

# This Is Living Ministries

## Proposed Annual Budget for 2020

	Raw #s from 2019	Increase by 20%	Adjustments Needed	Totals with Adjustments
	Last Qtr x 4	Raw + 20%		
<b>Income</b>				
<b>Donation Income</b>				
<b>Designated Donations</b>				
Fundraisers	8,908	10,690	<b>26,000</b>	36,690
Undesignated Donations	76,234	91,481	<b>10,000</b>	101,481
<b>Total Donation Income</b>	85,142	102,170	<b>36,000</b>	138,170
Grant Income	4,560	5,472	<b>10,000</b>	15,472
Misc Income	308	370		370
<b>Sales of Product Income</b>				
Clothing	1,440	1,728		1,728
Donated Goods	200	240		240
Jewelry	1,768	2,122		2,122
Sales Tax Collected	(332)	(399)		(399)
<b>Total Sales of Product Income</b>	3,076	3,691		4,429
Unapplied Cash Payment Income	0	0		0
<b>Total Income</b>	93,086	111,703	<b>46,000</b>	158,441
Cost of Goods Sold	6,474	7,768		7,768
<b>Total Cost of Goods Sold</b>	6,474	7,768		7,768
<b>Gross Profit</b>	86,612	103,934	<b>46,000</b>	<b>150,673</b>
<b>Expenses</b>				
Advertising & Marketing	1,218	1,461		1,461
Auto Expenses				0
Fuel	1,575	1,890		1,890
Insurance	1,103	1,324		1,324
Mileage Reimb	4,327	5,193		5,193
Registration	131	157		157
Repairs & Service	3,968	4,762		4,762
<b>Total Auto Expenses</b>	11,104	13,325		13,325
Bank Charges & Fees				0
PayPal Fees	145	174		174
QuickBooks Payments Fees	25	30		30
<b>Total Bank Charges &amp; Fees</b>	170	204		204
Facility Expenses				
Rent & Lease	21,000	25,200		25,200
Utilities				
Electricity	2,792	3,350		3,350
Internet	960	1,152		1,152

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Telephone	459	551		551
Water	597	717		717
Total Utilities	4,808	5,770		5,770
Total Facility Expenses	25,808	30,970		30,970
Insurance				
D&O Liability	1,780	2,136		2,136
General Liability	1,365	1,638		1,638
Umbrella	615	738		738
Total Insurance	3,760	4,512		4,512
Office Supplies & Software	338	405		405
Payroll Expenses				0
Health Ins Reimb	2,040	2,448		2,448
Payroll Service Fees	619	743		743
Taxes	4,867	5,840		5,840
Wages	63,614	76,336		76,336
Work Comp Ins	1,711	2,054		2,054
Total Payroll Expenses	72,851	87,421		87,421
Program Expenses				
Background Cks, ID, Birth Certs	216	259		259
Drug Testing	1,122	1,346		1,346
Events, Friends & Family Days	78	94	500	594
Household Food	1,648	1,977	3,500	5,477
Household Supplies	428	514		514
Medical Expenses	2,872	3,446		3,446
Program Supplies & Curriculum	293	351		351
Total Program Expenses	6,657	7,988	4,000	11,988
Total Expenses	121,905	146,286	4,000	150,286
Net Operating Income	(35,293)	(42,351)	42,000	387