

	2011 Budget	2012 Budget	Budget to Budget
<u>Revenues</u>			
Contributions	\$452,830	\$474,000	104.7%
Grants - Non-Government	\$331,500	\$408,650	123.3%
United Way	\$1,019,330	\$1,004,300	98.5%
Government Grants	\$1,000	\$1,000	100.0%
Fundraising Events	\$40,000	\$30,000	75.0%
Cookie Sales - Net	\$8,047,369	\$8,122,093	100.9%
Nut Sales - Net	\$356,221	\$357,122	100.3%
Retail Sales - Net	\$257,895	\$261,925	101.6%
Program Services	\$733,992	\$870,267	118.6%
Investment Income - Net	\$267,687	\$271,200	101.3%
Realized Gains/Losses			
Miscellaneous Income	\$6,000	\$18,727	312.1%
Total Revenues	\$11,513,824	\$11,819,284	102.7%
<u>Expenses</u>			
Salaries	\$5,709,307	\$5,996,723	105.0%
Benefits	\$1,348,757	\$1,552,565	115.1%
Payroll Taxes	\$589,223	\$706,678	119.9%
Professional Services	\$387,498	\$388,593	100.3%
Supplies	\$499,933	\$499,236	99.9%
Communications	\$128,112	\$107,880	84.2%
Postage & Shipping	\$84,749	\$88,278	104.2%
Occupancy	\$739,703	\$765,711	103.5%
Equipment, Repairs, & Maintenance	\$108,716	\$141,993	130.6%
Printing & Publications	\$207,881	\$197,275	94.9%
Travel & Vehicle Expenses	\$232,026	\$230,846	99.5%
Staff Development	\$26,634	\$48,594	182.5%
Financial Assistance	\$301,495	\$265,621	88.1%
Insurance	\$339,974	\$300,289	88.3%
Miscellaneous Expense	\$216,548	\$277,793	128.3%
Total Expenses	\$10,920,556	\$11,568,075	105.9%
NET	\$593,268	\$251,209	