

**THE CHILDREN'S STUDY HOME, INC.**  
**VARIANCE INCOME STATEMENT**  
**9 MONTHS ENDING 3/31/2020**  
**Consolidated**

	Actual YTD	Budget YTD	YTD Variance
PROGRAM REVENUE	7,898,772	8,401,030	(502,258)
OTHER PROGRAM REVENUE	54,246	89,406	(35,160)
OTHER INCOME	26,926	38,275	(11,349)
TOTAL INCOME	7,979,944	8,528,712	(548,767)
SALARY EXPENSE	4,837,336	5,207,490	(370,154)
PAYROLL TAXES	509,578	585,632	(76,055)
FRINGE BENEFITS	640,276	588,729	51,546
STAFF TRAINING	38,778	32,850	5,928
CONTRACTED SERVICES	649,893	631,966	17,926
OCCUPANCY	390,547	364,345	26,203
TRANSPORTATION	135,279	156,106	(20,827)
CONSUMABLES	166,642	184,122	(17,480)
CLIENT EXPENSE	72,608	80,000	(7,392)
EQUIPMENT	54,972	77,837	(22,866)
MANAGEMENT & GENERAL	163,844	188,275	(24,431)
OTHER PROGRAM COSTS	48,181	39,320	8,861
DEPRECIATION	155,384	136,950	18,434
INTEREST	31,060	42,425	(11,365)
OTHER EXPENSES	14,223	10,820	3,403
TOTAL EXPENSES	7,908,600	8,326,868	(418,268)
NET OPERATING INCOME/(LOSS)	\$71,345	\$201,843	(\$130,499)
INTEREST INCOME	404	300	104
INVESTMENT INCOME	41,858	30,000	11,858
TRUST INCOME	17,606	15,000	2,606
REALIZED GAIN - TRUSTS	(91,938)	0	(91,938)
REALIZED GAIN/LOSS ON INVEST.	(18,004)	0	(18,004)
UNREALIZED APPRECIATION INVEST	(282,166)	0	(282,166)
<b>NET INCOME (LOSS)</b>	<b>(\$260,895)</b>	<b>\$247,143</b>	<b>(\$508,038)</b>