

	Projected			
	12-Month Actual	12-Month Budget	Comparison	Comparison
	10/1/17 - 09/30/18	10/1/18 - 9/30/19		
<b>Revenues</b>				
Contributions	\$464,000	\$487,000	\$23,000	5.0%
Grants - Non-Government	\$402,000	\$406,000	\$4,000	1.0%
United Way	\$679,588	\$591,104	-\$88,484	-13.0%
Fundraising Events	\$119,505	\$88,942	-\$30,563	-25.6%
Cookie Sales - Net	\$8,606,760	\$8,810,649	\$203,889	2.4%
Nut Sales - Net	\$697,647	\$697,685	\$38	0.0%
Retail Sales - Net	\$316,500	\$407,200	\$90,700	28.7%
Program Services	\$863,793	\$872,051	\$8,258	1.0%
Investment Income - Net	\$319,315	\$415,939	\$96,624	30.3%
Miscellaneous Income	\$110,361	\$5,400	-\$104,961	-95.1%
<b>Total Revenues</b>	<b>\$12,579,469</b>	<b>\$12,781,970</b>	<b>\$202,501</b>	<b>1.6%</b>
<b>Expenses</b>				
Salaries	\$6,521,414	\$6,806,056	\$284,642	4.4%
Benefits	\$1,308,642	\$1,292,616	-\$16,026	-1.2%
Payroll Taxes	\$592,414	\$617,892	\$25,478	4.3%
Professional Services	\$561,140	\$650,176	\$89,036	15.9%
Supplies	\$994,645	\$1,054,712	\$60,067	6.0%
Communications	\$131,126	\$129,266	-\$1,860	-1.4%
Postage & Shipping	\$45,964	\$54,640	\$8,676	18.9%
Occupancy	\$672,186	\$646,365	-\$25,821	-3.8%
Equipment, Repairs, & Maintenance	\$105,419	\$134,406	\$28,987	27.5%
Printing & Publications	\$175,577	\$104,237	-\$71,340	-40.6%
Travel & Vehicle Expenses	\$294,899	\$268,821	-\$26,078	-8.8%
Staff Development	\$54,172	\$37,782	-\$16,390	-30.3%
Financial Assistance	\$550,775	\$478,838	-\$71,937	-13.1%
Insurance	\$255,431	\$245,925	-\$9,506	-3.7%
Miscellaneous Expense	\$271,656	\$238,882	-\$32,774	-12.1%
<b>Total Expenses</b>	<b>\$12,535,460</b>	<b>\$12,760,614</b>	<b>\$225,154</b>	<b>1.8%</b>
<b>Net</b>	<b>\$44,009</b>	<b>\$21,356</b>	<b>-\$22,653</b>	