

	Projected Year-End 10/1/2019-9/30/2020	Budget 10/1/2020-9/30/2021	Comparison	Comparison
Revenues				
Contributions	\$258,953	\$343,000	\$84,047	32.5%
Grants - Non-Government	\$231,667	\$283,550	\$51,883	22.4%
United Way	\$450,143	\$365,630	-\$84,513	-18.8%
Fundraising Events	\$50,541	\$43,045	-\$7,496	-14.8%
Cookie Sales - Net	\$9,537,078	\$8,048,806	-\$1,488,272	-15.6%
Nut Sales - Net	\$681,943	\$530,633	-\$151,310	-22.2%
Retail Sales - Net	\$185,855	\$237,950	\$52,095	28.0%
Program Services	\$271,675	\$851,830	\$580,155	213.5%
Investment Income - Net	\$324,650	\$343,067	\$18,417	5.7%
Other Revenue	\$9,514	\$1,256,400	\$1,246,886	13105.8%
Total Revenues	\$12,002,019	\$12,303,911	\$301,892	2.5%
Expenses				
Salaries	\$6,463,793	\$6,036,784	(\$427,009)	-6.6%
Benefits	\$1,159,534	\$1,101,912	(\$57,622)	-5.0%
Payroll Taxes	\$547,434	\$519,554	(\$27,880)	-5.1%
Professional Services	\$603,118	\$663,316	\$60,198	10.0%
Supplies	\$724,412	\$1,024,977	\$300,565	41.5%
Communications	\$148,507	\$164,985	\$16,478	11.1%
Postage & Shipping	\$88,348	\$90,683	\$2,335	2.6%
Occupancy	\$737,366	\$921,771	\$184,405	25.0%
Equipment, Repairs, & Maintenance	\$115,302	\$298,060	\$182,758	158.5%
Printing & Publications	\$151,755	\$252,244	\$100,489	66.2%
Travel & Vehicle Expenses	\$186,485	\$290,567	\$104,082	55.8%
Staff Development	\$26,237	\$96,653	\$70,416	268.4%
Financial Assistance	\$421,430	\$531,920	\$110,490	26.2%
Insurance	\$244,845	\$264,273	\$19,428	7.9%
Other Expenses	\$153,029	\$200,858	\$47,829	31.3%
Total Expenses	\$11,771,595	\$12,458,557	\$686,962	5.8%
Net	\$230,424	(\$154,646)	(\$385,070)	

