145,572.36   |

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|-------------------------------------------------|-------------------|
| 5111-01 · Payroll Taxes                         | 11,136.24         |
| 5112-01 · Retirement Expense                    | 2,306.88          |
| 5113-01 · Health & Life Insurance               | 15,826.68         |
| 5115-01 · Staff Development                     | 1,000.00          |
| 5120-01 · Office Supplies                       | 1,000.00          |
| 5130-01 · Telephone                             | 1,200.00          |
| 5135-01 · Computer Software                     | 700.00            |
| 5137-01 · Computer Hardware                     | 500.00            |
| 5138-01 · Security & Equipment                  | 1,000.00          |
| 5139-01 · Equip. Rental                         | 1,000.00          |
| 5141-01 · Professional Fees                     | 12,000.00         |
| 5199-01 · Miscellaneous Expense                 | 500.00            |
| 5210-01 · Storage Fees                          | 1,200.00          |
| 5214-01 · Repairs/Maint-Non Contract            | 1,750.00          |
| 5215-01 · Repairs/Maintenance-Contract          | 500.00            |
| 5216-01 · Interest Expense                      | 1,500.00          |
| 5217-01 · Taxes and License                     | 850.00            |
| 5218-01 · Insurance                             | 500.00            |
| 5219-01 · Depreciation                          | 0.00              |
| 5230-01 · Electricity                           | 1,000.00          |
| 5232-01 · Gas                                   | 500.00            |
| 5234-01 · Water Services                        | 500.00            |
| 5236-01 · Trash Removal                         | 2,000.00          |
| 5237-01 · Kitchen Supplies                      | 9,500.00          |
| 5238-01 · Janitorial Service                    | 1,800.00          |
| 5500-01 · Postage Expense                       | 1,000.00          |
| 6920-01 · Vehicle Operations/Service            | 1,500.00          |
| <b>Total 01 · Admin Expenses</b>                | <b>217,842.16</b> |
| <b>03 · Marketing Expenses</b>                  |                   |
| 5117-03 · Media Expense                         | 2,000.00          |
| 5125-03 · Printing                              | 5,000.00          |
| 5133-03 · Dues,Books,Subscriptions              | 650.00            |
| 5500-03 · Postage                               | 600.00            |
| 6031-03 · Promotion                             | 1,100.00          |
| 6040-03 · Direct Marketing & Advertising        | 10,000.00         |
| <b>Total 03 · Marketing Expenses</b>            | <b>19,350.00</b>  |
| <b>04 · Fund Raising</b>                        |                   |
| 5105-04 · Salaries                              |                   |
| 6055-04 · Salaries (full-time)                  | 134,652.48        |
| <b>Total 5105-04 · Salaries</b>                 | <b>134,652.48</b> |
| 5111-04 · Payroll Taxes                         | 10,300.92         |
| 5112-04 · Health & Life Insurance               | 22,254.96         |
| 5115-04 · Staff Development                     | 1,000.00          |
| 5116-04 · Hospitality                           | 507.00            |
| 5120-04 · Office Supplies                       | 1,200.00          |
| 5127-04 · Special Events                        |                   |
| 5127 · Songwriters Night                        | 10,000.00         |
| 5128 · Pheasant Hunt                            | 25,000.00         |
| 5129 · Bonaroberts                              | 35,000.00         |
| <b>Total 5127-04 · Special Events</b>           | <b>70,000.00</b>  |
| <b>Total 04 · Fund Raising</b>                  | <b>239,915.36</b> |
| <b>15 · The Salama Institue -Youth &amp; Ch</b> |                   |
| 5105-15 · Salaries & Wages                      |                   |
| 6055-15 · Salaries - Full-time                  | 102,000.00        |
| 5110-15 · Salaries - Part Time                  | 53,439.50         |
| 5113-15 · Salaries-Instructors                  | 42,750.00         |
| 5117-15 · Salaries-Transportation               | 35,352.00         |
| <b>Total 5105-15 · Salaries &amp; Wages</b>     | <b>233,541.50</b> |

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| 5111-15 · Payroll Taxes                               | 21,136.44           |
| 5108-15 · Retirement Expense                          | 923.16              |
| 5112-15 · Health & Life Insurance                     | 30,183.24           |
| 5115-15 · Staff Development                           | 2,500.00            |
| 5118-15 · Utility Expenses                            | 22,000.00           |
| 5120-15 · Office Supplies                             | 4,500.00            |
| 5133-15 · Dues, Books & Subscriptions                 | 1,500.00            |
| 5137-15 · Computer Hardware Maintenance               | 15,000.00           |
| 5138-15 · Security & Equipment                        | 5,000.00            |
| 5139-15 · Equipment Rental                            | 4,000.00            |
| 5141-15 · Professional Fees                           | 8,000.00            |
| 5214-15 · Repairs/Maint-Non Contract                  | 8,000.00            |
| 5215-15 · Maint - Contract                            | 1,500.00            |
| 5216-15 · Interest Expense                            | 15,000.00           |
| 5218-15 · Worker's Comp Insurance                     | 15,000.00           |
| 5237-15 · Kitchen Supplies                            | 1,000.00            |
| 5500-15 · Postage                                     | 500.00              |
| 6013-15 · Facility Rent                               | 1,500.00            |
| 6020-15 · Supplies                                    | 2,500.00            |
| 6022-15 · Curriculum                                  | 6,500.00            |
| 6024-15 · Food                                        | 10,000.00           |
| 6029-15 · Volunteer Supplies & Materails              | 800.00              |
| 6040-15 · College Student Support                     | 3,500.00            |
| 6041-15 · Benevolence                                 | 5,000.00            |
| 6060-15 · Travel & Lodging Expenses                   | 1,000.00            |
| 6070-15 · Student Transportation                      | 500.00              |
| 6720-15 · Field Trips                                 | 850.00              |
| 6742-15 · T-Shirts                                    | 800.00              |
| 6910-15 · Vehicles - Lease                            | 8,000.00            |
| 6915-15 · Vehicle Insurance                           | 5,000.00            |
| 6920-15 · Vehicles-Operations/Service                 | 13,500.00           |
| 6925-15 · Vehicle Repairs                             | 3,000.00            |
| 6933-15 · Telephone                                   | 6,986.00            |
| 6961-15 · Cable/Internet Expense                      | 3,500.00            |
| 6962-15 · Copy Machine                                | 7,000.00            |
| <b>Total 15 · The Salama Institue -Youth &amp; Ch</b> | <b>469,220.34</b>   |
| <b>61 · Perf. Arts Training Institute</b>             |                     |
| 6010-61 · Salaries                                    | 42,000.00           |
| 6011-61 · Payroll Taxes                               | 3,213.00            |
| 6012-61 · Consulting                                  | 7,200.00            |
| 6013-61 · Facility Rent                               | 2,500.00            |
| 6014-61 · Equipment Rental                            | 1,500.00            |
| 6015-61 · Health Insurance                            | 7,800.00            |
| 6020-61 · Supplies                                    | 3,000.00            |
| 6023-61 · Staff Development                           | 1,000.00            |
| 6049-61 · Costume Rental                              | 1,250.00            |
| <b>Total 61 · Perf. Arts Training Institute</b>       | <b>69,463.00</b>    |
| <b>Total Expense</b>                                  | <b>1,015,790.86</b> |
| <b>Net Ordinary Income</b>                            | <b>29,472.30</b>    |
| <b>Net Income</b>                                     | <b>29,472.30</b>    |