

**THE CHILDREN'S STUDY HOME, INC.**  
**VARIANCE INCOME STATEMENT**  
**7 MONTHS ENDING 1/31/2020**  
**Consolidated**

|                                | Actual<br>YTD    | Budget<br>YTD    | YTD<br>Variance |
|--------------------------------|------------------|------------------|-----------------|
| PROGRAM REVENUE                | 6,130,044        | 6,508,755        | (378,711)       |
| OTHER PROGRAM REVENUE          | 44,497           | 68,808           | (24,311)        |
| OTHER INCOME                   | 17,098           | 27,083           | (9,985)         |
| TOTAL INCOME                   | 6,191,640        | 6,604,646        | (413,007)       |
| SALARY EXPENSE                 | 3,758,629        | 4,049,787        | (291,158)       |
| PAYROLL TAXES                  | 393,240          | 456,089          | (62,849)        |
| FRINGE BENEFITS                | 512,210          | 457,949          | 54,261          |
| STAFF TRAINING                 | 29,186           | 25,267           | 3,919           |
| CONTRACTED SERVICES            | 506,571          | 490,996          | 15,575          |
| OCCUPANCY                      | 291,392          | 283,293          | 8,098           |
| TRANSPORTATION                 | 107,851          | 120,690          | (12,839)        |
| CONSUMABLES                    | 134,893          | 141,899          | (7,007)         |
| CLIENT EXPENSE                 | 58,264           | 62,140           | (3,876)         |
| EQUIPMENT                      | 41,886           | 59,554           | (17,668)        |
| MANAGEMENT & GENERAL           | 132,977          | 145,100          | (12,123)        |
| OTHER PROGRAM COSTS            | 33,318           | 26,928           | 6,389           |
| DEPRECIATION                   | 120,854          | 106,517          | 14,337          |
| INTEREST                       | 24,476           | 33,008           | (8,532)         |
| OTHER EXPENSES                 | 8,014            | 9,082            | (1,067)         |
| TOTAL EXPENSES                 | 6,153,762        | 6,468,300        | (314,539)       |
| NET OPERATING INCOME/(LOSS)    | \$37,878         | \$136,346        | (\$98,468)      |
| INTEREST INCOME                | 309              | 233              | 75              |
| INVESTMENT INCOME              | 30,980           | 23,333           | 7,647           |
| TRUST INCOME                   | 11,727           | 11,667           | 60              |
| REALIZED GAIN - TRUSTS         | 29,785           | 0                | 29,785          |
| REALIZED GAIN/LOSS ON INVEST.  | 17,967           | 0                | 17,967          |
| UNREALIZED APPRECIATION INVEST | 109,453          | 0                | 109,453         |
| <b>NET INCOME (LOSS)</b>       | <b>\$238,098</b> | <b>\$171,579</b> | <b>\$66,519</b> |