

VERMONT MAPLE SUGAR MAKERS' ASSOCIATION

P.O. Box 83, Westford VT 05494 Phone: 802-777-2667 www.VermontMaple.org

July 15, 2022

To: VMSMA Board of DirectorsFrom: Allison Hope, Executive DirectorRe: FY21 Financial Narrative

The Association closed out FY2021 with a net loss of (\$2,774), compared to a budgeted loss of (\$39,976). Below, I've highlighted significant differences from actual to budget, but please feel free to ask any clarifying questions if I haven't addressed something here or call me to discuss.

Income

VMSMA recognized FY2021 income of \$185,858 compared to a budget of \$196,054. This compares to actual revenue of \$250,502 for FY2020.

4100 Membership Dues

Membership dues came in at 23% under budget and very similar to FY2020.

4200 Grant Revenue

Grant revenue was 44% over budget and 60% over FY2020. The majority of this revenue was related to the forgiveness of VMSMA's two PPP loans totaling \$41,615. The remainder of the revenue comes from a small VAAFM grant supporting the winter Maple Conference and the final payment on a Working Lands grant initiated in a prior year.

4400 Product Revenue

Product revenue was slightly above budget, but less than FY2020 actuals due to the lack of events.

4510 Events/Workshops

We didn't budget for revenue in this line item for the year. Negative income on this line is related to credits for the FY2021 Spring Open House that was cancelled, but for which income was recognized in FY2020.

4530 Service Revenue - Certification

This line item was budgeted to reflect anticipated revenue from VMSMA's Sugarhouse Certification Program. While the launch and sign-ups didn't happen as quickly as expected, we did experience slight net revenue from this new program.

COGS

5400 COGS - Inventory Items

We ended the year above budget in this line item, due to needing to restock sample jars, jar caps, and cookbooks in the warehouse throughout the year. We also incurred costs for new clothing items in the



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online store, VMSMA branded jugs for the Big E, supplies to create grading kits and new VMSMA-branded maple for sale signs for members.

Expenses

We ended FY2021 with total expenses of \$154,085 or about \$61,145 (28%) below budget. See below for details.

6000 Wages & 6100 Payroll Taxes

Through the end of the fiscal year, wages and payroll taxes tracked below budget based on changes to staff hours to react to the changing income landscape created by the pandemic. For FY2021, wages were 15% below budget and 36% below prior year-to-date actuals.

6300 Advertising

Advertising expenses tracked below budget and prior year due to the cancellation of most events that require budgeted advertising.

6600 Licenses and Fees

The largest expense in this category is generally the commission paid to the Vermont Agency of Agriculture (VAAFM), generally in November or December, based on sales from the Big E Booth. Because we withdrew from the Big E, but the Vermont Building was open, we paid \$2,323 which represents 10% of an average of the last three years' booth commissions. This was an unbudgeted expense for the year.

6750 Printing & Publications

This line item came in below budget due to the cancellation of March 2021 Maple Open House Weekend and associated printing costs for recipe cards and other items.

6774 Professional Fees - Certification

FY2021 fees reflect expenses related to Certifier training pay, onsite training for Certifiers at the Gagne sugarhouse in September, and payment for a handful of Sugarhouse Certifications (that are reflected in the income).

Vermont Maple Sugar Makers Assoc. Inc. Balance Sheet As of December 31, 2021

ASSETS Current Assets Checking/Savings 3,635.52 1015 · Stripe Account 3,635.52 1020 · Peoples Checking - 1044 67,435.72 1040 · Westfield Savings - 2839 52,048.12 1100 · Peoples CD - 5782 34,100.06 1120 · VT Maple Sugar Makers CD-1790 2,612.04 Total Checking/Savings 159,831.44 Other Current Assets 10,655.62 1300 · Accounts Receivable 10,655.62 1350 · Grant Receivable 1,980.00 1400 · Inventory 28,610.44 Total Other Current Assets 41,246.00 Total Current Assets 201,077.52 Fixed Assets 15,089.00 1500 · Equipment 15,089.00 1700 · Accumulated Depreciation -14,951.00	73 11 06 04 46 52 00 44 06 52
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Other Current Assets 10,655.62 1300 · Accounts Receivable 10,655.62 1350 · Grant Receivable 1,980.00 1400 · Inventory 28,610.44 Total Other Current Assets 41,246.00 Total Current Assets 201,077.52 Fixed Assets 15,089.00	52 00 14 06 52 00 00
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Total Current Assets201,077.52Fixed Assets15,089.00	52 00 00
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Total Fixed Assets 138.00	0
TOTAL ASSETS 201,215.52	52
LIABILITIES & EQUITY Liabilities Current Liabilities Accounts Payable 20000 · *Accounts Payable 10,148.23	27
Total Accounts Payable 10,148.2	27
Credit Cards 2351 · Peoples Credit Card 2,401.24	24
Total Credit Cards2,401.24	24
Other Current Liabilities 2300 · Deferred Revenue 3,196.00	00
Total Other Current Liabilities 3,196.00	00
Total Current Liabilities 15,745.5	51
Total Liabilities 15,745.5	51
Equity 3000 · Unrestricted Net Assets 188,244.09 Net Income -2,774.04	
Total Equity 185,470.01)1
TOTAL LIABILITIES & EQUITY 201,215.52	52

FY2021 Actual vs Budget YTD

4200 · Grant 4250 - Grant 4300 · Royal 4400 · Produ 4500 · Servi 4510 · Servi 4510 · Servi 4530 · Servi 4800 · Intere 4850 · Proce 4875 - Adva 4800 · Other Total Income Cost of Goods So 5400 · COGS 5500 · COGS 5500 · COGS Gross Profit Expense 6000 · Wage 6100 · Payro 6300 · Adve 6400 · Bank 6425 · Confe 6450 · Dues 6460 · Educ 6475 - Equip 6500 · Insur 6502 · Insur 6503 · Insur 6505 · Meals 6675 · Misce 6680 · Office 6770 · Opera 6770 · Porte 6775 · Profe 6777 · Profe 6777 · Profe	htributions mbership Dues int Revenue int Revenue - Nongovernmental alty Income duct Revenue - Maple Public. vice Revenue - Certification vice Revenue - Other vice Revenue - Other vice Revenue - Certification wicest/Dividends ceeds for Sale of Equipment aranced Web Listing er Income Sold GS - Inventory Items GS - Printing & Distribution	Dec YTD 2021 Actual 0.00 52,857.00 45,095.00 2,143.10 23,786.12 43,618.23 9,884.00 (566.00) 0.00 2,950.00 69.34 0.00 2,950.00 69.34 0.00 2,950.00 2,460.00 185,857.79 28,532.18 6,015.00 34,547.18 151,310.61 86,243.90	Dec YTD 2021 Budget 0.00 68,500.00 31,324.00 0.00 17,950.00 41,500.00 7,700.00 0.00 24,900.00 180.00 0.00 24,900.00 180.00 0.00 196,054.00 14,600.00 6,875.00 21,475.00	\$ diff 0.00 (15,643.00) 13,771.00 2,143.10 5,836.12 2,118.23 2,184.00 (565.00) 0.00 (21,950.00) (110.66) 0.00 (440.00) 2,460.00 (10,196.21) 13,932.18 (960.00)	% diff #DIV/0! -23% 44% #DIV/0! 33% 5% 28% #DIV/0! -88% -61% #DIV/0! -11% #DIV/0! -5%	Dec YTD 2021 Actual 0.00 52,857.00 45,095.00 2,143.10 23,786.12 43,618.23 9,884.00 (565.00) 0.00 2,950.00 69.34 0.00 3,560.00 2,460.00 185,857.79	Dec YTD 2020 Actual 100.00 52,740.00 112,095.71 3,034.00 19,062.78 47,379.51 8,652.00 4,822.00 0.00 0.00 125.05 0.00 2,150.00 341.05 250,502.10	% diff -100% 0% -60% -29% 25% -8% 14% -112% #DIV/0! 45% #DIV/0! 66% 621% -26%
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4400 • Produ 4500 • Servi 4510 • Servi 4520 • Servi 4800 • Intere 4800 • Intere 4800 • Other Total Income Cost of Goods Sc 5500 • COS 5500 • COS 5500 • COS 5500 • COS 5500 • COS 5500 • COS 5500 • COS 6400 • Payre 6400 • Bank 6425 • Confe 6450 • Dues 6460 • Educ 6475 • Equip 6500 • Insur 6502 • Insur 6503 • Insur 6503 • Insur 6503 • Insur 6503 • Insur 6600 • Licen 6650 • Meals 6675 • Misce 6680 • Office 6770 • Opera 6710 • Posta 6775 • Profe 6777 • Profe 6778 • Profe	duct Revenue vice Revenue - Maple Public. vice Revenue - Events/Wkshop vice Revenue - Other vice Revenue - Certification rest/Dividends ceeds for Sale of Equipment vanced Web Listing er Income Sold GS - Inventory Items GS - Printing & Distribution	43,618.23 9,884.00 (565.00) 0.00 2,950.00 69,34 0.00 3,560.00 2,460.00 185,857.79 28,532.18 6,015.00 34,547.18 151,310.61	41,500.00 7,700.00 0.00 24,900.00 180.00 4,000.00 0.00 196,054.00 14,600.00 6,875.00 21,475.00	2,118.23 2,184.00 (565.00) 0.00 (21,950.00) (110.66) 0.00 (440.00) 2,460.00 (10,196.21) 13,932.18	5% 28% #DIV/0! #DIV/0! -61% #DIV/0! -11% #DIV/0! -5%	43,618.23 9,884.00 (565.00) 0.00 2,950.00 69.34 0.00 3,560.00 2,460.00	47,379.51 8,652.00 4,822.00 0.00 125.05 0.00 2,150.00 341.05	-8% 14% -112% #DIV/0! 45% #DIV/0! 66% 621%
4500 · Servi 4510 · Servi 4520 · Servi 4530 - Servi 4800 · Intere 4850 - Proce 4875 - Adval 4900 · Other Total Income Cost of Goods Sc 5400 · COGS 5500 · COGS Total COGS Gross Profit Expense 6000 · Wage 6100 · Payro 6300 · Adver 6400 · Bank 6425 · Confe 6450 · Dues 6460 · Educ: 6475 - Equip 6500 · Insur 6502 · Insur 6503 · Insur 6600 · Licen 6655 · Meals 6675 · Misce 6676 · Opert 6770 · Contr 6770 · Porte 6777 · Profe 6778 · Profe	vice Revenue - Maple Public. vice Revenue - Events/Wkshop vice Revenue - Other vice Revenue - Certification rest/Dividends ceeds for Sale of Equipment vanced Web Listing er Income Sold GS - Inventory Items GS - Printing & Distribution	9,884.00 (565.00) 0.00 2,950.00 3,560.00 2,460.00 185,857.79 28,532.18 6,015.00 34,547.18 151,310.61	7,700.00 0.00 24,900.00 180.00 4,000.00 0.00 196,054.00 14,600.00 6,875.00 21,475.00	2,184.00 (565.00) 0.00 (21,950.00) (110.66) 0.00 (440.00) 2,460.00 (10,196.21) 13,932.18	28% #DIV/0! #DIV/0! -61% #DIV/0! -11% #DIV/0! -5%	9,884.00 (565.00) 0.00 2,950.00 69.34 0.00 3,560.00 2,460.00	8,652.00 4,822.00 0.00 125.05 0.00 2,150.00 341.05	14% -112% #DIV/0! -45% #DIV/0! 66% 621%
4510 · Servi 4520 · Servi 4530 - Servi 4800 · Intere 4850 - Proce 4875 - Adva 4900 · Other Total Income Cost of Goods Se 5500 · COGS 5500 · COGS 5500 · COGS 5500 · COGS 5500 · COGS 6400 · Bank 6400 · Bank 6425 · Confe 6450 · Dues 6460 · Educ 6475 - Equip 6503 · Insur 6502 · Insur 6503 · Insur 6503 · Insur 6503 · Insur 6600 · Licen 6675 · Misce 6680 · Office 6770 · Oper 6710 · Posta 6775 · Profe 6777 · Profe 6777 · Profe	vice Revenue - Events/Wkshop vice Revenue - Other vice Revenue - Certification rest/Dividends ceeds for Sale of Equipment vanced Web Listing er Income Sold GS - Inventory Items GS - Printing & Distribution	(565.00) 0.00 2,950.00 69.34 0.00 3,560.00 2,460.00 185,857.79 28,532.18 6,015.00 34,547.18 151,310.61	0.00 0.00 24,900.00 180.00 4,000.00 0.00 196,054.00 14,600.00 6,875.00 21,475.00	(565.00) 0.00 (21,950.00) (110.66) 0.00 (440.00) 2,460.00 (10,196.21) 13,932.18	#DIV/0! #DIV/0! -61% #DIV/0! -11% #DIV/0! -5%	(565.00) 0.00 2,950.00 69.34 0.00 3,560.00 2,460.00	4,822.00 0.00 125.05 0.00 2,150.00 341.05	-112% #DIV/0! #DIV/0! -45% #DIV/0! 66% 621%
4520 · Servi 4530 - Servi 4800 · Intere 4800 · Intere 4800 · Other Total Income Cost of Goods So 5400 · COGS 5500 · COGS 6400 · Bank 6400 · Bank 6425 · Confe 6450 · Dues 6460 · Educ: 6475 - Equip 6503 · Insur 6503 · Insur 6505 · Meals 6675 · Misce 6770 · Contr 6774 · Profe 6775 · Profe 6777 · Profe	vice Revenue - Other vice Revenue - Certification rest/Dividends ceeds for Sale of Equipment vanced Web Listing er Income Sold GS - Inventory Items GS - Printing & Distribution	0.00 2,950.00 69.34 0.00 3,560.00 2,460.00 185,857.79 28,532.18 6,015.00 34,547.18 151,310.61	0.00 24,900.00 180.00 4,000.00 0.00 196,054.00 14,600.00 6,875.00 21,475.00	0.00 (21,950.00) (110.66) 0.00 (440.00) 2,460.00 (10,196.21) 13,932.18	#DIV/0! -88% -61% #DIV/0! -11% #DIV/0! -5%	0.00 2,950.00 69.34 0.00 3,560.00 2,460.00	0.00 0.00 125.05 0.00 2,150.00 341.05	#DIV/0! #DIV/0! -45% #DIV/0! 66% 621%
4530 - Servi 4800 - Intere 4800 - Intere 4800 - Proce 4875 - Advar 4900 - Other Total Income Cost of Goods Sc 5500 - COGS Total COGS Gross Profit Expense 6000 - Wage 6100 - Payro 6300 - Adver 6400 - Bank 6425 - Confé 6450 - Dues 6460 - Educ 6475 - Equip 6500 - Insur 6502 - Insur 6503 - Insur 6600 - Licen 6650 - Meals 6675 - Misce 6680 - Office 6770 - Contr 6770 - Profit 6777 - Profe 6777 - Profe 6778 - Profe 6778 - Profe	vice Revenue - Certification rest/Dividends ceeds for Sale of Equipment vanced Web Listing er Income Sold GS - Inventory Items GS - Printing & Distribution	2,950.00 69.34 0.00 3,560.00 2,460.00 185,857.79 28,532.18 6,015.00 34,547.18 151,310.61	24,900.00 180.00 4,000.00 196,054.00 14,600.00 6,875.00 21,475.00	(21,950.00) (110.66) 0.00 (440.00) 2,460.00 (10,196.21) 13,932.18	-88% -61% #DIV/0! -11% #DIV/0! -5%	2,950.00 69.34 0.00 3,560.00 2,460.00	0.00 125.05 0.00 2,150.00 341.05	#DIV/0! -45% #DIV/0! 66% 621%
4800 · Intere 4850 - Proce 4875 - Advar 4900 · Other Total Income Cost of Goods Sc 5500 · COGS 5500 · COGS Gross Profit Expense 6000 · Wage 6100 · Payro 6300 · Adver 6400 · Bank 6425 · Confe 6450 · Dues 6460 · Educ 6475 - Equip 6500 · Insur 6502 · Insur 6503 · Insur 6600 · Licen 6650 · Meals 6675 · Misce 6688 · Office 6770 · Contr 6770 · Contr 6777 · Profe 6777 · Profe 6778 · Profe	erest/Dividends ceeds for Sale of Equipment vanced Web Listing er Income Sold GS - Inventory Items GS - Printing & Distribution	69.34 0.00 3,560.00 2,460.00 185,857.79 28,532.18 6,015.00 34,547.18 151,310.61	180.00 0.00 4,000.00 196,054.00 14,600.00 6,875.00 21,475.00	(110.66) 0.00 (440.00) 2,460.00 (10,196.21) 13,932.18	-61% #DIV/0! -11% #DIV/0! -5%	69.34 0.00 3,560.00 2,460.00	125.05 0.00 2,150.00 341.05	-45% #DIV/0! 66% 621%
4850 - Proce 4875 - Advai 4900 - Other Total Income Cost of Goods Sc 5500 - COGS 5500 - COGS Total COGS Gross Profit Expense 6000 - Wage 6100 - Payro 6300 - Advei 6400 - Bank 6425 - Confé 6450 - Dues 6450 - Dues 6450 - Educ 6475 - Equip 6500 - Insur 6502 - Insur 6503 - Insur 6503 - Insur 6503 - Insur 6600 - Licen 6650 - Meals 6675 - Misco 6680 - Office 6770 - Contr 6770 - Profe 6775 - Profe 6777 - Profe 6777 - Profe	ceeds for Sale of Equipment vanced Web Listing er Income Sold GS - Inventory Items GS - Printing & Distribution ges	0.00 3,560.00 2,460.00 185,857.79 28,532.18 6,015.00 34,547.18 151,310.61	0.00 4,000.00 0.00 196,054.00 14,600.00 6,875.00 21,475.00	0.00 (440.00) 2,460.00 (10,196.21) 13,932.18	#DIV/0! -11% #DIV/0! -5%	0.00 3,560.00 2,460.00	0.00 2,150.00 341.05	#DIV/0! 66% 621%
4900 • Other Total Income Cost of Goods So 5400 • COGS 5500 • COGS Total COGS Gross Profit Expense 6000 • Wage 6100 • Payro 6300 • Adver 6400 • Bank 6425 • Confe 6450 • Educ 6450 • Educ 6450 • Educ 6457 • Equip 6500 • Insur 6502 • Insur 6503 • Insur 6503 • Insur 6600 • Licen 6650 • Meals 6675 • Misce 6680 • Office 6770 • Contr 6770 • Porte 6775 • Profe 6777 • Profe 6777 • Profe 6778 • Profe	er Income Sold GS - Inventory Items GS - Printing & Distribution ges roll Taxes	2,460.00 185,857.79 28,532.18 6,015.00 34,547.18 151,310.61	0.00 196,054.00 14,600.00 6,875.00 21,475.00	2,460.00 (10,196.21) 13,932.18	#DIV/0! -5%	2,460.00	341.05	621%
Total Income Cost of Goods So 5500 · COGS Total COGS Gross Profit Expense 6000 · Wage 6100 · Payro 6300 · Adver 6400 · Bank 6425 · Cone 6450 · Dues 6460 · Educi 6475 - Equip 6500 · Insur 6502 · Insur 6503 · Insur 6600 · Licen 6650 · Meals 6675 · Misce 6700 · Opera 6710 · Posta 6770 · Contri 6775 · Profe 6777 · Profe 6778 · Profe 6779 · Profe 6777 · Profe 6778 · Profe 6779 · Profe	Sold GS - Inventory Items GS - Printing & Distribution ges roll Taxes	185,857.79 28,532.18 6,015.00 34,547.18 151,310.61	196,054.00 14,600.00 6,875.00 21,475.00	(10,196.21) 13,932.18	-5%			
Cost of Goods Sc 5400 - COGS 5500 - COGS Total COGS Gross Profit Expense 6000 - Wage 6100 - Payro 6300 - Adver 6400 - Bank 6425 - Confe 6450 - Dues 6450 - Dues 6450 - Educ 6475 - Equip 6500 - Insur 6503 - Insur 6503 - Insur 6503 - Insur 6503 - Insur 6503 - Misce 6650 - Meals 6675 - Misce 6680 - Office 6770 - Posta 6770 - Posta 6775 - Profe 6777 - Profe 6777 - Profe 6778 - Profe	GS - Inventory Items GS - Printing & Distribution ges roll Taxes	28,532.18 6,015.00 34,547.18 151,310.61	14,600.00 6,875.00 21,475.00	13,932.18		185,857.79	250,502.10	-26%
5400 · COSS 5500 · COSS 5500 · COSS Gross Profit Expense 6000 · Wage 6100 · Payro 6300 · Adver 6400 · Bank 6425 · Confe 6450 · Dues 6460 · Educ 6475 · Equip 6500 · Insur 6502 · Insur 6503 · Insur 6600 · Licen 6655 · Misce 6675 · Misce 6675 · Misce 6676 · Opera 6710 · Posta 6770 · Contri 6770 · Contri 6777 · Profe 6777 · Profe	GS - Inventory Items GS - Printing & Distribution ges roll Taxes	6,015.00 34,547.18 151,310.61	6,875.00 21,475.00		95%			
5500 · COGS Total COGS Gross Profit Expense 6000 · Wage 6100 · Payro 6300 · Adver 6400 · Bank 6425 · Confe 6450 · Dues 6460 · Educ 6475 · Equip 6500 · Insur 6502 · Insur 6503 · Insur 6503 · Insur 6600 · Licen 6650 · Meals 6675 · Misce 6676 · Opera 6710 · Opera	GS - Printing & Distribution ges roll Taxes	6,015.00 34,547.18 151,310.61	6,875.00 21,475.00		95%			
Total COGS Gross Profit Expense 6000 · Wage 6100 · Payro 6300 · Adver 6400 · Bank 6425 · Confe 6450 · Dues 6460 · Educa 6450 · Dues 6450 · Dues 6503 · Insur 6503 · Insur 6600 · Licen 6650 · Meals 6675 · Misce 6670 · Opera 6710 · Posta 6750 · Printi 6775 · Profe 6777 · Profe 6777 · Profe 6777 · Profe 6778 · Profe 6779 · Profe	ges roll Taxes	34,547.18 151,310.61	21,475.00	(960.00)	/ 0	28,532.18	12,665.71	125%
Gross Profit Expense 6000 · Wage 6100 · Payro 6300 · Adver 6400 · Bank 6425 · Confe 6450 · Dues 6450 · Dues 6450 · Educ 6475 - Equip 6500 · Insur 6502 · Insur 6503 · Insur 6600 · Licen 6650 · Mass 6675 · Misco 6700 · Opera 6710 · Post 6750 · Printi 6770 · Contr 6777 · Profe 6777 · Profe 6778 · Profe	roll Taxes	151,310.61		(860.00)	-13%	6,015.00	15,175.00	-60%
Expense 6000 · Wage 6100 · Payro 6300 · Adver 6400 · Bank 6425 · Confe 6450 · Dues 6460 · Educ 6475 - Equip 6500 · Insur 6503 · Insur 6600 · Licen 6650 · Misce 6650 · Misce 6650 · Office 6755 · Misce 6750 · Opera 6750 · Printi 6770 · Contr 6771 · Profe 6777 · Profe 6778 · Profe	roll Taxes		474 570 00	13,072.18	61%	34,547.18	27,840.71	24%
6000 · Wage 6100 · Payro 6300 · Adver 6400 · Bank 6425 · Confe 6450 · Dues 6460 · Educ 6475 - Equip 6500 · Insur 6502 · Insur 6600 · Licen 6650 · Mass 6675 · Misce 6680 · Office 6710 · Post 6750 · Printi 6770 · Contr 6777 · Profe 6778 · Profe 6779 · Profe	roll Taxes	86 243 90	174,579.00	(23,268.39)	-13%	151,310.61	222,661.39	-32%
6100 - Payre 6300 - Adver 6400 - Bank 6425 - Confe 6450 - Dues 6460 - Educ 6475 - Equip 6500 - Insur 6502 - Insur 6503 - Insur 6600 - Licen 6650 - Meals 6675 - Misce 6680 - Office 6700 - Opera 6710 - Posta 6750 - Printi 6770 - Contr 6774 - Profe 6775 - Profe 6778 - Profe 6778 - Profe	roll Taxes	86 243 90						
6300 · Adver 6400 · Bank 6425 · Confe 6450 · Dues 6460 · Educ 6475 - Equip 6500 · Insur 6502 · Insur 6503 · Insur 6600 · Licen 6650 · Meals 6675 · Misce 6680 · Office 6700 · Opera 6710 · Posta 6750 · Printi 6770 · Contr 6774 · Profe 6775 · Profe 6778 · Profe			101,591.99	(15,348.09)	-15%	86,243.90	135,779.25	-36%
6400 · Bank 6425 · Confe 6450 · Dues 6460 · Educ 6475 - Equip 6500 · Insur 6502 · Insur 6503 · Insur 6600 · Licen 6650 · Meals 6675 · Misce 6700 · Opera 6710 · Posta 6750 · Printi 6770 · Contr 6774 · Profe 6775 · Profe 6777 · Profe	/ertising	6,890.23	7,771.79	(881.56)	-11%	6,890.23	10,877.20	-37%
6425 - Confe 6450 - Dues 6460 - Educ 6475 - Equip 6500 - Insur 6502 - Insur 6503 - Insur 6600 - Licen 6650 - Meals 6675 - Misce 6680 - Office 6700 - Opera 6710 - Posta 6750 - Printi 6770 - Contr 6774 - Profe 6775 - Profe 6777 - Profe 6778 - Profe	-	2,229.30	9,975.00	(7,745.70)	-78%	2,229.30	10,263.98	-78%
6450 - Dues 6460 - Educ 6475 - Equip 6500 - Insur 6502 - Insur 6503 - Insur 6600 - Licen 6600 - Meals 6675 - Misce 6680 - Office 6700 - Oper 6710 - Posta 6770 - Contr 6774 - Profe 6775 - Profe 6777 - Profe 6778 - Profe	-	1,267.66 0.00	1,909.00 0.00	(641.34) 0.00	-34% #DIV/0!	1,267.66 0.00	2,755.99 569.50	-54% -100%
6460 - Educ: 6475 - Equip 6500 - Insur 6502 - Insur 6503 - Insur 6600 - Licen 6650 - Meals 6675 - Misce 6680 - Office 6700 - Opera 6710 - Posta 6770 - Contr 6774 - Profe 6775 - Profe 6777 - Profe 6778 - Profe	es and Subscriptions	9,547.73	9,475.00	72.73	1%	9,547.73	9,683.48	-1%
6475 - Equip 6500 - Insur- 6502 - Insur- 6503 - Insur- 6600 - Licen 6650 - Meals 6675 - Misce 6680 - Office 6700 - Opera 6710 - Posta 6710 - Posta 6770 - Contr 6774 - Profe 6777 - Profe 6777 - Profe 6778 - Profe	cation/Training	0.00	0.00	0.00	#DIV/0!	0.00	21.39	-100%
6500 · Insur 6502 · Insur 6503 · Insur 6600 · Licen 6650 · Meals 6675 · Misce 6680 · Office 6700 · Oper 6710 · Posta 6750 · Printi 6770 · Contt 6774 · Profe 6775 · Profe 6777 · Profe 6778 · Profe 6779 · Profe	ipment Leases	0.00	0.00	0.00	#DIV/0!	0.00	0.00	#DIV/0!
6503 - Insur 6600 - Licen 6650 - Meals 6675 - Misce 6680 - Office 6700 - Oper 6710 - Posta 6750 - Printi 6770 - Contr 6774 - Profe 6775 - Profe 6777 - Profe 6778 - Profe 6779 - Profe	urance - General Liability	1,274.00	1,600.00	(326.00)	-20%	1,274.00	1,197.00	6%
6600 - Licen 6650 - Meals 6675 - Misce 6680 - Office 6700 - Oper 6710 - Posta 6750 - Printi 6770 - Contr 6774 - Profe 6775 - Profe 6777 - Profe 6778 - Profe 6779 - Profe	urance - Workers Comp	786.00	0.00	786.00	#DIV/0!	786.00	952.00	-17%
6650 · Meals 6675 · Misce 6680 · Office 6700 · Oper 6710 · Posta 6750 · Printi 6770 · Contr 6774 - Profe 6775 · Profe 6777 · Profe 6778 · Profe 6779 · Profe	urance - Other	544.00	0.00	544.00	#DIV/0!	544.00	529.00	3%
6675 · Misce 6680 · Office 6700 · Oper 6710 · Posta 6750 · Printi 6770 · Contr 6774 - Profe 6775 · Profe 6777 · Profe 6778 · Profe 6779 · Profe	enses and Fees	2,837.25	605.00	2,232.25	369%	2,837.25	707.59	301%
6680 · Office 6700 · Opera 6710 · Posta 6750 · Printi 6770 · Contr 6774 - Profe 6775 · Profe 6777 · Profe 6778 · Profe 6779 · Profe	als/Entertainment	0.00	1,000.00	(1,000.00)	-100%	0.00	11,738.91	-100%
6700 · Opera 6710 · Posta 6750 · Printi 6770 · Contr 6774 - Profe 6775 · Profe 6777 · Profe 6778 · Profe 6779 · Profe	cellaneous	543.04	400.00	143.04	36%	543.04	1,038.55	-48%
6710 · Posta 6750 · Printi 6770 · Contr 6774 - Profe 6775 · Profe 6777 · Profe 6778 · Profe 6779 · Profe	ce Expense	804.48	2,700.00	(1,895.52)	-70%	804.48	2,499.18	-68%
6750 - Printi 6770 - Contr 6774 - Profe 6775 - Profe 6777 - Profe 6778 - Profe 6779 - Profe	erating Supplies	4,115.01	3,750.00	365.01	10%	4,115.01	1,440.30	186%
6770 · Contr 6774 - Profe 6775 · Profe 6777 · Profe 6778 · Profe 6779 · Profe	-	393.44	300.00	93.44	31%	393.44	1,510.09	-74%
6774 - Profe 6775 · Profe 6777 · Profe 6778 · Profe 6779 · Profe	nting and Publications	8,792.45	10,900.00	(2,107.55)	-19%	8,792.45	18,782.69	-53%
6775 · Profe 6777 · Profe 6778 · Profe 6779 · Profe		0.00	0.00	0.00	#DIV/0!	0.00	0.00	#DIV/0! #DIV/0!
6777 · Profe 6778 · Profe 6779 · Profe	fessional Fees - Certification	2,098.00	32,625.00	(30,527.00)	-94%	2,098.00	0.00	
6778 · Profe 6779 · Profe	fessional Fees - Accounting fessional Fees - Legal	2,018.18 675.00	2,630.00 0.00	(611.82) 675.00	-23%	2,018.18 675.00	6,261.78 0.00	-68% #DIV/0!
6779 · Profe	fessional Fees - Info. Tech.	0.00	0.00	0.00	#DIV/0!	0.00	3,950.00	-100%
	fessional Fees - Other	4,052.25	5,100.00	(1,047.75)	-21%	4,052.25	6,436.80	-37%
7000 - Reba	pairs and Maintenance	0.00	0.00	0.00	#DIV/0!	0.00	0.00	#DIV/0!
7050 · Rent		2,993.11	3,000.00	(6.89)	0%	2,993.11	2,532.00	18%
7075 · Roya		0.00	3,000.00	(3,000.00)	-100%	0.00	4,605.68	-100%
7100 · Shipp	pping	5,396.24	4,750.00	646.24	14%	5,396.24	5,515.71	-2%
7500 - Utiliti	ities	0.00	0.00	0.00	#DIV/0!	0.00	0.00	#DIV/0!
7700 · Taxes	es - Sales Tax	0.00	250.00	(250.00)	-100%	0.00	382.14	-100%
7800 · Telep		1,160.32	1,800.00	(639.68)	-36%	1,160.32	1,208.65	-4%
7900 · Trave		950.00	0.00	950.00	#DIV/0!	950.00	1,082.96	-12%
8500 · Intern	ephone	5,144.20	4,422.00	722.20	16%	5,144.20	3,028.56	70%
	ephone vel rrnet	1,239.86	2,500.00	(1,260.14)	-50%	1,239.86	1,979.83	-37%
9700 · Depre	ephone vel rnet iicle Mileage Reimbursement	2,089.00	2,500.00	(411.00)	-16%	2,089.00	1,911.00	9%
	ephone vel rnet sicle Mileage Reimbursement reciation		0.00	0.00	#DIV/0!	0.00	0.00	#DIV/0!
	ephone vel rnet nicle Mileage Reimbursement preciation trributions/Grants	0.00	0.00	0.00	#DIV/0!	0.00	0.00	#DIV/0!
Total Expense	ephone vel rnet sicle Mileage Reimbursement reciation	0.00	214,554.78	(60,470.13) 37,201.74	-28%	154,084.65	249,241.21	-38%
t Ordinary Income ome	ephone vel rnet nicle Mileage Reimbursement preciation trributions/Grants		(39,975.78)		-93%	(2,774.04)	(26,579.82)	-90%