

GTO Marriage & Family Ministries

Profit & Loss & Budget Performance

January through December 2017

	<u>Actual</u>	<u>2017</u>	<u>2018</u>
	<u>Jan - Dec 17</u>	<u>Budget</u>	<u>Budget</u>
Ordinary Income/Expense			
Income			
4001 · Contributions, gifts & grants			
40010 · Contributions - Non matching			
400104 · Cash contributions-Appeal	4,070.00	5,000.00	5,000.00
400101 · Cash contributions - from Board	14,500.00	17,500.00	15,000.00
400102 · Cash contributions-OtherSources	1,434.75	1,250.00	1,250.00
Total 40010 · Contributions - Non matching	20,004.75	23,750.00	21,250.00
40011 · Contributions towards Staff			
400111 · Donations - Gilloglys	31,131.00	24,175.00	32,500.00
Total 40011 · Contributions towards Staff	31,131.00	24,175.00	32,500.00
Total 4001 · Contributions, gifts & grants	51,135.75	47,925.00	53,750.00
4004 · Interest on Savings	3.75		
4010 · Gross Sales of Inventory			
40104 · Webinar Sales	904.19	1,200.00	1,200.00
40108 · Freight	572.20	374.75	600.00
40103 · Resource Sales - Other	79.95	75.00	75.00
40102 · Joy Pub Books	327.25	200.00	400.00
40101 · Oneness Candle	1,451.05	1,900.00	1,900.00
4010 · Gross Sales of Inventory - Other	-99.80	0.00	0.00
Total 4010 · Gross Sales of Inventory	3,234.84	3,749.75	4,175.00
Total Income	54,374.34	51,674.75	57,925.00
Cost of Goods Sold			
60132 · Credit Card Processing - PAYPAL	550.94	635.00	675.00
5100 · Cost of Conferences-Direct			
5105 · Webinars	500.00	500.00	500.00
Total 5100 · Cost of Conferences-Direct	500.00	500.00	500.00
5200 · Cost Of Resources-Direct			
5202 · Oneness Candle Contract Labor	824.25	1,099.00	1,099.00
5203 · Love Knots Contract Labor	0.00	37.50	50.00
5204 · Candle Royalty Costs	146.27	95.00	95.00
5205 · Freight	759.79	780.00	720.00

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5206 · JP Book Costs	139.50	90.00	150.00
5200 · Cost Of Resources-Direct - Other	210.00	0.00	140.00
Total 5200 · Cost Of Resources-Direct	2,079.81	2,101.50	2,254.00
Cost of Goods Sold	40.00		
Total COGS	3,170.75	3,236.50	3,429.00
Gross Profit	51,203.59	48,438.25	54,496.00
Expense			
6007A · Employee Compensation			
6007A1 · Employee Wages	3,527.25	5,000.00	4,000.00
Total 6007A · Employee Compensation	3,527.25	5,000.00	4,000.00
7000 · Fundraising			
70110 · Fundraising - Gillogly	433.98	750.00	600.00
Total 7000 · Fundraising	433.98	750.00	600.00
5300 - Depreciation	0.00	0.00	0.00
6001 · Advertising			
60016 · Website Promotion	168.39	525.00	1,000.00
6001 · Advertising - Other	106.96	0.00	200.00
Total 6001 · Advertising	275.35	525.00	1,200.00
6002 · Automobile			
60022 · Registration	130.74	125.00	130.00
60023 · Repair	453.50	600.00	600.00
60024 · Fuel	1,242.74	1,300.00	1,300.00
60025 · Auto Insurance	1,392.38	1,339.00	1,400.00
60026 - Auto Personal Use	-1,178.29	-2,100.00	-1,255.38
6002 - Automobile - Other	202.79	0.00	225.00
Total 6002 · Automobile	2,243.86	1,264.00	2,399.62
6003 · Bank Charges			
60032 · Service Charge	60.91	35.00	65.00
Total 6003 · Bank Charges	60.91	35.00	65.00
6004 · Charitable Donations			
60042 · Charitable - Other NEE	100.00	100.00	100.00
6004 · Charitable Donations - Other	0.00	0.00	0.00
Total 6004 · Charitable Donations	100.00	100.00	100.00

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6007 · Compensation			
60071 · Exec Directors Compensation			
600711 · Director's Salary	1,641.91	1.00	4,931.56
600715 · Director's Housing Allowance	31,200.00	28,500.00	31,200.00
600716 · Non Cash Compensation Gillogly	1,380.26	2,300.00	1,457.88
Total 60071 · Exec Directors Compensation	<u>34,222.17</u>	<u>30,801.00</u>	<u>37,589.44</u>
Total 6007 · Compensation	34,222.17	30,801.00	37,589.44
6008 · Dues and Subscriptions	45.00	45.00	45.00
6009 · Education			
60091 · Books	0.00	75.00	75.00
60093 · Tapes/CDs	0.00	30.00	30.00
60094 · Tuition	400.00	250.00	400.00
Total 6009 · Education	<u>400.00</u>	<u>355.00</u>	<u>505.00</u>
6010 · Licenses & Registration	125.71	47.25	130.00
6011 · Meals & Entertainment			
60111 · GTO Board Meeting Expenses	0.00	100.00	100.00
60112 · Directors' Meals	386.37	425.00	425.00
Total 6011 · Meals & Entertainment	<u>386.37</u>	<u>525.00</u>	<u>525.00</u>
6012 · Gifts			
60121 · Supporters	50.00	50.00	50.00
Total 6012 · Gifts	<u>50.00</u>	<u>50.00</u>	<u>50.00</u>
6012A · Insurance			
6012A01 · Liability	517.69	691.00	532.32
6012A02 · Life	2,562.24	2,010.00	2,838.24
Total 6012A · Insurance	<u>3,079.93</u>	<u>2,701.00</u>	<u>3,370.56</u>
6013 · Internet			
60133 · Internet Access	361.73	415.00	370.00
60134 · Web Hosting	85.16	108.00	236.88
6013 · Internet - Other	0.00	0.00	0.00
Total 6013 · Internet	<u>446.89</u>	<u>523.00</u>	<u>606.88</u>
6014 · Miscellaneous	0.05	50.00	50.00
6015 · Office Supplies			

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60151 · Hardware	115.97	350.00	350.00
60152 · Software	190.46	125.00	200.00
60153 · Supplies, Misc.	228.39	200.00	250.00
Total 6015 · Office Supplies	534.82	675.00	800.00
6016 · Postage	236.97	125.00	250.00
6017 · Professional Services			
60171 · Payroll Tax Services	234.89	215.00	240.00
60172 · Website Development Services	1,111.64	150.00	1,050.00
6017 · Professional Services - Other	30.00	150.00	50.00
Total 6017 · Professional Services	1,376.53	515.00	1,340.00
6018 · Tax Expense			
60181 · Payroll Taxes	307.43	900.00	450.00
Total 6018 · Tax Expense	307.43	900.00	450.00
6019 · Telephone	1,346.46	1,156.00	1,350.00
60191 - Phone Personal Use	-201.97		-202.50
Total 6019 - Telephone	1,144.49	1,156.00	1,147.50
6020 · Travel			
60201 · Lodging	0.00	100.00	100.00
Total 6020 · Travel	0.00	100.00	100.00
Total Expense	48,997.71	46,242.25	55,324.00
 Net Ordinary Income	 2,205.88	 2,196.00	 -828.00
Net Income	2,205.88	2,196.00	-828.00

*Note: The 2017 & 2018 Budgets and 2017 Actual P&L were prepared with the exclusion of the Depreciation amount because it is a non-cash item.

**Note: The net gain of \$1983.45 from the sale of a fixed asset (the Pontiac Bonneville) is excluded as it was a non-operating expense item.