

	Projected			
	12-Month Actual	12-Month Budget	Comparison	Comparison
	10/1/16 - 09/30/17	10/1/17 - 9/30/18		
Revenues				
Contributions	\$248,005	\$464,000	\$215,995	46.6%
Grants - Non-Government	\$317,668	\$402,000	\$84,332	21.0%
United Way	\$810,107	\$679,588	-\$130,519	-19.2%
Fundraising Events	\$40,904	\$119,505	\$78,601	65.8%
Cookie Sales - Net	\$8,456,566	\$8,606,760	\$150,194	1.7%
Nut Sales - Net	\$573,571	\$697,647	\$124,076	17.8%
Retail Sales - Net	\$305,795	\$316,500	\$10,705	3.4%
Program Services	\$709,101	\$863,793	\$154,692	17.9%
Investment Income - Net	\$352,829	\$319,315	-\$33,514	-10.5%
Miscellaneous Income	\$75,341	\$110,361	\$35,020	31.7%
Total Revenues	\$11,889,887	\$12,579,469	\$689,582	5.5%
Expenses				
Salaries	\$6,177,471	\$6,521,414	\$343,943	5.3%
Benefits	\$1,229,825	\$1,308,642	\$78,817	6.0%
Payroll Taxes	\$531,381	\$592,414	\$61,033	10.3%
Professional Services	\$477,006	\$561,140	\$84,134	15.0%
Supplies	\$948,016	\$994,645	\$46,629	4.7%
Communications	\$150,738	\$131,126	-\$19,612	-15.0%
Postage & Shipping	\$22,102	\$45,964	\$23,862	51.9%
Occupancy	\$601,069	\$672,186	\$71,117	10.6%
Equipment, Repairs, & Maintenance	\$107,737	\$105,419	-\$2,318	-2.2%
Printing & Publications	\$104,853	\$175,577	\$70,724	40.3%
Travel & Vehicle Expenses	\$240,472	\$294,899	\$54,427	18.5%
Staff Development	\$27,075	\$54,172	\$27,097	50.0%
Financial Assistance	\$364,417	\$550,775	\$186,358	33.8%
Insurance	\$248,454	\$255,431	\$6,977	2.7%
Miscellaneous Expense	\$257,559	\$271,656	\$14,097	5.2%
Total Expenses	\$11,488,175	\$12,535,460	\$1,047,285	8.4%
Net	\$401,712	\$44,009	-\$357,703	