

## HandsOn River Region Profit & Loss Prev Year Comparison October 2021 through April 2022

	Oct '21 - Apr 22	Oct '20 - Apr 21	\$ Change	% Change
<b>Income</b>				
4100 · Contributions	68,618.56	83,662.38	-15,043.82	-17.98%
4200 · United Way	61,354.13	59,632.53	1,721.60	2.89%
4300 · Grants	69,416.05	140,632.95	-71,216.90	-50.64%
4365 · In-Kind Contribution	27,841.64	24,709.92	3,131.72	12.67%
4390 · Other Income	387,209.33	66,256.95	320,952.38	484.41%
4800 · Special Events	6,650.00	0.00	6,650.00	100.0%
<b>Total Income</b>	<b>621,089.71</b>	<b>374,894.73</b>	<b>246,194.98</b>	<b>65.67%</b>
<b>Gross Profit</b>	<b>621,089.71</b>	<b>374,894.73</b>	<b>246,194.98</b>	<b>65.67%</b>
<b>Expense</b>				
2021 · COVID Direct Client Costs	78,106.77	0.00	78,106.77	100.0%
2152 · Accrued Salary Expense	24,393.13	0.00	24,393.13	100.0%
7000 · Payroll	299,902.93	160,111.45	139,791.48	87.31%
7100 · Wage Expenses	24,102.44	12,315.46	11,786.98	95.71%
7150 · Employee Benefits	30,006.37	26,345.25	3,661.12	13.9%
7190 · Administration Expense	2,443.19	2,125.81	317.38	14.93%
7215 · Contract Labor	0.00	1,996.50	-1,996.50	-100.0%
7218 · Christmas Client Services	26,540.69	33,073.04	-6,532.35	-19.75%
7240 · Equipment	2,992.38	2,820.57	171.81	6.09%
7270 · Development / Fundraising	0.00	29.99	-29.99	-100.0%
7280 · HANDSON Project Cost	942.10	3,479.70	-2,537.60	-72.93%
7300 · Insurance	2,010.21	172.56	1,837.65	1,064.93%
7330 · In-Kind Contributions	27,841.64	25,209.92	2,631.72	10.44%
7340 · In-Town Meeting/Trainings	118.41	113.89	4.52	3.97%
7345 · Marketing & Outreach	1,026.18	150.00	876.18	584.12%
7350 · Mileage	543.31	899.00	-355.69	-39.57%
7360 · Occupancy	7,350.00	7,350.00	0.00	0.0%
7380 · Office Expense	2,743.40	2,095.29	648.11	30.93%
7385 · Organizational Dues	1,480.01	1,430.01	50.00	3.5%
7391 · Partner Support	250.00	250.00	0.00	0.0%
7400 · Postage	1,739.03	2,258.25	-519.22	-22.99%
7450 · Printing	1,453.71	1,459.90	-6.19	-0.42%
7460 · Professional Development	0.00	976.00	-976.00	-100.0%
7500 · IT Services	7,973.27	8,675.58	-702.31	-8.1%
7550 · Software Licensing	3,937.06	5,079.79	-1,142.73	-22.5%
7570 · Telecommunications	9,555.02	9,614.44	-59.42	-0.62%
<b>Total Expense</b>	<b>557,451.25</b>	<b>308,032.40</b>	<b>249,418.85</b>	<b>80.97%</b>
<b>Net Income</b>	<b>63,638.46</b>	<b>66,862.33</b>	<b>-3,223.87</b>	<b>-4.82%</b>