

Profit and Loss Statement
Heartland Ministries Inc.

(Excluding Sales Tax)

| | July | August | September | October | November | December | January | February | March | April | May | June | YTD |
|------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|------------------|
| | Month1 | Month2 | Month3 | Month4 | Month5 | Month6 | Month7 | Month8 | Month9 | Month10 | Month11 | Month12 | |
| Income | | | | | | | | | | | | | |
| Gifts & Donations | 640.00 | 960.00 | 985.00 | 845.00 | 280.00 | 670.00 | 630.00 | 430.00 | 460.00 | 230.00 | 1,295.00 | 1,230.00 | 8,655.00 |
| Services (no GST) | 2,370.00 | 1,876.00 | 1,976.00 | 1,970.00 | 1,276.00 | 1,457.00 | 3,034.00 | 1,700.00 | 1,700.00 | 2,125.00 | 1,700.00 | 1,700.00 | 22,884.00 |
| Album Sales | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 200.00 | 0.00 | 0.00 | 0.00 | 0.00 | 200.00 |
| Royalty Paid | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 6.52 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 10.27 | 16.79 |
| Services (with GST) | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Interest Earned | 0.10 | 0.21 | 0.07 | 0.13 | 0.08 | 0.04 | 0.11 | 0.07 | 0.07 | 0.05 | 0.08 | 0.07 | 0.00 |
| Events | 0.00 | 0.00 | 0.00 | 300.75 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 62.89 | 0.00 | 0.00 | 363.64 |
| Total Income | 3,010.10 | 2,836.21 | 2,961.07 | 3,115.88 | 1,556.08 | 2,133.56 | 3,664.11 | 2,330.07 | 2,160.07 | 2,417.94 | 2,995.08 | 2,940.34 | 32,119.43 |
| Cost of Goods Sold | | | | | | | | | | | | | |
| Album Production | 52.66 | 100.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 818.18 | 0.00 | 970.84 |
| Album Promotion Exp | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Merch at Cost | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Closing Stock | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Total Cost of Sales | 52.66 | 100.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 818.18 | 0.00 | 970.84 |
| Gross Profit/(Loss) | 2,957.44 | 2,736.21 | 2,961.07 | 3,115.88 | 1,556.08 | 2,133.56 | 3,664.11 | 2,330.07 | 2,160.07 | 2,417.94 | 2,176.90 | 2,940.34 | 31,148.59 |
| Expenses | | | | | | | | | | | | | |
| Wages & Salaries | 1,378.00 | 1,160.00 | 1,219.00 | 1,484.00 | 954.00 | 1,166.00 | 1,272.00 | 1,378.00 | 1,378.00 | 1,378.00 | 954.00 | 1,060.00 | 14,781.00 |
| Other Payroll Tax/Super | 140.98 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 322.24 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Insurances | 124.21 | 0.00 | 0.00 | 327.52 | 133.76 | 133.76 | 133.76 | 133.76 | 0.00 | 267.52 | 133.76 | 0.00 | 1,388.05 |
| Bank Fees | 7.17 | 0.00 | 0.00 | 4.54 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 11.71 |
| Ministers & Church Affiliate | 144.91 | 122.36 | 122.36 | 122.36 | 122.36 | 122.36 | 122.36 | 122.36 | 122.36 | 122.36 | 122.36 | 122.36 | 1,490.87 |
| Phone | 45.45 | 45.45 | 45.45 | 45.45 | 45.45 | 45.45 | 45.45 | 46.82 | 45.45 | 45.45 | 45.45 | 45.45 | 546.77 |
| Website, Apps, Other Online | 27.27 | 27.27 | 27.27 | 27.27 | 53.63 | 192.27 | 152.27 | 27.27 | 0.00 | 54.55 | 27.27 | 27.27 | 643.61 |
| Office Supplies & Postage | 69.00 | 29.99 | 106.82 | 100.00 | 9.05 | 103.65 | 273.60 | 346.54 | 0.00 | 200.00 | 147.26 | 7.99 | 1,424.90 |
| Team Meetings | 87.81 | 64.36 | 77.55 | 163.77 | 228.95 | 82.31 | 156.95 | 201.12 | 163.77 | 70.18 | 205.54 | 188.04 | 1,690.35 |
| Subscriptions | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 47.10 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 47.10 |
| Conference & Training | 0.00 | 0.00 | 275.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 275.00 |
| Tools & References | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 179.97 | 0.00 | 0.00 | 0.00 | 0.00 | 179.97 |
| Office & Venue Hire | 100.00 | 0.00 | 0.00 | 0.00 | 136.36 | 0.00 | 136.36 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 372.72 |
| Events & Mentoring Expenses | 57.64 | 230.51 | 249.71 | 451.26 | 32.00 | 78.06 | 80.85 | 97.73 | 62.59 | 76.22 | 64.45 | 177.91 | 1,479.48 |
| Petrol | 151.71 | 224.03 | 225.20 | 169.12 | 72.72 | 67.27 | 108.87 | 102.73 | 93.24 | 136.90 | 136.90 | 40.91 | 1,495.43 |
| Other Tavel Expenses | 0.00 | 24.03 | 4.68 | 7.55 | 18.91 | 105.28 | 46.09 | 38.03 | 35.15 | 0.00 | 0.00 | 35.15 | 314.87 |
| Other MV Expenses | 200.00 | 187.27 | 160.00 | 235.15 | 198.66 | 200.00 | 195.15 | 195.15 | 160.00 | 235.15 | 198.66 | 160.00 | 2,325.19 |
| Sundry Expenses | 384.46 | 27.57 | 3.60 | 57.05 | 14.50 | 0.00 | 625.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 862.18 |
| Total Expenses | 2,918.61 | 2,142.84 | 2,516.64 | 3,195.04 | 2,020.35 | 2,343.51 | 3,670.95 | 2,869.48 | 2,070.05 | 2,542.67 | 2,035.65 | 1,865.08 | 29,329.20 |
| Net Profit/(Loss) | 38.83 | 593.37 | 444.43 | -79.16 | -464.27 | -209.95 | -6.84 | -539.41 | 90.02 | -124.73 | 141.25 | 1,075.26 | 1,819.39 |