

**Achieve Brown County**  
**Budget vs. Actuals: 2021 Annual Budget - FY21 P&L**  
 January - October, 2021

	Jun 2021		Jul 2021		Aug 2021		Sep 2021		Oct 2021		Total	
	Actual	Budget	Actual	Budget	Actual	Budget	Actual	Budget	Actual	Budget	Actual	Budget
<b>Income</b>												
410 Contributions	115,000.00		10,000.00						5,050.00		398,050.00	0.00
<b>Total Income</b>	<b>\$ 115,000.00</b>	<b>\$ 0.00</b>	<b>\$ 10,000.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 5,050.00</b>	<b>\$ 0.00</b>	<b>\$ 398,050.00</b>	<b>\$ 0.00</b>
<b>Gross Profit</b>	<b>\$ 115,000.00</b>	<b>\$ 0.00</b>	<b>\$ 10,000.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 5,050.00</b>	<b>\$ 0.00</b>	<b>\$ 398,050.00</b>	<b>\$ 0.00</b>
<b>Expenses</b>												
500 Administrative											0.00	0.00
510 Salaries & Wages	20,887.92	21,730.18	20,887.92	21,730.18	21,502.92	21,730.18	20,478.56	21,730.18	11,426.06	21,730.18	202,201.30	217,301.80
510-1 Vista labor		1,027.88	1,101.30	1,027.88		1,027.88	1,109.70	1,027.88	1,150.80	1,027.88	8,501.20	10,278.80
<b>Total 510 Salaries &amp; Wages</b>	<b>\$ 20,887.92</b>	<b>\$ 22,758.06</b>	<b>\$ 21,989.22</b>	<b>\$ 22,758.06</b>	<b>\$ 21,502.92</b>	<b>\$ 22,758.06</b>	<b>\$ 21,588.26</b>	<b>\$ 22,758.06</b>	<b>\$ 12,576.86</b>	<b>\$ 22,758.06</b>	<b>\$ 210,702.50</b>	<b>\$ 227,580.60</b>
520 401(k) Expense		227.00		227.00		227.00		227.00		227.00	0.00	2,270.00
530 Employee Benefits	0.00		0.00		0.00						0.00	0.00
530-1 Health Insurance	3,318.00	2,877.00	3,318.00	2,877.00	7,834.14	2,877.00	-825.30	2,877.00	2,930.23	2,877.00	33,004.68	28,770.00
530-2 Dental insurance	236.18	226.50	236.18	226.50	236.18	226.50	273.94	226.50	273.94	226.50	2,493.96	2,265.00
530-3 Vision	-47.46		-47.46		-47.46		-47.46		-47.46		-474.60	0.00
530-4 HSA Health Savings Account	-203.48		-2.50		178.47		-118.47		0.00		-733.99	0.00
530-5 Life/STD	409.26	0.00	-9.72	0.00	-9.72	418.98	418.98	0.00		418.98	1,193.76	2,094.90
<b>Total 530 Employee Benefits</b>	<b>\$ 3,712.50</b>	<b>\$ 3,103.50</b>	<b>\$ 3,494.50</b>	<b>\$ 3,103.50</b>	<b>\$ 8,191.61</b>	<b>\$ 3,522.48</b>	<b>-\$ 298.31</b>	<b>\$ 3,103.50</b>	<b>\$ 3,156.71</b>	<b>\$ 3,522.48</b>	<b>\$ 35,483.81</b>	<b>\$ 33,129.90</b>
540 Payroll Taxes	1,436.08	1,490.49	1,452.27	1,490.49	1,518.08	1,490.49	1,657.84	1,490.49	977.34	1,490.49	16,098.61	14,904.90
550 Training & Education		416.67	550.00	416.67	155.00	416.67	-411.53	416.67		416.67	293.47	4,166.70
550-1 Data Dept		41.66		41.66		41.66		41.66		41.66	0.00	416.60
550-2 Cont Impvmt Dept		41.66		41.66		41.66		41.66		41.66	0.00	416.60
550-3 Communication Dpt		41.66	198.00	41.66		41.66		41.66		41.66	198.00	416.60
<b>Total 550 Training &amp; Education</b>	<b>\$ 0.00</b>	<b>\$ 541.65</b>	<b>\$ 748.00</b>	<b>\$ 541.65</b>	<b>\$ 155.00</b>	<b>\$ 541.65</b>	<b>-\$ 411.53</b>	<b>\$ 541.65</b>	<b>\$ 0.00</b>	<b>\$ 541.65</b>	<b>\$ 491.47</b>	<b>\$ 5,416.50</b>
560 Auto Reimbursement		125.00		125.00		125.00		125.00		125.00	0.00	625.00
<b>Total 500 Administrative</b>	<b>\$ 26,036.50</b>	<b>\$ 28,245.70</b>	<b>\$ 27,683.99</b>	<b>\$ 28,245.70</b>	<b>\$ 31,367.61</b>	<b>\$ 28,664.68</b>	<b>\$ 22,536.26</b>	<b>\$ 28,245.70</b>	<b>\$ 16,710.91</b>	<b>\$ 28,664.68</b>	<b>\$ 262,776.39</b>	<b>\$ 283,926.90</b>
600 Operations Expense											0.00	0.00
615 Insurance											0.00	0.00
615-1 Business Insurance		0.00		0.00		0.00		0.00	-42.00	1,268.00	1,913.00	3,095.00
615-2 Worker's Comp Insurance	-3.60	0.00	-3.60	0.00	-3.60	0.00		0.00	431.00	0.00	678.60	432.00
<b>Total 615 Insurance</b>	<b>-\$ 3.60</b>	<b>\$ 0.00</b>	<b>-\$ 3.60</b>	<b>\$ 0.00</b>	<b>-\$ 3.60</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 389.00</b>	<b>\$ 1,268.00</b>	<b>\$ 2,591.60</b>	<b>\$ 3,527.00</b>
620 Postage		0.00		12.00		1.05		0.00		12.00	27.45	60.00
625 Printing & Paper		150.00		150.00		150.00		150.00		150.00	0.00	1,500.00
645 Dues & Software Subscriptions	136.16	180.00	131.72	180.00	131.72	180.00	131.72	180.00	131.72	180.00	4,505.05	4,246.00
650 Office Supplies & Software		84.00		84.00		13.19		84.00		109.99	214.65	840.00
652 BNGP office grant		2,500.00		0.00	3,575.00	0.00		2,500.00		0.00	4,575.00	7,500.00
652-1 Legal & Professional Fees											659.00	0.00
<b>Total 652 BNGP office grant</b>	<b>\$ 0.00</b>	<b>\$ 2,500.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 3,575.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 2,500.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 5,234.00</b>	<b>\$ 7,500.00</b>
660 Meetings		167.00	400.87	167.00		37.95		167.00	62.61	167.00	1,087.35	1,670.00
660-1 Action Team Meetings		42.00		42.00		42.00		42.00		42.00	0.00	420.00
<b>Total 660 Meetings</b>	<b>\$ 0.00</b>	<b>\$ 209.00</b>	<b>\$ 400.87</b>	<b>\$ 209.00</b>	<b>\$ 37.95</b>	<b>\$ 209.00</b>	<b>\$ 62.61</b>	<b>\$ 209.00</b>	<b>\$ 75.92</b>	<b>\$ 209.00</b>	<b>\$ 1,087.35</b>	<b>\$ 2,090.00</b>
<b>Total 600 Operations Expense</b>	<b>\$ 132.56</b>	<b>\$ 3,123.00</b>	<b>\$ 528.99</b>	<b>\$ 635.00</b>	<b>\$ 3,755.31</b>	<b>\$ 623.00</b>	<b>\$ 194.33</b>	<b>\$ 3,135.00</b>	<b>\$ 706.63</b>	<b>\$ 1,891.00</b>	<b>\$ 13,660.10</b>	<b>\$ 19,763.00</b>
700 Overhead Expense											0.00	0.00

715 Admin Fees												0.00	0.00
715-1 Bank Fees	47.50	30.00	52.50	30.00	40.50	30.00	49.50	30.00	47.50	30.00	434.50	300.00	
715-2 GGBCF Fund Fees	159.21	200.00	206.78	200.00	201.82	200.00	191.05	200.00	182.37	200.00	1,746.54	2,000.00	
715-3 Paycor Admin Fees	145.30	133.30	145.30	133.30	145.30	133.30	152.30	133.30	145.30	133.30	1,565.00	1,333.00	
715-4 Health Savings Account/TASC	35.00	35.00	35.00	35.00	35.00	35.00	35.00	35.00	35.00	35.00	350.00	350.00	
<b>Total 715 Admin Fees</b>	<b>\$ 387.01</b>	<b>\$ 398.30</b>	<b>\$ 439.58</b>	<b>\$ 398.30</b>	<b>\$ 422.62</b>	<b>\$ 398.30</b>	<b>\$ 427.85</b>	<b>\$ 398.30</b>	<b>\$ 410.17</b>	<b>\$ 398.30</b>	<b>\$ 4,096.04</b>	<b>\$ 3,983.00</b>	
730 Taxes and Licenses		10.00		54.00		0.00		0.00		0.00	34.94	139.00	
735 Telephone	283.14	286.22	282.48	286.22	282.48	286.22	282.48	286.22	281.49	286.22	2,844.27	2,862.20	
735-1 Internet	1.00	138.00		138.00	420.00	138.00	150.00	138.00		138.00	576.00	1,380.00	
<b>Total 735 Telephone</b>	<b>\$ 284.14</b>	<b>\$ 424.22</b>	<b>\$ 282.48</b>	<b>\$ 424.22</b>	<b>\$ 702.48</b>	<b>\$ 424.22</b>	<b>\$ 432.48</b>	<b>\$ 424.22</b>	<b>\$ 281.49</b>	<b>\$ 424.22</b>	<b>\$ 3,420.27</b>	<b>\$ 4,242.20</b>	
770 Rent & Lease		1,250.00		1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	3,750.00	6,250.00	
780 Miscellaneous Expense		83.00	4,100.00	83.00	125.00	83.00		83.00	10,000.00	83.00	15,277.75	830.00	
<b>Total 700 Overhead Expense</b>	<b>\$ 671.15</b>	<b>\$ 2,165.52</b>	<b>\$ 4,822.06</b>	<b>\$ 2,209.52</b>	<b>\$ 2,500.10</b>	<b>\$ 2,155.52</b>	<b>\$ 2,110.33</b>	<b>\$ 2,155.52</b>	<b>\$ 11,941.66</b>	<b>\$ 2,155.52</b>	<b>\$ 26,579.00</b>	<b>\$ 15,444.20</b>	
800 Professional Fees											0.00	0.00	
830 IT Support	110.00	100.00		100.00	172.50	100.00	245.00	100.00	170.00	100.00	2,113.75	1,000.00	
840 Advertising & Marketing	1,158.33	425.00		425.00	10,270.51	425.00	349.49	425.00	10,088.28	425.00	21,916.29	4,250.00	
850 Research & Data	1,102.50	31,102.50		1,102.50	1,823.00	1,102.50	1,102.50	1,102.50	1,102.50	1,102.50	22,240.60	41,025.00	
850-1 Klos Energy	3,600.00	3,500.00		3,500.00	5,190.00	3,500.00	3,360.00	3,500.00		3,500.00	27,780.00	35,000.00	
<b>Total 850 Research &amp; Data</b>	<b>\$ 4,702.50</b>	<b>\$ 34,602.50</b>	<b>\$ 0.00</b>	<b>\$ 4,602.50</b>	<b>\$ 7,013.00</b>	<b>\$ 4,602.50</b>	<b>\$ 4,462.50</b>	<b>\$ 4,602.50</b>	<b>\$ 1,102.50</b>	<b>\$ 4,602.50</b>	<b>\$ 50,020.60</b>	<b>\$ 76,025.00</b>	
860 Legal & Accounting Services	481.25	200.00		200.00	75.00	200.00	617.50	200.00		200.00	3,105.00	3,600.00	
<b>Total 800 Professional Fees</b>	<b>\$ 6,452.08</b>	<b>\$ 35,327.50</b>	<b>\$ 0.00</b>	<b>\$ 5,327.50</b>	<b>\$ 17,531.01</b>	<b>\$ 5,327.50</b>	<b>\$ 5,674.49</b>	<b>\$ 5,327.50</b>	<b>\$ 11,360.78</b>	<b>\$ 5,327.50</b>	<b>\$ 77,155.64</b>	<b>\$ 84,875.00</b>	
Bellin			-15,325.00				15,325.00		-617.50		-617.50	0.00	
<b>Total Expenses</b>	<b>\$ 33,292.29</b>	<b>\$ 68,861.72</b>	<b>\$ 17,710.04</b>	<b>\$ 36,417.72</b>	<b>\$ 55,154.03</b>	<b>\$ 36,770.70</b>	<b>\$ 45,840.41</b>	<b>\$ 38,863.72</b>	<b>\$ 40,102.48</b>	<b>\$ 38,038.70</b>	<b>\$ 379,553.63</b>	<b>\$ 404,009.10</b>	
<b>Net Operating Income</b>	<b>\$ 81,707.71</b>	<b>-\$ 68,861.72</b>	<b>-\$ 7,710.04</b>	<b>-\$ 36,417.72</b>	<b>-\$ 55,154.03</b>	<b>-\$ 36,770.70</b>	<b>-\$ 45,840.41</b>	<b>-\$ 38,863.72</b>	<b>-\$ 35,052.48</b>	<b>-\$ 38,038.70</b>	<b>\$ 18,496.37</b>	<b>-\$ 404,009.10</b>	
Other Income													
920 Unrealzd Gain(Loss)-Beneficial Interest	-239.83		305.26		-368.84		-387.32		-1,039.24		-2,604.18	0.00	
925 Realized Gain/Loss	0.00		0.00		0.00		0.00		0.00		305.12	0.00	
930 Earnings	154.04		189.78		212.04		194.65		179.34		1,888.58	0.00	
<b>Total Other Income</b>	<b>-\$ 85.79</b>	<b>\$ 0.00</b>	<b>\$ 495.04</b>	<b>\$ 0.00</b>	<b>-\$ 156.80</b>	<b>\$ 0.00</b>	<b>-\$ 192.67</b>	<b>\$ 0.00</b>	<b>-\$ 859.90</b>	<b>\$ 0.00</b>	<b>-\$ 410.48</b>	<b>\$ 0.00</b>	
<b>Net Other Income</b>	<b>-\$ 85.79</b>	<b>\$ 0.00</b>	<b>\$ 495.04</b>	<b>\$ 0.00</b>	<b>-\$ 156.80</b>	<b>\$ 0.00</b>	<b>-\$ 192.67</b>	<b>\$ 0.00</b>	<b>-\$ 859.90</b>	<b>\$ 0.00</b>	<b>-\$ 410.48</b>	<b>\$ 0.00</b>	
<b>Net Income</b>	<b>\$ 81,621.92</b>	<b>-\$ 68,861.72</b>	<b>-\$ 7,215.00</b>	<b>-\$ 36,417.72</b>	<b>-\$ 55,310.83</b>	<b>-\$ 36,770.70</b>	<b>-\$ 46,033.08</b>	<b>-\$ 38,863.72</b>	<b>-\$ 35,912.38</b>	<b>-\$ 38,038.70</b>	<b>\$ 18,085.89</b>	<b>-\$ 404,009.10</b>	

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