

WACOSA

Summarized Statement of Financial Position and Financial Activities As of March 31, 2019

Statements of Financial Position - Balance Sheet

	March 31, 2019	Last Year	Year-to-Date Increase (Decrease) Between Years
ASSETS			
Cash and Cash Equivalents	513,359.78	930,512.77	(417,152.99)
Investments	3,344,337.23	3,279,144.31	65,192.92
Accounts Receivable - Electrolux	335,389.12	274,536.91	60,852.21
Other Current Assets	1,107,692.71	1,017,510.94	90,181.77
Net Property, Equip. Financing	5,495,076.85	4,661,322.97	833,753.88
Total Assets	10,795,855.69	10,163,027.90	632,827.79
LIABILITIES AND NET ASSETS			
Current Maturities of Notes	103,184.53	87,740.10	15,444.43
Accounts Payable	86,042.01	124,349.50	(38,307.49)
Accounts Payable - Electrolux	371,233.57	339,906.41	31,327.16
Other Accrued Expenditures	599,894.22	570,040.10	29,854.12
Notes Payable, Net of Current	1,161,708.91	1,203,653.67	(41,944.76)
Total Liabilities	2,322,063.24	2,325,689.78	(3,626.54)
NET ASSETS			
Designated Funds	4,271,191.00	4,206,670.00	64,521.00
Unrestricted Fund Balance	3,920,865.86	3,257,591.27	663,274.59
Current Year Income	5,153.53	221,581.96	(216,428.43)
Restricted Assets	276,582.06	151,494.89	125,087.17
Total Net Assets	8,473,792.45	7,837,338.12	636,454.33
Total Liabilities & Net Assets	10,795,855.69	10,163,027.90	632,827.79

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	1,582,952.52	1,786,319.76	1,602,027.03	(203,367.24)
Vocational (Business) Income	460,183.82	444,146.19	452,118.74	16,037.63
Contributions	40,393.36	154,075.02	142,434.97	(113,681.66)
Investment Income	40,010.07	10,875.00	(1,237.65)	29,135.07
Miscellaneous Income	2,054.10	1,500.00	3,348.46	554.10
Total Income	2,125,593.87	2,396,915.97	2,198,691.55	(271,322.10)
EXPENDITURES				
Cost of Goods Sold	(1,897.86)	425.01	438.13	(2,322.87)
Staff Wages & Related Costs	1,451,711.61	1,638,619.25	1,319,278.23	(186,907.64)
Client Wages & Related Costs	266,040.28	267,901.00	276,529.61	(1,860.72)
Program & Office Supplies	22,527.24	31,174.95	23,147.68	(8,647.71)
Building & Equipment Costs	125,113.94	130,589.31	117,056.08	(5,475.37)
Advertising & Public Relations	9,744.43	29,821.81	11,078.77	(20,077.38)
Transportation Costs	113,676.68	132,501.49	112,501.28	(18,824.81)
Miscellaneous Other Expenses	36,464.72	52,195.50	31,775.45	(15,730.78)
Depreciation Expense	97,059.30	124,251.13	85,304.36	(27,191.83)
Total Expenses	2,120,440.34	2,407,479.45	1,977,109.59	(287,039.11)
CHANGE IN NET ASSETS	5,153.53	(10,563.48)	221,581.96	15,717.01

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

	Month Ended 3/31/2019	Current Year To-Date 3/31/2019	Prior Year 12/31/2018
Cash Flow - Operating Activities			
Change in Asset - Net Income (Loss)	\$ 85,371	\$ 5,342	\$ 852,883
Depreciation & Amortization	32,230	97,059	352,627
Net Unrealized (Gain) Loss on Investments	(7,618)	(17,729)	23,064
In-Kind Donations - Effecting Balance Sheet Only	-	-	(649,054)
Realized (Gain) Loss on Sale of Investments	(125)	(125)	7,115
(Gain) Loss on Sale of Property and Equipment	-	-	(4,500)
Property Taxes Paid with Financing	-	-	-
 (Increase) Decrease in			
Accounts Receivable Program	(81,153)	(130,455)	12,574
Accounts Receivable Vocational, Net	(3,698)	(10,175)	(48,121)
Accounts Receivable Electrolux	82,900	(40,146)	80,992
Other Receivables	47	(206)	(1,097)
Inventory (<i>majority is Electrolux activity</i>)	(12,964)	8,439	(39,660)
Prepaid Expenses	2,094	(13,792)	(5,243)
Increase (Decrease) in			
Accounts Payable	(23,513)	(85,428)	(1,173)
Accrued Expenses	-	-	(1,218)
Inventory Payable - Electrolux	(50,685)	48,020	(45,429)
Salaries and Related Benefits Payable (<i>Including Accrued Vacation</i>)	(15,948)	(7,301)	63,517
Net Cash Provided (Used) by Operating Activities	<u>6,939</u>	<u>(146,495)</u>	<u>597,277</u>
Cash Flows - Investing Activities			
Purchase of Property and Equipment	(2,697)	(10,444)	(634,137)
Proceeds from Disposal of Property and Equipment	-	-	4,500
Change in Construction in Process Costs	(1,603)	(5,840)	71,948
Balance of Change in Construction In Process - Escrow Account	-	-	-
Balance of Change in Construction Payable	-	-	-
Change in Accrued Investment Interest	(278)	(278)	2,473
Reinvestments in Bremer Money Markets	(565)	(1,639)	(5,601)
Reinvestments in Investment Money Market	(8,267)	(23,256)	(59,330)
Proceeds from Sale of Investments	142,854	142,854	765,772
Purchase of Investments	(170,106)	(170,106)	(817,554)
Purchase of Investments - Reinvested Dividends	-	-	-
Change in Investment Money Market - Transfer (from)/to Operating	-	-	-
Change in Investment Money Market - For Sales Proceeds	(142,854)	(142,854)	(765,772)
Change in Investment Money Market - For Interest paid on Purchase of Bonds	278	278	(2,473)
Change in Investment Money Market - For Purchase of Investments	170,106	170,106	817,554
Change in Investments - For Investment Fee	918	2,739	10,806
Net Cash Provided (Used) by Investing Activities	<u>(12,214)</u>	<u>(38,441)</u>	<u>(611,814)</u>
Cash Flows - Financing Activities			
Repayment of Long Term Debt	(5,633)	(16,167)	(60,307)
Vehicle Lease Payable	(3,149)	(9,341)	40,977
Net Cash Provided (Used) by Financing Activities	<u>(8,782)</u>	<u>(25,508)</u>	<u>(19,331)</u>
Net Increase (Decrease) in Cash and Cash Equivalents	<u>(14,058)</u>	<u>(210,444)</u>	<u>(33,868)</u>
Cash and Cash Equivalents - Beginning of Period	<u>527,417</u>	<u>612,126</u>	<u>612,126</u>
Cash and Cash Equivalents - End of Period	<u>\$ 513,359</u>	<u>\$ 401,682</u>	<u>\$ 578,258</u>

Additional Explanation:

*See narrative report for year's activity.

WACOSA
Summarized Statement of Programs and Vocational (Business) Activities
As of March 31, 2019

	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	875,935.03	978,938.91	974,040.83	(103,003.88)	235,194.08	266,452.96	263,164.55	(31,258.88)
Total Income	875,935.03	978,938.91	974,040.83	(103,003.88)	235,194.08	266,452.96	263,164.55	(31,258.88)
EXPENDITURES								
Cost of Goods Sold	-	-	-	-	-	-	-	-
Staff Wages & Related Costs	627,690.01	706,459.26	592,332.25	(78,769.25)	187,340.48	228,327.00	195,703.62	(40,986.52)
Client Wages & Related Costs	11,685.12	12,120.00	11,744.98	(434.88)	62.53	79.00	69.38	(16.47)
Program & Office Supplies	3,230.88	5,750.01	5,612.34	(2,519.13)	1,552.77	2,499.99	913.21	(947.22)
Building & Equipment Costs	28,135.58	22,349.60	27,888.83	5,785.98	9,226.84	10,352.61	8,325.89	(1,125.77)
Advertising & Public Relations	153.46	2,670.51	249.98	(2,517.05)	53.72	260.46	87.50	(206.74)
Transportation Costs	69,289.54	68,876.71	69,360.41	412.83	22,425.76	24,167.37	22,448.34	(1,741.61)
Miscellaneous Other Expenses	165.50	4,347.14	240.07	(4,181.64)	43.81	1,290.51	57.41	(1,246.70)
Depr. & Amort. Expense	30,519.65	29,487.00	25,486.01	1,032.65	9,741.08	9,171.51	8,167.83	569.57
Total Expenses	770,869.74	852,060.23	732,914.87	(81,190.49)	230,446.99	276,148.45	235,773.18	(45,701.46)
CHANGE IN NET ASSETS	105,065.29	126,878.68	241,125.96	(21,813.39)	4,747.09	(9,695.49)	27,391.37	14,442.58
Percent of Program Gross Income	1070.84%				287.53%			
Percent of Program Net Income	249.17%				11.26%			
Percent of Total Net Income	2038.71%				92.11%			
	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	93,184.05	102,911.45	104,754.08	(9,727.40)	134,777.82	184,489.04	-	(49,711.22)
Total Income	93,184.05	102,911.45	104,754.08	(9,727.40)	134,777.82	184,489.04	0.00	(49,711.22)
EXPENDITURES								
Cost of Goods Sold	-	-	-	-	-	-	-	-
Staff Wages & Related Costs	60,591.67	70,305.61	55,304.63	(9,713.94)	87,247.82	119,822.74	-	(32,574.92)
Client Wages & Related Costs	-	-	-	-	63.31	15.00	-	48.31
Program & Office Supplies	1,668.28	2,499.99	2,156.48	(831.71)	746.67	2,499.99	-	(1,753.32)
Building & Equipment Costs	2,689.29	5,254.86	2,272.07	(2,565.57)	6,543.19	12,903.00	-	(6,359.81)
Advertising & Public Relations	15.87	320.61	25.85	(304.74)	-	522.15	-	(522.15)
Transportation Costs	7,922.24	8,181.33	7,929.46	(259.09)	190.50	11,249.34	-	(11,058.84)
Miscellaneous Other Expenses	128.44	645.75	133.14	(517.31)	75.00	995.01	-	(920.01)
Depr. & Amort. Expense	2,147.20	2,174.25	1,723.80	(27.05)	61.26	2,507.01	-	(2,445.75)
Total Expenses	75,162.99	89,382.40	69,545.43	(14,219.41)	94,927.75	150,514.24	0.00	(55,586.49)
CHANGE IN NET ASSETS	18,021.06	13,529.05	35,208.65	4,492.01	39,850.07	33,974.80	-	5,875.27
Percent of Program Gross Income	113.92%				164.77%			
Percent of Program Net Income	42.74%				94.51%			
	349.68%				773.26%			

WACOSA
Summarized Statement of Programs and Vocational (Business) Activities
As of March 31, 2019

Sauk Centre DT&H Program				
Year-to-Date	Year-to-Date	Last Year	Year-to-Date	
Actual	Budget	at This Time	Budget Variance	Over (Under)
REVENUE & SUPPORT				
Program Service Income	162,062.58	180,031.08	170,046.60	(17,968.50)
Total Income	162,062.58	180,031.08	170,046.60	(17,968.50)
EXPENDITURES				
Cost of Goods Sold	-	-	-	-
Staff Wages & Related Costs	89,622.40	87,976.10	82,291.04	1,646.30
Client Wages & Related Costs	1,181.90	1,206.00	1,063.06	(24.10)
Program & Office Supplies	492.40	624.99	632.06	(132.59)
Building & Equipment Costs	8,886.22	10,805.28	9,035.71	(1,919.06)
Advertising & Public Relations	19.70	502.26	32.09	(482.56)
Transportation Costs	10,239.29	11,248.59	8,960.98	(1,009.30)
Miscellaneous Other Expenses	28.94	923.73	36.80	(894.79)
Depr. & Amort. Expense	3,478.01	3,525.99	3,233.24	(47.98)
Total Expenses	113,948.86	116,812.94	105,284.98	(2,864.08)
CHANGE IN NET ASSETS	48,113.72	63,218.14	64,761.62	(15,104.42)

Percent of Program Gross Income 198.12%
Percent of Program Net Income 114.10%
Percent of Total Net Income 933.61%

Sauk Centre EE Program				
Year-to-Date	Year-to-Date	Last Year	Year-to-Date	
Actual	Budget	at This Time	Budget Variance	Over (Under)
REVENUE & SUPPORT				
Program Service Income	81,798.96	73,496.32	90,020.97	8,302.64
Total Income	81,798.96	73,496.32	90,020.97	8,302.64
EXPENDITURES				
Cost of Goods Sold	-	-	-	0.00
Staff Wages & Related Costs	35,153.01	48,999.06	37,041.60	(13,846.05)
Client Wages & Related Costs	493.97	459.00	251.49	34.97
Program & Office Supplies	180.10	249.99	231.17	(69.89)
Building & Equipment Costs	3,531.85	4,200.21	3,685.63	(668.36)
Advertising & Public Relations	11.01	218.16	17.93	(207.15)
Transportation Costs	-	3,280.35	0.00	(3,280.35)
Miscellaneous Other Expenses	61.13	443.49	62.75	(382.36)
Depr. & Amort. Expense	201.46	221.49	341.63	(20.03)
Total Expenses	39,632.53	58,071.75	41,632.20	(18,439.22)
CHANGE IN NET ASSETS	42,166.43	15,424.57	48,388.77	26,741.86

100.00%
100.00%
818.20%

Total Program Income				
Year-to-Date	Year-to-Date	Last Year	Year-to-Date	
Actual	Budget	at This Time	Budget Variance	Over (Under)
REVENUE & SUPPORT				
Program Service Income	1,582,952.52	1,786,319.76	1,602,027.03	(203,367.24)
Total Income	1,582,952.52	1,786,319.76	1,602,027.03	(203,367.24)
EXPENDITURES				
Cost of Goods Sold	0.00	0.00	0.00	0.00
Staff Wages & Related Costs	1,087,645.39	1,261,889.77	962,673.14	(174,244.38)
Client Wages & Related Costs	13,486.83	13,879.00	13,128.91	(392.17)
Program & Office Supplies	7,871.10	14,124.96	9,545.26	(6,253.86)
Building & Equipment Costs	59,012.97	65,865.56	51,208.13	(6,852.59)
Advertising & Public Relations	253.76	4,494.15	413.35	(4,240.39)
Transportation Costs	110,067.33	127,003.69	108,699.19	(16,936.36)
Miscellaneous Other Expenses	502.82	8,645.63	530.17	(8,142.81)
Depr. & Amort. Expense	46,148.66	47,087.25	38,952.51	(938.59)
Total Expenses	1,324,988.86	1,542,990.01	1,185,150.66	(218,001.15)
CHANGE IN NET ASSETS	257,963.66	243,329.75	416,876.37	14,633.91

Percent of Program Gross Income 1935.17%
Percent of Program Net Income 611.77%
Percent of Total Net Income 5005.57%

Community Crews				
Year-to-Date	Year-to-Date	Last Year	Year-to-Date	
Actual	Budget	at This Time	Budget Variance	Over (Under)
REVENUE & SUPPORT				
Vocational (Business) Income	165,279.07	175,132.48	182,133.51	(9,853.41)
Total Income	165,279.07	175,132.48	182,133.51	(9,853.41)
EXPENDITURES				
Cost of Goods Sold	-	-	-	-
Staff Wages & Related Costs	10,643.62	21,451.77	11,770.95	(10,808.15)
Client Wages & Related Costs	119,660.09	129,643.00	135,483.89	(9,982.91)
Program & Office Supplies	1,848.36	2,874.99	2,695.37	(1,026.63)
Building & Equipment Costs	954.73	2,533.56	3,492.10	(1,578.83)
Advertising & Public Relations	6.52	12.60	10.62	(6.08)
Transportation Costs	-	-	-	-
Miscellaneous Other Expenses	-	252.00	-	(252.00)
Depr. & Amort. Expense	298.71	325.50	298.71	(26.79)
Total Expenses	133,412.03	157,093.42	153,751.64	(23,681.39)
CHANGE IN NET ASSETS	31,867.04	18,039.06	28,381.87	13,827.98

Percent of Vocational Gross Income 35.92%
Percent of Vocational Net Income 235.97%
Percent of Total Net Income 618.35%

Production				
Year-to-Date	Year-to-Date	Last Year	Year-to-Date	
Actual	Budget	at This Time	Budget Variance	Over (Under)
REVENUE & SUPPORT				
Vocational (Business) Income	138,516.54	105,450.41	120,857.22	33,066.13
Total Income	138,516.54	105,450.41	120,857.22	33,066.13
EXPENDITURES				
Cost of Goods Sold	(1,897.86)	425.01	438.13	(2,322.87)
Staff Wages & Related Costs	44,348.58	41,845.53	46,515.26	2,503.05
Client Wages & Related Costs	86,839.30	77,116.00	81,982.33	9,723.30
Program & Office Supplies	6,558.78	7,800.00	5,816.11	(1,241.22)
Building & Equipment Costs	23,002.34	16,243.14	19,983.33	6,759.20
Advertising & Public Relations	861.38	662.31	296.08	199.07
Transportation Costs	2,464.91	5,497.80	2,973.23	(3,032.89)
Miscellaneous Other Expenses	37.45	156.98	112.78	(119.53)
Depr. & Amort. Expense	11,788.36	12,037.77	12,307.57	(249.41)
Total Expenses	174,003.24	161,784.54	170,424.82	12,218.70
CHANGE IN NET ASSETS	(35,486.70)	(56,334.13)	(49,567.60)	20,847.43

30.10%
-262.77%
-688.59%

WACOSA

Summarized Statement of Programs and Vocational (Business) Activities As of March 31, 2019

	ThriftWorks!				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	89,792.82	91,156.79	80,569.11	(1,363.97)	66,595.39	72,406.51	68,558.90	(5,811.12)
Contributions	-	-	-	-	-	-	-	-
Total Income	89,792.82	91,156.79	80,569.11	(1,363.97)	66,595.39	72,406.51	68,558.90	(5,811.12)
EXPENDITURES								
Cost of Goods Sold	-	-	-	-	-	-	-	-
Staff Wages & Related Costs	53,812.75	50,160.04	50,251.82	3,652.71	14,886.74	14,267.50	17,605.44	619.24
Client Wages & Related Costs	14,041.83	13,641.00	11,379.01	400.83	32,012.23	33,611.00	34,523.32	(1,598.77)
Program & Office Supplies	883.95	875.01	608.84	8.94	565.75	999.99	1,888.36	(434.24)
Building & Equipment Costs	20,100.04	18,469.35	18,361.80	1,630.69	7,467.89	7,155.99	6,695.51	311.90
Advertising & Public Relations	4,584.51	7,893.33	4,823.26	(3,308.82)	166.49	2,883.78	580.24	(2,717.29)
Transportation Costs	-	-	-	-	1,144.44	-	828.86	1,144.44
Miscellaneous Other Expenses	1,880.09	123.51	1,940.73	1,756.58	1,980.00	647.49	1,320.00	1,332.51
Depr. & Amort. Expense	9,032.02	10,939.50	8,579.67	(1,907.48)	3,714.64	7,892.76	6,630.30	(4,178.12)
Total Expenses	104,335.19	102,101.74	95,945.13	2,233.45	61,938.18	67,458.51	70,072.03	(5,520.33)
CHANGE IN NET ASSETS	(14,542.37)	(10,944.95)	(15,376.02)	(3,597.42)	4,657.21	4,948.00	(1,513.13)	(290.79)
Percent of Vocational Gross Income	19.51%				14.47%			
Percent of Vocational Net Income	-107.68%				34.49%			
Percent of Total Net Income	-282.18%				90.37%			

	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	460,183.82	444,146.19	452,118.74	16,037.63	-	-	-	-
Contributions	-	-	-	-	40,393.36	154,075.02	142,434.97	(113,681.66)
Investment Income	-	-	-	-	40,010.07	10,875.00	(1,237.65)	29,135.07
Miscellaneous Income	-	-	-	-	2,054.10	1,500.00	3,348.46	554.10
Total Income	460,183.82	444,146.19	452,118.74	16,037.63	82,457.53	166,450.02	144,545.78	(83,992.49)
EXPENDITURES								
Cost of Goods Sold	(1,897.86)	425.01	438.13	(2,322.87)	-	-	-	-
Staff Wages & Related Costs	123,691.69	127,724.84	126,143.47	(4,033.15)	240,374.53	249,004.64	230,461.62	(8,630.11)
Client Wages & Related Costs	252,553.45	254,011.00	263,368.55	(1,457.55)	-	11.00	32.15	(11.00)
Program & Office Supplies	9,856.84	12,549.99	11,008.68	(2,693.15)	4,799.30	4,500.00	2,593.74	299.30
Building & Equipment Costs	51,525.00	44,402.04	48,532.74	7,122.96	14,575.97	20,321.71	17,315.21	(5,745.74)
Advertising & Public Relations	5,618.90	11,452.02	5,710.20	(5,833.12)	3,871.77	13,875.64	4,955.22	(10,003.87)
Transportation Costs	3,609.35	5,497.80	3,802.09	(1,888.45)	-	-	-	-
Miscellaneous Other Expenses	3,897.54	1,179.98	3,373.51	2,717.56	32,064.36	42,369.89	27,871.77	(10,305.53)
Depr. & Amort. Expense	24,833.73	31,195.53	27,816.25	(6,361.80)	26,076.91	45,968.35	18,535.60	(19,891.44)
Total Expenses	473,688.64	488,438.21	490,193.62	(14,749.57)	321,762.84	376,051.23	301,765.31	(54,288.39)
CHANGE IN NET ASSETS	(13,504.82)	(44,292.02)	(38,074.88)	30,787.20	(239,305.31)	(209,601.21)	(157,219.53)	(29,704.10)
Percent of Vocational Gross Income	100.00%				-4643.52%			
Percent of Total Net Income	-262.05%				15.17%			
Percent of Total Expenses								

WACOSASummarized Statement of Programs and Vocational (Business) Activities
As of March 31, 2019

	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	1,582,952.52	1,786,319.76	1,602,027.03	(203,367.24)
Vocational (Business) Income	460,183.82	444,146.19	452,118.74	16,037.63
Contributions	40,393.36	154,075.02	142,434.97	(113,681.66)
Investment Income	40,010.07	10,875.00	(1,237.65)	29,135.07
Miscellaneous Income	2,054.10	1,500.00	3,348.46	554.10
Total Income	2,125,593.87	2,396,915.97	2,198,691.55	(271,322.10)
EXPENDITURES				
Cost of Goods Sold	(1,897.86)	425.01	438.13	(2,322.87)
Staff Wages & Related Costs	1,451,711.61	1,638,619.25	1,319,278.23	(186,907.64)
Client Wages & Related Costs	266,040.28	267,901.00	276,529.61	(1,860.72)
Program & Office Supplies	22,527.24	31,174.95	23,147.68	(8,647.71)
Building & Equipment Costs	125,113.94	130,589.31	117,056.08	(5,475.37)
Advertising & Public Relations	9,744.43	29,821.81	11,078.77	(20,077.38)
Transportation Costs	113,676.68	132,501.49	112,501.28	(18,824.81)
Miscellaneous Other Expenses	36,464.72	52,195.50	31,775.45	(15,730.78)
Depr. & Amort. Expense	97,059.30	124,251.13	85,304.36	(27,191.83)
Total Expenses	2,120,440.34	2,407,479.45	1,977,109.59	(287,039.11)
CHANGE IN NET ASSETS	5,153.53	(10,563.48)	221,581.96	15,717.01