

WACOSA

Summarized Statement of Financial Position
and Financial Activities
As of December 31, 2021

Statements of Financial Position - Balance Sheet

	December 31, 2021	Last Year	Year-to-Date Increase (Decrease) Between Years
ASSETS			
Cash and Cash Equivalents	874,247.24	1,483,469.00	(609,221.76)
Investments	4,921,144.22	3,417,894.64	1,503,249.58
Other Current Assets	1,668,086.71	540,032.22	1,128,054.49
Net Property, Equip. Financing	4,679,002.46	5,018,903.77	(339,901.31)
Total Assets	12,142,480.63	10,460,299.63	1,682,181.00
LIABILITIES AND NET ASSETS			
Current Maturities of Notes	993,264.24	110,615.84	882,648.40
Accounts Payable	105,930.94	311,141.25	(205,210.31)
Other Accrued Expenditures	533,888.39	500,178.89	33,709.50
Notes Payable, Net of Current	(23,682.40)	970,025.87	(993,708.27)
Total Liabilities	1,609,401.17	1,891,961.85	(282,560.68)
NET ASSETS			
Designated Funds	5,354,871.00	4,836,382.00	518,489.00
Unrestricted Fund Balance	2,112,557.46	3,165,778.28	(1,053,220.82)
Current Year Income	1,964,741.68	(269,487.48)	2,234,229.16
Restricted Assets	1,100,909.32	835,664.98	265,244.34
Total Net Assets	10,533,079.46	8,568,337.78	1,964,741.68
Total Liabilities & Net Assets	12,142,480.63	10,460,299.63	1,682,181.00

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	4,426,959.30	3,272,304.19	2,541,937.99	1,154,655.11
Vocational (Business) Income	1,440,655.85	1,217,591.10	1,038,462.81	223,064.75
Contributions	3,205,668.81	682,420.00	3,244,520.21	2,523,248.81
Investment Income	6,361.04	60,000.00	52,048.32	(53,638.96)
Miscellaneous Income	12,997.32	6,000.00	4,723.52	6,997.32
Total Income	9,092,642.32	5,238,315.29	6,881,692.85	3,854,327.03
EXPENDITURES				
Cost of Goods Sold	0.00	(750.00)	0.00	750.00
Staff Wages & Related Costs	5,006,098.05	4,761,356.14	5,435,847.18	244,741.91
Client Wages & Related Costs	665,231.54	423,723.00	399,759.86	241,508.54
Program & Office Supplies	44,149.53	109,599.96	60,856.14	(65,450.43)
Building & Equipment Costs	425,042.83	509,007.48	414,663.13	(83,964.65)
Advertising & Public Relations	29,376.11	64,249.08	36,469.95	(34,872.97)
Transportation Costs	343,157.06	417,750.36	208,198.64	(74,593.30)
Miscellaneous Other Expenses	235,209.52	194,514.12	180,702.02	40,695.40
Depreciation Expense	379,636.00	451,209.12	414,683.41	(71,573.12)
Total Expenses	7,127,900.64	6,930,659.26	7,151,180.33	197,241.38
CHANGE IN NET ASSETS	1,964,741.68	(1,692,343.97)	(269,487.48)	3,657,085.65
COVID Relief				
2nd Quarter ERC	\$ 308,165.47			
Unemployment Forgiveness	\$ 220,790.16			
2nd PPP Loan Forgiveness	\$ 1,214,184.98			
Provided Relief - Rural	\$ 50,707.70			
1st and 2nd Quarter ERC	\$ 837,212.23			
Without Covid Relief	<u>(666,318.86)</u>			

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

	Month Ended 12/31/2021	Current Year To-Date 12/31/2021	Prior Year 12/31/2020
Cash Flow - Operating Activities			
Change in Asset - Net Income (Loss)	\$ 800,263	\$ 1,964,742	\$ (269,488)
Depreciation & Amortization	30,923	379,636	414,683
Net Unrealized (Gain) Loss on Investments	8,269	8,778	(10,941)
In-Kind Donations - Effecting Balance Sheet Only		-	-
Realized (Gain) Loss on Sale of Investments	(5,939)	25,890	10,960
(Gain) Loss on Sale of Property and Equipment	(1,900)	(1,900)	-
Property Taxes Paid with Financing	-	-	-
 (Increase) Decrease in			
Accounts Receivable Program	(135,453)	(189,501)	853,793
Accounts Receivable Vocational, Net	(8,350)	(24,666)	46,090
Accounts Receivable Electrolux	-	-	2,824
Other Receivables	(840,739)	(889,321)	4,069
Inventory	(15,261)	(17,743)	(2,053)
Prepaid Expenses	(1,301)	(3,712)	18,262
Increase (Decrease) in			
Accounts Payable	26,229	(205,210)	172,902
Accrued Expenses (Unearned Revenue)	-	2,500	-
Inventory Payable - Electrolux	-	-	(897)
Salaries and Related Benefits Payable (Including Accrued Vacation)	906,970	983,808	(123,808)
Net Cash Provided (Used) by Operating Activities	<u>763,711</u>	<u>2,033,302</u>	<u>1,116,397</u>
Cash Flows - Investing Activities			
Purchase of Property and Equipment	-	(50,594)	(138,530)
Proceeds from Disposal of Property and Equipment	1,900	1,900	-
Change in Construction in Process Costs	-	10,859	-
Balance of Change in Construction In Process - Escrow Account	-	-	-
Balance of Change in Construction Payable	-	-	-
Change in Accrued Investment Interest	-	(3,071)	(2,260)
Reinvestments in Bremer Money Markets	(195)	(2,154)	(2,027)
Reinvestments in Investment Money Market	(3,829)	(49,758)	(61,470)
Reinvestments in Endowment	(411)	(843)	-
Proceeds from Sale of Investments	9,636	1,336,936	1,686,344
Purchase of Investments	(4,502)	(1,370,385)	(1,925,653)
Purchase of Investments - Reinvested Dividends	-	-	-
Change in Investment Money Market - Transfer (from)/to Operating	4,502	(1,495,498)	29,815
Change in Investment Money Market - For Sales Proceeds	(9,636)	(1,336,936)	(1,686,344)
Change in Investment Money Market - For Interest paid on Purchase of Bonds	-	3,071	2,260
Change in Investment Money Market - For Purchase of Investments	-	1,365,882	1,925,653
Change in Investments - For Investment Fee	1,105	11,725	11,430
Net Cash Provided (Used) by Investing Activities	<u>(1,431)</u>	<u>(1,578,864)</u>	<u>(160,783)</u>
Cash Flows - Financing Activities			
Repayment of Long Term Debt	(945,065)	(1,009,048)	(67,320)
Vehicle Lease Payable	(16,949)	(54,611)	(39,371)
Net Cash Provided (Used) by Financing Activities	<u>(962,014)</u>	<u>(1,063,659)</u>	<u>(106,692)</u>
Net Increase (Decrease) in Cash and Cash Equivalents	<u>(199,734)</u>	<u>(609,221)</u>	<u>848,922</u>
Cash and Cash Equivalents - Beginning of Period	<u>1,073,982</u>	<u>1,483,467</u>	<u>634,545</u>
Cash and Cash Equivalents - End of Period	<u>\$ 874,248</u>	<u>\$ 874,246</u>	<u>\$ 1,483,467</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, 2021

	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	2,267,661.28	1,705,774.64	1,349,540.76	561,886.64	495,670.03	506,012.99	368,440.79	(10,342.96)
Total Income	2,267,661.28	1,705,774.64	1,349,540.76	561,886.64	495,670.03	506,012.99	368,440.79	(10,342.96)
EXPENDITURES								
Cost of Goods Sold	-	-	-	-	-	-	-	-
Staff Wages & Related Costs	2,012,041.13	1,871,464.84	2,303,924.90	140,576.29	616,249.70	524,052.32	696,134.99	92,197.38
Client Wages & Related Costs	30,006.23	21,011.00	20,684.03	8,995.23	114.61	76.00	75.05	38.61
Program & Office Supplies	7,163.82	20,000.04	15,320.71	(12,836.22)	3,104.93	12,999.96	3,877.78	(9,895.03)
Building & Equipment Costs	93,299.46	108,194.52	93,510.88	(14,895.06)	28,866.67	34,391.76	31,838.13	(5,525.09)
Advertising & Public Relations	674.44	4,804.56	44.10	(4,130.12)	236.09	1,426.56	15.44	(1,190.47)
Transportation Costs	196,653.18	211,254.84	122,144.69	(14,601.66)	63,550.87	75,729.24	39,574.69	(12,178.37)
Miscellaneous Other Expenses	8,480.43	14,619.96	7,225.25	(6,139.53)	2,521.58	5,146.08	2,193.99	(2,624.50)
Depr. & Amort. Expense	136,946.31	137,753.04	140,938.15	(806.73)	41,588.25	42,851.04	43,692.69	(1,262.79)
Total Expenses	2,485,265.00	2,389,102.80	2,703,792.71	96,162.20	756,232.70	696,672.96	817,402.76	59,559.74
CHANGE IN NET ASSETS	(217,603.72)	(683,328.16)	(1,354,251.95)	465,724.44	(260,562.67)	(190,659.97)	(448,961.97)	(69,902.70)
Seniors 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	335,278.92	176,398.04	124,185.90	158,880.88	285,792.05	398,277.57	229,330.41	(112,485.52)
Total Income	335,278.92	176,398.04	124,185.90	158,880.88	285,792.05	398,277.57	229,330.41	(112,485.52)
EXPENDITURES								
Cost of Goods Sold	-	-	-	-	-	-	-	-
Staff Wages & Related Costs	188,068.81	205,041.00	206,753.18	(16,972.19)	202,643.96	197,851.96	243,166.34	4,792.00
Client Wages & Related Costs	-	-	-	-	1,222.56	50.00	49.80	1,172.56
Program & Office Supplies	3,085.75	9,500.04	5,012.16	(6,414.29)	2,045.40	9,999.96	6,153.34	(7,954.56)
Building & Equipment Costs	13,598.41	16,419.60	18,876.66	(2,821.19)	27,449.17	33,306.00	23,113.54	(5,856.83)
Advertising & Public Relations	69.74	496.56	4.56	(426.82)	-	1,116.60	-	(1,116.60)
Transportation Costs	22,375.77	25,484.88	14,065.43	(3,109.11)	4,336.80	37,244.76	-	(32,907.96)
Miscellaneous Other Expenses	1,207.95	2,604.00	1,089.37	(1,396.05)	-	4,206.00	-	(4,206.00)
Depr. & Amort. Expense	9,957.75	10,803.00	10,570.52	(845.25)	3,874.22	20,316.00	224.62	(16,441.78)
Total Expenses	238,364.18	270,349.08	256,371.88	(31,984.90)	241,572.11	304,091.28	272,707.64	(62,519.17)
CHANGE IN NET ASSETS	96,914.74	(93,951.04)	(132,185.98)	190,865.78	44,219.94	94,186.29	(43,377.23)	(49,966.35)
1st Ave Program								

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Summarized Statement of Programs and Vocational (Business) Activities As of December 31, 2021

	Sauk Centre DT&H Program				Sauk Centre EE 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	830,618.38	297,445.00	339,095.76	533,173.38	211,938.64	188,395.95	131,344.37	23,542.69
Total Income	830,618.38	297,445.00	339,095.76	533,173.38	211,938.64	188,395.95	131,344.37	23,542.69
EXPENDITURES								
Cost of Goods Sold	-	-	-	-	-	-	-	0.00
Staff Wages & Related Costs	416,456.89	321,373.60	399,530.96	95,083.29	120,943.11	193,301.60	109,174.80	(72,358.49)
Client Wages & Related Costs	7,659.60	3,559.00	3,513.40	4,100.60	898.58	1,500.00	1,477.87	(601.42)
Program & Office Supplies	1,923.81	3,000.00	2,725.37	(1,076.19)	703.64	1,100.04	996.80	(396.40)
Building & Equipment Costs	35,880.73	38,122.32	38,599.43	(2,241.59)	14,096.06	15,342.72	13,396.58	(1,246.66)
Advertising & Public Relations	86.59	833.52	5.66	(746.93)	48.37	525.84	3.16	(477.47)
Transportation Costs	32,655.77	37,241.76	19,927.46	(4,585.99)	-	12,771.96	0.00	(12,771.96)
Miscellaneous Other Expenses	1,492.32	3,761.04	1,287.74	(2,268.72)	783.88	2,184.00	682.49	(1,400.12)
Depr. & Amort. Expense	14,550.97	18,081.96	16,837.01	(3,530.99)	1,345.71	5,061.00	1,156.22	(3,715.29)
Total Expenses	510,706.68	425,973.20	482,427.03	84,733.48	138,819.35	231,787.16	126,887.92	(92,967.81)
CHANGE IN NET ASSETS	319,911.70	(128,528.20)	(143,331.27)	448,439.90	73,119.29	(43,391.21)	4,456.45	116,510.50
					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					4,426,959.30	3,272,304.19	2,541,937.99	1,154,655.11
Program Service Income					4,426,959.30	3,272,304.19	2,541,937.99	1,154,655.11
Total Income					4,426,959.30	3,272,304.19	2,541,937.99	1,154,655.11
EXPENDITURES								
Cost of Goods Sold					0.00	0.00	0.00	0.00
Staff Wages & Related Costs					3,556,403.60	3,313,085.32	3,958,685.17	243,318.28
Client Wages & Related Costs					39,901.58	26,196.00	25,800.15	13,705.58
Program & Office Supplies					18,027.35	56,600.04	34,086.16	(38,572.69)
Building & Equipment Costs					213,190.50	245,776.92	219,335.22	(32,586.42)
Advertising & Public Relations					1,115.23	9,203.64	72.92	(8,088.41)
Transportation Costs					319,572.39	399,727.44	195,712.27	(80,155.05)
Miscellaneous Other Expenses					14,486.16	32,521.08	12,478.84	(18,034.92)
Depr. & Amort. Expense					208,263.21	234,866.04	213,419.21	(26,602.83)
Total Expenses					4,370,960.02	4,317,976.48	4,659,589.94	52,983.54
CHANGE IN NET ASSETS					55,999.28	(1,045,672.29)	(2,117,651.95)	1,101,671.57
					Community Crews			
					Year-to Date Actual	Year-to-Date Budget	Last Year at This Time	Year-to-Date Budget Variance Over (Under)
REVENUE & SUPPORT					405,072.18	280,516.02	266,720.35	124,556.16
Vocational (Business) Income					405,072.18	280,516.02	266,720.35	124,556.16
Total Income					405,072.18	280,516.02	266,720.35	124,556.16
EXPENDITURES								
Cost of Goods Sold					-	-	-	-
Staff Wages & Related Costs	52,028.42	40,354.96	48,929.95	11,673.46	126,013.50	121,286.99	133,701.62	4,726.51
Client Wages & Related Costs	308,037.67	188,781.00	180,170.91	119,256.67	184,620.06	126,672.00	113,808.61	57,948.06
Program & Office Supplies	1,010.79	9,000.00	2,337.99	(7,989.21)	5,458.67	15,000.00	4,888.69	(9,541.33)
Building & Equipment Costs	5,807.71	5,118.24	5,613.82	689.47	54,292.71	78,958.56	50,523.19	(24,665.85)
Advertising & Public Relations	28.65	1,502.52	1.87	(1,473.87)	56.85	1,305.00	278.72	(1,248.15)
Transportation Costs	-	-	-	-	16,283.15	18,022.92	8,333.75	(1,739.77)
Miscellaneous Other Expenses	471.23	280.92	381.08	190.31	310.65	237.96	251.22	72.69
Depr. & Amort. Expense	1,194.84	1,302.00	1,194.84	(107.16)	48,418.72	48,151.08	49,108.80	267.64
Total Expenses	368,579.31	246,339.64	238,630.46	122,239.67	435,454.31	408,884.51	360,894.60	26,569.80
CHANGE IN NET ASSETS	36,492.87	34,176.38	28,089.89	2,316.49	(129,640.13)	(153,504.46)	(132,697.34)	23,864.33
					Production			
					Year-to Date Actual	Year-to-Date Budget	Last Year at This Time	Year-to-Date Budget Variance Over (Under)
REVENUE & SUPPORT					305,814.18	255,380.05	228,197.26	50,434.13
Vocational (Business) Income					305,814.18	255,380.05	228,197.26	50,434.13
Total Income					305,814.18	255,380.05	228,197.26	50,434.13
EXPENDITURES								
Cost of Goods Sold					-	(750.00)	-	750.00
Staff Wages & Related Costs					126,013.50	121,286.99	133,701.62	4,726.51
Client Wages & Related Costs					184,620.06	126,672.00	113,808.61	57,948.06
Program & Office Supplies					5,458.67	15,000.00	4,888.69	(9,541.33)
Building & Equipment Costs					54,292.71	78,958.56	50,523.19	(24,665.85)
Advertising & Public Relations					56.85	1,305.00	278.72	(1,248.15)
Transportation Costs					16,283.15	18,022.92	8,333.75	(1,739.77)
Miscellaneous Other Expenses					310.65	237.96	251.22	72.69
Depr. & Amort. Expense					48,418.72	48,151.08	49,108.80	267.64
Total Expenses					435,454.31	408,884.51	360,894.60	26,569.80
CHANGE IN NET ASSETS					(129,640.13)	(153,504.46)	(132,697.34)	23,864.33

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Summarized Statement of Programs and Vocational (Business) Activities As of December 31, 2021

	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	461,946.08	401,360.03	303,627.21	60,586.05	267,823.41	280,335.00	239,917.99	(12,511.59)
Contributions	15,259.68	-	-	15,259.68	-	-	-	-
Total Income	477,205.76	401,360.03	303,627.21	75,845.73	267,823.41	280,335.00	239,917.99	(12,511.59)
EXPENDITURES								
Cost of Goods Sold	-	-	-	-	-	-	-	-
Staff Wages & Related Costs	303,185.31	248,539.00	278,105.27	54,646.31	49,995.37	41,610.99	83,656.82	8,384.38
Client Wages & Related Costs	48,724.81	21,190.00	20,813.18	27,534.81	83,472.57	60,884.00	59,167.01	22,588.57
Program & Office Supplies	3,830.28	6,999.96	3,523.10	(3,169.68)	3,731.23	3,999.96	3,623.91	(268.73)
Building & Equipment Costs	56,390.30	74,796.12	55,129.23	(18,405.82)	20,271.93	38,879.76	19,209.93	(18,607.83)
Advertising & Public Relations	3,718.88	17,206.20	9,813.47	(13,487.32)	3,862.67	9,351.84	3,351.92	(5,489.17)
Transportation Costs	-	-	-	-	7,301.52	-	4,152.62	7,301.52
Miscellaneous Other Expenses	12,064.08	852.00	8,001.20	11,212.08	3,432.23	2,003.04	3,499.26	1,429.19
Depr. & Amort. Expense	31,034.01	33,285.00	32,029.79	(2,250.99)	15,897.31	29,370.96	15,260.16	(13,473.65)
Total Expenses	458,947.67	402,868.28	407,415.24	56,079.39	187,964.83	186,100.55	191,921.63	1,864.28
CHANGE IN NET ASSETS	18,258.09	(1,508.25)	(103,788.03)	19,766.34	79,858.58	94,234.45	47,996.36	(14,375.87)

	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	1,440,655.85	1,217,591.10	1,038,462.81	223,064.75	3,190,409.13	682,420.00	3,244,520.21	2,507,989.13
Contributions	15,259.68	-	-	15,259.68	6,361.04	60,000.00	52,048.32	(53,638.96)
Investment Income	-	-	-	-	12,997.32	6,000.00	4,723.52	6,997.32
Miscellaneous Income	-	-	-	-	-	-	-	-
Total Income	1,455,915.53	1,217,591.10	1,038,462.81	238,324.43	3,209,767.49	748,420.00	3,301,292.05	2,461,347.49
EXPENDITURES								
Cost of Goods Sold	0.00	(750.00)	0.00	750.00	918,471.85	996,478.88	932,768.35	(78,007.03)
Staff Wages & Related Costs	531,222.60	451,791.94	544,393.66	79,430.66	474.85	-	-	474.85
Client Wages & Related Costs	624,855.11	397,527.00	373,959.71	227,328.11	12,091.21	18,000.00	12,396.29	(5,908.79)
Program & Office Supplies	14,030.97	34,999.92	14,373.69	(20,968.95)	75,089.68	65,477.88	64,851.74	9,611.80
Building & Equipment Costs	136,762.65	197,752.68	130,476.17	(60,990.03)	20,593.83	25,679.88	22,951.05	(5,086.05)
Advertising & Public Relations	7,667.05	29,365.56	13,445.98	(21,698.51)	-	-	-	-
Transportation Costs	23,584.67	18,022.92	12,486.37	5,561.75	204,445.17	158,619.12	156,090.42	45,826.05
Miscellaneous Other Expenses	16,278.19	3,373.92	12,132.76	12,904.27	74,827.91	104,234.04	103,670.61	(29,406.13)
Depr. & Amort. Expense	96,544.88	112,109.04	97,593.59	(15,564.16)	-	-	-	-
Total Expenses	1,450,946.12	1,244,192.98	1,198,861.93	206,753.14	1,305,994.50	1,368,489.80	1,292,728.46	(62,495.30)
CHANGE IN NET ASSETS	4,969.41	(26,601.88)	(160,399.12)	31,571.29	1,903,772.99	(620,069.80)	2,008,563.59	2,523,842.79

WACOSA

Summarized Statement of Programs and Vocational (Business) Activities As of December 31, 2021

	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	4,426,959.30	3,272,304.19	2,541,937.99	1,154,655.11
Vocational (Business) Income	1,440,655.85	1,217,591.10	1,038,462.81	223,064.75
Contributions	3,205,668.81	682,420.00	3,244,520.21	2,523,248.81
Investment Income	6,361.04	60,000.00	52,048.32	(53,638.96)
Miscellaneous Income	12,997.32	6,000.00	4,723.52	6,997.32
Total Income	9,092,642.32	5,238,315.29	6,881,692.85	3,854,327.03
EXPENDITURES				
Cost of Goods Sold	0.00	(750.00)	0.00	750.00
Staff Wages & Related Costs	5,006,098.05	4,761,356.14	5,435,847.18	244,741.91
Client Wages & Related Costs	665,231.54	423,723.00	399,759.86	241,508.54
Program & Office Supplies	44,149.53	109,599.96	60,856.14	(65,450.43)
Building & Equipment Costs	425,042.83	509,007.48	414,663.13	(83,964.65)
Advertising & Public Relations	29,376.11	64,249.08	36,469.95	(34,872.97)
Transportation Costs	343,157.06	417,750.36	208,198.64	(74,593.30)
Miscellaneous Other Expenses	235,209.52	194,514.12	180,702.02	40,695.40
Depr. & Amort. Expense	379,636.00	451,209.12	414,683.41	(71,573.12)
Total Expenses	7,127,900.64	6,930,659.26	7,151,180.33	197,241.38
CHANGE IN NET ASSETS	1,964,741.68	(1,692,343.97)	(269,487.48)	3,657,085.65