

WACOSA

Summarized Statement of Financial Position
and Financial Activities
As of December 31, 2018

Statements of Financial Position - Balance Sheet

	December 31, 2018	Last Year	Year-to-Date Increase (Decrease) Between Years
ASSETS			
Cash and Cash Equivalents	723,804.18	757,671.62	(33,867.44)
Investments	3,304,327.16	3,280,381.96	23,945.20
Accounts Receivable - Electrolux	294,215.30	312,386.11	(18,170.81)
Other Current Assets	962,720.69	941,563.46	21,157.23
Net Property, Equip. Financing	5,578,714.76	4,717,235.84	861,478.92
Total Assets	10,863,782.09	10,009,238.99	854,543.10
LIABILITIES AND NET ASSETS			
Current Maturities of Notes	103,184.53	87,740.10	15,444.43
Accounts Payable	171,469.96	172,615.85	(1,145.89)
Accounts Payable - Electrolux	323,213.48	366,212.22	(42,998.74)
Other Accrued Expenditures	607,194.99	544,922.45	62,272.54
Notes Payable, Net of Current	1,187,216.97	1,221,992.21	(34,775.24)
Total Liabilities	2,392,279.93	2,393,482.83	(1,202.90)
NET ASSETS			
Designated Funds	4,271,191.00	4,206,670.00	64,521.00
Unrestricted Fund Balance	3,090,327.77	3,075,408.16	14,919.61
Current Year Income	855,746.00	195,540.17	660,205.83
Restricted Assets	254,237.39	138,137.83	116,099.56
Total Net Assets	8,471,502.16	7,615,756.16	855,746.00
Total Liabilities & Net Assets	10,863,782.09	10,009,238.99	854,543.10

Statement of Financial Activity - Income Statement

	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	6,376,870.99	6,230,381.00	6,141,248.43	146,489.99
Vocational (Business) Income	1,858,842.70	1,752,484.00	1,747,587.33	106,358.70
Contributions	982,531.92	408,700.00	243,219.96	573,831.92
Investment Income	23,945.20	26,000.00	22,419.04	(2,054.80)
Miscellaneous Income	11,357.90	3,000.00	6,968.04	8,357.90
Total Income	9,253,548.71	8,420,565.00	8,161,442.80	832,983.71
EXPENDITURES				
Cost of Goods Sold	943.42	1,700.00	(12.49)	(756.58)
Staff Wages & Related Costs	5,761,927.99	5,714,461.00	5,435,023.65	47,466.99
Client Wages & Related Costs	1,049,912.41	1,049,096.00	1,040,850.90	816.41
Program & Office Supplies	96,920.40	114,500.00	108,958.37	(17,579.60)
Building & Equipment Costs	437,395.29	471,053.00	380,820.75	(33,657.71)
Advertising & Public Relations	69,460.68	82,073.00	56,838.68	(12,612.32)
Transportation Costs	465,220.11	434,080.00	432,429.91	31,140.11
Miscellaneous Other Expenses	166,258.72	183,982.00	179,917.54	(17,723.28)
Depreciation Expense	349,763.69	369,620.00	331,075.32	(19,856.31)
Total Expenses	8,397,802.71	8,420,565.00	7,965,902.63	(22,762.29)
CHANGE IN NET ASSETS	855,746.00	-	195,540.17	855,746.00

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

	Month Ended 12/31/2018	Current Year To-Date 12/31/2018	Prior Year 12/31/2017
Cash Flow - Operating Activities			
Change in Asset - Net Income (Loss)	\$ (128,654)	\$ 855,746	\$ 234,569
Depreciation & Amortization	31,196	349,764	331,075
Net Unrealized (Gain) Loss on Investments	(5,055)	23,064	(1,523)
In-Kind Donations - Effecting Balance Sheet Only	-	(649,054)	-
Realized (Gain) Loss on Sale of Investments	-	7,115	(583)
(Gain) Loss on Sale of Property and Equipment	-	(4,500)	-
Property Taxes Paid with Financing	-	-	-
 (Increase) Decrease in			
Accounts Receivable Program	35,213	12,574	197,631
Accounts Receivable Vocational, Net	4,087	(48,121)	(30,071)
Accounts Receivable Electrolux	72,514	80,992	126,802
Other Receivables	(393)	(1,097)	393
Inventory (<i>majority is Electrolux activity</i>)	(10,081)	(39,660)	72,772
Prepaid Expenses	(430)	(5,243)	26,952
Increase (Decrease) in			
Accounts Payable	77,281	(1,173)	73,924
Accrued Expenses	(1,218)	(1,218)	(63,680)
Inventory Payable - Electrolux	(80,314)	(45,429)	(200,574)
Salaries and Related Benefits Payable (<i>Including Accrued Vacation</i>)	(6,223)	63,517	7,567
Net Cash Provided (Used) by Operating Activities	<u>(12,077)</u>	<u>597,277</u>	<u>775,256</u>
Cash Flows - Investing Activities			
Purchase of Property and Equipment	(18,028)	(634,137)	(333,626)
Proceeds from Disposal of Property and Equipment	-	4,500	-
Change in Construction in Process Costs	(1,783)	71,948	(41,587)
Balance of Change in Construction In Process - Escrow Account	-	-	-
Balance of Change in Construction Payable	-	-	-
Change in Accrued Investment Interest	-	2,473	(8,852)
Reinvestments in Bremer Money Markets	(564)	(5,601)	(1,973)
Reinvestments in Investment Money Market	(2,981)	(59,330)	(41,225)
Proceeds from Sale of Investments	-	765,772	1,305,193
Purchase of Investments	-	(817,554)	(1,267,507)
Purchase of Investments - Reinvested Dividends	-	-	-
Change in Investment Money Market - Transfer (from)/to Operating	-	-	(250,000)
Change in Investment Money Market - For Sales Proceeds	-	(765,772)	(1,305,193)
Change in Investment Money Market - For Interest paid on Purchase of Bonds	-	(2,473)	8,852
Change in Investment Money Market - For Purchase of Investments	-	817,554	1,267,507
Change in Investments - For Investment Fee	907	10,806	10,774
Net Cash Provided (Used) by Investing Activities	<u>(22,448)</u>	<u>(611,814)</u>	<u>(657,636)</u>
Cash Flows - Financing Activities			
Repayment of Long Term Debt	(3,012)	(60,307)	(58,131)
Vehicle Lease Payable	(8,908)	40,977	86,055
Net Cash Provided (Used) by Financing Activities	<u>(11,920)</u>	<u>(19,331)</u>	<u>27,924</u>
Net Increase (Decrease) in Cash and Cash Equivalents	<u>(46,445)</u>	<u>(33,868)</u>	<u>145,544</u>
Cash and Cash Equivalents - Beginning of Period	<u>770,249</u>	<u>612,126</u>	<u>612,126</u>
Cash and Cash Equivalents - End of Period	<u>\$ 723,804</u>	<u>\$ 578,258</u>	<u>\$ 757,670</u>

Additional Explanation:

*See narrative report for year's activity.

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

	South Program				North Program			
	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	3,827,929.07	3,772,998.00	3,703,836.86	54,931.07	1,055,490.49	1,171,391.00	1,113,957.30	(115,900.51)
Total Income	3,827,929.07	3,772,998.00	3,703,836.86	54,931.07	1,055,490.49	1,171,391.00	1,113,957.30	(115,900.51)
EXPENDITURES								
Cost of Goods Sold	-	-	-	-	-	-	-	-
Staff Wages & Related Costs	2,580,118.13	2,576,676.00	2,452,824.25	3,442.13	858,978.91	886,313.00	829,123.97	(27,334.09)
Client Wages & Related Costs	47,857.13	45,097.00	45,375.93	2,760.13	308.64	239.00	240.34	69.64
Program & Office Supplies	17,144.90	23,000.00	21,878.74	(5,855.10)	7,775.50	14,000.00	11,686.43	(6,224.50)
Building & Equipment Costs	93,155.30	100,927.00	79,112.99	(7,771.70)	28,835.65	39,137.00	31,808.31	(10,301.35)
Advertising & Public Relations	901.20	9,038.00	1,121.17	(8,136.80)	315.46	980.00	408.23	(664.54)
Transportation Costs	270,747.55	261,344.00	262,698.46	9,403.55	87,622.59	82,745.00	85,206.02	4,877.59
Miscellaneous Other Expenses	10,162.02	22,766.00	8,401.63	(12,603.98)	3,150.41	3,641.00	2,596.68	(490.59)
Depr. & Amort. Expense	107,791.46	102,398.00	107,473.06	5,393.46	34,325.26	31,643.00	35,040.20	2,682.26
Total Expenses	3,127,877.69	3,141,246.00	2,978,886.23	(13,368.31)	1,021,312.42	1,058,698.00	996,110.18	(37,385.58)
CHANGE IN NET ASSETS	700,051.38	631,752.00	724,950.63	68,299.38	34,178.07	112,693.00	117,847.12	(78,514.93)
Percent of Program Gross Income	1310.54%				361.36%			
Percent of Program Net Income	591.06%				28.86%			
Percent of Total Net Income	81.81%				3.99%			
	Seniors Program				1st Ave Program			
	Year-to-Date Actual	Year-to-Date Budget	Last Year 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	406,095.84	390,040.00	384,935.75	16,055.84	81,867.45	-	-	81,867.45
Total Income	406,095.84	390,040.00	384,935.75	16,055.84	81,867.45	0.00	0.00	81,867.45
EXPENDITURES								
Cost of Goods Sold	-	-	-	-	-	-	-	-
Staff Wages & Related Costs	248,200.51	277,349.00	231,479.44	(29,148.49)	52,238.75	-	-	52,238.75
Client Wages & Related Costs	-	-	-	-	70.90	-	-	70.90
Program & Office Supplies	5,040.64	7,000.00	6,607.55	(1,959.36)	666.14	-	-	666.14
Building & Equipment Costs	14,579.81	19,873.00	14,583.26	(5,293.19)	13,859.53	-	-	13,859.53
Advertising & Public Relations	93.19	942.00	120.28	(848.81)	-	-	-	-
Transportation Costs	30,942.35	28,159.00	30,367.97	2,783.35	14,433.55	-	-	14,433.55
Miscellaneous Other Expenses	2,062.91	2,376.00	1,244.85	(313.09)	623.05	-	-	623.05
Depr. & Amort. Expense	7,547.17	6,894.00	7,546.94	653.17	-	-	-	-
Total Expenses	308,466.58	342,593.00	291,950.29	(34,126.42)	81,891.92	0.00	0.00	81,891.92
CHANGE IN NET ASSETS	97,629.26	47,447.00	92,985.46	50,182.26	(24.47)	-	-	(24.47)
Percent of Program Gross Income	139.03%				28.03%			
Percent of Program Net Income	82.43%				-0.02%			
	11.41%				0.00%			

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

Sauk Centre DT&H Program				
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	713,400.91	630,707.00	642,830.60	82,693.91
Total Income	713,400.91	630,707.00	642,830.60	82,693.91
EXPENDITURES				
Cost of Goods Sold	-	-	-	-
Staff Wages & Related Costs	360,012.21	344,427.00	345,252.91	15,585.21
Client Wages & Related Costs	4,767.22	3,937.00	3,962.16	830.22
Program & Office Supplies	2,113.03	1,500.00	1,666.97	613.03
Building & Equipment Costs	38,553.36	42,871.00	37,386.83	(4,317.64)
Advertising & Public Relations	115.68	1,470.00	161.71	(1,354.32)
Transportation Costs	39,589.00	32,805.00	34,121.87	6,784.00
Miscellaneous Other Expenses	1,861.90	3,897.00	1,342.62	(2,035.10)
Depr. & Amort. Expense	12,786.98	11,497.00	11,846.35	1,289.98
Total Expenses	459,799.38	442,404.00	435,741.42	17,395.38
CHANGE IN NET ASSETS	253,601.53	188,303.00	207,089.18	65,298.53

Percent of Program Gross Income 244.24%
Percent of Program Net Income 214.12%
Percent of Total Net Income 29.64%

Sauk Centre EE Program				
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	292,087.23	265,245.00	295,687.92	
Total Income	292,087.23	265,245.00	295,687.92	0.00
EXPENDITURES				
Cost of Goods Sold	-	-	-	0.00
Staff Wages & Related Costs	154,614.47	191,794.00	148,256.52	14,783.51
Client Wages & Related Costs	1,813.68	2,775.00	2,795.85	3,730.89
Program & Office Supplies	772.83	1,000.00	609.69	(12,759.79)
Building & Equipment Costs	14,318.21	16,438.00	12,327.58	(13,824.35)
Advertising & Public Relations	64.64	615.00	66.05	(11,004.47)
Transportation Costs	-	9,100.00	0.00	38,282.04
Miscellaneous Other Expenses	1,099.14	1,707.00	581.95	(14,819.71)
Depr. & Amort. Expense	963.30	886.00	474.98	10,018.87
Total Expenses	173,646.27	224,315.00	165,112.62	14,406.99
CHANGE IN NET ASSETS	118,440.96	40,930.00	130,575.30	(14,406.99)

100.00%
100.00%
13.84%

Total Program Income				
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	6,376,870.99	6,230,381.00	6,141,248.43	180,617.20
Total Income	6,376,870.99	6,230,381.00	6,141,248.43	278,540.49
EXPENDITURES				
Cost of Goods Sold	0.00	0.00	0.00	23,090.26
Staff Wages & Related Costs	4,254,162.98	4,276,559.00	4,006,937.09	30,439.62
Client Wages & Related Costs	54,817.57	52,048.00	52,374.28	3,267.89
Program & Office Supplies	33,513.04	46,500.00	42,449.38	(3,580.42)
Building & Equipment Costs	203,301.86	219,246.00	175,218.97	(18,990.80)
Advertising & Public Relations	1,490.17	13,045.00	1,877.44	4,858.11
Transportation Costs	443,335.04	414,153.00	412,394.32	45,376.00
Miscellaneous Other Expenses	18,959.43	34,387.00	14,167.73	(16,201.64)
Depr. & Amort. Expense	163,414.17	153,318.00	162,381.53	59,074.35
Total Expenses	5,172,994.26	5,209,256.00	4,867,800.74	127,333.37
CHANGE IN NET ASSETS	1,203,876.73	1,021,125.00	1,273,447.69	151,207.12

Percent of Program Gross Income 2183.21%
Percent of Program Net Income 1016.44%
Percent of Total Net Income 140.68%

Community Crews				
Year-to-Date Actual	Year-to-Date Budget	Last Year at This Time	Year-to-Date Budget Variance Over (Under)	
REVENUE & SUPPORT				
Vocational (Business) Income	698,126.56	699,748.00	703,913.95	(1,621.44)
Total Income	698,126.56	699,748.00	703,913.95	(1,621.44)
EXPENDITURES				
Cost of Goods Sold	-	-	-	-
Staff Wages & Related Costs	55,002.55	86,562.00	58,192.76	(31,559.45)
Client Wages & Related Costs	509,936.89	527,316.00	523,257.44	(17,379.11)
Program & Office Supplies	11,165.58	19,000.00	11,478.99	(7,834.42)
Building & Equipment Costs	7,540.02	9,998.00	6,888.21	(2,457.98)
Advertising & Public Relations	38.29	47.00	29.65	(8.71)
Transportation Costs	-	-	-	-
Miscellaneous Other Expenses	492.57	757.00	565.54	(264.43)
Depr. & Amort. Expense	1,194.84	1,302.00	1,194.84	(107.16)
Total Expenses	585,370.74	644,982.00	601,607.43	(59,611.26)
CHANGE IN NET ASSETS	112,755.82	54,766.00	102,306.52	57,989.82

Percent of Vocational Gross Income 37.07%
Percent of Vocational Net Income 315.36%
Percent of Total Net Income 13.18%

Production				
Year-to-Date Actual	Year-to-Date Budget	Last Year at This Time	Year-to-Date Budget Variance Over (Under)	
REVENUE & SUPPORT				
Vocational (Business) Income	471,902.94	483,673.00	463,967.92	(11,770.06)
Total Income	471,902.94	483,673.00	463,967.92	(11,770.06)
EXPENDITURES				
Cost of Goods Sold	943.42	1,700.00	(12.49)	(756.58)
Staff Wages & Related Costs	195,672.17	166,348.00	173,927.84	29,324.17
Client Wages & Related Costs	299,291.70	291,726.00	287,855.20	7,565.70
Program & Office Supplies	27,146.33	25,000.00	29,601.87	2,146.33
Building & Equipment Costs	64,588.32	67,838.00	52,133.09	(3,249.68)
Advertising & Public Relations	485.91	882.00	177.04	(396.09)
Transportation Costs	17,573.13	19,927.00	14,221.54	(2,353.87)
Miscellaneous Other Expenses	421.34	521.00	1,204.08	(99.66)
Depr. & Amort. Expense	46,321.41	48,151.00	55,388.61	(1,829.59)
Total Expenses	652,443.73	622,093.00	614,496.78	30,350.73
CHANGE IN NET ASSETS	(180,540.79)	(138,420.00)	(150,528.86)	(42,120.79)

25.06%
-504.95%
-21.10%

WACOSA

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

	ThriftyWorks!				DocuShred			
	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	357,797.68	281,753.00	291,073.57	76,044.68	331,015.52	287,310.00	288,631.89	43,705.52
Contributions	24,586.00	-	18,590.00	24,586.00	-	-	-	-
Total Income	382,383.68	281,753.00	309,663.57	100,630.68	331,015.52	287,310.00	288,631.89	43,705.52
EXPENDITURES								
Cost of Goods Sold	-	-	-	-	-	-	-	-
Staff Wages & Related Costs	217,432.74	216,637.00	195,040.81	795.74	76,409.30	56,681.00	73,892.30	19,728.30
Client Wages & Related Costs	54,052.70	40,396.00	39,618.86	13,656.70	131,763.99	137,563.00	137,695.03	(5,799.01)
Program & Office Supplies	3,736.46	3,500.00	4,218.96	236.46	3,660.53	3,500.00	3,948.85	160.53
Building & Equipment Costs	73,985.07	67,533.00	67,429.42	6,452.07	23,311.81	25,609.00	21,849.98	(2,297.19)
Advertising & Public Relations	21,932.99	26,794.00	19,758.07	(4,861.01)	6,665.31	5,934.00	2,117.60	731.31
Transportation Costs	-	-	-	-	4,311.94	-	5,814.05	4,311.94
Miscellaneous Other Expenses	7,791.48	454.00	4,060.63	7,337.48	2,443.51	1,875.00	3,778.70	568.51
Depr. & Amort. Expense	33,819.60	33,258.00	34,659.23	561.60	20,050.88	29,371.00	23,309.95	(9,320.12)
Total Expenses	412,751.04	388,572.00	364,785.98	24,179.04	268,617.27	260,533.00	272,406.46	8,084.27
CHANGE IN NET ASSETS	(30,367.36)	(106,819.00)	(55,122.41)	76,451.64	62,398.25	26,777.00	16,225.43	35,621.25
Percent of Vocational Gross Income	20.30%				17.58%			
Percent of Vocational Net Income	-84.93%				174.52%			
Percent of Total Net Income	-3.55%				7.29%			

	Total Vocational (Business) Income				Administrative Expense & Fundraising			
	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	1,858,842.70	1,752,484.00	1,747,587.33	106,358.70	-	-	-	-
Contributions	24,586.00	-	18,590.00	24,586.00	957,945.92	408,700.00	224,629.96	549,245.92
Investment Income	-	-	-	-	23,945.20	26,000.00	22,419.04	(2,054.80)
Miscellaneous Income	-	-	-	-	11,357.90	3,000.00	6,968.04	8,357.90
Total Income	1,883,428.70	1,752,484.00	1,766,177.33	130,944.70	993,249.02	437,700.00	254,017.04	555,549.02
EXPENDITURES								
Cost of Goods Sold	943.42	1,700.00	(12.49)	(756.58)	-	-	-	-
Staff Wages & Related Costs	544,516.76	526,228.00	501,053.71	18,288.76	963,248.25	911,674.00	927,032.85	51,574.25
Client Wages & Related Costs	995,045.28	997,001.00	988,426.53	(1,955.72)	49.56	47.00	50.09	2.56
Program & Office Supplies	45,708.90	51,000.00	49,248.67	(5,291.10)	17,698.46	17,000.00	17,260.32	698.46
Building & Equipment Costs	169,425.22	170,978.00	148,300.70	(1,552.78)	64,668.21	80,829.00	57,301.08	(16,160.79)
Advertising & Public Relations	29,122.50	33,657.00	22,082.36	(4,534.50)	38,848.01	35,371.00	32,878.88	3,477.01
Transportation Costs	21,885.07	19,927.00	20,035.59	1,958.07	-	-	-	-
Miscellaneous Other Expenses	11,148.90	3,607.00	9,608.95	7,541.90	136,150.39	145,988.00	156,140.86	(9,837.61)
Depr. & Amort. Expense	101,386.73	112,082.00	114,552.63	(10,695.27)	84,962.79	104,220.00	54,141.16	(19,257.21)
Total Expenses	1,919,182.78	1,916,180.00	1,853,296.65	3,002.78	1,305,625.67	1,295,129.00	1,244,805.24	10,496.67
CHANGE IN NET ASSETS	(35,754.08)	(163,696.00)	(87,119.32)	127,941.92	(312,376.65)	(857,429.00)	(990,788.20)	545,052.35
Percent of Vocational Gross Income	100.00%				-36.50%			
Percent of Total Net Income	-4.18%				15.55%			
Percent of Total Expenses								

WACOSA

Summarized Statement of Programs and Vocational (Business) Activities As of December 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	6,376,870.99	6,230,381.00	6,141,248.43	180,617.20
Vocational (Business) Income	1,858,842.70	1,752,484.00	1,747,587.33	286,975.90
Contributions	982,531.92	408,700.00	243,219.96	573,831.92
Investment Income	23,945.20	26,000.00	22,419.04	(2,054.80)
Miscellaneous Income	11,357.90	3,000.00	6,968.04	8,357.90
Total Income	9,253,548.71	8,420,565.00	8,161,442.80	1,047,728.12
EXPENDITURES				
Cost of Goods Sold	943.42	1,700.00	(12.49)	(756.58)
Staff Wages & Related Costs	5,761,927.99	5,714,461.00	5,435,023.65	84,646.52
Client Wages & Related Costs	1,049,912.41	1,049,096.00	1,040,850.90	1,777.73
Program & Office Supplies	96,920.40	114,500.00	108,958.37	(17,352.43)
Building & Equipment Costs	437,395.29	471,053.00	380,820.75	(31,537.92)
Advertising & Public Relations	69,460.68	82,073.00	56,838.68	(12,061.96)
Transportation Costs	465,220.11	434,080.00	432,429.91	40,240.11
Miscellaneous Other Expenses	166,258.72	183,982.00	179,917.54	(17,115.42)
Depr. & Amort. Expense	349,763.69	369,620.00	331,075.32	(19,933.61)
Total Expenses	8,397,802.71	8,420,565.00	7,965,902.63	27,906.44
CHANGE IN NET ASSETS	855,746.00	-	195,540.17	1,019,821.68