

Caleb Company Ministry  
Caleb General Budget DRAFT  
2018 Calendar Year

	2017 Annual Budget	2017 YTD as of 10/31/17	Nov Projection	Dec Projection	2018 Annual Budget - Draft	Variance (2018 vs. 2017)	2018 Budget Notes
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
<b>Public Support and Revenue:</b>							
4100 - Churches	\$ 55,000 16.0%	\$ 48,898 9.6%	4,416.50	6,000.00	60,000 10.4%	\$ 5,000	
4200 - Individuals	192,000 55.7%	205,984 40.5%	10,096.00	28,000.00	235,000 40.6%	43,000	
4300 - Foundations	5,000 1.5%	3,518 0.7%	2,842.00	700.00	8,000 1.4%	3,000	
4400 - Fundraising		119,678	3,000.00	20,000.00	110,000 19.0%	110,000	
4500 - Staff	0	0					
<b>Total - Public Support and Revenue</b>	<b>\$ 252,000 73%</b>	<b>\$ 378,078 74%</b>	<b>20,344.50</b>	<b>52,700.00</b>	<b>\$ 413,000 71%</b>	<b>\$ 161,000</b>	
<b>Program Revenue:</b>							
4600 - Sales							
4610 - Tennessee sales	2,871 1%	185 0%	159.00		3,500 0%	629	
4620 - Non-Tennessee sales	6,448 2%	2,868 1%	680.00		5,500 1%	(948)	
4650 - Rental Income	62,200 19%	34,516 7%	2,127.50		32,800 6%	(29,400)	
4700 - Training and Ministry Trips	16,000 5%	87,580 17%	12,062.50	1,500.00	119,330 21%	103,330	make note about possible change in cost? Is the 30K gross profit or did we account for increased
4900 - Other	5,126 1%	8,541 1%	211.00		5,139 1%	10	
<b>Total - Program and Rental Revenue</b>	<b>\$ 92,645 27%</b>	<b>\$ 130,870 25%</b>	<b>\$ 24,240.00</b>	<b>\$ 1,500.00</b>	<b>\$ 166,269 29%</b>	<b>\$ 73,624</b>	
<b>Total Income</b>	<b>\$ 344,645 100%</b>	<b>\$ 508,948 100%</b>	<b>\$ 38,584.50</b>	<b>\$ 54,200.00</b>	<b>\$ 579,269 100%</b>	<b>\$ 234,621</b>	
<b>Expense</b>							
6200 - Travel							
6210 - Lodging	2,562 1%	16,877 5%	250.00	2,500.00	22,500 4%	19,938	I would imagine this to be more significant with the loss of training school housing at the JO and is
6220 - Travel	39,722 12%	65,663 13%	1,800.00	1,700.00	99,000 17%	59,278	Projection based only on existing programs (does not include land travel for ministry trips which is
6230 - Nashville Gas / Mileage	0 0%	1,913 1%	300.00	100.00	0 0%	(0)	Included in land travel
6240 - Meals & Entertainment	11,000 3%	20,008 4%	400.00	200.00	20,500 4%	9,500	
6250 - Other / Misc.	200 0%	2,791 1%	6.00	6.00	2,700 0%	2,500	
<b>Total 6200 - Travel</b>	<b>\$ 53,484 16%</b>	<b>\$ 107,162 31%</b>	<b>\$ 2,756.00</b>	<b>\$ 4,506.00</b>	<b>\$ 144,700 25%</b>	<b>\$ 91,216</b>	
6300 - Programs and Products							
6310 - Supplies	4,000 1%	3,332 1%			4,200 1%	200	
6320 - Inventory	0 0%	1,618 0%	300.00	1,200.00	3,800 7%	3,800	
6390 - Programs - Other	900 0%	42 0%			800 0%	(800)	
<b>Total 6300 - Programs and Products</b>	<b>\$ 4,900 1%</b>	<b>\$ 4,991 1%</b>	<b>\$ 300.00</b>	<b>\$ 1,200.00</b>	<b>\$ 8,800 2%</b>	<b>\$ 4,000</b>	
6400 - International Expenses							
6410 - Giving & Aid	28,304 8%	23,863 7%			38,000 7%	9,696	For All Aid & Outreach, we would like to increase giving each year
6420 - Jerusalem Quarters	59,753 17%	45,214 13%	4,094.00	4,094.00	6,925 1%	(52,828)	Small buffer to the \$600mo we pay Netems. Buffer for any unforeseen expenses related to moving
<b>Total 6400 - International Expenses</b>	<b>\$ 88,057 26%</b>	<b>\$ 69,077 25%</b>	<b>\$ 4,094.00</b>	<b>\$ 4,094.00</b>	<b>\$ 44,925 8%</b>	<b>\$ (43,132)</b>	
6500 - Capital Expense							
6510 - Capital Expense	2,000 1%	978 0%	150.00		2,000 0%		We have a definite hope to spend \$1275 on new musical equipment, upgrades, music software, et
<b>Total 6500 - Capital Expense</b>	<b>\$ 2,000 1%</b>	<b>\$ 978 0%</b>	<b>\$ 150.00</b>	<b>\$ -</b>	<b>\$ 2,000 0%</b>	<b>\$ -</b>	
7100 - Overhead							
7110 - Communication	5,000 1%	7,033 2%	680.00	480.00	14,500 3%	9,500	New bill at LH and RH is \$3000/year additionally
7120 - Subscriptions, Fees, Dues	15,620 5%	17,000 5%	1,090.30	1,890.30	29,770 5%	14,150	Office upgrades - New monitor for finance computer; As donations increase through fundraising @
7130 - Supplies	8,100 2%	8,039 1%	450.00	376.00	6,500 1%	(1,600)	Upgrades after build outs
<b>Total 7100 - Overhead</b>	<b>\$ 28,720 8%</b>	<b>\$ 28,132 8%</b>	<b>\$ 2,220.30</b>	<b>\$ 2,746.30</b>	<b>\$ 50,770 9%</b>	<b>\$ 22,000</b>	
7200 - Professional Fees							
7210 - Professional Services	6,720 2%	12,471 4%	900.00	1,200.00	18,100 3%	11,380	Audit (8,500), \$800mo for book keeping projections (per Brett's recommendation)
7220 - Insurance	4,200 1%	3,798 1%	310.00	310.00	10,125 2%	5,925	Add Directors and officers liability insurance - \$1100. Global International workers comp insuranc
<b>Total 7200 - Professional Fees</b>	<b>\$ 10,920 3%</b>	<b>\$ 16,239 3%</b>	<b>\$ 1,210.00</b>	<b>\$ 1,510.00</b>	<b>\$ 28,225 5%</b>	<b>\$ 17,305</b>	
7300 - Operations							
7310 - Meals & Entertainment	3,000 1%	3,211 1%	250.00	300.00	4,250 1%	1,250	Budget \$500/each staff advance (2-3 per year) in addition to typical MAE expenses
7320 - Gas & Mileage	- 0%	915 0%	600.00	750.00	2,500 0%	2,500	Potential gas/mileage for ATD, the Sound, LoveNashville, and Bonaroo on top of typical expenses
<b>Total 7300 - Operations</b>	<b>\$ 3,000 1%</b>	<b>\$ 4,126 1%</b>	<b>\$ 850.00</b>	<b>\$ 1,050.00</b>	<b>\$ 6,750 1%</b>	<b>\$ 3,750</b>	
7400 - Facilities							
7410 - Facilities Utilities	11,900 3%	6,975 2%	400.00	400.00	16,200 3%	4,300	Caleb potentially to take over RH utilities and McDowell Rent to increase by approx. \$300 - Water
7420 - Facility Interest and Taxes	33,645 10%	31,159 9%	4,298.00	4,298.00	36,500 6%	2,855	
7430 - Facility & Land Maintenance	17,800 5%	5,159 1%	250.00	700.00	10,000 2%	(7,800)	A lot of fixes will occur with build outs and renovations and a budget for the supplies of Jon's labc
<b>Total 7400 - Facilities</b>	<b>\$ 63,345 18%</b>	<b>\$ 43,293 13%</b>	<b>\$ 5,048.00</b>	<b>\$ 4,898.00</b>	<b>\$ 62,700 11%</b>	<b>\$ (645)</b>	
7500 - Human Resources							
7510 - Salaries/Wages	97,000 28%	69,377 12%	5,000.00	5,000.00	79,200 14%	(17,800)	Includes W-2 Spend/salary ONLY plus a \$30K adjustment projection for Caleb Gen portion of To
7520 - 1099 Caleb	14,000 4%	16,650 3%	2,500.00	2,500.00	18,000 3%	4,000	Includes stipends ONLY for 1099 employees - Jesse, Heather, Hunter
7530 - Payroll Taxes	6,098 2%	6,832 1%	683.00	683.00	9,000 2%	2,902	
7540 - Life & Health Insurance	13,254 4%	7,398 1%	737.00	737.00	11,400 2%	(1,854)	
7550 - Housing Allowance	34,880 10%	18,824 5%			28,360 5%	(5,720)	Wellness, IRA, and Health for 6 employees and MF 2-yr reward for Heather
7560 - 1099 Contractor	7,000 2%	4,255 1%	432.00		5,500 1%	(1,500)	
7570 - Other / Misc.	400 0%	0 0%			400 0%	-	
7580 - Depreciation Expense	22,000 6%	0 0%			22,000 4%	-	
<b>Total 7500 - Human Resources</b>	<b>\$ 193,803 56%</b>	<b>\$ 112,307 22%</b>	<b>\$ 9,352.00</b>	<b>\$ 8,620.00</b>	<b>\$ 173,860 30%</b>	<b>\$ (19,943)</b>	
8100 - Fundraising							
8110 - Fundraising Events							
8120 - Marketing	14,520 4%	11,979 2%	1,000.00	700.00	16,500 3%	1,980	Budgeting for events in Abilene, CA, Dallas, etc. this year
8130 - Supplies	1,830 1%	1,485 0%	850.00	700.00	3,800 7%	1,970	Budgeting for potential upgrade costs as technology develops and our website will need to be con
8140 - Meals & Entertainment	700 0%	332 0%			1,500 0%	800	We spent close to \$1600 this year on 2 mail out initiatives
8150 - Donor Appreciation	1,250 0%	1,383 0%	150.00	200.00	3,500 1%	2,250	Budget for potential donor meetings and alumni fundraising gatherings
<b>Total 8100 - Fundraising</b>	<b>\$ 18,300 5%</b>	<b>\$ 15,852 5%</b>	<b>\$ 2,000.00</b>	<b>\$ 1,600.00</b>	<b>\$ 19,300 3%</b>	<b>\$ 1,000</b>	We want to do at least one donor appreciation mail out initiative in 2018 and have leftover financ
<b>Total Expense</b>	<b>\$ 466,529 135%</b>	<b>\$ 403,157 59%</b>	<b>\$ 27,874.30</b>	<b>\$ 29,467.30</b>	<b>\$ 551,730 85%</b>	<b>\$ 85,201</b>	
<b>Net Ordinary Income</b>	<b>\$ (121,884) -35%</b>	<b>\$ 105,990 25%</b>	<b>\$ 113,200.45</b>	<b>\$ 137,832.70</b>	<b>\$ 27,538 5%</b>	<b>\$ 149,420</b>	
<b>Cumulative</b>							
<b>Cash Flow Adjustments:</b>							
Add back Depreciation:	22,000 6%	22,000 4%			22,000 4%	-	
Subtract Mortgage Principal Payments:	(32,891) -10%	(32,891) -6%			0 0%	32,891	
<b>Other Adjustments**</b>							
<b>Net Cash Flow</b>	<b>\$ (132,775) -39%</b>	<b>\$ 94,699 19%</b>			<b>\$ 49,538 9%</b>	<b>\$ 182,311</b>	

\*\* Other adjustments include approved uses of cash that was expensed instead of being capitalized, unused ministry funds, and any school revenue not yet expensed