

**WACOSA**  
**Statements of Activities**  
**January 1, 2024 to September 30, 2024**

	Sept 2024	Year to Date (Jan 2024 - Sept 2024)	Year to Date Budget	Budget to Actual Difference	% of Budget	YTD - Last Year (Jan 2023 - Sept 2023)
<b>Revenue and Support</b>						
<b>Program Support</b>						
4000 - Medical Assistance Per Diem	\$601,709.09	\$5,396,846.20	\$5,232,158.00	\$164,688.20	103.15%	\$4,439,994.12
4100 - County Per Diem	\$580.95	\$8,063.48	\$6,219.00	\$1,844.48	129.66%	\$108,739.78
4200 - School Per Diem	\$0.00	\$10,254.30	\$4,294.00	\$5,960.30	238.81%	\$1,221.65
4300 - Private Pay Per Diem	\$27,446.96	\$267,409.80	\$259,938.00	\$7,471.80	102.87%	\$229,161.08
4400 - DEED State Grant Income	\$12,415.81	\$60,692.96	\$57,156.00	\$3,536.96	106.19%	\$54,634.86
4420 - Vocational Rehab Services	\$2,866.60	\$49,640.67	\$134,955.00	(\$85,314.33)	36.78%	\$96,695.41
<b>Total - Program Support</b>	<b>\$645,019.41</b>	<b>\$5,792,907.41</b>	<b>\$5,694,720.00</b>	<b>\$98,187.41</b>	<b>101.72%</b>	<b>\$4,930,446.90</b>
<b>Vocational (Business) Revenues</b>						
4500 - Community Crew Income	\$40,722.37	\$386,238.22	\$354,333.00	\$31,905.22	109.00%	\$363,642.28
4510 - Can Do! Crew Income	\$245.67	\$746.58	\$0.00	\$746.58	0.00%	\$631.08
4530 - Production Income	\$41,684.35	\$283,471.97	\$266,109.00	\$17,362.97	106.52%	\$247,937.46
4540 - Plastic Recycling Income	\$793.80	\$2,738.05	\$0.00	\$2,738.05	0.00%	\$3,899.30
4560 - Shred Income	\$33,793.68	\$282,771.06	\$270,681.00	\$12,090.06	104.47%	\$248,672.49
4580 - Shred Recycling Income	\$5,984.07	\$28,351.73	\$48,960.00	(\$20,608.27)	57.91%	\$34,149.51
4590 - Other Vocational Income	\$210.00	\$1,320.00	\$0.00	\$1,320.00	0.00%	\$1,880.00
4600 - ThriftWorks! Retail Income	\$37,998.19	\$365,969.62	\$369,722.00	(\$3,752.38)	98.99%	\$338,012.50
4610 - ThriftWorks! Recycling Income	\$560.00	\$5,068.00	\$5,011.00	\$57.00	101.14%	\$4,682.00
<b>Total Vocational (Business Revenues)</b>	<b>\$161,992.13</b>	<b>\$1,356,675.23</b>	<b>\$1,314,816.00</b>	<b>\$41,859.23</b>	<b>103.18%</b>	<b>\$1,243,506.62</b>
<b>Public Support</b>						
4700 - Donations - Grants Awarded	\$0.00	\$210,255.40	\$205,500.00	\$4,755.40	102.31%	\$39,172.11
4710 - Donations - Undesignated	\$10,423.55	\$56,263.52	\$57,632.00	(\$1,368.48)	97.63%	\$53,618.01
4720 - Donations - Designated	\$11,101.00	\$259,418.00	\$299,106.00	(\$39,688.00)	86.73%	\$167,300.00
4730 - Donations - In Kind	\$0.00	\$0.00	\$0.00	\$0.00	0.00%	\$37,845.00
4740 - Fundraising Events	\$13,378.00	\$48,698.45	\$54,633.00	(\$5,934.55)	89.14%	\$56,966.91
4750 - Endowment Funds Received	\$0.00	\$216,612.97	\$55,045.00	\$161,567.97	393.52%	\$79,441.04
<b>Total - Public Support</b>	<b>\$34,902.55</b>	<b>\$791,248.34</b>	<b>\$671,916.00</b>	<b>\$119,332.34</b>	<b>117.76%</b>	<b>\$434,343.07</b>
<b>Investment Revenue</b>						
4800 - Interest Income - Savings	\$7,484.94	\$58,202.93	\$13,248.00	\$44,954.93	439.33%	\$34,781.56
4805 - Interest Income - CD	\$0.00	\$28,941.44	\$852.00	\$28,089.44	3,396.88%	\$0.00
4810 - Interest & Div Income - Short	\$13,808.63	\$49,395.73	\$10,188.00	\$39,207.73	484.84%	\$26,009.53
4830 - Realized Gain (Loss) - Short	\$3,326.17	\$10,962.12	(\$6,324.00)	\$17,286.12	-173.34%	(\$25,801.12)
4835 - Unrealized Gain(Loss) - Short	\$9,760.23	\$47,601.45	\$25,388.00	\$22,213.45	187.50%	\$57,925.94
4840 - Interest & Div Income - Long	\$682.00	\$4,640.73	\$1,536.00	\$3,104.73	302.13%	\$3,796.16
4860 - Realized Gain (Loss) - Long	\$0.00	\$5,592.47	\$396.00	\$5,196.47	1,412.24%	\$1,547.78
4865 - Unrealized Gain(Loss) - Long	\$2,711.97	\$7,997.53	\$3,249.00	\$4,748.53	246.15%	(\$590.57)
4870 - Interest & Div Income - Endowment	\$5,932.67	\$14,826.75	\$2,424.00	\$12,402.75	611.66%	\$6,415.55
4880 - Realized Gain(Loss) - Endowment	\$192.69	(\$1,391.93)	(\$42.00)	(\$1,349.93)	3,314.12%	(\$173.42)
4885 - Unrealized Gain(Loss) - Endowment	\$25,152.58	\$43,679.41	\$5,972.00	\$37,707.41	731.40%	\$1,996.88
4895 - Investment Fees	(\$1,469.78)	(\$13,030.27)	(\$4,296.00)	(\$8,734.27)	303.31%	(\$12,658.43)
4898 - Endowment Fees	\$0.00	\$0.00	\$0.00	\$0.00	0.00%	\$0.00
<b>Total - Investment Revenue</b>	<b>\$67,582.10</b>	<b>\$257,418.36</b>	<b>\$52,591.00</b>	<b>\$204,827.36</b>	<b>489.47%</b>	<b>\$93,249.86</b>
<b>Miscellaneous Income</b>						
4900 - Miscellaneous Income	\$839.26	(\$726.52)	\$0.00	(\$726.52)	0.00%	\$1,441.69
4910 - Gain(Loss) Sale of Fixed Asset	\$0.00	\$9,424.00	\$0.00	\$9,424.00	0.00%	(\$597.00)
<b>Total - Miscellaneous Income</b>	<b>\$839.26</b>	<b>\$8,697.48</b>	<b>\$0.00</b>	<b>\$8,697.48</b>	<b>0.00%</b>	<b>\$844.69</b>
<b>Gross Profit</b>	<b>\$910,335.45</b>	<b>\$8,206,946.82</b>	<b>\$7,734,043.00</b>	<b>\$472,903.82</b>	<b>106.11%</b>	<b>\$6,702,391.14</b>

Program Revenue is over budget by approximately \$98,000 and over the previous year by \$860,000 . Reason for the overage is rate increase for transportation, along with increases in rates and attendance. As you can see, there was a switch in funding where Stearns County has moved and will continue to move county services onto waiver services or private pay. Vocational Services is under budget and that is due to when the steps are completed and successful placement of the client.

Vocational Revenue is over budget by approximately \$42,000 and over previous year by approximately \$13,000. Community Crew is over due to increase in rates. Production is over budget due to work that started coming in as expected. Shred is slightly over budget due to price increases and new structuring of our on-site bin collection fees. We are currently looking at another rate adjustment at the beginning 2025.

Public Support is over budget by approximately \$120,000 and over previous year by approximately \$356,000. The reason over the overage is due to 5310 Grant; Designated Donations; and Endowment Fund.

Investment Revenue was over prior years revenue by approximately \$164,000.

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	Sept 2024	Year to Date (Jan 2024 - Sept 2024)	Year to Date Budget	Budget to Actual Difference	% of Budget	YTD - Last Year (Jan 2023 - Sept 2023 )
<b>Expenditures</b>						
<b>Staff Wages &amp; Related Costs</b>						
6000 - Staff Wages	\$391,190.19	\$3,530,990.71	\$3,953,801.29	(\$422,810.58)	89.31%	\$3,503,305.31
6005 - Staff PTO Accruals	\$6,568.82	\$335.75	\$80,947.44	(\$80,611.69)	0.41%	(\$13,364.08)
6007 - Staff Sick & Safe Pay Accruals	\$6,074.24	\$64,608.70	\$0.00	\$64,608.70	0.00%	\$0.00
6010 - Staff Payroll Taxes	\$28,314.17	\$255,524.25	\$289,696.00	(\$34,171.75)	88.20%	\$253,345.85
6015 - Staff Unemployment Benefits	\$4,475.77	\$8,287.71	\$14,719.00	(\$6,431.29)	56.31%	\$5,746.21
6020 - Staff Work Comp Insurance	\$7,763.62	\$71,348.62	\$97,231.00	(\$25,882.38)	73.38%	\$93,362.23
6025 - Staff Health & Life Benefits	\$65,305.06	\$592,997.51	\$708,271.00	(\$115,273.49)	83.72%	\$782,424.12
6030 - Staff Health Reimbursement	(\$10,604.83)	(\$106,081.94)	(\$129,128.00)	\$23,046.06	82.15%	(\$352,638.13)
6035 - Staff Dental Benefits	\$2,557.70	\$24,572.86	\$33,552.00	(\$8,979.14)	73.24%	\$26,997.14
6040 - Staff Dental Reimbursement	(\$1,678.48)	(\$15,009.51)	(\$23,641.00)	\$8,631.49	63.49%	(\$17,387.52)
6045 - Staff 401(k) Match & Fees	\$6,807.27	\$66,322.30	\$77,102.00	(\$10,779.70)	86.02%	\$66,617.50
6050 - Other Staff Benefits	\$952.16	\$11,888.29	\$21,455.00	(\$9,566.71)	55.41%	\$12,845.78
6070 - Staff Continued Education	\$578.50	\$13,379.80	\$31,349.97	(\$17,970.17)	42.68%	\$9,085.68
6075 - Mileage Reimbursement	\$913.18	\$7,361.42	\$11,250.18	(\$3,888.76)	65.43%	\$9,517.17
6080 - Travel, Meals and Lodging	\$0.00	\$791.50	\$1,500.03	(\$708.53)	52.77%	\$731.78
<b>Total - Staff Wages &amp; Related Costs</b>	<b>\$509,217.37</b>	<b>\$4,527,317.97</b>	<b>\$5,168,105.91</b>	<b>(\$640,787.94)</b>	<b>87.60%</b>	<b>\$4,380,589.04</b>
<b>Client Wages &amp; Related Costs</b>						
6100 - Client Wages	\$56,696.95	\$482,050.14	\$495,362.00	(\$13,311.86)	97.31%	\$470,281.15
6105 - EE Client PTO Accruals	\$43.29	\$510.02	\$0.00	\$510.02	0.00%	\$116.74
6107 - EE Client Sick & Safe Pay Accruals	(\$3,117.53)	\$16,670.05	\$0.00	\$16,670.05	0.00%	\$0.00
6110 - Client Payroll Taxes	\$4,337.21	\$36,876.35	\$35,523.00	\$1,353.35	103.81%	\$35,976.54
6120 - Client Work Comp Insurance	\$2,367.82	\$19,764.72	\$26,745.00	(\$6,980.28)	73.90%	\$23,100.22
<b>Total - Client Wages &amp; Related Costs</b>	<b>\$60,327.74</b>	<b>\$555,871.28</b>	<b>\$557,630.00</b>	<b>(\$1,758.72)</b>	<b>99.68%</b>	<b>\$529,474.65</b>
<b>Program &amp; Office Supplies</b>						
6200 - Program & Office Supplies	\$5,402.84	\$57,445.41	\$76,829.02	(\$19,383.61)	74.77%	\$74,047.48
<b>Total - Program &amp; Office Supplies</b>	<b>\$5,402.84</b>	<b>\$57,445.41</b>	<b>\$76,829.02</b>	<b>(\$19,383.61)</b>	<b>74.77%</b>	<b>\$74,047.48</b>
<b>Building &amp; Equipment Costs</b>						
6300 - Equipment Under \$1,000	\$840.49	\$48,316.75	\$20,074.94	\$28,241.81	240.68%	\$50,361.04
6310 - Equipment Maintenance	\$589.58	\$8,209.02	\$29,206.75	(\$29,997.73)	28.11%	\$11,352.44
6330 - Telephone	\$4,730.25	\$41,973.25	\$44,204.67	(\$2,231.42)	94.95%	\$41,335.72
6340 - Utilities	\$14,583.51	\$130,815.04	\$145,655.60	(\$14,840.56)	89.81%	\$133,761.38
6350 - Building Supplies	\$2,477.79	\$21,861.76	\$23,890.41	(\$2,028.65)	91.51%	\$25,620.57
6360 - Building & Ground Maintenance	\$6,822.21	\$22,255.69	\$52,441.54	(\$30,185.85)	42.44%	\$28,742.47
6370 - Snow & Lawn Care	\$0.00	\$13,992.08	\$37,825.40	(\$23,833.32)	36.99%	\$25,917.50
6380 - General Insurance	\$7,791.69	\$49,133.55	\$53,545.90	(\$4,412.35)	91.76%	\$49,981.90
6390 - Mortgage Interest	\$1,056.85	\$10,311.71	\$14,893.13	(\$4,581.42)	69.24%	\$13,006.16
6920 - ROU Lease Cost	\$3,455.76	\$29,393.49	\$28,196.59	\$1,196.90	104.24%	\$28,905.39
<b>Total - Building &amp; Equipment Costs</b>	<b>\$42,348.13</b>	<b>\$376,262.34</b>	<b>\$449,934.93</b>	<b>(\$73,672.59)</b>	<b>83.63%</b>	<b>\$408,984.57</b>
<b>Advertising &amp; Public Relations</b>						
6400 - Public Relations	\$672.86	\$13,104.45	\$16,020.01	(\$2,915.56)	81.80%	\$13,078.80
6410 - Fundraising Expenses	\$6,302.88	\$11,285.26	\$13,693.26	(\$2,408.00)	82.41%	\$25,200.60
6420 - Personnel Advertising	\$850.00	\$4,834.73	\$9,271.98	(\$4,437.25)	52.14%	\$5,874.79
6430 - Advertising	\$876.10	\$4,572.46	\$8,084.01	(\$3,511.55)	56.56%	\$5,618.98
<b>Total - Advertising &amp; Public Relations</b>	<b>\$8,701.84</b>	<b>\$33,796.90</b>	<b>\$47,069.26</b>	<b>(\$13,272.36)</b>	<b>71.80%</b>	<b>\$49,773.17</b>

Staff Wages and Related Costs are under budget by approximately \$640,000 and higher than previous years by approximately \$147,000. The reason for being under budget was due to open positions and under for expected health insurance claims. The reason for the increase over previous year is due to wages increases to stay competitive with other Organizations.

Client Wages and Related Costs are under budget by \$1,700 and over compared to the previous year by approximately \$26,000.

Program and Office Supplies are under budget for the year and less than last year.

Building and Equipment Costs were under budget by approximately \$74,000 and under to previous year by approximately \$32,000. The one area that we are over budget was the Equipment under \$1,000. We have been replacing old office equipment that at the end of their useful life.

Advertising and Public Relations is under budget by approximately \$13,000 for the year and lower to the previous year. Marketing will pick up as more events start happening.

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<b>Transportation Costs</b>						
6500 - Contracted Transportation	\$14,924.45	\$137,895.27	\$129,747.42	\$8,147.85	106.28%	\$118,675.71
6510 - Vehicle Fuel	\$8,951.39	\$85,553.04	\$98,583.86	(\$13,030.82)	86.78%	\$94,661.07
6515 - Fuel Tax Credit Refund	(\$823.65)	(\$7,866.30)	(\$8,314.44)	\$448.14	94.61%	(\$7,757.72)
6520 - Vehicle Maintenance	\$10,668.40	\$91,373.55	\$95,620.25	(\$4,246.70)	95.56%	\$94,517.57
6530 - Vehicle Insurance	\$3,490.74	\$29,311.16	\$33,091.02	(\$3,779.86)	88.58%	\$30,756.13
6540 - Vehicle Licenses	\$0.00	\$873.65	\$0.00	\$873.65	0.00%	\$0.00
6550 - Vehicle Lease Expense	\$0.00	\$16,465.02	\$3,533.66	\$12,931.36	465.95%	\$9,786.25
6560 - Vehicle Lease Interest Expense	\$0.00	\$175.80	\$656.25	(\$480.45)	26.79%	\$2,355.64
6930 - ROU Lease Interest Expense	\$0.00	\$0.00	\$0.00	\$0.00	0.00%	\$0.00
<b>Total - Transportation Costs</b>	<b>\$37,211.33</b>	<b>\$353,781.19</b>	<b>\$352,918.02</b>	<b>\$863.17</b>	<b>100.24%</b>	<b>\$342,994.65</b>
<b>Miscellaneous Expense</b>						
6800 - Professional Fees	\$18,588.75	\$211,096.52	\$183,600.48	\$27,496.04	114.98%	\$119,890.76
6810 - Postage & Shipping	\$529.20	\$6,296.73	\$6,469.76	(\$173.03)	97.33%	\$5,580.13
6820 - Dues & Licensing	\$30.00	\$13,462.21	\$14,036.64	(\$574.43)	95.91%	\$11,435.50
6840 - Board Expenses	\$0.00	\$508.35	\$669.63	(\$161.28)	75.92%	\$246.67
6850 - Subscriptions	\$27.13	\$291.41	\$388.64	(\$97.23)	74.98%	\$289.69
6890 - Miscellaneous	\$1,635.63	\$16,945.46	\$13,157.02	\$3,788.44	128.79%	\$13,963.83
<b>Total - Miscellaneous Expense</b>	<b>\$20,810.71</b>	<b>\$248,600.68</b>	<b>\$218,322.17</b>	<b>\$30,278.51</b>	<b>113.87%</b>	<b>\$151,406.58</b>
<b>Depreciation</b>						
6900 - Depreciation	\$24,820.24	\$239,317.04	\$286,416.81	(\$47,099.77)	83.56%	\$248,947.26
6910 - Amortization	\$171.37	\$1,542.33	\$1,671.03	(\$128.70)	92.30%	\$1,542.33
<b>Total - Depreciation</b>	<b>\$24,991.61</b>	<b>\$240,859.37</b>	<b>\$288,087.84</b>	<b>(\$47,228.47)</b>	<b>83.61%</b>	<b>\$250,489.59</b>
<b>Total Functional Expenses</b>	<b>\$709,011.57</b>	<b>\$6,393,935.14</b>	<b>\$7,158,897.15</b>	<b>(\$764,962.01)</b>	<b>89.31%</b>	<b>\$6,187,759.73</b>
<b>Change in Net Assets</b>	<b>\$201,323.88</b>	<b>\$1,813,011.68</b>	<b>\$575,145.85</b>	<b>\$1,237,865.83</b>		<b>\$514,631.41</b>
<b>Less: Unusual Items</b>						
Investment Revenue	\$67,582.10	\$257,418.36	\$52,591.00			\$93,249.86
Designated Donations	\$11,101.00	\$259,418.00	\$299,106.00			\$167,300.00
Endowment	\$0.00	\$216,612.97	\$55,045.00			\$79,441.04
<b>Change in Net Assets less Unusal Items</b>	<b>\$122,640.78</b>	<b>\$1,079,562.35</b>	<b>\$168,403.85</b>			<b>\$174,640.51</b>

Transportation is as expected. Fuel is under budget due to fuel prices.

Miscellaneous Expenses, we were over budget for Professional fees by approximately \$30,000. The reason for being over was due to audit services, and development consultant.