

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

|                                  | Oct 21           | Oct 20           | \$ Change        | % Change       |
|----------------------------------|------------------|------------------|------------------|----------------|
| <b>Income</b>                    |                  |                  |                  |                |
| 4100 · Contributions             | 7,602.06         | 75.00            | 7,527.06         | 10,036.08%     |
| 4200 · United Way                | 11,318.70        | 10,828.42        | 490.28           | 4.53%          |
| 4300 · Grants                    | 34,222.53        | 8,664.35         | 25,558.18        | 294.98%        |
| 4365 · In-Kind Contribution      | 3,103.33         | 3,103.33         | 0.00             | 0.0%           |
| 4390 · Other Income              | 15,970.69        | 9,869.04         | 6,101.65         | 61.83%         |
| <b>Total Income</b>              | <b>72,217.31</b> | <b>32,540.14</b> | <b>39,677.17</b> | <b>121.93%</b> |
| <b>Gross Profit</b>              | <b>72,217.31</b> | <b>32,540.14</b> | <b>39,677.17</b> | <b>121.93%</b> |
| <b>Expense</b>                   |                  |                  |                  |                |
| 2021 · COVID Direct Client Costs | 14,343.58        | 0.00             | 14,343.58        | 100.0%         |
| 7000 · Payroll                   | 37,131.63        | 22,767.28        | 14,364.35        | 63.09%         |
| 7100 · Wage Expenses             | 2,990.61         | 1,764.93         | 1,225.68         | 69.45%         |
| 7150 · Employee Benefits         | 3,952.40         | 3,143.30         | 809.10           | 25.74%         |
| 7190 · Administration Expense    | 281.39           | 354.62           | -73.23           | -20.65%        |
| 7240 · Equipment                 | 370.61           | 340.41           | 30.20            | 8.87%          |
| 7300 · Insurance                 | 148.59           | 148.59           | 0.00             | 0.0%           |
| 7330 · In-Kind Contributions     | 3,103.33         | 3,103.33         | 0.00             | 0.0%           |
| 7350 · Mileage                   | 0.00             | 9.72             | -9.72            | -100.0%        |
| 7360 · Occupancy                 | 1,050.00         | 1,050.00         | 0.00             | 0.0%           |
| 7380 · Office Expense            | 199.58           | 69.73            | 129.85           | 186.22%        |
| 7500 · IT Services               | 1,233.33         | 1,183.32         | 50.01            | 4.23%          |
| 7550 · Software Licensing        | 14.99            | 2,986.69         | -2,971.70        | -99.5%         |
| 7570 · Telecommunications        | 1,354.15         | 1,351.01         | 3.14             | 0.23%          |
| <b>Total Expense</b>             | <b>66,174.19</b> | <b>38,272.93</b> | <b>27,901.26</b> | <b>72.9%</b>   |
| <b>Net Income</b>                | <b>6,043.12</b>  | <b>-5,732.79</b> | <b>11,775.91</b> | <b>205.41%</b> |