

Sweet Sleep FY 9/30/2011 Budget														TOTAL	Actual	Budget to	
	Oct 10	Nov 10	Dec 10	Jan 11	Feb 11	Mar 11	Apr 11	May 11	Jun 11	Jul 11	Aug 11	Sep 11	Oct '10 - Sep 11	Oct '09-Sept '10	Actual Inc (Dec)	Comment	
Cost of Goods Sold																	
Beds	51,163	9,063	32,183	20,383	20,383	43,383	34,883	57,883	42,383	54,383	34,883	34,883	435,856	193,669	242,188	See Budget Attachment A - Bed Cost Projections for Fiscal Year 2010/2011	
In Country Salaries and Program Costs																	
Haiti- Program Coordinator Salary	500	500	500	500	500	500	500	500	500	500	500	500	6,000	0	6,000	Addition of Haiti Program Director, Northern Uganda Program Director and Rental Office Space for Uganda. Program Expenses represent general travel expenses for our in country employees.	
Haiti- General Program Expense for EE	400	50	50	50	50	50	50	50	50	50	50	50	950	0	950		
Moldova-Program Director Salary	400	400	400	400	400	400	400	400	400	400	400	400	4,800	4,800	0		
Moldova-Program Expenses for EE	50	50	50	50	50	50	50	50	50	50	50	50	600	600	0		
Uganda- Northern Uganda Director Salary	30				315	315	315	315	315	315	315	315	2,550	0	2,550		
Uganda-Program Director Salary	364	364	364	358	413	413	413	413	413	413	413	413	4,754	4,754	0		
Uganda-Program Expenses for EE	60	60	60	190	120	120	120	120	120	120	120	120	1,330	1,330	0		
Uganda-Program Expenses: Rent Office Space						350	350	350	350	350	350	350	2,450	0	2,450		
Total In Country Salaries and Program Costs	1,804	1,424	1,424	1,548	1,848	2,198	2,198	2,198	2,198	2,198	2,198	2,198	23,434	11,484	11,950		
Total COGS	52,967	10,487	33,607	21,931	22,231	45,581	37,081	60,081	44,581	56,581	37,081	37,081	459,290	205,153	254,138		
Expense																	
Costs for Inventory Items Purchased				3,619				3,619				3,619	10,857	0	10,857	These items were not separately identified in fiscal year 2010. 2011 budget is based on expected expenditures for retail items (i.e. shirts, nalgene bottles, jewelry, etc.)	
Advertising and Promotion	6,082	917	917	4,082	957	957	2,082	957	957	2,082	957	957	21,900	15,236	6,664	Current year budget includes \$6k for magazine ads, \$1k for monthly newsletters and \$14,900 for conferences. Increase to prior year relates to reorganizing line items on the budget.	
Automobile Expense	200	200	200	200	200	200	200	200	200	200	200	200	2,400	30	2,371	Line item should be netted with travel expense for a total increase of \$2,482. Total line item relates to mileage for employees	
Awards & Plaques	25	25	25	25	25	25	25	25	25	25	25	25	300	266	34		
Bank Service Charges	421	421	421	421	421	421	421	421	421	421	421	421	5,052	4,773	279	Includes bank service fees and credit card fees for processing credit card donations.	
Board Meetings	0	0	0	100	0	100	0	100	0	100	0	100	500	103	397		
Communications	538	538	538	538	538	538	538	538	538	538	538	538	6,456	6,263	193	Account represents cell phone service for employees, internet and phone service for the SS office.	
Computer and Internet Expenses	54	54	54	54	1,554	12,554	304	304	304	304	304	304	16,148	916	15,233	Increase primarily relates to proposed IT project to improve network functionality and productivity at the SS offices. \$11k project costs with \$250 monthly service fee.	
Continuing Education	0	0	0	0	134	134	134	134	134	134	134	134	1,072	121	951		
Development Events	50	50	50	50	50	50	50	50	50	50	3,050	2,050	5,600	11,726	-6,126	Current year budget includes \$5k for international staff event to occur Sept/Oct 2011. BBC to sponsor travel expense for all international staff. Decrease to prior year relates to reorganizing line items.	
Dues and Subscriptions	0	0	0	900	170	248	100	0	0	0	0	0	1,418	1,329	89		
Fundraising Overhead	133	933	133	133	133	5,133	133	133	133	133	133	133	7,400	829	6,571	Current year budget for \$6k related to boxes for build a bed and nickles for nets.	
Gifts & Contributions	30	30	30	30	30	30	30	30	30	30	30	30	360	340	20		
Insurance Expense	1,000	0	0	0	0	0	0	0	0	0	518	0	1,518	518	1,000		
Licenses and Permits	0	0	0	0	0	0	0	250	0	0	0	0	250	250	0		
Meals and Entertainment	608	608	608	608	608	608	608	608	608	608	608	608	7,296	3,631	3,665		
Office Supplies	667	667	667	667	1,067	667	667	667	667	667	667	667	8,404	7,957	447		
Payroll Expenses	23,759	37,281	17,546	25,838	19,943	22,340	32,910	22,340	22,340	22,340	22,340	22,340	291,317	185,216	106,101	See Budget Attachment B- Salaries and Benefits	
Postage and Delivery	1,250	2,750	250	1,690	250	1,250	1,250	250	250	2,250	250	250	11,940	5,919	6,022	Postage and printing remain consistent from prior year.	
Printing	250	1,250	5,250	250	1,250	250	250	1,250	250	250	1,250	250	12,000	18,542	-6,542		
Professional Fees	0	330	600	3,650	1,000	8,000	1,000	1,000	1,000	1,000	1,000	1,000	19,580	10,386	9,194	See Budget Attachment C- Professional Fees	
Rent Expense	323	323	323	323	1,823	1,823	1,823	1,823	1,933	1,823	1,823	1,823	15,986	9,329	6,657	Increase relates to proposed new office space. Prior year rent expense includes \$5k for landscaping costs for the current office space to prevent flooding. These costs will be treated as prepaid rent by SS in the rental agreement with Jen. Average monthly rent expense for FY 2010 was \$361.	
Travel Expense	900	900	900	900	900	900	900	900	900	900	900	900	10,800	14,288	-3,488	Account represents travel expense for SS employees. Decrease relates to reorganizing line items on the budget.	
Utilities	340	340	340	340	340	340	340	340	340	340	340	340	4,085	485	3,600	Increase relates to proposed new office space	
Volunteer Expense	0	0	0	700	150	50	50	50	50	50	50	50	1,200	627	573		
Web Services	350	1,350	350	5,350	350	350	350	350	350	350	350	350	10,200	3,564	6,636	Increase relates to \$5k in website redesign.	
Total Expense	36,981	48,968	29,202	50,469	31,893	56,968	44,165	36,339	31,480	34,595	35,888	37,089	474,039	302,642	171,397		
Total Budget	89,948	59,455	62,809	72,400	54,124	102,549	81,246	96,420	76,061	91,176	72,969	74,170	933,329	507,794	425,535		