

Year End 2018 Comparisons and 2019 Budget Proposal

InCome						2019
	2015	2016	2017	2018	Diff	Budget
TOTAL Donations	38347	42239	41248	48651	7403	
Sales						
Sales:Sales Cash-Check	27119	26367	24779	27229	2450	
Sales:Sales Credit Card	12246	15610	18276	21259	2983	
Sales:Sales Non-Taxable	2625	6410	1734	63	-1671	
TOTAL Sales	41989	48387	44790	48552	3762	
TOTAL INCOME	80337	90626	86038	97204	11166	
Outflow						2019
	2015	2016	2017	2018	Diff	Budget
EXPENSES						
Cost of Goods Bought	20017	30160	25172	27989	-2817	28672
Overhead						
Overhead:Accountant	1800	1800	1650	1800	-150	1800
Overhead:Activities & Events	1070	2468	1521	1364	157	1675
Overhead:Bank Charge	256	448	527	669	-142	685
Overhead:Business Meeting - Food	0	42	76	174	-98	348
Overhead:Conventions	569	721	803	1589	-785	989
Overhead:Insurance Work Comp & Proper	1036	1082	1143	1258	-115	1289
Overhead:Internet ISP	425	736	1010	771	239	790
Overhead:Meeting Supplies	1095	851	726	792	-66	811
Overhead:New Equipment	391	791	493	671	-177	516
Overhead:Office Supplies	1819	1476	906	1166	-260	1061
Overhead:Refund Debit Card	-38	-58				
Overhead:Rent Building	10536	10536	10536	10536	0	10793
Overhead:Repair-Maintenance	136	453	263	706	-443	362
Overhead:Sales Tax & Penalties	3443	3424	3413	3990	-577	4087
Overhead:Telephone	1857	1936	2052	1798	254	1212
Overhead:Workshops	22	0				
TOTAL Overhead	24418	26706	25118	27158	-2040	26418
Wages						
Wages:Federal Withholding Deposit	6090	7462	6729	6883	-154	7205
Wages:Salary-Paychecks	26155	20757	22326	23945	-1619	25263
Wages:State Withholding	623	889	863	617	246	646
TOTAL Wages	32868	29108	29917	31444	-1527	33114
TOTAL EXPENSES	77303	85973	80208	86716	-6508	88204
OVERALL TOTAL	3034	4653	5830	10488	4657	
Banking Balances						
General Checking: Beginning Balance <u>\$22850.82</u> Ending Balance <u>\$22654.99</u> Fees <u>\$ 0</u>						
(Accrued Payroll Included in the General Checking Account ending balance <u>\$0</u>)						
Reserve Account Beginning Balance <u>\$6605.49</u> Ending Balance <u>\$6605.49</u> Fees <u>\$0</u>						
PayPal Account Beginning Balance <u>\$2030.71</u> Ending Balance <u>\$4078.36</u> Fees <u>\$59.17</u>						
(Note: The accrued payroll is stored in, and is part of, balances of the general checking account.)						
The bank balances are the actual in the bank and are unaffected by outstanding checks						
Note: The master information and all the Central Office information is available anytime.						
Please let the director know if you would like to look it over.						

Narrative: In 2018 donations were up \$7403 & sales were up \$3762. Wow! Cost of goods bought was up 2817 because of more sales. Convention costs were up 785 because we paid 1171 in 2018 for the Central Office Seminar that happened in 2017. Overall Total was, Income minus Expences, 10488. This was a great year. This type of year has never happened before. Bad years will come again though. Donations will be down, expences will be up. I suggest putting 10,500 into prudent reserve so we will have it to help us through tough times when they come again.