

<u>Revenue</u>		<u>Expense</u>		<u>Expense continued</u>	
<u>OPERATING ACTIVITIES</u>		<u>PERSONNEL</u>		<u>NON-PERSONNEL</u>	
Cultivation Appeals - Doug Shaw	2,694,996	Salaries	4,921,074	Professional Fees	26,000
Lead Challenge Gifts	150,000	Overtime Wages	100,000	Consulting Fees	21,000
Acquisition Appeals - Doug Shaw	626,200	Payroll Taxes	366,268	Accounting - Outsource	10,500
Partners of Hope	291,954	FLSA	100,500	Legal Services	12,000
Newsletter	1,802,447	Group Insurance	900,000	Financial Service Fees	35,000
Thank You Receipts	793,876	Group Ins Employee Cost Sharing	(240,905)	Credit Card Processing Fees	70,000
White Mail	1,659,000	Workman's Comp	105,387	Dues and Licenses	112,000
Memorials & Tributes	162,000	Wellness Program	11,000	Volunteer Background Checks	40,000
Special Events	538,000	Other Employer Paid Insurance	52,322	Insurance - General	199,000
Church Relations	101,000	HAS - NRM Cost	48,000	Office Supplies	30,000
Trust Income	36,864	Unemployment Benefits	24,000	Office Equipment Maintenance	21,100
Foundation Grants & Gifts	1,125,000	Retirement - Match	50,000	Computer I.T.	40,000
Website Gifts	1,141,870	Retirement - 3% Base	118,500	Postage	25,000
<b>TOTAL GIFTS</b>	<u>11,123,207</u>	Staff Development	12,500	Printing	30,000
		Extended Travel	15,000	Newsletter Printing - Postage	260,000
<b>OTHER INCOME</b>		Benevolence	10,000	Media	380,000
Interest & Dividends	25,000	Local Mileage Reimbursement	7,500	Special Events Cost	200,000
Travelers Aid Reimbursements	15,500	HR Services	43,000	Cultivation Appeals - Doug Shaw	663,244
Miscellaneous	4,000	<b>TOTAL PERSONNEL</b>	<u>6,644,146</u>	Donor Appeals - In house	9,500
<b>Sub Total Other Income</b>	<u>44,500</u>			Acquisition Appeals - Doug Shaw	679,866
<b>TOTAL CASH REVENUE</b>	<u>11,167,707</u>			Donor Development	15,000
				Web Developer	10,000
				Program allowances	15,000
				Program Transportation	30,000
				Supplies - Program	45,000
				Supplies - Residential	60,000
				Supplies - Kitchen	65,000
				Food	200,000
				Janitorial	150,000
				Building Maintenance	150,000
				Building Security	60,000
				Telephone	35,500
				Utilities	465,500
				Vehicles - Gas & Oil	20,000
				Traveler's Aid	40,000
				Miscellaneous	25,000
				<b>TOTAL NON-PERSONNEL</b>	<u>4,250,210</u>
				<b>TOTAL CASH EXPENSES</b>	<u>10,894,356</u>
				<b>Cash Flows from Operating Activities</b>	<u>273,351</u>
				<b>Cash Surplus (Deficit)</b>	<u>273,351</u>