

Delight Ministries							
REVENUE	January	Feburary	March	April	May	June	July
Chapter Books	25,908	21,150	2,220	2,009	1,004	0	0
Ecommerce	5,074	8,626	1,014	507	507	7,104	507
Point of purchase	6,948	37,610	6,168	3,454	0	0	0
Leadership Conference	705	2,116	7,055	5,966	12,346	4,233	4,736
Program Fee							
For The Girl	6,228	20,652	6,550				
EARNED REVENUE	44,863	90,154	23,007	11,936	13,857	11,337	5,243
Donations	3,300	3,300	26,000	25,200	94,000	34,500	4,500
TOTAL REVENUE	48,163	93,454	49,007	37,136	107,857	45,837	9,743
OPERATING EXPENSES	January	Feburary	March	April	May	June	July
Accounting and Legal	1,450	1,450	1,450	1,450	1,450	1,450	8,000
Marketing/Awareness	7,000	4,500	3,000	3,000	5,000	250	250
Creative	1,050	800	800	800	800	800	800
Annual Events	6,800	2,120	1,100	1,500	1,500	5,200	6,000
Cell Services	420	420	420	420	420	600	600
Content Development						1,500	
Depreciation	150	150	150	150	150	150	150
Fees: Credit Card Processing (not merch)	100	100	120	120	300	150	100
Meals & Entertainment	250	220	340	220	220	280	240
Furniture, Equipment and Software	4,280				8,000		
Gifts Given	50	50	50	350	50	50	100
Insurance	290	290	290	290	290	290	290
Office Supplies	300	50	50	300	50	50	50
Payroll Expenses	1,687	1,687	1,687	1,574	1,574	1,684	1,759
Salaries and Wages	18,005	18,005	18,005	16,805	16,805	17,978	18,778
401k Match & Management	668	668	668	668	668	715	747

Rent	6,400	3,200		3,200	3,200	3,200	6,400
Shipping Expense	8,000	1,300	1,300	1,300	1,300	3,800	1,300
Subscriptions	1,000	1,000	1,000	1,000	1,000	1,100	1,100
Staff Development	2,200	200	3,700	950	200	2,000	2,140
Chapter Development							
Fundraising		1,100	500	3,660	500		
Other Operating Expense							
TOTAL OPERATING EXPENSES	60,100	37,310	34,630	37,757	43,477	41,247	48,804
COST OF GOODS SOLD	January	Feburary	March	April	May	June	July
Chapter Book						12,398	
For The Girl Book	1,225						
How To Prepare	6,500						
Black Tour Tee	5,100						
FTG White Kingdom Come Tshirt	3,600						
FTG Sweatstshirt	7,920						
Spring tshirt (crunchberry comfort colors)							
Spring sweatshirt (black delight sweatshirt)							
Fall tshirt							12,038
Fall sweatshirt							20,219
Hat							
Mugs	650						
Car Decals + others	500						
Coupon Discount						1,500	
Point-of-Sale Fees (Square)	299	1,617	265	257	0	0	0
Point-of-Sale Fees (stripe)	147	250	29	15	15	206	15
TOTAL COST OF GOODS SOLD	25,941	1,867	295	271	15	14,104	32,272
TOTAL EXPENSE	86,041	39,177	34,925	38,028	43,492	55,351	81,076

NET INCOME	(37,878)	54,277	14,082	(892)	64,365	(9,514)	(71,333)
UNRESTRICTED CASH FLOW							
Cash Balance BOM	84,007	46,129	100,406	114,488	113,596	177,961	168,447
Cash Balance EOM	46,129	100,406	114,488	113,596	177,961	168,447	97,114

				2020 Budgeting			
August	September	October	November	December	TOTAL 2020	TOTAL 2019	TOTAL 2018
10,098	57,222	8,415	4,375	2,187	134,588	97,920	76,395
3,552	11,163	2,537	8,119	4,567	53,277	46,698	36,092
19,606	20,592	11,583	4,290	0	110,251	77,393	28,772
18,000					55,157	26,846	27,395
28,000					28,000	21,000	10,634
					33,430	10,170	2610
79,256	88,977	22,535	16,784	6,754	414,703	280,027	181,898
4,500	4,500	11,500	5,500	45,500	262,300	181,917	66,432
83,756	93,477	34,035	22,284	52,254	677,003	461,944	248,330
August	September	October	November	December	TOTAL	TOTAL 2019	TOTAL 2018
1,450	1,450	1,450	1,450	1,450	23,950	15,402	21,502
2,500	4,000	250	250	250	30,250	31,111	5,052
4,300	800	800	800	800	13,350	4,778	
34,000					58,220	44,765	15,644
600	600	600	600	600	6,300	2,981	3,232
			2,000		3,500	11,292	3,890
150	150	150	150	150	1,800	2,985	3,583
100	100	100	100	300	1,690	311	691
270	490	810	510	280	4,130	3,161	1443
					12,280	1,266	878
50	50	50	80	1,150	2,080	918	1,503
290	290	290	800	290	3,990	3,129	3,219
300	50	50	300	50	1,600	1,030	1,129
1,759	1,706	1,744	1,706	1,656	20,223	12,353	12,488
18,778	18,211	18,611	18,211	17,681	215,873	160,314	160,264
747	725	741	725	703	8,443	4,895	4,658

	3,200	6,400		6,400	41,600	28,050	26,400
10,000	8,000	1,500	2,700	2,500	43,000	25,698	6,190
1,100	1,100	1,200	1,200	1,200	13,000	9,148	3903
2,200	2,386	1,470	3,000	1,500	21,946	5,965	413
1,200	1,200	600	200		3,200	9,818	2185
		500		200	6,460	2,436	2369
					0	246	2314
79,794	44,508	37,316	34,782	37,160	536,885	382,052	282,950
August	September	October	November	December	TOTAL		
			11,325		23,723		
					1,225		
					6,500		
					5,100		
					3,600		
					7,920		
				8,420	8,420		
				14,290	14,290		
					12,038		
					20,219		
					0		
					650		
					500		
	1,000			1,500	4,000		
843	885	498	184	0	4,849		
103	324	74	235	132	1,545		
946	2,209	572	11,745	24,342	114,579		
80,740	46,717	37,888	46,527	61,502	651,464		

3,016	46,760	(3,853)	(24,243)	(9,248)	25,539
97,114	100,130	146,890	143,038	118,795	
100,130	146,890	143,038	118,795	109,546	