

FYE September 30, 2016 Cash Flow Budget

<u>Revenue</u>		<u>Expense</u>		<u>NON-PERSONNEL</u>	
OPERATING ACTIVITIES		PERSONNEL			
Cultivation Appeals	2,781,993	Salaries	4,576,060	Professional Fees	42,000
Acquisition Appeals	604,418	Overtime Wages	140,000	Consulting Fees	51,000
Friends of the Friendless	290,914	Payroll Taxes	342,725	Accounting - Outsource	11,000
Newsletter	1,859,904	Group Insurance	892,533	Legal Services	12,000
Thank You Receipts	820,013	Group Ins Employee Cost Sharing	(170,348)	Financial Service Fees	29,000
White Mail	1,750,000	Workman's Comp	110,725	Credit Card Processing Fees	40,000
Memorials & Tributes	150,000	Wellness Program	48,000	Dues and Licenses	90,000
Special Events	450,000	Other Employer Paid Insurance	60,000	Insurance - General	184,133
Church Relations	100,000	HAS-NRM Cost	25,000	Office Supplies	30,000
Trust Income	50,000	Unemployment Benefits	24,000	Office Equip Maintenance	20,000
Foundation Grants & Gifts	795,000	Retirement - Match	76,448	Computer I.T.	45,000
Website Gifts	910,570	Retirement - 3% Base	118,500	Postage	30,000
TOTAL GIFTS	10,562,812	Staff Training	25,000	Printing	20,000
		Extended Travel	17,000	Newsletter Printing - Postage	250,000
OTHER INCOME		Benevolence	10,000	Media	350,000
Interest & Dividends	30,000	Local Mileage Reimbursement	11,000	Special Events Cost	200,000
Vending	6,000	HR Services	18,000	Cultivation Appeals - Doug Shaw	634,800
Trav Aid Reimbursements	25,000	TOTAL PERSONNEL	6,324,643	Donor Appeals - In House	9,545
Miscellaneous	5,000			Acquisition Appeals - Doug Shaw	629,600
Sub Total Other Income	66,000			Donor Development	30,000
TOTAL CASH REVENUE	10,628,811			Web Developer	10,000
				Program allowances	15,000
				Program Transportation	30,000
				Supplies - Program	50,000
				Supplies - Residential	65,000
				Supplies - Kitchen	70,000
				Food	200,000
				Janitorial	140,000
				Building Maintenance	145,000
				Building Security	70,000
				Telephone	50,000
				Utilities	470,000
				Vehicles - Gas & Oil	30,000
				Traveler's Aid	50,000
				TOTAL NON-PERSONNEL	4,103,075
				TOTAL CASH EXPENSES	10,427,718
				Cash Flows from Operating Activities	201,094
				Cash Surplus (Deficit)	201,094
				Depreciation	701,830
				Total Surplus (Deficit)	-500,737