

	12-Month Budget 10/1/18 - 09/30/19	12-Month Budget 10/1/19 - 9/30/20	Comparison	Comparison
<b>Revenues</b>				
Contributions	\$487,000	\$511,000	\$24,000	4.7%
Grants - Non-Government	\$406,000	\$354,000	-\$52,000	-14.7%
United Way	\$591,104	\$416,798	-\$174,306	-41.8%
Fundraising Events	\$88,942	\$61,985	-\$26,957	-43.5%
Cookie Sales - Net	\$8,810,649	\$10,203,688	\$1,393,039	13.7%
Nut Sales - Net	\$697,685	\$731,756	\$34,071	4.7%
Retail Sales - Net	\$317,240	\$299,250	-\$17,990	-6.0%
Program Services	\$872,051	\$921,245	\$49,194	5.3%
Investment Income - Net	\$415,939	\$376,250	-\$39,689	-10.5%
Miscellaneous Income	\$9,400	\$9,350	-\$50	-0.5%
<b>Total Revenues</b>	<b>\$12,696,010</b>	<b>\$13,885,322</b>	<b>\$1,189,312</b>	<b>8.6%</b>
<b>Expenses</b>				
Salaries	\$6,720,096	\$6,905,492	\$185,396	2.7%
Benefits	\$1,292,616	\$1,292,623	\$7	0.0%
Payroll Taxes	\$617,892	\$601,813	-\$16,079	-2.7%
Professional Services	\$650,176	\$729,047	\$78,871	10.8%
Supplies	\$1,054,712	\$1,096,467	\$41,755	3.8%
Communications	\$129,266	\$145,902	\$16,636	11.4%
Postage & Shipping	\$54,640	\$47,754	-\$6,886	-14.4%
Occupancy	\$646,365	\$813,277	\$166,912	20.5%
Equipment, Repairs, & Maintenance	\$134,406	\$154,965	\$20,559	13.3%
Printing & Publications	\$104,237	\$103,508	-\$729	-0.7%
Travel & Vehicle Expenses	\$268,821	\$322,839	\$54,018	16.7%
Staff Development	\$37,782	\$45,173	\$7,391	16.4%
Financial Assistance	\$478,838	\$536,820	\$57,982	10.8%
Insurance	\$245,925	\$270,830	\$24,905	9.2%
Miscellaneous Expense	\$238,882	\$218,890	-\$19,992	-9.1%
<b>Total Expenses</b>	<b>\$12,674,654</b>	<b>\$13,285,400</b>	<b>\$610,746</b>	<b>4.6%</b>
<b>Net</b>	<b>\$21,356</b>	<b>\$599,922</b>	<b>\$578,566</b>	

