

**Your Organization**  
**Income and Expense Report**  
**January 1, 2010 - April 30, 2010**  
*(4 mos = 33% of year)\**

	<u>Year-to-date Budget</u>	<u>Year-to-date Actual</u>	<u>Year-to-date Variance</u>	<u>% YTD Actual to Budget*</u>
<b>INCOME</b>				
State Contracts	4,025,000	2,050,000	1,975,000	51%
Federal Contracts	2,000,000	500,000	1,500,000	25%
Foundations	750,000	250,000	500,000	33%
Individuals	500,000	100,000	400,000	20%
Fundraising Events	100,000	20,000	80,000	20%
Other	25,000	10,000	15,000	40%
<b>TOTAL INCOME</b>	<u>7,400,000</u>	<u>2,930,000</u>	<u>4,470,000</u>	<u>40%</u>
<b>EXPENSES</b>				
Salaries	3,900,000	1,400,000	2,500,000	36%
Fringe Benefits	975,000	250,000	725,000	26%
Rent	285,000	94,050	190,950	33%
Program supplies	92,000	20,000	72,000	22%
Program service consultants	64,222	50,000	14,222	78%
Sub-contract services	150,000	100,000	50,000	67%
Telephone	145,000	30,000	115,000	21%
Utilities	143,000	250,000	-107,000	175%
Repairs and maintenance	210,000	500,000	-290,000	238%
Equipment lease/rental	30,000	15,000	15,000	50%
Office supplies	105,000	25,000	80,000	24%
Postage & delivery	33,000	10,000	23,000	30%
Printing & copying	43,000	12,000	31,000	28%
Insurance	102,000	33,660	68,340	33%
Professional fees	173,000	15,000	158,000	9%
Client activities & assistance	250,000	125,000	125,000	50%
Staff travel	70,000	50,000	20,000	71%
Training, conferences & meetings	90,000	25,000	65,000	28%
Recruitment and advertising	11,000	12,000	-1,000	109%
Interest expense	17,000	10,000	7,000	59%
Bank charges	14,000	2,000	12,000	14%
Payroll processing	10,000	5,000	5,000	50%
Miscellaneous	21,000	2,100	18,900	10%
<b>Total before depreciation</b>	<u>6,933,222</u>	<u>3,035,810</u>	<u>3,897,412</u>	<u>44%</u>
Depreciation	187,000	61,710	125,290	33%
<b>Total Expenses</b>	<u>7,120,222</u>	<u>3,097,520</u>	<u>4,022,702</u>	<u>44%</u>
<b>Net/(Loss)</b>	<u>279,778</u>	<u>(167,520)</u>	<u>447,298</u>	

\* on average, spending should be about 33% of budget. Large variances should be investigated.