

	12-Month Budget 10/1/2015 - 9/30/2016	12-Month Budget 10/1/2016 - 9/30/2017	Comparison	Comparison
<u>Revenues</u>				
Contributions	\$366,500	\$508,924	\$142,424	28.0%
Grants - Non-Government	\$406,250	\$397,500	-\$8,750	-2.2%
United Way	\$856,665	\$807,830	-\$48,835	-6.0%
Government Grants	\$900	\$900	\$0	
Fundraising Events	\$133,980	\$132,993	-\$987	-0.7%
Cookie Sales - Net	\$8,568,390	\$8,411,079	-\$157,311	-1.9%
Nut Sales - Net	\$415,557	\$484,184	\$68,627	14.2%
Retail Sales - Net	\$283,179	\$344,864	\$61,685	17.9%
Program Services	\$651,164	\$757,500	\$106,336	14.0%
Investment Income - Net	\$251,400	\$332,400	\$81,000	24.4%
Miscellaneous Income	\$9,145	\$9,432	\$287	3.0%
Total Revenues	\$11,943,130	\$12,187,606	\$244,476	2.0%
<u>Expenses</u>				
Salaries	\$6,220,319	\$6,313,382	\$93,063	1.5%
Benefits	\$1,388,283	\$1,524,139	\$135,856	8.9%
Payroll Taxes	\$584,949	\$561,900	-\$23,049	-4.1%
Professional Services	\$427,197	\$498,647	\$71,450	14.3%
Supplies	\$965,939	\$950,420	-\$15,519	-1.6%
Communications	\$124,101	\$130,944	\$6,843	5.2%
Postage & Shipping	\$35,416	\$31,785	-\$3,631	-11.4%
Occupancy	\$659,617	\$677,959	\$18,342	2.7%
Equipment, Repairs, & Maintenance	\$112,934	\$123,980	\$11,046	8.9%
Printing & Publications	\$115,954	\$129,656	\$13,702	10.6%
Travel & Vehicle Expenses	\$291,236	\$275,051	-\$16,185	-5.9%
Staff Development	\$32,663	\$30,179	-\$2,484	-8.2%
Financial Assistance	\$297,140	\$358,760	\$61,620	17.2%
Insurance	\$273,801	\$254,946	-\$18,855	-7.4%
Miscellaneous Expense	\$284,402	\$283,079	-\$1,323	-0.5%
Total Expenses	\$11,813,951	\$12,144,827	\$330,876	2.7%
<u>Net</u>	<u>\$129,179</u>	<u>\$42,779</u>	<u>-\$86,400</u>	