

<b>Church of The Good Shepherd, Inc</b>					
<b>Analysis of Revenues &amp; Expenses - Summary</b>					
<b>January to April 2016</b>	<b>YTD Actual</b>	<b>YTD Budget</b>	<b>Variance</b>	<b>YTD Actual</b>	<b>Variance</b>
<b>Headings and Account</b>	<b>This Year</b>	<b>This Year</b>	<b>This Year</b>	<b>Last Year</b>	<b>Last Year</b>
<b>Church Operating Fund Income</b>					
<b>Contributions</b>	<b>\$91,780</b>	<b>\$78,846</b>	<b>\$12,934</b>	<b>\$78,773</b>	<b>\$13,007</b>
<b>Endowment Fund</b>	<b>\$30,000</b>	<b>\$30,000</b>	<b>\$0</b>	<b>\$58,000</b>	<b>-\$28,000</b>
<b>Other Income</b>	<b>\$18,255</b>	<b>\$19,300</b>	<b>-\$1,045</b>	<b>\$8,175</b>	<b>\$10,080</b>
<b>Total Operating Income</b>	<b>\$140,035</b>	<b>\$128,146</b>	<b>\$11,889</b>	<b>\$144,948</b>	<b>-\$4,913</b>
<b>Church Operating Fund Expenses</b>					
<b>Personnel</b>	<b>\$72,539</b>	<b>\$72,778</b>	<b>-\$238</b>	<b>\$72,753</b>	<b>-\$214</b>
<b>Buildings &amp; Grounds</b>	<b>\$29,112</b>	<b>\$31,978</b>	<b>-\$2,866</b>	<b>\$25,204</b>	<b>\$3,908</b>
<b>Other Expenses</b>	<b>\$23,962</b>	<b>\$25,898</b>	<b>-\$1,936</b>	<b>\$23,665</b>	<b>\$297</b>
<b>Total Operating Expenses</b>	<b>\$125,613</b>	<b>\$130,653</b>	<b>-\$5,040</b>	<b>\$121,623</b>	<b>\$3,991</b>
<b>Net Total</b>	<b>\$14,422</b>	<b>-\$2,507</b>	<b>\$16,930</b>	<b>\$23,325</b>	<b>-\$8,903</b>
<b>Discretionary Fund Income</b>	<b>\$6,265</b>	<b>\$8,000</b>	<b>-\$1,735</b>	<b>\$4,372</b>	<b>\$1,892</b>
<b>Episcopal Church Women Fund Income (ECW)</b>	<b>\$6,444</b>	<b>\$4,200</b>	<b>\$2,244</b>	<b>\$5,349</b>	<b>\$1,095</b>
<b>Furniture Thrift Store Sales (FTS)</b>	<b>\$58,608</b>	<b>\$44,636</b>	<b>\$13,972</b>	<b>\$37,539</b>	<b>\$21,069</b>
<b>Little Thrift Shop Sales (LTS)</b>	<b>\$8,999</b>	<b>\$8,000</b>	<b>\$999</b>	<b>\$7,661</b>	<b>\$1,338</b>
<b>Funds used for Outreach, Mission &amp; Ministry</b>	<b>Contributions</b>			<b>Church Operating Cash</b>	<b>Balance</b>
<b>Discretionary Fund</b>	<b>\$8,186</b>			<b>SunTrust Checking</b>	<b>\$ 29,971</b>
<b>Episcopal Church Women (ECW)</b>	<b>\$600</b>			<b>SunTrust Money Market</b>	<b>\$ 2,489</b>
<b>Furniture Thrift Store (FTS)</b>	<b>\$18,000</b>			<b>Total Operating Cash</b>	<b>\$ 32,460</b>
<b>Church Restricted Funds</b>	<b>\$17,071</b>				
<b>YTD Total Outreach, Mission &amp; Ministry</b>	<b>\$43,858</b>				
<b>Volunteer Hours Outreach, Mission &amp; Ministry</b>	<b>Hours</b>			<b>Restricted Funds Accounts</b>	<b>Balance</b>
<b>Little Thrift Shop (LTS)</b>				<b>SunTrust Money Market</b>	<b>\$ 173,838</b>
<b>Furniture Thrift Store (FTS)</b>				<b>ProVise</b>	<b>\$ 7,345</b>
<b>Other Activities</b>				<b>Total Restricted Funds</b>	<b>\$ 181,183</b>
<b>Staff Hours for Outreach, Mission &amp; Ministry</b>					
<b>Bagzilla pounds of food donated</b>					
<b>Additional Information</b>	<b>Balance</b>				
<b>FTS contributions to Capital Reserves Fund</b>	<b>\$73,815</b>	<b>intended to grow to \$100K</b>			
<b>Total Capital Campaign Funds Donations</b>	<b>\$672,996</b>	<b>successful campaign</b>			
<b>Capital Campaign Funds Available for Phase 3</b>	<b>\$105,633</b>	<b>available to spend</b>			

**Church of The Good Shepherd**  
**Analysis of Revenues & Expenses - Detail**  
**Church of The Good Shepherd**  
**January to April 2016**

Note: The Report Option to include Open Transactions is selected.

Accounts	MTD Actual (This Year)	MTD Budget (This Year)	MTD Actual (Last Year)	YTD Actual (This Year)	YTD Budget (This Year)	YTD Actual (Last Year)	Annual Budget (This Year)
<b>Revenues</b>							
<b>Operating Income</b>							
<b>Contributions</b>							
004010 - Identified Offering	\$23,013.00	\$19,277.00	\$21,831.00	\$85,780.02	\$75,692.00	\$75,344.00	\$218,000.00
004020 - Unidentified Offering	\$814.05	\$487.00	\$333.00	\$4,426.55	\$3,154.00	\$3,428.70	\$9,000.00
004050 - Holy Day Offerings	\$50.00	\$0.00	\$0.00	\$1,393.00	\$0.00	\$0.00	\$0.00
004060 - Initial Envelope Offerings	\$25.00	\$0.00	\$0.00	\$180.50	\$0.00	\$0.00	\$0.00
<b>Total Contributions</b>	<u>\$23,902.05</u>	<u>\$19,764.00</u>	<u>\$22,164.00</u>	<u>\$91,780.07</u>	<u>\$78,846.00</u>	<u>\$78,772.70</u>	<u>\$227,000.00</u>
<b>Investment Income</b>							
004210 - Endowment Distributions	\$0.00	\$0.00	\$30,500.00	\$30,000.00	\$30,000.00	\$58,000.00	\$86,000.00
<b>Total Investment Income</b>	<u>\$0.00</u>	<u>\$0.00</u>	<u>\$30,500.00</u>	<u>\$30,000.00</u>	<u>\$30,000.00</u>	<u>\$58,000.00</u>	<u>\$86,000.00</u>
<b>Other Income</b>							
004040 - Floral Offerings	\$115.00	\$216.67	\$200.00	\$1,279.50	\$866.68	\$910.50	\$2,600.00
004130 - Interest- Regions Money Market	\$0.02	\$0.00	\$0.29	\$0.08	\$0.00	\$1.16	\$0.00
004250 - Facility Usage of Church	\$733.00	\$500.00	\$1,506.00	\$2,905.00	\$2,000.00	\$2,602.00	\$6,000.00
004251 - Albert Street House	\$0.00	\$0.00	\$350.00	\$0.00	\$0.00	\$1,400.00	\$0.00
004255 - Parking Fund-raising	\$5.00	\$500.00	\$456.94	\$3,676.90	\$2,000.00	\$2,475.94	\$6,000.00
004256 - Parking Lot Rental	\$350.00	\$350.00	\$0.00	\$1,050.00	\$1,400.00	\$0.00	\$4,200.00
004259 - Fund Raisers	\$23.00	\$2,833.33	\$0.00	\$593.89	\$11,333.32	\$0.00	\$34,000.00
004260 - Fellowship	\$2,000.00	\$1,274.99	\$0.00	\$2,000.00	\$1,700.00	\$0.00	\$1,700.00
004290 - Other Income	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$785.72	\$0.00
004295 - Donations from FTS	\$0.00	\$0.00	\$0.00	\$6,750.00	\$0.00	\$0.00	\$0.00
<b>Total Other Income</b>	<u>\$3,226.02</u>	<u>\$5,674.99</u>	<u>\$2,513.23</u>	<u>\$18,255.37</u>	<u>\$19,300.00</u>	<u>\$8,175.32</u>	<u>\$54,500.00</u>
<b>Total Operating Income</b>	<u>\$27,128.07</u>	<u>\$25,438.99</u>	<u>\$55,177.23</u>	<u>\$140,035.44</u>	<u>\$128,146.00</u>	<u>\$144,948.02</u>	<u>\$367,500.00</u>
<b>Total Revenues</b>	<u>\$27,128.07</u>	<u>\$25,438.99</u>	<u>\$55,177.23</u>	<u>\$140,035.44</u>	<u>\$128,146.00</u>	<u>\$144,948.02</u>	<u>\$367,500.00</u>
<b>Expenses</b>							
<b>Operating Expenses</b>							
<b>Personnel</b>							
<b>Clergy</b>							
<b>Rector</b>							
005110 - Rector Stipend	\$4,248.42	\$4,248.42	\$3,819.26	\$16,993.68	\$16,993.68	\$15,277.04	\$50,981.00
005111 - Rector Housing Allowance	\$0.00	\$0.00	\$429.18	\$0.00	\$0.00	\$1,716.72	\$0.00
005112 - Rector Soc Sec Allowance	\$342.84	\$342.83	\$322.78	\$1,371.36	\$1,371.32	\$1,291.12	\$4,114.00
005113 - Rector Pension Premiums	\$1,198.46	\$1,129.00	\$1,344.40	\$4,515.80	\$4,516.00	\$4,404.40	\$13,548.00
005114 - Rector Medical Insurance	\$1,082.50	\$954.70	\$1,026.50	\$7,055.00	\$6,671.60	\$6,806.00	\$17,162.00
005115 - Rector Utility Expense	\$222.05	\$233.33	\$281.13	\$599.13	\$933.32	\$1,064.46	\$2,800.00
005116 - Rector Continuing Education	\$333.34	\$166.67	\$166.67	\$333.34	\$666.68	\$666.68	\$2,000.00
005118 - Rector Travel	\$38.34	\$166.67	\$147.25	\$159.30	\$666.68	\$677.31	\$2,000.00
005119 - Rector Business Expense	\$0.00	\$41.67	(\$89.00)	\$129.00	\$166.68	\$159.33	\$500.00

**Church of The Good Shepherd**  
**Analysis of Revenues & Expenses - Detail**  
**Church of The Good Shepherd**  
**January to April 2016**

Note: The Report Option to include Open Transactions is selected.

Accounts	MTD Actual (This Year)	MTD Budget (This Year)	MTD Actual (Last Year)	YTD Actual (This Year)	YTD Budget (This Year)	YTD Actual (Last Year)	Annual Budget (This Year)
<b>Total Rector</b>	\$7,465.95	\$7,283.29	\$7,448.17	\$31,156.61	\$31,985.96	\$32,063.06	\$93,105.00
<b>Deacon</b>							
005131 - Deacon Continuing Ed	\$0.00	\$27.08	\$0.00	\$250.00	\$108.32	\$0.00	\$325.00
005132 - Deacon Travel	\$0.00	\$25.00	\$0.00	\$0.00	\$100.00	\$0.00	\$300.00
005134 - Deacon Business Expense	\$0.00	\$25.00	\$0.00	\$0.00	\$100.00	\$0.00	\$300.00
<b>Total Deacon</b>	<u>\$0.00</u>	<u>\$77.08</u>	<u>\$0.00</u>	<u>\$250.00</u>	<u>\$308.32</u>	<u>\$0.00</u>	<u>\$925.00</u>
<b>Total Clergy</b>	\$7,465.95	\$7,360.37	\$7,448.17	\$31,406.61	\$32,294.28	\$32,063.06	\$94,030.00
<b>Lay Employees</b>							
005210 - Salary, Parish Administrator	\$2,583.34	\$2,583.33	\$2,583.34	\$10,333.36	\$10,333.32	\$10,333.36	\$31,000.00
005216 - Salary, Sunday School Director	\$180.00	\$195.00	\$0.00	\$810.00	\$780.00	\$0.00	\$2,340.00
005220 - Salary, Music Director	\$1,802.50	\$1,802.50	\$1,802.50	\$7,210.00	\$7,210.00	\$7,210.00	\$21,630.00
005225 - Services, Bookkeeper	\$605.00	\$704.00	\$715.00	\$2,651.00	\$2,816.00	\$3,217.50	\$8,448.00
005240 - Salary, Sexton	\$2,223.08	\$2,223.08	\$2,223.08	\$8,892.32	\$8,892.32	\$8,892.32	\$26,677.00
005260 - Lay Emp Pension Premiums	\$432.61	\$432.67	\$415.64	\$1,730.44	\$1,730.68	\$1,730.40	\$5,192.00
005270 - Lay Emp Social Security/ Medica	\$599.43	\$574.33	\$594.07	\$2,421.94	\$2,297.32	\$2,403.63	\$6,892.00
005277 - Music Director Continuing Ed	\$0.00	\$16.67	\$0.00	\$0.00	\$66.68	\$0.00	\$200.00
005290 - Lay Emp Medical Insurance	\$1,164.60	\$1,164.17	\$1,319.60	\$5,326.40	\$4,656.68	\$5,278.42	\$13,970.00
<b>Total Lay Employees</b>	<u>\$9,590.56</u>	<u>\$9,695.75</u>	<u>\$9,653.23</u>	<u>\$39,375.46</u>	<u>\$38,783.00</u>	<u>\$39,065.63</u>	<u>\$116,349.00</u>
<b>Other Personnel Expense</b>							
005294 - Worker's Comp Insurance	(\$91.00)	\$0.00	\$0.00	\$1,528.00	\$1,350.00	\$1,341.00	\$1,350.00
005295 - Payroll Service Fee	\$56.30	\$45.92	\$43.50	\$229.30	\$183.68	\$183.65	\$551.00
005298 - Supply Clergy Honorarium	\$0.00	\$41.67	\$0.00	\$0.00	\$166.68	\$100.00	\$500.00
<b>Total Other Personnel Expense</b>	<u>(\$34.70)</u>	<u>\$87.59</u>	<u>\$43.50</u>	<u>\$1,757.30</u>	<u>\$1,700.36</u>	<u>\$1,624.65</u>	<u>\$2,401.00</u>
<b>Total Personnel</b>	\$17,021.81	\$17,143.71	\$17,144.90	\$72,539.37	\$72,777.64	\$72,753.34	\$212,780.00
<b>General Operating Expense</b>							
<b>Buildings &amp; Grounds</b>							
005304 - Electricity	\$711.33	\$1,150.00	\$921.74	\$3,067.26	\$4,600.00	\$3,565.03	\$13,800.00
005308 - Water & Trash	\$525.62	\$483.33	\$500.51	\$2,138.70	\$1,933.32	\$1,880.06	\$5,800.00
005310 - Natural Gas	\$35.63	\$66.67	\$26.25	\$273.80	\$266.68	\$416.01	\$800.00
005320 - Sexton Sub	\$0.00	\$16.67	\$0.00	\$0.00	\$66.68	\$0.00	\$200.00
005330 - Buildings & Grounds Maintenanc	(\$2,128.86)	\$1,110.50	\$2,642.02	\$2,111.86	\$4,442.00	\$10,893.37	\$13,326.00
005331 - Parsonage Maintenance	\$280.70	\$83.33	\$0.00	\$280.70	\$333.32	\$0.00	\$1,000.00
005332 - Albert Street Maintenance/Utilitie	(\$160.62)	\$83.33	\$251.48	(\$214.38)	\$333.32	\$1,005.10	\$1,000.00
005340 - Bldg & Grnds Maint Agreements	\$3,901.47	\$1,383.45	\$0.00	\$9,294.67	\$7,676.90	\$0.00	\$19,350.00
005345 - Equipment	\$0.00	\$41.67	\$0.00	\$0.00	\$166.68	\$0.00	\$500.00
005350 - Property and Liability Insurance	\$6,079.45	\$6,079.45	\$1,861.10	\$12,158.90	\$12,158.90	\$7,444.40	\$28,063.00
<b>Total Buildings &amp; Grounds</b>	<u>\$9,244.72</u>	<u>\$10,498.40</u>	<u>\$6,203.10</u>	<u>\$29,111.51</u>	<u>\$31,977.80</u>	<u>\$25,203.97</u>	<u>\$83,839.00</u>
<b>Other Expenses</b>							
005010 - Diocesan Tithe	\$2,637.39	\$2,637.39	\$2,925.00	\$14,129.90	\$14,010.88	\$11,702.00	\$35,100.00
005410 - Office Supplies	\$224.88	\$166.67	\$123.42	\$557.09	\$666.68	\$675.81	\$2,000.00

**Church of The Good Shepherd**  
**Analysis of Revenues & Expenses - Detail**  
**Church of The Good Shepherd**  
**January to April 2016**

Note: The Report Option to include Open Transactions is selected.

Accounts	MTD Actual (This Year)	MTD Budget (This Year)	MTD Actual (Last Year)	YTD Actual (This Year)	YTD Budget (This Year)	YTD Actual (Last Year)	Annual Budget (This Year)
005440 - Office Equipment - Lease	\$270.72	\$271.00	\$270.72	\$1,082.88	\$1,084.00	\$2,368.09	\$3,252.00
005441 - Office Equipment - Copier	\$251.67	\$208.33	\$164.80	\$604.08	\$833.32	\$164.80	\$2,500.00
005445 - Equipment	\$0.00	\$16.67	\$0.00	\$500.00	\$66.68	\$0.00	\$200.00
005450 - Computer Software/ Consultants	\$148.50	\$166.67	\$143.00	\$445.50	\$666.68	\$610.00	\$2,000.00
005457 - Telecommunications	\$499.04	\$416.67	\$567.91	\$1,376.98	\$1,666.68	\$1,901.44	\$5,000.00
005470 - Postage	\$147.00	\$83.33	\$147.00	\$382.00	\$333.32	\$461.85	\$1,000.00
005490 - Administration Other Expense	\$12.00	\$100.00	\$155.91	\$148.35	\$400.00	\$330.17	\$1,200.00
005491 - Electronic Giving Fees	\$10.00	\$0.00	\$0.00	\$56.30	\$0.00	\$0.00	\$0.00
005510 - CF Little Lambs Child Care Payr	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$54.00	\$0.00
005540 - CF Expenses	\$338.34	\$83.33	\$0.00	\$469.72	\$333.32	\$97.65	\$1,000.00
005610 - Musicians	\$0.00	\$58.33	\$0.00	\$100.00	\$233.32	\$100.00	\$700.00
005620 - Organ & Piano Maintenance	\$0.00	\$25.00	\$0.00	\$0.00	\$100.00	\$0.00	\$300.00
005630 - Choir Supplies	\$0.00	\$41.67	\$0.00	\$0.00	\$166.68	\$242.79	\$500.00
005640 - Bell Choir Supplies	\$70.00	\$41.67	\$0.00	\$185.00	\$166.68	\$37.44	\$500.00
005701 - Advertising/Marketing	\$506.00	\$108.33	\$148.00	\$553.88	\$433.32	\$605.81	\$1,300.00
005706 - Outreach - Congregational Base	\$0.00	\$83.33	\$75.78	\$0.00	\$333.32	\$934.13	\$1,000.00
005708 - Fellowship	\$111.99	\$291.67	\$774.15	\$1,150.89	\$1,166.68	\$1,357.74	\$3,500.00
005712 - Shepherding Team	\$0.00	\$25.00	\$0.00	\$338.62	\$100.00	\$0.00	\$300.00
005760 - Stewardship Committee	\$0.00	\$58.33	\$0.00	\$0.00	\$233.32	\$0.00	\$700.00
005770 - Worship	\$39.99	\$25.00	\$6.99	\$454.37	\$100.00	\$6.99	\$300.00
005775 - Altar Guild	\$102.64	\$100.00	\$275.90	\$301.84	\$400.00	\$640.53	\$1,200.00
005801 - Property Tax - 215 Albert St	\$0.00	\$275.00	\$0.00	\$0.00	\$1,100.00	\$0.00	\$3,300.00
005907 - Floral Arrangements	\$392.56	\$216.67	\$391.13	\$723.29	\$866.68	\$735.08	\$2,600.00
005910 - Convention Expense	\$0.00	\$45.83	\$0.00	\$0.00	\$183.32	\$0.00	\$550.00
005920 - Vestry Expense	\$49.00	\$58.33	\$53.02	\$401.56	\$233.32	\$638.97	\$700.00
005990 - Audit and Other Expenses	\$0.00	\$4.17	\$0.00	\$0.00	\$16.68	\$0.00	\$50.00
<b>Total Other Expenses</b>	<b>\$5,811.72</b>	<b>\$5,608.39</b>	<b>\$6,222.73</b>	<b>\$23,962.25</b>	<b>\$25,894.88</b>	<b>\$23,665.29</b>	<b>\$70,752.00</b>
<b>Total General Operating Expense</b>	<b>\$15,056.44</b>	<b>\$16,106.79</b>	<b>\$12,425.83</b>	<b>\$53,073.76</b>	<b>\$57,872.68</b>	<b>\$48,869.26</b>	<b>\$154,591.00</b>
<b>Total Operating Expenses</b>	<b>\$32,078.25</b>	<b>\$33,250.50</b>	<b>\$29,570.73</b>	<b>\$125,613.13</b>	<b>\$130,650.32</b>	<b>\$121,622.60</b>	<b>\$367,371.00</b>
<b>Total Expenses</b>	<b>\$32,078.25</b>	<b>\$33,250.50</b>	<b>\$29,570.73</b>	<b>\$125,613.13</b>	<b>\$130,650.32</b>	<b>\$121,622.60</b>	<b>\$367,371.00</b>
<b>Net Total</b>	<b>(\$4,950.18)</b>	<b>(\$7,811.51)</b>	<b>\$25,606.50</b>	<b>\$14,422.31</b>	<b>(\$2,504.32)</b>	<b>\$23,325.42</b>	<b>\$129.00</b>

**Church of The Good Shepherd**  
**Analysis of Revenues & Expenses - Detail**  
**Discretionary Fund**  
**January to April 2016**

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Accounts	MTD Actual (This Year)	MTD Budget (This Year)	MTD Actual (Last Year)	YTD Actual (This Year)	YTD Budget (This Year)	YTD Actual (Last Year)	Annual Budget (This Year)
<b>Revenues</b>							
<b>Operating Income</b>							
<b>Contributions</b>							
014000 - Discretionary Fund Income	\$364.00	\$2,000.00	\$1,271.00	\$6,264.51	\$8,000.00	\$4,372.29	\$24,000.00
<b>Total Contributions</b>	<u>\$364.00</u>	<u>\$2,000.00</u>	<u>\$1,271.00</u>	<u>\$6,264.51</u>	<u>\$8,000.00</u>	<u>\$4,372.29</u>	<u>\$24,000.00</u>
<b>Total Operating Income</b>	<u>\$364.00</u>	<u>\$2,000.00</u>	<u>\$1,271.00</u>	<u>\$6,264.51</u>	<u>\$8,000.00</u>	<u>\$4,372.29</u>	<u>\$24,000.00</u>
<b>Total Revenues</b>	<u>\$364.00</u>	<u>\$2,000.00</u>	<u>\$1,271.00</u>	<u>\$6,264.51</u>	<u>\$8,000.00</u>	<u>\$4,372.29</u>	<u>\$24,000.00</u>
<b>Expenses</b>							
<b>Operating Expenses</b>							
<b>General Operating Expense</b>							
<b>Other Expenses</b>							
015000 - Discretionary Fund Outreach	\$2,540.09	\$1,991.67	\$1,472.39	\$8,186.26	\$7,966.68	\$4,990.13	\$23,900.00
015100 - Discretionary Fund Bank Fees	\$0.00	\$8.33	\$44.64	\$44.64	\$33.32	\$80.64	\$100.00
<b>Total Other Expenses</b>	<u>\$2,540.09</u>	<u>\$2,000.00</u>	<u>\$1,517.03</u>	<u>\$8,230.90</u>	<u>\$8,000.00</u>	<u>\$5,070.77</u>	<u>\$24,000.00</u>
<b>Total General Operating Expense</b>	<u>\$2,540.09</u>	<u>\$2,000.00</u>	<u>\$1,517.03</u>	<u>\$8,230.90</u>	<u>\$8,000.00</u>	<u>\$5,070.77</u>	<u>\$24,000.00</u>
<b>Total Operating Expenses</b>	<u>\$2,540.09</u>	<u>\$2,000.00</u>	<u>\$1,517.03</u>	<u>\$8,230.90</u>	<u>\$8,000.00</u>	<u>\$5,070.77</u>	<u>\$24,000.00</u>
<b>Total Expenses</b>	<u>\$2,540.09</u>	<u>\$2,000.00</u>	<u>\$1,517.03</u>	<u>\$8,230.90</u>	<u>\$8,000.00</u>	<u>\$5,070.77</u>	<u>\$24,000.00</u>
<b>Net Total</b>	(\$2,176.09)	\$0.00	(\$246.03)	(\$1,966.39)	\$0.00	(\$698.48)	\$0.00

**Church of The Good Shepherd  
 Analysis of Revenues & Expenses - Detail  
 Episcopal Church Woven (ECW)  
 January to April 2016**

Note: The Report Option to include Open Transactions is selected.

Accounts	MTD Actual (This Year)	MTD Budget (This Year)	MTD Actual (Last Year)	YTD Actual (This Year)	YTD Budget (This Year)	YTD Actual (Last Year)	Annual Budget (This Year)
<b>Revenues</b>							
<b>Operating Income</b>							
<b>Contributions</b>							
001800 - ECW Thrift Shop Income	\$1,600.00	\$1,000.00	\$1,300.00	\$6,250.00	\$4,000.00	\$4,950.00	\$12,000.00
001810 - ECW Dividend Income	\$794.16	\$8.33	\$16.80	\$194.03	\$33.32	\$399.42	\$100.00
001815 - ECW Other Income	\$0.00	\$41.67	\$0.00	\$0.00	\$166.68	\$0.00	\$500.00
<b>Total Contributions</b>	<b>\$2,394.16</b>	<b>\$1,050.00</b>	<b>\$1,316.80</b>	<b>\$6,444.03</b>	<b>\$4,200.00</b>	<b>\$5,349.42</b>	<b>\$12,600.00</b>
<b>Total Operating Income</b>	<b>\$2,394.16</b>	<b>\$1,050.00</b>	<b>\$1,316.80</b>	<b>\$6,444.03</b>	<b>\$4,200.00</b>	<b>\$5,349.42</b>	<b>\$12,600.00</b>
<b>Total Revenues</b>	<b>\$2,394.16</b>	<b>\$1,050.00</b>	<b>\$1,316.80</b>	<b>\$6,444.03</b>	<b>\$4,200.00</b>	<b>\$5,349.42</b>	<b>\$12,600.00</b>
<b>Expenses</b>							
<b>Operating Expenses</b>							
<b>General Operating Expense</b>							
<b>Other Expenses</b>							
018100 - ECW Operating Expenses	\$0.00	\$125.00	\$0.00	\$0.00	\$500.00	\$88.00	\$1,500.00
018200 - ECW to Church Operating	\$2,000.00	\$416.67	\$50.00	\$2,000.00	\$1,666.68	\$950.00	\$5,000.00
018300 - ECW Diocesan Contributions	\$0.00	\$58.33	\$0.00	\$0.00	\$233.32	\$0.00	\$700.00
018400 - ECW to Outreach & Mission	\$0.00	\$450.00	\$0.00	\$600.00	\$1,800.00	\$0.00	\$5,400.00
<b>Total Other Expenses</b>	<b>\$2,000.00</b>	<b>\$1,050.00</b>	<b>\$50.00</b>	<b>\$2,600.00</b>	<b>\$4,200.00</b>	<b>\$1,038.00</b>	<b>\$12,600.00</b>
<b>Total General Operating Expense</b>	<b>\$2,000.00</b>	<b>\$1,050.00</b>	<b>\$50.00</b>	<b>\$2,600.00</b>	<b>\$4,200.00</b>	<b>\$1,038.00</b>	<b>\$12,600.00</b>
<b>Total Operating Expenses</b>	<b>\$2,000.00</b>	<b>\$1,050.00</b>	<b>\$50.00</b>	<b>\$2,600.00</b>	<b>\$4,200.00</b>	<b>\$1,038.00</b>	<b>\$12,600.00</b>
<b>Total Expenses</b>	<b>\$2,000.00</b>	<b>\$1,050.00</b>	<b>\$50.00</b>	<b>\$2,600.00</b>	<b>\$4,200.00</b>	<b>\$1,038.00</b>	<b>\$12,600.00</b>
<b>Net Total</b>	<b>\$394.16</b>	<b>\$0.00</b>	<b>\$1,266.80</b>	<b>\$3,844.03</b>	<b>\$0.00</b>	<b>\$4,311.42</b>	<b>\$0.00</b>

**Church of The Good Shepherd**  
**Analysis of Revenues & Expenses - Detail**  
**Furniture Thrift Store**  
**January to April 2016**

Note: The Report Option to include Open Transactions is selected.

Accounts	MTD Actual (This Year)	MTD Budget (This Year)	MTD Actual (Last Year)	YTD Actual (This Year)	YTD Budget (This Year)	YTD Actual (Last Year)	Annual Budget (This Year)
<b>Revenues</b>							
<b>Operating Income</b>							
<b>Contributions</b>							
001700 - Furniture Thrift Shop Sales	\$12,095.50	\$11,159.00	\$7,388.15	\$58,607.85	\$44,636.00	\$37,538.56	\$133,908.00
<b>Total Contributions</b>	<b>\$12,095.50</b>	<b>\$11,159.00</b>	<b>\$7,388.15</b>	<b>\$58,607.85</b>	<b>\$44,636.00</b>	<b>\$37,538.56</b>	<b>\$133,908.00</b>
<b>Total Operating Income</b>	<b>\$12,095.50</b>	<b>\$11,159.00</b>	<b>\$7,388.15</b>	<b>\$58,607.85</b>	<b>\$44,636.00</b>	<b>\$37,538.56</b>	<b>\$133,908.00</b>
<b>Total Revenues</b>	<b>\$12,095.50</b>	<b>\$11,159.00</b>	<b>\$7,388.15</b>	<b>\$58,607.85</b>	<b>\$44,636.00</b>	<b>\$37,538.56</b>	<b>\$133,908.00</b>
<b>Expenses</b>							
<b>Operating Expenses</b>							
<b>General Operating Expense</b>							
<b>Other Expenses</b>							
017100 - FTS Advertising	\$0.00	\$166.67	\$0.00	\$0.00	\$666.68	\$435.00	\$2,000.00
017200 - FTS Gasoline	\$426.12	\$250.00	\$378.14	\$873.75	\$1,000.00	\$938.16	\$3,000.00
017210 - FTS Auto Insurance	\$1,011.00	\$166.67	\$516.20	\$2,410.00	\$666.68	\$1,548.60	\$2,000.00
017220 - FTS Auto Repair & Maintenance	\$0.00	\$258.33	\$1,187.49	\$20.70	\$1,033.32	\$1,359.40	\$3,100.00
017230 - FTS Auto License Fees	\$82.85	\$4.17	\$0.00	\$82.85	\$16.68	\$0.00	\$50.00
017300 - FTS Bank Fees	\$20.27	\$20.00	\$11.39	\$74.59	\$80.00	\$32.01	\$240.00
017400 - FTS to Church Capital Reserves	\$0.00	\$2,785.42	\$3,000.00	\$11,250.00	\$11,141.68	\$8,100.00	\$33,425.00
017405 - FTS to Church Operating	\$0.00	\$0.00	\$0.00	\$6,750.00	\$0.00	\$0.00	\$0.00
017410 - FTS to Outreach & Mission	\$0.00	\$2,893.75	\$3,500.00	\$18,000.00	\$11,575.00	\$8,100.00	\$34,725.00
017500 - FTS Rent	\$3,155.20	\$3,034.00	\$4,183.84	\$12,256.72	\$12,136.00	\$12,953.91	\$36,408.00
017550 - FTS Salaries	\$545.39	\$500.00	\$0.00	\$2,171.51	\$2,000.00	\$0.00	\$6,000.00
017554 - FTS Payroll Taxes	\$41.71	\$38.33	\$0.00	\$166.40	\$153.32	\$0.00	\$460.00
017555 - FTS Payroll fees	\$0.00	\$0.00	\$0.00	\$55.22	\$0.00	\$0.00	\$0.00
017600 - FTS Tools & Equipment	\$100.19	\$208.33	\$59.90	\$100.19	\$833.32	\$808.84	\$2,500.00
017700 - FTS Telephone	\$60.47	\$16.67	\$19.99	\$154.36	\$66.68	\$79.96	\$200.00
017800 - FTS Electric	\$282.05	\$458.33	\$211.72	\$1,229.56	\$1,833.32	\$760.49	\$5,500.00
017810 - FTS Trash Removal	\$97.88	\$50.00	\$73.13	\$157.89	\$200.00	\$234.27	\$600.00
017815 - FTS Vehicle Purchase	\$8,500.00	\$0.00	\$0.00	\$8,500.00	\$0.00	\$0.00	\$0.00
017820 - FTS Water & Sewer	\$145.01	\$183.33	\$285.50	\$580.04	\$733.32	\$1,094.95	\$2,200.00
017900 - FTS Supplies & R/M	\$201.05	\$125.00	\$79.87	\$1,360.43	\$500.00	\$79.87	\$1,500.00
<b>Total Other Expenses</b>	<b>\$14,669.19</b>	<b>\$11,159.00</b>	<b>\$13,507.17</b>	<b>\$66,194.21</b>	<b>\$44,636.00</b>	<b>\$36,525.46</b>	<b>\$133,908.00</b>
<b>Total General Operating Expense</b>	<b>\$14,669.19</b>	<b>\$11,159.00</b>	<b>\$13,507.17</b>	<b>\$66,194.21</b>	<b>\$44,636.00</b>	<b>\$36,525.46</b>	<b>\$133,908.00</b>
<b>Total Operating Expenses</b>	<b>\$14,669.19</b>	<b>\$11,159.00</b>	<b>\$13,507.17</b>	<b>\$66,194.21</b>	<b>\$44,636.00</b>	<b>\$36,525.46</b>	<b>\$133,908.00</b>
<b>Total Expenses</b>	<b>\$14,669.19</b>	<b>\$11,159.00</b>	<b>\$13,507.17</b>	<b>\$66,194.21</b>	<b>\$44,636.00</b>	<b>\$36,525.46</b>	<b>\$133,908.00</b>
<b>Net Total</b>	<b>(\$2,573.69)</b>	<b>\$0.00</b>	<b>(\$6,119.02)</b>	<b>(\$7,586.36)</b>	<b>\$0.00</b>	<b>\$1,013.10</b>	<b>\$0.00</b>

**Church of The Good Shepherd**  
**Analysis of Revenues & Expenses - Detail**  
**Little Thrift Shop**  
**January to April 2016**

Note: The Report Option to include Open Transactions is selected.

Accounts	MTD Actual (This Year)	MTD Budget (This Year)	MTD Actual (Last Year)	YTD Actual (This Year)	YTD Budget (This Year)	YTD Actual (Last Year)	Annual Budget (This Year)
<b>Revenues</b>							
<b>Operating Income</b>							
<b>Contributions</b>							
001900 - Little Thrift Shop Sales	\$1,645.55	\$2,000.00	\$1,471.75	\$8,998.85	\$8,000.00	\$7,661.10	\$24,000.00
<b>Total Contributions</b>	<u>\$1,645.55</u>	<u>\$2,000.00</u>	<u>\$1,471.75</u>	<u>\$8,998.85</u>	<u>\$8,000.00</u>	<u>\$7,661.10</u>	<u>\$24,000.00</u>
<b>Total Operating Income</b>	<u>\$1,645.55</u>	<u>\$2,000.00</u>	<u>\$1,471.75</u>	<u>\$8,998.85</u>	<u>\$8,000.00</u>	<u>\$7,661.10</u>	<u>\$24,000.00</u>
<b>Total Revenues</b>	<u>\$1,645.55</u>	<u>\$2,000.00</u>	<u>\$1,471.75</u>	<u>\$8,998.85</u>	<u>\$8,000.00</u>	<u>\$7,661.10</u>	<u>\$24,000.00</u>
<b>Expenses</b>							
<b>Operating Expenses</b>							
<b>General Operating Expense</b>							
<b>Other Expenses</b>							
019100 - LTS to ECW	\$800.00	\$1,000.00	\$650.00	\$5,750.00	\$4,000.00	\$4,500.00	\$12,000.00
019150 - LTS Supplies	\$0.00	\$125.00	\$0.00	\$0.00	\$500.00	\$0.00	\$1,500.00
019200 - LTS Rent	\$700.00	\$650.00	\$650.00	\$2,650.00	\$2,600.00	\$2,600.00	\$7,800.00
019300 - LTS Maintenance	\$40.00	\$25.00	\$40.00	\$88.00	\$100.00	\$88.00	\$300.00
019400 - LTS Utilities	\$120.18	\$200.00	\$148.43	\$517.32	\$800.00	\$510.00	\$2,400.00
<b>Total Other Expenses</b>	<u>\$1,660.18</u>	<u>\$2,000.00</u>	<u>\$1,488.43</u>	<u>\$9,005.32</u>	<u>\$8,000.00</u>	<u>\$7,698.00</u>	<u>\$24,000.00</u>
<b>Total General Operating Expense</b>	<u>\$1,660.18</u>	<u>\$2,000.00</u>	<u>\$1,488.43</u>	<u>\$9,005.32</u>	<u>\$8,000.00</u>	<u>\$7,698.00</u>	<u>\$24,000.00</u>
<b>Total Operating Expenses</b>	<u>\$1,660.18</u>	<u>\$2,000.00</u>	<u>\$1,488.43</u>	<u>\$9,005.32</u>	<u>\$8,000.00</u>	<u>\$7,698.00</u>	<u>\$24,000.00</u>
<b>Total Expenses</b>	<u>\$1,660.18</u>	<u>\$2,000.00</u>	<u>\$1,488.43</u>	<u>\$9,005.32</u>	<u>\$8,000.00</u>	<u>\$7,698.00</u>	<u>\$24,000.00</u>
<b>Net Total</b>	(\$14.63)	\$0.00	(\$16.68)	(\$6.47)	\$0.00	(\$36.90)	\$0.00

8



6

Accounts

Current Balance  
(This Year)

Current Balance  
(Last Year)

Assets

Current Assets		Current Balance (This Year)	Current Balance (Last Year)
<b>Cash &amp; Equivalents</b>			
001011 - Church Operating Checking		\$29,971.23	\$32,798.41
001016 - Church Operating Money Market		\$2,489.06	\$1,689.88
001018 - Church MM Restricted Funds		\$173,838.43	\$248,400.59
001019 - Church ProVise Restricted Funds		\$7,345.33	\$2,743.47
001020 - Petty Cash - All Funds		\$0.00	\$21.39
001070 - Discretionary Fund Checking		\$672.89	\$526.14
001075 - FTS Cash Register		\$160.00	\$100.00
001076 - FTS Checking		\$12,561.65	\$5,846.07
001080 - ECW Checking		\$5,004.28	\$6,334.67
001081 - ECW Schwab		\$16,055.76	\$15,485.70
001082 - ECW Wells Fargo		\$17,196.58	\$17,880.35
001090 - Little Thrift Shop Checking		\$171.82	\$203.31
<b>Total Cash &amp; Equivalents</b>		<b>\$265,467.03</b>	<b>\$342,029.98</b>
<b>Other Assets</b>			
001051 - Prepaid Insurance - Property		\$0.00	\$5,626.70
001071 - FTS Security Deposits		\$3,730.00	\$4,215.00
<b>Total Other Assets</b>		<b>\$3,730.00</b>	<b>\$9,841.70</b>
<b>Total Current Assets</b>		<b>\$269,197.03</b>	<b>\$351,871.68</b>
<b>Total Assets</b>		<b>\$269,197.03</b>	<b>\$351,871.68</b>

Liabilities, Fund Principal, & Restricted Funds

Liabilities		Current Balance (This Year)	Current Balance (Last Year)
<b>Other Liabilities</b>			
002075 - Endowment Loan - Church Building		\$0.00	\$97,000.00
002815 - FTS Vehicle Payable		\$7,425.00	\$0.00
008276 - 2012 Church Renovations		\$0.00	(\$95,950.48)
<b>Total Other Liabilities</b>		<b>\$7,425.00</b>	<b>\$1,049.52</b>
<b>Total Liabilities</b>		<b>\$7,425.00</b>	<b>\$1,049.52</b>
<b>Fund Principal</b>		<b>\$74,250.00</b>	<b>\$1,049.52</b>
003000 - Church Fund Principal		\$18,037.98	\$25,761.44
003050 - Discretionary Fund Principal		\$2,639.28	\$1,224.62
003060 - ECW Fund Principal		\$34,412.59	\$35,401.30
003070 - LTS Fund Principal		\$178.29	\$240.21
003080 - FTS Fund Principal		\$16,613.01	\$9,147.97
Excess Cash Received		\$8,707.12	\$27,914.56
<b>Total Fund Principal and Excess Cash Received</b>		<b>\$80,588.27</b>	<b>\$99,690.10</b>
<b>Restricted Funds</b>			
Total Temporarily Restricted		\$181,183.76	\$251,132.06
Total Permanently Restricted		\$0.00	\$0.00
<b>Total Restricted Funds</b>		<b>\$181,183.76</b>	<b>\$251,132.06</b>
<b>Total Liabilities, Fund Principal, &amp; Restricted Funds</b>		<b>\$269,197.03</b>	<b>\$351,871.68</b>

Church of The Good Shepherd  
Summary of Restricted Accounts - Portrait  
Church of The Good Shepherd  
January to April 2016

2

	Accounts				
	Beginning Balance	Restricted Revenue	Restricted Expenses	Ending Balance	
<b>Temporary Restricted</b>					
<b>Special Offerings</b>					
008131 - Rector's Discretionary Fund	\$0.00	\$2,964.51	\$2,964.51	\$0.00	
008133 - Episcopal Relief & Development	\$83.53	\$8,809.13	\$8,661.87	\$230.79	
008136 - Religious Community Services	\$0.00	\$318.20	\$227.00	\$91.20	
008140 - Theological Education	\$0.00	\$5.00	\$0.00	\$5.00	
008170 - Outreach	\$820.27	\$0.00	\$0.00	\$820.27	
008171 - Shepherd's Hands	\$3,062.36	\$55.00	\$500.00	\$2,617.36	
008172 - Pack A Sack	\$4,821.52	\$1,380.00	\$2,129.10	\$4,072.42	
008173 - Grace House Project	\$1,002.70	\$0.00	\$948.00	\$54.70	
008174 - Quilters	\$404.14	\$0.00	\$0.00	\$404.14	
008175 - Pillowcase Dresses	\$884.62	\$0.00	\$0.00	\$884.62	
008177 - Clothes 2 Kids	\$0.00	\$85.00	\$85.00	\$0.00	
008178 - Meals of Hope	\$2,320.00	\$1,735.00	\$3,450.00	\$605.00	
008179 - Durnedin Cares	\$225.00	\$25.00	\$0.00	\$250.00	
<b>Total Special Offerings</b>	<b>\$13,624.14</b>	<b>\$15,376.84</b>	<b>\$18,965.48</b>	<b>\$10,035.50</b>	
<b>Restricted Funds Programs</b>					
008129 - Rebate of Tith	\$0.00	\$2,508.00	\$0.00	\$2,508.00	
008200 - Rector Cont Ed Fund	\$5,618.31	\$333.34	\$13.99	\$5,937.66	
008201 - Music Continuing Ed.	\$800.00	\$0.00	\$0.00	\$800.00	
008202 - Bequests	\$7,958.62	\$0.00	\$0.00	\$7,958.62	
008203 - Rector Sabatical Fund	\$696.27	\$0.00	\$0.00	\$696.27	
008205 - Endowment Fund- Transfers To	\$0.00	\$65.00	\$0.00	\$65.00	
008210 - Memorial Fund	\$9,716.62	\$50.00	\$205.98	\$9,560.64	
008211 - Ferguson Estate	\$1,970.36	\$0.00	\$0.00	\$1,970.36	
008212 - Memorial Gardens	\$4,537.68	\$0.00	\$0.00	\$4,537.68	
008220 - In/Out Account	\$0.00	\$835.31	\$835.31	\$0.00	
008340 - Music Fund	\$157.00	\$265.50	\$0.00	\$422.50	
008341 - Bells	\$445.27	\$0.00	\$201.50	\$243.77	
008351 - Concert Fund	\$5.07	\$0.00	\$0.00	\$5.07	
008380 - Shepherd's Village	\$6,049.91	\$1,615.98	\$1,155.49	\$6,510.40	
008390 - Other Restricted Funds	(\$280.70)	\$326.70	\$46.00	\$0.00	
008391 - Signs	\$3.53	\$0.00	\$0.00	\$3.53	
<b>Total Restricted Funds Programs</b>	<b>\$37,677.94</b>	<b>\$5,999.83</b>	<b>\$2,458.27</b>	<b>\$41,219.50</b>	
<b>Special Programs</b>					
008490 - Youth Special Events/Programs	\$393.95	\$0.00	\$0.00	\$393.95	
008630 - Dominican Republic Mission	\$167.00	\$0.00	\$0.00	\$167.00	
008640 - Brotherhood of Good Shepherd	\$784.65	\$1,905.00	\$1,231.76	\$1,457.89	
<b>Total Special Programs</b>	<b>\$1,345.60</b>	<b>\$1,905.00</b>	<b>\$1,231.76</b>	<b>\$2,018.84</b>	
<b>Celebrating our Blessings</b>					
008900 - Capital Campaign Income	\$646,488.71	\$26,477.77	\$0.00	\$672,966.48	
008910 - Capital Campaign Expense	(\$35,706.35)	\$0.00	\$0.00	(\$35,706.35)	
008912 - Capital Campaign Tith	(\$31,295.00)	\$0.00	\$17,902.00	(\$49,197.00)	
008915 - Capital Campaign Sanctuary	(\$101,225.48)	\$0.00	\$0.00	(\$101,225.48)	
008920 - Capital Projects - Organ	(\$6,900.00)	\$0.00	\$0.00	(\$6,900.00)	
008921 - Capital Project - Lift	(\$36,620.00)	\$0.00	\$0.00	(\$36,620.00)	
008922 - Capital Project - Home	(\$19,042.22)	\$0.00	\$0.00	(\$19,042.22)	
008923 - Capital Project - Balcony	(\$17,196.94)	\$0.00	\$0.00	(\$17,196.94)	
008924 - Capital Project - Roofing/Gutters	(\$49,310.44)	\$0.00	\$0.00	(\$49,310.44)	
008925 - Capital Project - AC	(\$69,495.00)	\$0.00	\$0.00	(\$69,495.00)	
008926 - Capita Project - Windows	(\$58,936.00)	\$0.00	\$0.00	(\$58,936.00)	
008927 - Cap Proj- Rehab Exterior Bldg	(\$11,027.71)	\$0.00	\$0.00	(\$11,027.71)	
008928 - Cap Project - Rehab Interior	(\$9,294.54)	\$0.00	\$0.00	(\$9,294.54)	
008929 - Cap Project - Awnings	(\$2,906.50)	\$0.00	\$0.00	(\$2,906.50)	
008930 - Cap Project - Restrooms	(\$69,490.38)	\$0.00	\$8,708.00	(\$78,198.38)	
<b>Total Celebrating our Blessings</b>	<b>\$128,042.15</b>	<b>\$26,477.77</b>	<b>\$26,610.00</b>	<b>\$127,909.92</b>	
<b>Total Temporary Restricted</b>	<b>\$180,689.83</b>	<b>\$49,759.44</b>	<b>\$49,265.51</b>	<b>\$181,183.76</b>	

Income From Outside Groups During 2016						
Name of Group	Jan.	Feb.	Mar.	Apr.		
Al-Anon	\$100.00			\$100.00		
Women's AA	\$200.00					
HOW Group		\$50.00	\$25.00	\$25.00		
Mary Kay			\$100.00			
Painting Class		\$45.00	\$45.00			
Rotary		\$161.00	\$167.00	\$199.00		
Yoga Class	\$290.00	\$133.00	\$177.00	\$159.00		
Weddings, etc.			\$679.00	\$250.00		
<b>Totals</b>	<b>\$590.00</b>	<b>\$389.00</b>	<b>\$1,193.00</b>	<b>\$733.00</b>		
Name of Group	May	June	July	Aug.		
Al-Anon						
Women's AA						
HOW Group						
Mary Kay						
Painting Class						
Rotary						
Yoga Class						
Weddings, etc.						
<b>Totals</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>		
Name of Group	Sept	Oct.	Nov.	Dec.	YTD	
Al-Anon					\$200.00	
Women's AA					\$200.00	
HOW Group					\$100.00	
Mary Kay					\$100.00	
Painting Class					\$90.00	
Rotary					\$527.00	
Yoga Class					\$759.00	
Weddings, etc.					\$929.00	
<b>Totals</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$2,905.00</b>	

## Contributions by Month Identified & Unidentified Offerings

