



	2012 Projected Actual	2013 Budget	Comparison
<u>Revenues</u>			
Contributions	\$238,840	\$325,000	26.5%
Grants - Non-Government	\$109,580	\$372,750	70.6%
United Way	\$1,004,986	\$933,175	-7.7%
Government Grants	\$18,661	\$1,000	
Fundraising Events	\$25,161	\$25,791	2.4%
Cookie Sales - Net	\$7,755,354	\$8,116,747	4.5%
Nut Sales - Net	\$376,254	\$417,200	9.8%
Retail Sales - Net	\$321,717	\$328,006	1.9%
Program Services	\$707,698	\$706,940	-0.1%
Investment Income - Net	\$303,865	\$266,600	-14.0%
Realized Gains/Losses	\$74,050		
Miscellaneous Income	\$33,276	\$21,227	-56.8%
Total Revenues	\$10,969,442	\$11,514,436	4.7%
<u>Expenses</u>			
Salaries	\$5,779,829	\$5,900,275	2.0%
Benefits	\$1,368,660	\$1,646,047	16.9%
Payroll Taxes	\$553,635	\$646,638	14.4%
Professional Services	\$322,772	\$312,567	-3.3%
Supplies	\$372,045	\$463,626	19.8%
Communications	\$114,509	\$117,840	2.8%
Postage & Shipping	\$58,297	\$68,808	15.3%
Occupancy	\$673,988	\$716,856	6.0%
Equipment, Repairs, & Maintenance	\$211,957	\$134,417	-57.7%
Printing & Publications	\$157,880	\$167,003	5.5%
Travel & Vehicle Expenses	\$247,168	\$270,222	8.5%
Staff Development	\$42,816	\$50,642	15.5%
Financial Assistance	\$250,530	\$253,116	1.0%
Insurance	\$274,906	\$302,070	9.0%
Miscellaneous Expense	\$233,071	\$293,952	20.7%
Total Expenses	\$10,662,063	\$11,344,079	6.0%
NET	\$307,379	\$170,357	