

**LUTHERAN MEN IN MISSION**  
**PROJECTED DETAILED STATEMENT OF OPERATIONS**  
**Years Ended January 31, 2018 THRU and 2020**

	<b>FY2017 Actual</b>	<b>FY 2018 Prelim Plan</b>	<b>FY 2019 Prelim Plan</b>	<b>FY 2020 Prelim Plan</b>
<b>REVENUES,GAINS, AND PUBLIC SUPPORT</b>				
Contributions	\$ 283,447	300,453	315,476	331,250
Thrivent Choice	2,473	2,500	2,500	2,500
Grant	6,000	6,000	6,000	6,000
Bible and Materials Sales	19,947	20,557	24,000	30,000
Program events-Ragbrai and BMFC	3,830			
Endowment				
Carlson Trust Funds	13,368	14,000	14,000	14,000
Endowment	45,360	45,000	45,000	45,000
Mission Investment Fund	205	200	200	200
Net assets released from restriction	-	5,000	-	-
Total Revenues and Public Support	<u>374,630</u>	<u>393,710</u>	<u>407,176</u>	<u>428,950</u>
<b>EXPENSES</b>				
Personnel				
Staff Salaries	112,779	98,622	62,730	41,820
Benefits	53,678	41,915	26,660	17,774
HR Services-ELCA	3,278	2,377	2,680	2,981
Travel	4,217	4,200	4,200	4,200
Total Personnel	<u>173,952</u>	<u>147,114</u>	<u>96,270</u>	<u>66,775</u>
Office				
Space Rental and IT Services-ELCA	10,195	7,956	8,967	9,977
Supplies	1,822	1,940	2,000	2,000
Postage	881	1,000	1,000	1,000
Miscellaneous	1,080	870	870	870
Total Office	<u>13,978</u>	<u>11,766</u>	<u>12,837</u>	<u>13,847</u>
Financial Services				
Accounting Review	5,240	4,300	4,400	4,500
Financial Services-ELCA	3,600	1,467	1,654	1,840
Legal	580	-	-	-
Liability Insurance	1,405	1,500	1,500	1,500
Total Financial Services	<u>10,825</u>	<u>7,267</u>	<u>7,554</u>	<u>7,840</u>
Board				
Ambassadors	1,009	1,000	1,000	1,000
Consultant	3,600	3,600		
Travel, meals and lodging	19,924	26,000	26,000	26,000
Supplies	(0)	-	-	-
Total Board	<u>24,533</u>	<u>30,600</u>	<u>27,000</u>	<u>27,000</u>

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<b>EXPENSES-continued</b>	<b>FY2017 Actual</b>	<b>FY 2018 Prelim Plan</b>	<b>FY 2019 Prelim Plan</b>	<b>FY 2020 Prelim Plan</b>
Development Council				
Consultant	6,000	-	-	-
Director of Development	50,004	37,500		
Travel, meals and lodging	17,047	18,000	13,500	13,500
Printing & Postage	7,910	8,000	8,000	8,000
Vanco Credit card and direct deposit system fees	1,872	2,000	2,300	2,600
Donor Contact Software	4,400	4,400	3,600	3,600
	-	-	-	-
Total Development Council	<u>87,233</u>	<u>69,900</u>	<u>27,400</u>	<u>27,700</u>
Events, Retreats, Workshops				
Colorado Backpacking and other	3,691			
National Gathering Expenses	807			
One Year to Live	3,036	13,800	12,880	13,360
Building Men for Christ workshops	-	-	-	-
Ragbrai Bike Event	2,549	-	-	-
Total Events, Retreats, Workshops	<u>10,083</u>	<u>13,800</u>	<u>12,880</u>	<u>13,360</u>
Leadership Development				
Personnel salaries and benefits	75,810	77,326	79,646	82,035
Staff Consultant	15,000	15,000	15,450	15,914
Discipleship training	-	10,000	10,000	10,000
A Team / Project XII	7,366	7,500	7,500	7,500
Ministry Specialist Program	-	1,200	1,500	2,000
Total Leadership Development	<u>98,176</u>	<u>111,026</u>	<u>114,096</u>	<u>117,449</u>
Resources-Printed Materials				
Cost of Bibles and Materials Sold and Distributed	13,327	16,566	19,440	24,300
Brochures	2,021	2,500	2,500	2,500
Warehousing/Storage	732	870	870	870
Total Resources-Printed Materials	<u>16,080</u>	<u>19,936</u>	<u>22,810</u>	<u>27,670</u>
Communications				
Newsletter Editor	7,200	3,000	3,000	3,000
Newsletter Design/Layout	8,000	4,500	4,500	4,500
Printing	-	900	900	900
Postage/Shipping	711	750	750	750
Communication Infrastructure	4,700	200	200	200
Total Communications	<u>20,612</u>	<u>9,350</u>	<u>9,350</u>	<u>9,350</u>
Total Expenses	<u>455,472</u>	<u>420,760</u>	<u>330,196</u>	<u>310,991</u>
Net Excess ( Expense) from Operating Activities	<u>\$ (80,842)</u>	<u>\$ (27,050)</u>	<u>\$ 76,980</u>	<u>\$ 117,959</u>
ELCA Interco Balance				
Cash reduction		(26,000)		
Receivable reduction		(10,000)		
Inventory reduction		(16,566)	(19,440)	(24,300)
ELCA Interco Balance at year end	<u>369,053</u>	<u>343,537</u>	<u>247,116</u>	<u>104,857</u>