

ACCRUAL Statement Summary	Actual Nov 2011	Actual Nov 2010	Monthly Variance	Actual 2011 YTD	Actual 2010 YTD	Variance YTD	Variance %	Notes
REVENUE								
Donations	\$964	\$460	\$504	\$9,372	\$11,538	(\$2,166)	-23%	Donations down YTD
United Way Grant	\$0	\$2,781	(\$2,781)	\$16,686	\$28,620	(\$11,934)		United Way Grant ended 6/30/11; funds recvd full yr 2010
Government Funding	\$59,757	\$64,293	(\$4,536)	\$636,793	\$642,809	(\$6,016)	-1%	
Misc. Revenue	\$8	\$13	(\$5)	\$543	\$103	\$440	81%	Revenue from Training Program Fees
Holiday Spirit Grant	\$0	\$0	\$0	\$12,000	\$0	\$12,000	100%	Plain Dealer Grant for Home Choice Consumers
Home Choice Revenue	<u>\$23,000</u>	<u>\$0</u>	<u>\$23,000</u>	<u>\$196,000</u>	<u>\$58,000</u>	<u>\$138,000</u>	70%	Home Choice started June 2010
TOTAL REVENUE	\$83,729	\$67,547	\$16,182	\$871,394	\$741,070	\$130,324	15%	
EXPENSES								
Salaries	\$43,827	\$42,153	\$1,674	\$450,383	\$452,196	(\$1,813)	0%	
All Benefits	\$8,427	\$5,470	\$2,957	\$81,595	\$77,595	\$4,000	5%	
Payroll Taxes (FICA)	\$3,192	\$3,233	(\$41)	\$32,971	\$33,127	(\$156)	0%	
Total Personnel Costs	\$55,446	\$50,856	\$4,590	\$564,949	\$562,917	\$2,032	0%	
Travel Reimbursement - Field	\$944	\$1,652	(\$708)	\$13,956	\$11,516	\$2,440	17%	In 2010 travel not separated field/training-2011 more staff travel
Travel Reimbursement - Training	\$26	\$0	\$26	\$4,005	\$0	\$4,005	100%	New expense field for 2011
Consulting Fees and Contract Services	\$4,976	\$797	\$4,179	\$15,414	\$6,587	\$8,827	57%	2011-temporary labor not budgeted, additional consulting fee for new website
Total Office Operations	\$1,732	\$7,733	(\$6,001)	\$30,090	\$44,425	(\$14,335)	-48%	United Way Grant in place in 2010-spending for supplies, software, for grant-Phone system purchased Nov 2010
Dues & Publications	\$0	\$0	\$0	\$155	\$625	(\$470)	-303%	More publications in 2010
Professional Development	\$451	\$1,446	(\$995)	\$8,075	\$5,026	(\$3,049)	-38%	Increased staff and CEU requirements
Advertising (2010 category only)	\$0	\$0	\$0		\$2,125	(\$2,125)		Advertising for jobs due to turnover and ED position 2010; no longer pay for ads
Marketing/Public Relations	\$0	\$0	\$0	\$800	\$0	\$800	100%	Expense category created in 2011
Volunteer Expense	\$983	\$0	\$983	\$2,050	\$0	\$2,050	100%	New expense field for 2011/Previous years volunteer expense on a grant
Auditing and Accounting	\$548	\$494	\$54	\$15,418	\$12,337	\$3,081	20%	Timing on paying auditor fees
Occupancy (Rent & Utilities)	\$4,192	\$4,093	\$99	\$49,710	\$54,064	(\$4,354)	-9%	New lease agreement signed in 2010-Gave space back
Insurance	\$0	\$0	\$0	\$3,048	\$3,118	(\$70)	-2%	Added additional coverages for UW grant
Interest Expense	\$0	\$0	\$0	\$0	\$82	(\$82)		
Home Choice Goods	\$8,827	\$1,209	\$7,618	\$15,610	\$9,859	\$5,751	37%	Home Choice started in June 2010
Home Choice Contract Labor	\$566	\$0	\$566	\$7,510	\$0	\$7,510	100%	No contract labor in 2010
PD-Holiday Spirit Grant Purchases	\$664	\$0	\$664	\$664	\$0	\$664		No PD Grant in 2010
Misc. Expense	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$82</u>	<u>(\$82)</u>		
Total Non-Personnel Costs	\$23,909	\$17,423	\$6,486	\$166,505	\$149,847	\$16,658	10%	
TOTAL EXPENDITURES	\$79,355	\$68,279	\$11,076	\$731,454	\$712,764	\$18,690	3%	
NET OPERATING RESULTS	\$4,374	-\$732		\$139,940	\$28,306			