July - Statement Recap - 2018



Schedule of Revenues and Expenses

Revenue Overview

- July program revenues were under budget by \$10,000 for the month. WACOSA was over budget for the year by \$45,000. Program revenues increased \$146,000 in a year to date comparison between 2018 and 2017.
- July vocational revenues were under budget by \$9,000 for the month and over budget \$20,000 for the year. Vocational Revenue increased by \$49,000 in a year to date comparison between 2018 and 2017. Year to date Community Crew Income was over budget by \$13,000; production revenue was under budget by \$27,000 (one of our larger client's production demand decreased); shred revenue was over budget by \$7,000; and Thriftworks! revenue was over \$28,000.
- July donation revenues were under budget by \$4,000 for the month and under budget by \$47,000 for the year. Donations are expected to catch up to budget towards the end of the year with awarded grants, and fundraising events.

Expense Overview

- Staff wages and costs were under budget for the month of July by \$23,000 and under budget year to date by \$118,000. The reason for the decrease was due to the many open positions that have not been filled.
- Net Health Insurance/Life Benefits were under budget for July by \$19,000 and under budget for the year by \$73,000. Net Health Insurance/Life Benefits decreased by \$96,000 in a year to date comparison. Part of the decrease was attributed to one large claimant leaving the plan at the beginning of 2018.
- Building and Equipment Costs were under budget year to date by \$18,000. The subcategories that made up the greatest part of the \$18,000 was Building & Ground Maintenance which was under budget for the year by \$13,000; Equipment under \$1,000 which was under budget for the year by \$13,000; Utilities was over budget by \$13,000 and Equipment Maintenance was under budget for the year by \$4,000.
- Transportation Costs were over budget year to date by \$20,000. Contracted Transportation was under budget by \$12,000; and Vehicle Maintenance was over budget by \$27,000 due to an aging fleet.

WACOSA Summarized Statement of Financial Position and Financial Activities As of July 31, 2018

	Statements of Financial Po	osition - Balance She	et	
			Year-to-Date Increase (Decrease)	
	July 31, 2018	Last Year	Between Years	
ASSETS Cash and Cash Equivalents Investments Accounts Receivable - Electrolux Other Current Assets Net Property, Equip. Financing	956,560.97 3,278,147.97 360,103.13 971,878.59 4,665,766.59	480,857.03 3,276,088.23 475,375.52 1,080,022.57 4,725,713.14	475,703.94 2,059.74 (115,272.39) (108,143.98) (59,946.55)	
Total Assets	10,232,457.25	10,038,056.49	194,400.76	
LIABILITIES AND NET ASSETS Current Maturities of Notes Accounts Payable Accounts Payable - Electrolux Other Accrued Expenditures Notes Payable, Net of Current	87,740.10 87,490.27 396,340.62 628,422.48 1,174,537.18	84,584.99 93,243.66 601,280.70 538,965.01 1,260,654.26	3,155.11 (5,753.39) (204,940.08) 89,457.47 (86,117.08)	
Total Liabilities NET ASSETS Designated Funds Unrestricted Fund Balance Current Year Income Restricted Assets	2,374,530.65 4,206,670.00 3,135,922.77 242,170.44 273,163.39	2,578,728.62 3,991,579.88 3,276,915.72 39,111.88 151,720.39	(204,197.97) 215,090.12 (140,992.95) 203,058.56 121,443.00	
Total Net Assets	7,857,926.60	7,459,327.87	398,598.73	
Total Liabilities & Net Assets	10,232,457.25	10,038,056.49	194,400.76	

	Statement of Financial Act	ivity - Income Stateme	ent	
	Year-to-Date Actual	Year-to-Date Budget	Last Year At This Time	Year-to-Date Budget Variance Over (Under)
REVENUE & SUPPORT				
Program Service Income	3,718,058.25	3,673,335.00	3,572,065.74	44,723.25
Vocational (Business) Income	1,051,805.83	1,031,553.00	1,003,165.98	20,252.83
Contributions	191,691.49	238,413.00	51,963.08	(46,721.51)
Investment Income	(2,233.99)	15,162.00	18,125.31	(17,395.99)
Miscellaneous Income	7,466.09	1,750.00	2,647.08	5,716.09
Total Income	4,966,787.67	4,960,213.00	4,647,967.19	6,574.67
EXPENDITURES				
Cost of Goods Sold	386.02	994.00	31.60	(607.98)
Staff Wages & Related Costs	3,179,298.54	3,297,044.00	3,131,138.48	(117,745.46)
Client Wages & Related Costs	632,277.92	618,543.00	601,725.83	13,734.92
Program & Office Supplies	53,695.10	66,794.00	64,394.65	(13,098.90)
Building & Equipment Costs	256,490.80	274,799.00	215,580.08	(18,308.20)
Advertising & Public Relations	29,506.94	47,894.00	27,209.68	(18,387.06)
Transportation Costs	273,349.14	253,218.00	267,009.38	20,131.14
Miscellaneous Other Expenses	104,446.72	107,331.00	116,707.72	(2,884.28)
Depreciation Expense	195,166.05	215,607.00	185,057.89	(20,440.95)
Total Expenses	4,724,617.23	4,882,224.00	4,608,855.31	(157,606.77)
CHANGE IN NET ASSETS	242,170.44	77,989.00	39,111.88	164,181.44

Statement of Cash Flow For the Period(s) Then Ended

Cash Flow - Operating Activities Any 170 (2018) Cash Flow - 170 (2018) Prior Yoar 120 (2018) Change in Assell - Net Intocome (Loss) \$ 44,593 \$ 242,170 \$ 234,586 Depreciation & Amortization 28,031 \$ 195,186 \$ 331,075 Net Unrealized (Gain) Loss on Investments 2.735 \$ 1,874 \$ 1,625 In-Kind Donations - Executing Satures Seven Orly 7,115 (683) (Gain) Loss on Sale of Property and Equipment (1,000) (3,000) \$ 1,000 (Increase) Decrease in (1,000) (30,000) \$ 197,631 Accounts Receivable Vocational, Net 23,285 5,681 197,631 Accounts Receivable Vocational, Net 23,285 5,681 197,717 12,800 Inversee (Decrease) in (1,147) (11,376) 20,332 19,332 19,332 Inversee (Decrease) in (1,147) (1,1376) 20,332 19,332 19,332 19,332 19,332 19,332 19,332 19,332 19,332 19,332 19,332 19,332 19,332 19,332 19,332 19,332 1	for the Fehod(s) Then Ended			
Cash Flow - Operating Activilies S				
Change in Asset - Net Income (Loss)	Cook Flour Operation Activities	110112010	770 1720 10	12/04/2011
Depreciation & Amonization 28,031 195, 196 331,075 10,17		¢ 44.502	£ 242.470	r 224 EGO
Net Unrealized (Cain) Loss on Investments				
In-Kind Donations - Effecting Balances Reeal Only Realized (Gain) Loss on Sale of Property and Equipment (1,000) (3,000)		•		
Realized (Gain) Loss on Sale of Investments (1,000) (3,000)	Net Unrealized (Gain) Loss on Investments	2,735	21,871	(1,523)
Realized (Gain) Loss on Sale of Investments (1,000) (3,000)	In-Kind Donations - Effecting Balance Sheet Only	_	•	-
Casin Loss on Sale of Property and Equipment C1,000 C3,000	Realized (Gain) Loss on Sale of Investments	**	7.115	(583)
Increase Decrease in Accounts Receivable Program (26,004) (39,435) (39,531) (30,731		(1,000)	· ·	
(Increase) Decrease in Accounts Receivable Program (26,004) (59,435) 197 631 Accounts Receivable Vocational, Net 23,285 54,691 (30,071) Accounts Receivable Vocational, Net 23,285 54,691 (30,071) Accounts Receivable Electrolux 76 (603) 393 Inventory (majority is Electrolux activity) (11,497) (10,663) 72,772 Prepaid Expenses (4,147) (11,978) 28,952 Increase (Decrease) in 30,000 465,153) 73,324 Accounts Payable 10,008 485,153) 73,324 Accounts Payable 10,008 485,153) 73,324 Accounts Payable 10,008 485,153) 73,324 Accounts Payable 10,008 485,153 73,527 Net Cash Provided (Used) by Operating Activities 136,798 413,794 775,557 Net Cash Provided (Used) by Operating Activities 136,798 413,794 775,256 Cash Flows - Investing Activities 136,798 413,794 775,256 Cash Flows - Investing Activities		(1,000)		_
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Increase (Decrease) in Accounts Payable 10,098 (85,153) 73,924 Accounts Payable (63,680) Inventory Payable - Electrolux (158,341) 27,698 (200,574) Salaries and Related Benefits Payable (Including Accrued Vacation) 63,281 83,527 7,567 Net Cash Provided (Used) by Operating Activities 138,796 413,794 775,256	Prepaid Expenses	(4,147)	(11.976)	26,952
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Balance of Change in Construction In Process - Escrow Account Balance of Change in Construction Payable -<	Change in Construction in Process Costs	11,784	(35.132)	(41,587)
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Change in Investment Money Market - Transfer (from)/to Operating - (250,000) Change in Investment Money Market - For Sales Proceeds - (715,772) (1,305,193) Change in Investment Money Market - For Interest paid on Purchase of Bonds - (2,542) 8,852 Change in Investment Money Market - For Purchase of Investments - 757,413 1,267,507 Change in Investments - For Investment Fee 897 6,303 10,774 Net Cash Provided (Used) by Investing Activities (534) (167,449) (657,636) Cash Flows - Financing Activities (5,278) (36,376) (58,131) Vehicle Lease Payable (2,094) (11,079) 86,055 Net Cash Provided (Used) by Financing Activities (7,372) (47,455) 27,924 Net Increase (Decrease) in Cash and Cash Equivalents 128,890 198,889 145,544 Cash and Cash Equivalents - Beginning of Period 827,671 612,126 612,126	Purchase of Investments	-	(757,413)	(1,267,507)
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Change in Investment Money Market - For Sales Proceeds - (715,772) (1,305,193) Change in Investment Money Market - For Interest paid on Purchase of Bonds - (2,542) 8.852 Change in Investment Money Market - For Purchase of Investments - 757,413 1,267,507 Change in Investments - For Investment Fee 897 6.303 10,774 Net Cash Provided (Used) by Investing Activities (534) (167,449) (657,636) Cash Flows - Financing Activities (5,278) (36,376) (58,131) Vehicle Lease Payable (2,094) (11,079) 86,055 Net Cash Provided (Used) by Financing Activities (7,372) (47,455) 27,924 Net Increase (Decrease) in Cash and Cash Equivalents 128,890 198,889 145,544 Cash and Cash Equivalents - Beginning of Period 827,671 612,126 612,126		-	-	(250.000)
Change in Investment Money Market - For Interest paid on Purchase of Bonds - (2,542) 8,852 Change in Investment Money Market - For Purchase of Investments - 757,413 1,267,507 Change in Investments - For Investment Fee 897 6,303 10,774 Net Cash Provided (Used) by Investing Activities (534) (167,449) (657,636) Cash Flows - Financing Activities (5,278) (36,376) (58,131) Vehicle Lease Payable (2,094) (11,079) 86,055 Net Cash Provided (Used) by Financing Activities (7,372) (47,455) 27,924 Net Increase (Decrease) in Cash and Cash Equivalents 128,890 198,889 145,544 Cash and Cash Equivalents - Beginning of Period 827,671 612,126 612,126	Change in Investment Money Market - For Sales Proceeds	_	(715 779)	, , ,
Change in Investment Money Market - For Purchase of Investments Change in Investments - For Investment Fee 757,413 1,267,507 Change in Investments - For Investment Fee 897 6.303 10,774 Net Cash Provided (Used) by Investing Activities (534) (167,449) (657,636) Cash Flows - Financing Activities (5,278) (36,376) (58,131) Vehicle Lease Payable (2,094) (11,079) 86,055 Net Cash Provided (Used) by Financing Activities (7,372) (47,455) 27,924 Net Increase (Decrease) in Cash and Cash Equivalents 128,890 198,889 145,544 Cash and Cash Equivalents - Beginning of Period 827,671 612,126 612,126		-	,	
Change in Investments - For Investment Fee 897 6.303 10,774 Net Cash Provided (Used) by Investing Activities (534) (167,449) (657,636) Cash Flows - Financing Activities (5,278) (36,376) (58,131) Net Cash Provided (Used) by Financing Activities (2,094) (11,079) 86,055 Net Increase (Decrease) in Cash and Cash Equivalents (7,372) (47,455) 27,924 Net Increase (Decrease) in Cash and Cash Equivalents 128,890 198,889 145,544 Cash and Cash Equivalents - Beginning of Period 827,671 612,126 612,126		-		
Net Cash Provided (Used) by Investing Activities (534) (167,449) (657,636) Cash Flows - Financing Activities (5,278) (36,376) (58,131) Repayment of Long Term Debt Vehicle Lease Payable (2,094) (11,079) 86,055 Net Cash Provided (Used) by Financing Activities (7,372) (47,455) 27,924 Net Increase (Decrease) in Cash and Cash Equivalents 128,890 198,889 145,544 Cash and Cash Equivalents - Beginning of Period 827,671 612,126 612,126				
Cash Flows - Financing Activities Repayment of Long Term Debt (5,278) (36,376) (58,131) Vehicle Lease Payable (2,094) (11,079) 86,055 Net Cash Provided (Used) by Financing Activities (7,372) (47,455) 27,924 Net Increase (Decrease) in Cash and Cash Equivalents 128,890 198,889 145,544 Cash and Cash Equivalents - Beginning of Period 827,671 612,126 612,126	Change in Investments - For Investment Fee	897		
Repayment of Long Term Debt Vehicle Lease Payable (5,278) (2,094) (36,376) (11,079) (58,131) 86,055 Net Cash Provided (Used) by Financing Activities (7,372) (47,455) 27,924 Net Increase (Decrease) in Cash and Cash Equivalents 128,890 198,889 145,544 Cash and Cash Equivalents - Beginning of Period 827,671 612,126 612,126	Net Cash Provided (Used) by Investing Activities	(534)	(167,449)	(657,636)
Repayment of Long Term Debt Vehicle Lease Payable (5,278) (2,094) (36,376) (11,079) (58,131) 86,055 Net Cash Provided (Used) by Financing Activities (7,372) (47,455) 27,924 Net Increase (Decrease) in Cash and Cash Equivalents 128,890 198,889 145,544 Cash and Cash Equivalents - Beginning of Period 827,671 612,126 612,126	Cash Flows - Financing Activities			
Vehicle Lease Payable (2,094) (11.079) 86,055 Net Cash Provided (Used) by Financing Activities (7.372) (47.455) 27,924 Net Increase (Decrease) in Cash and Cash Equivalents 128,890 198,889 145,544 Cash and Cash Equivalents - Beginning of Period 827,671 612,126 612,126		(E 279)	(26.37E)	/EQ 1941
Net Cash Provided (Used) by Financing Activities (7.372) (47.455) 27,924 Net Increase (Decrease) in Cash and Cash Equivalents 128,890 198,889 145,544 Cash and Cash Equivalents - Beginning of Period 827,671 612,126 612,126				
Net Increase (Decrease) in Cash and Cash Equivalents 128,890 198,889 145,544 Cash and Cash Equivalents - Beginning of Period 827,671 612,126 612,126	Vehicle Lease Payable	(2,094)	(11,079)	86,055
Cash and Cash Equivalents - Beginning of Period 827,671 612,126 612.126	Net Cash Provided (Used) by Financing Activities	(7.372)	(47.455)	27,924
Cash and Cash Equivalents - Beginning of Period 827,671 612,126 612.126	Net Increase (Decrease) in Cash and Cash Equivalents	128,890	198,889	145,544
			612 126	612 126
Cash and Cash Equivalents - End of Period \$ 956,561 \$ 811,015 \$ 757,670	Cash and Cash Equivalents - Deginning of Period		012,120	012.120
	Cash and Cash Equivalents - End of Period	\$ 956,561	\$ 811,015	\$ 757,670

Additional Explanation:	
*See narrative report for year's activity.	
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Summarized Statement of Programs and Vocational (Business) Activities As of July 31, 2018

•					·			
!		South Pro	gram		North Program			
				Year-to-Date				Year-to-Date
	Year-to Date Actual	Year-to-Date Budget	Last Year at This Time	Budget Variance Over (Under)	Year-to Date Actual	Year-to-Date Budget	Last Year at This Time	Budget Variance Over (Under)
REVENUE & SUPPORT		-		· ·		-		
Program Service Income	2,292,712.01	2,224,497.00	2,182,671.37	68,215.01	619,523.94	690,634.00	654,027.34	(71.110.06)
Total Income	2,292,712.01	2,224,497.00	2,182,671.37	68,215.01	619,523.94	690,634.00	654,027.34	(71,110.06)
EXPENDITURES								
Cost of Goods Sold				-	-	-	-	-
Staff Wages & Related Costs	1,432,388.33	1,486,684.00	1,411,432,49	(54,295.67)	472,215.76	511,362.00	476,471.78	(39.146.24)
Client Wages & Related Costs	28,863.68	26,590.00	26,924.87	2,273.68	172.27	138.00	127.49	34.27
Program & Office Supplies	10.483.75	13,419.00	9,826.12	(2.935.25)	2,215.40	8,169.00	9,949.88	(5.953.60)
Building & Equipment Costs	58,045.85	58,877.00	46.879.10	(831 15)	18.187.96	22.834.00	16,265,33	(4.646,04)
Advertising & Public Relations	249.98	5.271.00	945.83	(5.021.02)	87.50	574.00	344.39	(486.50)
Transportation Costs	163,990.87	152,453.00	159,670.36	11,537.87	53.077.00	48,265.00	51,787.58	4.812.00
Miscellaneous Other Expenses	4,538.04	13,279.00	3,823.41	(8,740.96)	1,248.85	2,121.00	1,165.50	(872,15)
Depr. & Amort. Expense	59,665.81	59,731,00	62,712.56	(65.19)	19,033,65	18,459.00	20,448.33	574 65
Total Expenses	1,758,226.31	1,816,304.00	1,722,214.74	(58,077.69)	566,238.39	611,922.00	576,560.28	(45,683,61)
CHANGE IN NET ASSETS	534,485.70	408,193.00	460,456.63	126,292.70	53,285.55	78,712.00	77,467.06	(25,426.45)
s. I Mentresta of Personala of Service Representa	9.048h				20,667			
Province mas Proportion take spoketski Province od Westelmos dioberado	91.60 ± 230,71%				6.115. 22,09 %			
		Seniors Pr	ogram			Sauk Centre Di	T&H Program	
[Year-to-Date		Sauk Centre D		Year-to-Date
[Year-to Date	Year-to-Date	Last Year	Budget Variance	Year-to Date	Year-to-Date	Last Year	Budget Variance
[Year-to Date Actual				Year-to Date Actual			
REVENUE & SUPPORT	Actual	Year-to-Date Budget	Last Year This Time	Budget Variance Over (Under)	Actual	Year-to-Date Budget	Last Year at This Time	Budget Variance Over (Under)
Program Service Income	Actual 239,832.06	Year-to-Date Budget 229,963.00	Last Year This Time 221,646.56	Budget Variance Over (Under) 9,869.06	Actual 410,001.55	Year-to-Date Budget 371,855.00	Last Year at This Time 366,185.92	Budget Variance Over (Under) 38,146,55
	Actual	Year-to-Date Budget	Last Year This Time	Budget Variance Over (Under)	Actual	Year-to-Date Budget	Last Year at This Time	Budget Variance Over (Under)
Program Service Income Total Income EXPENDITURES	Actual 239,832.06	Year-to-Date Budget 229,963.00	Last Year This Time 221,646.56	Budget Variance Over (Under) 9,869.06	Actual 410,001.55	Year-to-Date Budget 371,855.00	Last Year at This Time 366,185.92	Budget Variance Over (Under) 38,146,55
Program Service Income Total Income EXPENDITURES Cost of Goods Sold	239,832.06 239,832.06	Year-to-Date Budget 229,963.00 229,963.00	Last Year This Time 221,646.56 221,646.56	9,869.06 9,869.06	Actual 410,001.55 410,001.55	Year-to-Date Budget 371,855.00 371,855.00	Last Year at This Time 366,185.92 366,185.92	Budget Variance Over (Under) 38.146.55 38.146.55
Program Service Income Total Income EXPENDITURES Cost of Goods Sold Staff Wages & Related Costs	Actual 239,832.06	Year-to-Date Budget 229,963.00	Last Year This Time 221,646.56	Budget Variance Over (Under) 9,869.06	410,001.55 410,001.55 199,921.57	Year-to-Date Budget 371,855.00 371,855.00	Last Year at This Time 366,185.92 366,185.92	Budget Variance Over (Under) 38.146.55 38.146.55
Program Service Income Total Income EXPENDITURES Cost of Goods Sold Staff Wages & Related Costs Client Wages & Related Costs	Actual 239,832.06 239,832.06	Year-to-Date Budget 229,963.00 229,963.00	Last Year This Time 221,646.56 221,646.56	9,869.06 9,869.06 9,7619.79	Actual 410,001.55 410,001.55 199,921.57 2,737.34	Year-to-Date Budget 371,855,00 371,855,00 198,729,00 2,324,00	Last Year at This Time 366,185,92 366,185,92 197,546,88 2,049,16	Budget Variance Over (Under) 38.146.55 38,146.55 1.192.57 413.34
Program Service Income Total Income EXPENDITURES Cost of Goods Sold Staff Wages & Related Costs Client Wages & Related Costs Program & Office Supplies	Actual 239,832.06 239,832.06 - 132,398.21 - 3,269.04	Year-to-Date Budget 229,963.00 229,963.00 - 160,018.00 - 4,081.00	Last Year This Time 221,646.56 221,646.56 135,100.47 2,642.85	9,869.06 9,869.06 9,869.06 27,619.79)	Actual 410,001.55 410,001.55 199,921.57 2,737.34 1,327.63	Year-to-Date Budget 371,855.00 371,855.00 	Last Year at This Time 366,185.92 366,185.92 197,546.88 2,049.16 922.70	Budget Variance Over (Under) 38,146,55 38,146,55 1,192,57 413,34 452,63
Program Service Income Total Income EXPENDITURES Cost of Goods Sold Staff Wages & Related Costs Client Wages & Related Costs Program & Office Supplies Building & Equipment Costs	Actual 239,832.06 239,832.06 132,398.21 3,269.04 7,690.55	Year-to-Date Budget 229,963.00 229,963.00 160,018.00 4,081.00 11,599.00	Last Year This Time 221,646.56 221,646.56 135,100.47 2,642.85 9,071.50	9,869.06 9,869.06 9,869.06 (27,619.79) (811.96) (3,908.45)	410,001.55 410,001.55 410,001.55 199,921.57 2,737.34 1,327.63 23,716.58	Year-to-Date Budget 371,855.00 371,855.00 198,729.00 2,324.00 875.00 25,004.00	Last Year at This Time 366,185.92 366,185.92 197,546.88 2,049.16 922.70 21,885.24	Budget Variance Over (Under) 38.146.55 38.146.55 1.192.57 413.34 452.63 (1.287.42)
Program Service Income Total Income EXPENDITURES Cost of Goods Sold Staff Wages & Related Costs Client Wages & Related Costs Program & Office Supplies Building & Equipment Costs Advertising & Public Relations	Actual 239,832.06 239,832.06 132,398.21 3,269.04 7,690.55 25.85	Year-to-Date Budget 229,963.00 229,963.00 - 160,018.00 - 4,081.00 11,599.00 553.00	Last Year This Time 221,646.56 221,646.56 135,100.47 2,642.85 9,071.50 101.47	9,869.06 9,869.06 9,869.06 (27,619.79) (811.96) (3,908.45) (527.15)	410,001.55 410,001.55 410,001.55 199,921.57 2,737.34 1,327.63 23,716.58 32.09	Year-to-Date Budget 371,855.00 371,855.00 198,729.00 2,324.00 875.00 25,004.00 861.00	Last Year at This Time 366,185.92 366,185.92 197,546.88 2,049.16 922.70 21,885.24 136.42	Budget Variance Over (Under) 38.146.55 38.146.55 1.192.57 413.34 452.63 (1.287.42) (828.91)
Program Service Income Total Income EXPENDITURES Cost of Goods Sold Staff Wages & Related Costs Client Wages & Related Costs Program & Office Supplies Building & Equipment Costs	Actual 239,832.06 239,832.06 132,398.21 3,269.04 7,690.55	Year-to-Date Budget 229,963.00 229,963.00 160,018.00 4,081.00 11,599.00	Last Year This Time 221,646.56 221,646.56 135,100.47 2,642.85 9,071.50	9,869.06 9,869.06 9,869.06 (27,619.79) (811.96) (3,908.45)	410,001.55 410,001.55 410,001.55 199,921.57 2,737.34 1,327.63 23,716.58	Year-to-Date Budget 371,855.00 371,855.00 198,729.00 2,324.00 875.00 25,004.00	Last Year at This Time 366,185.92 366,185.92 197,546.88 2,049.16 922.70 21,885.24	Budget Variance Over (Under) 38.146.55 38.146.55 1.192.57 413.34 452.63 (1.287.42)
Program Service Income Total Income EXPENDITURES Cost of Goods Sold Staff Wages & Related Costs Client Wages & Related Costs Program & Office Supplies Building & Equipment Costs Advertising & Public Relations	Actual 239,832.06 239,832.06 132,398.21 3,269.04 7,690.55 25.85	Year-to-Date Budget 229,963.00 229,963.00 - 160,018.00 - 4,081.00 11,599.00 553.00	Last Year This Time 221,646.56 221,646.56 135,100.47 2,642.85 9,071.50 101.47	9,869.06 9,869.06 9,869.06 (27,619.79) (811.96) (3,908.45) (527.15)	410,001.55 410,001.55 410,001.55 199,921.57 2,737.34 1,327.63 23,716.58 32.09	Year-to-Date Budget 371,855.00 371,855.00 198,729.00 2,324.00 875.00 25,004.00 861.00	Last Year at This Time 366,185.92 366,185.92 197,546.88 2,049.16 922.70 21,885.24 136.42	Budget Variance Over (Under) 38.146.55 38.146.55 1.192.57 413.34 452.63 (1.287.42) (828.91)
Program Service Income Total Income EXPENDITURES Cost of Goods Sold Staff Wages & Related Costs Client Wages & Related Costs Program & Office Supplies Building & Equipment Costs Advertising & Public Relations Transportation Costs	Actual 239,832.06 239,832.06 132,398.21 3,269.04 7,690.55 25.85 18,751.86	Year-to-Date Budget 229,963.00 229,963.00 	Last Year This Time 221,646.56 221,646.56 135,100.47 2,642.85 9,071.50 101.47 18,419.09	9,869.06 9,869.06 9,869.06 (27,619.79) (811.96) (3,908.45) (527.15) 2,329.86	410,001.55 410,001.55 410,001.55 199,921.57 2,737.34 1,327.63 23,716.58 32.09 22,771.66	Year-to-Date Budget 371,855.00 371,855.00 	Last Year at This Time 366,185,92 366,185,92 197,546,88 2,049,16 922,70 21,885,24 136,42 22,920,95	Budget Variance Over (Under) 38.146.55 38,146.55 1.192.57 413.34 452.63 (1.287.42) (828.91) 3.633.66
Program Service Income Total Income EXPENDITURES Cost of Goods Sold Staff Wages & Related Costs Client Wages & Related Costs Program & Office Supplies Building & Equipment Costs Advertising & Public Relations Transportation Costs Miscellaneous Other Expenses	Actual 239,832.06 239,832.06	Year-to-Date Budget 229,963.00 229,963.00 160,018.00 4,081.00 11,599.00 553.00 16,422.00 1,386.00	221,646.56 221,646.56 221,646.56 135,100.47 2,642.85 9,071.50 101.47 18,419.09 596.53	9,869.06 9,869.06 9,869.06 (27,619.79) (811.96) (3,908.45) (527.15) 2,329.86 (449.08)	410,001.55 410,001.55 410,001.55 199,921.57 2,737.34 1,327.63 23,716.58 32.09 22,771.68 788.04	Year-to-Date Budget 371,855.00 371,855.00 371,855.00 2875.00 2,324.00 875.00 25,004.00 861.00 19,138.00 2,268.00	Last Year at This Time 366,185.92 366,185.92 197,546.88 2,049.16 922.70 21,885.24 136.42 22,920.95 602.67	8.146.55 38.146.55 38.146.55 1.192.57 413.34 452.63 (1.287.42) (828.91) 3.633.66 (1.479.96)
Program Service Income Total Income EXPENDITURES Cost of Goods Sold Staff Wages & Related Costs Client Wages & Related Costs Program & Office Supplies Building & Equipment Costs Advertising & Public Relations Transportation Costs Miscellaneous Other Expenses Depr. & Amort. Expense	Actual 239,832.06 239,832.06 132,398.21 3,269.04 7,690.55 25.85 18,751.86 936.92 4,044.71	Year-to-Date Budget 229,963.00 229,963.00 160,018.00 4,081.00 11,599.00 553.00 16,422.00 1,386.00 4,025.00	221,646.56 221,646.56 221,646.56 135,100.47 2,642.85 9,071.50 101.47 18,419.09 596.53 4,407.04	9,869.06 9,869.06 9,869.06 (27,619.79) (811.96) (3,908.45) (527.15) 2,329.86 (449.08) 19,71	410,001.55 410,001.55 410,001.55 199,921.57 2,737.34 1,327.63 23,716.58 32.09 22,771.66 788.04 7,097.63	Year-to-Date Budget 371,855.00 371,855.00 198,729.00 2,324.00 875.00 25,004.00 861.00 19,138.00 2,268.00 6,706.00	Last Year at This Time 366,185.92 366,185.92 197,546.88 2,049.16 922.70 21,885.24 136.42 22,920.95 602.67 6,918.93	Budget Variance Over (Under) 38,146,55 38,146,55 1,192,57 413,34 452,63 (1,287,42) (828,91) 3,633,66 (1,479,96) 391,63

Production and Thispipoles paragraph histories

8.46% 8.38%

Summarized Statement of Programs and Vocational (Business) Activities As of July 31, 2018

	-	Per See Year-to Date Actual 31) 3,718,058.2 3,718,058.2 0,0 21) 2,326,497.6 42) 17,781.4 42) 17,781.4 115,978.7	5 3,673,335.00 0 0.00 6 2,467,455.00 5 30,689.00 0 27,125.00 6 127,911.00	Last Year at This Time 3,572,065,74 3,572,065,74 0 00 2 305,235,73 31,343,39 23,679,03	Year-to-Date Budget Variance Over (Under) 44,723.25 44,723.25 0.00 (140.957.34) 1.985.45
at This Ti 386.00 147.5 386.00 147.5 662.00 84.6 637.00 2.2 581.00 7.2 364.00 306.00 001.00 3 518.00 2	Budget Variand Over (Under 534.55 (397 534.65 (397 684.11 (21,088 241.87 (735 337.48 (95 243.90 (1,259 55.72 (346 6,5306	Per See Year-to Date Actual 31) 3,718,058.2 3,718,058.2 0,0 21) 2,326,497.6 42) 17,781.4 42) 17,781.4 115,978.7	Budget 5 3,673,335.00 5 3,673,335.00 0 0.00 6 2,467,455.00 5 30,689.00 0 27,125.00 127,911.00	3,572,065,74 3,572,065,74 0 00 2,305,235,73 31,343,39	Budget Variance Over (Under) 44.723.25 44.723.25 0.00 (140.957.34)
	534.55 (397. 684.11 (21,088. 241.87 (735. 337.48 (95. 243.90 (1,259. 55.72 (346.	31) 3,718,058.2 0.0 21) 2,326,497.6 84) 32,674.4 42) 17,781.4 18) 115,978.7	5 3,673,335.00 0 0.00 6 2,467,455.00 5 30,689.00 0 27,125.00 6 127,911.00	3,572,065.74 0 00 2,305,235,73 31,343,39	44,723,25 0.00 (140,957 34)
	534.55 (397. 684.11 (21,088. 241.87 (735. 337.48 (95. 243.90 (1,259. 55.72 (346.	31) 3,718,058.2 0.0 21) 2,326,497.6 84) 32,674.4 42) 17,781.4 18) 115,978.7	5 3,673,335.00 0 0.00 6 2,467,455.00 5 30,689.00 0 27,125.00 6 127,911.00	3,572,065.74 0 00 2,305,235,73 31,343,39	44,723,25 0.00 (140,957 34)
662.00 84,6 637.00 2,2 581.00 3 597.00 7,2 384.00 306.00 001.00 3 518.00 2	684.11 (21,088 241.87 (735. 337.48 (95 243.90 (1,259. 55.72 (346.	0.0 21) 2,326,497 6 84) 32,674,4 42) 17,781 4 18) 115,978 7	0 0.00 6 2,467,455.00 5 30,689.00 0 27,125.00 6 127,911.00	0 00 2,305,235,73 31,343,39	0.00 (140,957 34)
637.00 2,2 581.00 3 597.00 7,2 364.00 306.00 001.00 3 518.00 2	684.11 (21,088 241.87 (735, 337,48 (95 243.90 (1,259, 55,72 (346,	21) 2,326,497.6 84) 32,674.4 42) 17,781.4 18) 115,978.7	6 2,467,455.00 5 30,689.00 0 27,125.00 6 127,911.00	2.305.235.73 31,343.39	(140,957 34)
637.00 2,2 581.00 3 597.00 7,2 364.00 306.00 001.00 3 518.00 2	684.11 (21,088 241.87 (735, 337,48 (95 243.90 (1,259, 55,72 (346,	21) 2,326,497.6 84) 32,674.4 42) 17,781.4 18) 115,978.7	6 2,467,455.00 5 30,689.00 0 27,125.00 6 127,911.00	2.305.235.73 31,343.39	(140,957 34)
637.00 2,2 581.00 3 597.00 7,2 364.00 306.00 001.00 3 518.00 2	241.87 (735. 337.48 (95 243.90 (1,259. 55.72 (346. (5,306.	84) 32.674.4 42) 17,781.4 18) 115,978.7	5 30,689.00 0 27,125.00 6 127,911.00	31,343.39	
581.00 3 597.00 7,2 364.00 306.00 001.00 3 518.00 2	337,48 (95 243,90 (1,259, 55,72 (346, (5,306,	42) 17,781.4 18) 115,978.7	0 27,125.00 6 127,911.00		1,985.45
597.00 7,2 364.00 306.00 001.00 3 518.00 2	243.90 (1,259. 55.72 (346. (5,306.	18) 115,978 7	6 127,911.00	23,679 03	
364.00 306.00 001.00 3 518.00 2	55.72 (346. (5,306.				(9,343.60)
306,00 001,00 3 518.00 2	, (5,306.	07) 413.3		101.345.07	(11,932 24)
306,00 001,00 3 518.00 2			5 7.623.00	1,583.83	(7,209,65)
001.00 3 518.00 2		00) 258.591.3	9 241,584.00	252,797.98	17,007.39
518.00 2			8 20,055.00	6,500,18	(12,090 22)
	287,36 97.			94,774.22	1.018.50
666.00 95,1	162.51 (29,281.			2,817,259.43	(161,521.71)
720.00 52,3	372.04 28,883.	78 867,698.9	6 661,454.00	754,806.31	206,244.96
		A CONTRACTOR OF THE PROPERTY O			100
		200 PF			
		100 %			
			i '		
ommunity Crews			Produ	ction	
	Year-to-Date				Year-to-Date
Date Last Yea	_		Year-to-Date	Last Year at This Time	Budget Variance Over (Under)
get at This Ti	ime Over (Under	Actual	Budget	at this time	Over (Under)
E02.00 440.	452.44 12,930.	14 257,675.3	2 285,166.00	268,739.01	(27,490.68)
	452.44 12.930.			268,739,01	(27,490.68)
363.00 410,4	452.44 12,850.	14 237,975.5	2 283,100.00	200,733.01	(21,450.00)
-	-	386.0	2 994.00	31.60	(607.98)
946.00 34,8	870.32 (16,389)	83) 110,530.0	6 95,972.00	101,454.26	14,558.06
909.00 300,7	727.09 5,517.	29 174,973.9	5 171,994.00	167,463.73	2,979.95
081.00 7,1	132.82 (3,971.	00) 14,720.9	1 14,588.00	18,403.40	132.91
824.00 3,5	534.58 (427)	49) 40,492.9	3 39,578.00	30,629.74	914.93
28.00	25.01 (17.	38) 431.0	0 518.00	146.23	(87 00)
•	_	12,447.3	5 11,634.00	10,413.98	813.35
	162.20 (102.			868.86	(15.29)
448.00			6 28,084,00	32,285.33	(90,84)
				361,697.13	18,598.09
756.00	303.43 28,380.	48 (124,592.7	7) (78,504.00)	(92,958.12)	(46,088.77)
	448.00 756.00 3,992.00 347,	448.00 162.20 (102 756.00 696.99 (59. 3,992.00 347,149.01 (15,450.	12,447.3 448.00 162.20 (102.92) 292.7 756.00 696.99 (59.01) 27,993.1 3,992.00 347,149.01 (15,450.34) 382,268.0 3,571.00 63,303.43 28,380.48 (124,592.7	448.00 162.20 (102.92) 292.71 308.00 756.00 696.99 (59.01) 27.993.16 28.084.00 3,992.00 347,149.01 (15,450.34) 382,268.09 363,670.00	- 12,447.35 11,634.00 10,413.98 448.00 162.20 (102.92) 292.71 308.00 868.86 756.00 696.99 (59.01) 27,993.16 28,084.00 32,285.33 3,992.00 347,149.01 (15,450.34) 382,268.09 363,670.00 361,697.13 3,571.00 63,303.43 28,380.48 (124,592.77) (78,504.00) (92,958.12)

Summarized Statement of Programs and Vocational (Business) Activities As of July 31, 2018

		ThriftWo	orks!			DocuS	hred	
	Year-to Date Actual	Year-to-Date Budget	Last Year at This Time	Year-to-Date Budget Variance Over (Under)	Year-to Date Actual	Year-to-Date Budget	Last Year at This Time	Year-to-Date Budget Variance Over (Under)
REVENUE & SUPPORT								
Program Service Income Vocational (Business) Income Contributions	191,881.39	164,432.00	157,546.27	27,449,39 -	176,755.98	169,392.00	166,428.26	7,363 98
Total Income	191,881.39	164,432.00	157,546.27	27,449.39	176,755.98	169,392.00	166,428.26	7,363.98
EXPENDITURES								
Cost of Goods Sold					•	-	-	-
Staff Wages & Related Costs	120,396.35	124,988.00	111,495.51	(4,591.65)	43,631.99	32,699.00	45,241.38	10,932 99
Client Wages & Related Costs	28,364.05	23,816.00	23,377.60	4,548.05	79,807.03	81,108.00	78,776.87	(1,300.97)
Program & Office Supplies	2,017.59	2,044.00	2,310.95	(26.41)	3,033.23	2,044.00	2,895.58	989.23
Building & Equipment Costs	41,619.60	39,389.00	35,651.29	2,230.60	14,020.91	14,938.00	14,249.09	(917 09)
Advertising & Public Relations	9,861.50	15,631.00	9,856.22	(5,769.50)	1,847.62	3,465.00	1,346.83	(1.617,38)
Transportation Costs	-	-			2,310.40		3,797.42	2,310.40
Miscellaneous Other Expenses	4,151.51	266.00	2,634.10	3.885.51	2,385.50	1,092.00	3,020.07	1,293 50
Depr. & Amort. Expense	19,780.17	19,397.00	20,203.02	383.17	13,338.10	17,136.00	13,589.75	(3.797 90)
Total Expenses	226,190.77	225,531.00	205,528.69	659.77	160,374.78	152,482.00	162,916.99	7,892.78

(47,982.42)

26,789.62

CHANGE IN NET ASSETS

(34,309.38)

(61,099.00)

16,381.20

16,910.00

3,511.27

(528.80)

Γ		Total Vocational (Br	usiness) Income		Administrative Expense & Fundraising				
-				Year-to-Date	h			Year-to-Date	
	Year-to Date Actual	Year-to-Date Budget	Last Year at This Time	Budget Variance Over (Under)	Year-to Date Actual	Year-to-Date Budget	Last Year at This Time	Budget Variance Over (Under)	
REVENUE & SUPPORT		ū		, ,		_		, .	
Program Service Income	*				-			-	
Vocational (Business) Income	1,051,805,83	1,031,553.00	1.003,165.98	20,252.83			-	~	
Contributions		-	-	*	191,691.49	238,413.00	51,963.08	(46.721.51)	
Investment Income	-				(2,233.99)	15,162.00	18,125.31	(17,395 99)	
Miscellaneous Income		-		•	7,466.09	1,750.00	2,647.08	5.716.09	
Total Income	1,051,805.83	1,031,553.00	1,003,165.98	20,252.83	196,923.59	255,325.00	72,735.47	(58,401.41)	
EXPENDITURES									
Cost of Goods Sold	386.02	994.00	31.60	(607.98)					
Staff Wages & Related Costs	308,114.57	303,605,00	293,061.47	4,509.57	544,686.31	525,984.00	532,841.28	18,702 31	
Client Wages & Related Costs	599.571.32	587,827.00	570,345.29	11,744.32	32.15	27.00	37.15	5.15	
Program & Office Supplies	26,881.73	29,757.00	30,742.75	(2,875.27)	9,031.97	9,912.00	9,972.87	(880.03)	
Building & Equipment Costs	101,529,95	99,729.00	84,064.70	1,800.95	38,982.09	47,159.00	30,170.31	(8,176 91)	
Advertising & Public Relations	12,150.74	19,642.00	11,374.29	(7,491.26)	16,942.85	20,629.00	14,251.56	(3,686.15)	
Transportation Costs	14,757,75	11,634,00	14,211.40	3,123.75	-	-	-	-	
Miscellaneous Other Expenses	7,174.80	2.114.00	6,685.23	5,060.80	89,307.14	85,162.00	103,522.31	4,145 14	
Depr. & Amort. Expense	61,808.42	65,373.00	66,775.09	(3,564.58)	42,900.13	60,795.00	23,508.58	(17.894.87)	
Total Expenses	1,132,375.30	1,120,675.00	1,077,291.82	11,700.30	741,882.64	749,668.00	714,304.06	(7,785.36)	
CHANGE IN NET ASSETS	(80,569.47)	(89,122.00)	(74,125.84)	8,552.53	(544,959.05)	(494,343.00)	(641,568.59)	(50,616,05)	

Summarized Statement of Programs and Vocational (Business) Activities As of July 31, 2018

	Total Activity Year-to-Date				
	Year-to Date Actual	Year-to-Date Budget	Last Year at This Time	Year-to-Date Budget Variance Over (Under)	
REVENUE & SUPPORT Program Service Income	3.718.058.25	3.673.335.00	3,572,065.74	44,723,25	
Vocational (Business) Income	1.051.805.63	1,031,553.00	1.003.165.98	20,252.83	
Contributions	191,691.49	238,413.00	51,963,08	(46,721.51)	
Investment Income	(2.233.99)	15,162.00	18,125.31	(17,395,99)	
Miscellaneous Income	7,466.09	1,750.00	2,647 08	5.716.09	
Total income	4,966,787.67	4,960,213.00	4,647,967.19	6,574.67	
EXPENDITURES					
Cost of Goods Sold	386,02	994.00	31.60	(607.98)	
Staff Wages & Related Costs	3,179,298.54	3,297,044.00	3,131,138 48	(117,745.46)	
Client Wages & Related Costs	632,277.92	618,543.00	601,725,83	13,734 92	
Program & Office Supplies	53.695.10	66,794.00	64,394.65	(13,098.90)	
Building & Equipment Costs	256,490.80	274,799.00	215,580,08	(18,308.20)	
Advertising & Public Relations	29,506 94	47,894.00	27,209.68	(18,387 06)	
Transportation Costs	273,349,14	253,218.00	267,009.38	20.131.14	
Miscellaneous Other Expenses	104,446,72	107,331.00	116,707.72	(2.884.28)	
Depr. & Amort. Expense	195,166 05	215,607.00	185,057,89	(20,440 95)	
Total Expenses	4,724,617.23	4,882,224.00	4,608,855.31	(157,606.77)	
CHANGE IN NET ASSETS	242,170.44	77,989.00	39,111.88	164,181.44	