



2014 Line Item Budget Comparison

	9-Months Ended 9/30/2013 (Estimated Actual)	9-Months Ended 9/30/2014 (Budget)	Comparison
<u>Revenues</u>			
Contributions	\$222,747	\$291,700	23.6%
Grants - Non-Government	\$36,500	\$361,100	89.9%
United Way	\$715,067	\$681,948	-4.9%
Government Grants	\$3,927	\$1,400	
Fundraising Events	\$11,528	\$25,215	54.3%
Cookie Sales - Net	\$6,951,530	\$7,981,253	12.9%
Nut Sales - Net	\$7,043	\$0	
Retail Sales - Net	\$223,602	\$213,135	-4.9%
Program Services	\$536,127	\$596,704	10.2%
Investment Income - Net	\$155,839	\$95,625	-63.0%
Realized Gains/Losses	\$158,823	\$0	
Miscellaneous Income	\$39,064	\$13,001	-200.5%
Total Revenues	\$9,061,797	\$10,261,081	11.7%
<u>Expenses</u>			
Salaries	\$4,057,869	\$4,395,216	7.7%
Benefits	\$676,528	\$825,183	18.0%
Payroll Taxes	\$410,026	\$441,676	7.2%
Professional Services	\$310,085	\$365,501	15.2%
Supplies	\$295,749	\$378,436	21.8%
Communications	\$92,366	\$100,490	8.1%
Postage & Shipping	\$34,365	\$36,228	5.1%
Occupancy	\$466,891	\$511,529	8.7%
Equipment, Repairs, & Maintenance	\$63,396	\$65,490	3.2%
Printing & Publications	\$124,596	\$120,052	-3.8%
Travel & Vehicle Expenses	\$178,388	\$223,610	20.2%
Staff Development	\$5,232	\$22,325	76.6%
Financial Assistance	\$130,005	\$163,715	20.6%
Insurance	\$221,749	\$241,124	8.0%
Miscellaneous Expense	\$210,656	\$292,132	27.9%
Total Expenses	\$7,277,901	\$8,182,707	11.1%
NET	\$1,783,896	\$2,078,374	
Estimated Revenue 10/1-12/31	\$1,077,427	\$1,100,000	
Estimated Expenses 10/1-12/31	-\$2,262,950	-\$2,610,000	
Estimated Net 12-months ended 12/31	\$598,373	\$568,374	
Contributions to Frozen Pension Plans	-\$528,466	-\$782,500	
	\$69,927	-\$214,126	