

Shadhiliyya Sufi Center (SSC) Moneys
Quarterly and YTD Totals

Revenue and Expense Summary - 10 months 2008 (See summary notes at bottom)						
	Qtr1	Qtr2	Qtr3	Qtr4 (Oct)	YTD	Avg/Mo.
Total Gross Profit	\$ 30,529	\$ 44,524	\$ 113,100	\$ 32,478	\$ 220,631	\$ 22,063
Total Expenses & Overhead	\$ (78,471)	\$ (59,666)	\$ (85,047)	\$ (39,682)	\$ (262,866)	\$ (26,287)
Total Donations	\$ 20,896	\$ 48,952	\$ 86,159	\$ 7,381	\$ 163,388	\$ 16,339
Net Income (Loss)	\$ (27,046)	\$ 33,810	\$ 114,212	\$ 176	\$ 121,153	\$ 12,115

	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr (Oct 08)	YTD 2008	Avg/Mo. YTD
Ordinary Income/Expense						
Giftshop						
Income	69,738	58,758	138,915	40,021	\$ 307,432	\$ 30,743
Cost of Goods Sold	44,479	21,441	83,572	28,126	\$ 177,618	\$ 17,762
Gross Earnings for Giftshop	25,259	37,317	55,343	11,895	\$ 129,814	\$ 12,981
All Programs						
Income	2,456	10,322	146,950	19,442	\$ 179,170	\$ 17,917
Direct Program Expenses						
Food	113	3,645	17,930	719	\$ 22,407	\$ 2,241
Teacher Fees	-	-	8,650	-	\$ 8,650	\$ 865
Travel	-	61	2,172	-	\$ 2,233	\$ 223
Equipment	-	-	108	-	\$ 108	\$ 11
Supplies	184	15	4,212	76	\$ 4,487	\$ 449
Outside Services	-	-	1,543	136	\$ 1,679	\$ 168
Labor	413	791	9,475	1,553	\$ 12,232	\$ 1,223
Presentors, Coordinators, Staff	-	-	27,644	-	\$ 27,644	\$ 2,764
Exchange Labor	-	913	21,909	150	\$ 22,972	\$ 2,297
Other	-	-	-	-	\$ -	\$ -
Total Direct Program Expenses	710	5,425	93,644	2,633	\$ 102,413	\$ 10,241
Gross Earnings for Programs	1,746	4,897	53,306	16,809	\$ 76,758	\$ 7,676
Other Income	3,524	2,310	4,451	3,774	\$ 14,059	\$ 1,406
Total Gross Earnings from Operations	30,529	44,524	113,100	32,478	\$ 220,631	\$ 22,063
Other Expenses						
Payroll	25,492	27,495	27,078	13,606	\$ 93,671	\$ 9,367
Bank Fees	616	2,019	5,494	3,235	\$ 11,364	\$ 1,136
Insurance--Gen. Liab, Health and Wkr Comp						
Health Insurance	2,625	3,998	5,725	2,025	\$ 14,373	\$ 1,437
Workers Comp	718	923	2,962	2,620	\$ 7,223	\$ 722
Unemployment Insurance	2,059	-	-	-	\$ 2,059	\$ 206
Liability	8,017	7,587	5,058	11,973	\$ 32,635	\$ 3,264
Total Insurance	12,701	12,257	13,746	16,618	\$ 55,322	\$ 5,532
Payroll Tax/Vac/Misc	3,287	3,616	2,941	1,258	\$ 11,103	\$ 1,110
Other						
Automobile	2,716	1,790	2,702	657	\$ 7,865	\$ 786
Office Equip. & Supplies	719	1,108	2,055	805	\$ 4,687	\$ 469
Marketing	900	-	1,509	-	\$ 2,409	\$ 241
Food	604	773	102	(159)	\$ 1,320	\$ 132
Telephone	(638)	1,041	1,617	431	\$ 2,451	\$ 245
Office Expense/Shipping	1,122	1,156	3,855	380	\$ 6,513	\$ 651
Sidi Promise Beads	-	3,000	3,000	-	\$ 6,000	\$ 600
Total Other Expenses	47,519	54,255	64,099	36,831	\$ 202,704	\$ 20,270
Net Income (Loss) from Operations	(16,990)	(9,731)	49,001	(4,353)	\$ 17,926	\$ 1,793

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	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr (Oct 08)	YTD 2008	Avg/Mo. YTD
Operating Overhead						
Repair and Maintenance	365	600	10,886	661	\$ 12,512	\$ 1,251
Utilities						
Electric	2,959	2,209	3,049	861	\$ 9,079	\$ 908
Propane	2,506	810	755	-	\$ 4,071	\$ 407
Water	-	-	1,800	300	\$ 2,100	\$ 210
Garbage	68	44	185	35	\$ 331	\$ 33
Port a potty	-	-	2,560	125	\$ 2,685	\$ 269
Other (Dish Network,, etc)	-	-	14	74	\$ 88	\$ 9
Total Utilities	5,533	3,063	8,363	1,395	\$ 18,353	\$ 1,835
Property Tax						
118 Acres (Original Property)	(26,214)	-	-	36	\$ (26,178)	\$ (2,618)
New Land Parcels	6,740	-	-	-	\$ 6,740	\$ 674
Total Property Tax (Refund)	(19,474)	-	-	36	\$ (19,438)	\$ (1,944)
Mortgage Pymts--Retreat Ctr (Int. Only)	10,140	-	-	-	\$ 10,140	\$ 1,014
Mortgage Pymts--New Land (Int. Only)	8,666	-	-	-	\$ 8,666	\$ 867
Professional Fees	15,506	107	241	260	\$ 16,114	\$ 1,611
Interest Expense - Line of Credit	3,636	1,441	370	-	\$ 5,447	\$ 545
Total Operating Overhead	24,372	5,211	19,860	2,351	\$ 51,794	\$ 5,179
Restricted Donation Expenditure	6,579	200	1,088	500	\$ 8,367	\$ 837
Net Ordinary Income (Loss)	(47,942)	(15,142)	28,053	(7,205)	\$ (42,235)	\$ (4,224)
Donations						
Large Donations (Over \$5000)	5,701	36,000	54,000	-	\$ 95,701	\$ 9,570
Monthly Pledges	1,639	2,650	3,920	1,480	\$ 9,689	\$ 969
Other 1 time Donations	8,011	6,862	19,264	5,401	\$ 39,538	\$ 3,954
Restricted Donations	5,545	3,440	8,975	500	\$ 18,460	\$ 1,846
Total Donations	20,896	48,952	86,159	7,381	\$ 163,388	\$ 16,339
Net Ordinary Inc. (Loss) w/donations	(27,046)	33,810	114,212	176	\$ 121,153	\$ 12,115
Extraordinary Income						
Adjusted net w/o extraordinary income	-	43,231	58,000	-	-	-
Collections other centers(NE Sufi Sch)	-	(10,345)	11,425	-	-	-
		-	8,445	8,775	-	-

This year we have worked to make the financial statement even clearer. We hope you find the information you need here. Next year, inshallah, we expect to have separate budgets and accounting for national and retreat center administration.

Through October this year we have \$220,631 in gross earnings and expenditures of \$254,498. Donations are \$163,388 (up 8%) and our net is a positive \$121,153! We have increased our financial stability by reducing expenses 50% and increasing gross earnings by 59% versus this time last year.

Overall our financial picture has improved tremendously, thanks to several critical factors:

- ▶ A major contribution was the work of the Mortgage Lenders Pool which now holds the mortgages on the properties. We have no mortgage payments for 2-1/2 more years. Repayment of this loan will be from proceeds from the sale of the New Land. This lowered our expenses by 14%.
- ▶ We have also had a few very large donations which helped at critical times during the year, for which we are most grateful. Regular donations are increasing, slowly, and it's clear that donations have made the difference this year, putting us into the black.
- ▶ Thanks to cost saving measures (staff reductions lowered expenses 32%) and volunteer labor at the Mother Center, plus a more active schedule of events, the retreat center operations are generating more revenue. With the University holding sessions on the Land for at least the next year, and more zawiyya programs scheduled, inshallah this trend will continue.

Please contact Salih Cotten if you have any questions: 707-965-0700 x23.

[See Financials on the website.](#)