

Hill Country Family Services Profit & Loss

January through December 2019

	Jan 19	Feb 19	Mar 19	Apr 19	May 19
Ordinary Income/Expense					
Income					
43300 · Direct Public Grants					
43330 · Foundation and Trust Grants	0.00	11.18	0.00	5,700.00	5.00
43340 · Nonprofit Organization Grants	4,536.00	4,574.54	5,311.90	3,010.00	4,534.00
Total 43300 · Direct Public Grants	4,536.00	4,585.72	5,311.90	8,710.00	4,539.00
43400 · Direct Public Support					
43440 · Gifts in Kind - Goods					
43441 · In-kind Food	37,650.91	67,507.38	31,481.08	48,204.94	36,497.16
43442 · In-kind Other	3,926.05	2,213.07	5,052.40	2,480.03	2,774.92
Total 43440 · Gifts in Kind - Goods	41,576.96	69,720.45	36,533.48	50,684.97	39,272.08
43450 · Individ, Business Contributions	3,121.59	1,084.92	29,788.86	1,774.67	2,811.15
43480 · Volunteer Services - Non-GAAP	9,384.30	8,782.50	10,192.50	9,462.50	8,466.30
43490 · Gift Cards	0.00	0.00	0.00	0.00	0.00
Total 43400 · Direct Public Support	54,082.85	79,587.87	76,514.84	61,922.14	50,549.53
Total 44500 · Government Grants-City & County	7,500.00	0.00	0.00	2,500.00	0.00
Total 45000 · Investments - Interest	1.19	0.89	0.85	0.74	0.50
Total 46400 · Other Types of Income - Salv. Army R	1,800.00	0.00	0.00	0.00	0.00
Total 47400 · Earned Revenue - TS/WH Sales	24,196.37	22,543.00	25,743.52	25,021.22	24,720.10
48000 · Returned check charges	0.00	0.00	0.00	0.00	0.00
49000 · Special Events Income, Net					
Total 49001 · Style of Giving Event	0.00	0.00	0.00	0.00	100.00
Total 49200 · Restaurant Nights	0.00	0.00	0.00	0.00	0.00
Total 49300 · Golf Tournament	0.00	0.00	0.00	5,000.00	4,750.00
Total 49500 · Big Give SA	-165.00	0.00	990.50	2,375.24	0.00
Total 49600 · Birdies for Charity	0.00	0.00	0.00	0.00	0.00
Total 49800 · Empty Bowls	0.00	0.00	0.00	0.00	0.00
Total 49000 · Special Events Income, Net	-165.00	0.00	990.50	7,375.24	4,850.00
Total Income	91,951.41	106,717.48	108,561.61	105,529.34	84,659.13
Total COGS	20.00	61.00	33.50	0.00	90.00
Gross Profit	91,931.41	106,656.48	108,528.11	105,529.34	84,569.13
Expense					
60300 · Awards and Grants					
60330 · Noncash Awards and Grants					
60331 · Donated Food given to Clients	37,650.91	67,507.38	31,481.08	48,204.94	36,497.16
60332 · Donated other items to clients	3,926.05	2,213.07	5,052.40	2,480.03	2,774.92
60333 · Purchased Food given to Clients	4,702.41	3,789.40	2,607.40	3,801.81	3,547.38
60334 · Purchased Other itms to clients	204.20	455.08	14.10	6,725.84	118.35
Total 60330 · Noncash Awards and Grants	46,483.57	73,964.93	39,154.98	61,212.62	42,937.81
60340 · Specific Assist to Individuals					
60342 · Utility Assistance	1,143.14	1,688.68	2,412.91	1,361.21	551.82
60343 · Housing/Rent Assistance	2,862.00	1,200.00	2,100.00	2,181.00	3,575.00
60344 · Medical Assistance	0.00	0.00	200.00	564.00	235.92
60345 · General Assistance	418.92	830.66	335.00	1,098.64	1,657.46
Total 60340 · Specific Assist to Individuals	4,424.06	3,719.34	5,047.91	5,204.85	6,020.20

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	Jan 19	Feb 19	Mar 19	Apr 19	May 19
Total 60300 · Awards and Grants	50,907.63	77,684.27	44,202.89	66,417.47	48,958.01
60900 · Business Expenses					
60910 · Bad Debts	102.84	-102.84	0.00	0.00	0.00
60960 · Bank and Credit Card Fees	259.27	276.94	306.97	324.77	409.48
Total 60900 · Business Expenses	362.11	174.10	306.97	324.77	409.48
62100 · Contract Services					
62110 · Accounting Fees	335.16	175.32	6,332.20	184.12	187.83
62140 · Legal Fees	0.00	0.00	0.00	0.00	0.00
62150 · Outside Contract Services	0.00	0.00	518.00	0.00	266.40
62160 · Volunteer Services - Non-GAAP	9,384.30	8,782.50	10,192.50	9,462.50	8,466.30
Total 62100 · Contract Services	9,719.46	8,957.82	17,042.70	9,646.62	8,920.53
62800 · Facilities and Equipment					
62840 · Equip Rental and Maintenance	725.66	387.60	312.10	787.65	387.14
62850 · Janitorial Services	700.00	700.00	875.00	700.00	700.00
62870 · Property Insurance	0.00	1,080.00	0.00	362.50	362.50
62890 · Rent, Parking, Utilities	1,381.54	1,443.00	1,290.18	1,225.93	1,223.61
Total 62800 · Facilities and Equipment	2,807.20	3,610.60	2,477.28	3,076.08	2,673.25
65000 · Operations					
65010 · Books, Subscriptions, Reference	321.11	402.42	342.42	412.41	321.11
65020 · Postage, Mailing Service	500.00	32.63	0.00	10.00	6.85
65030 · Printing and Copying	483.78	129.00	0.00	1,203.51	47.79
65040 · Supplies	675.95	531.63	497.74	2,357.82	984.76
65050 · Telephone, Telecommunications	409.79	428.59	793.21	431.62	425.19
65060 · Donated Material & Supplies	0.00	0.00	0.00	0.00	448.20
Total 65000 · Operations	2,390.63	1,524.27	1,633.37	4,415.36	2,233.90
65100 · Other Types of Expenses					
65110 · Advertising Expenses	0.00	0.00	0.00	9.98	0.00
65120 · Insurance - Liability, D and O	0.00	1,033.25	0.00	346.92	1,389.92
65150 · Memberships and Dues	0.00	0.00	0.00	0.00	196.00
Total 65160 · Other Costs - Food Spoilage	2,400.81	1,045.27	2,019.07	1,481.77	601.04
65170 · Staff Development	0.00	0.00	0.00	0.00	0.00
Total 65100 · Other Types of Expenses	2,400.81	2,078.52	2,019.07	1,838.67	2,186.96
66000 · Payroll Expenses					
66100 · Officer & Directors Salaries	10,869.14	11,920.76	11,920.76	11,920.76	11,920.76
66200 · Other Employee Salaries & Wages	20,836.33	21,484.27	22,550.54	23,228.86	26,035.25
66400 · Employee Benefits	1,250.00	1,150.00	1,150.00	1,262.42	1,235.00
66500 · Payroll Taxes	4,359.14	4,032.63	8,555.01	3,263.21	4,394.23
66550 · Retirement Plan Expenses	0.00	168.00	172.00	172.00	172.00
Total 66000 · Payroll Expenses	37,314.61	38,755.66	44,348.31	39,847.25	43,757.24
68300 · Travel and Meetings					
68310 · Conference, Convention, Meeting	0.00	300.00	0.00	0.00	0.00
68320 · Travel, Mileage	0.00	58.35	0.00	0.00	0.00
Total 68300 · Travel and Meetings	0.00	358.35	0.00	0.00	0.00
Total Expense	105,902.45	133,143.59	112,030.59	125,566.22	109,139.37
Net Ordinary Income	-13,971.04	-26,487.11	-3,502.48	-20,036.88	-24,570.24

Hill Country Family Services Profit & Loss

January through December 2019

	Jan 19	Feb 19	Mar 19	Apr 19	May 19
Net Other Income - Sales Tax Discount	9.74	9.13	10.59	10.30	10.12
Net Income	<u>-13,961.30</u>	<u>-26,477.98</u>	<u>-3,491.89</u>	<u>-20,026.58</u>	<u>-24,560.12</u>

Hill Country Family Services Profit & Loss

January through December 2019

	Jun 19	Jul 19	Aug 19	Sep 19	Oct 19
Ordinary Income/Expense					
Income					
43300 · Direct Public Grants					
43330 · Foundation and Trust Grants	365.00	0.00	4,009.64	9,000.00	25,000.00
43340 · Nonprofit Organization Grants	5,886.15	4,995.53	2,147.08	2,759.63	2,115.13
Total 43300 · Direct Public Grants	6,251.15	4,995.53	6,156.72	11,759.63	27,115.13
43400 · Direct Public Support					
43440 · Gifts in Kind - Goods					
43441 · In-kind Food	52,384.11	35,066.85	39,533.06	37,001.10	43,491.28
43442 · In-kind Other	4,369.43	1,157.99	1,753.69	926.10	3,614.13
Total 43440 · Gifts in Kind - Goods	56,753.54	36,224.84	41,286.75	37,927.20	47,105.41
43450 · Individ, Business Contributions	5,524.38	6,191.00	14,950.44	7,014.48	2,765.64
43480 · Volunteer Services - Non-GAAP	10,300.20	10,905.50	11,052.10	9,601.70	12,471.80
43490 · Gift Cards	0.00	0.00	0.00	0.00	0.00
Total 43400 · Direct Public Support	72,578.12	53,321.34	67,289.29	54,543.38	62,342.85
Total 44500 · Government Grants-City & County	0.00	2,500.00	0.00	0.00	3,750.00
Total 45000 · Investments - Interest	0.16	0.31	0.00	1,707.71	0.00
Total 46400 · Other Types of Income - Salv. Army R	0.00	0.00	0.00	-450.00	0.00
Total 47400 · Earned Revenue - TS/WH Sales	25,137.67	25,702.88	25,202.73	22,427.53	27,289.49
48000 · Returned check charges	0.00	0.00	40.00	0.00	0.00
49000 · Special Events Income, Net					
Total 49001 · Style of Giving Event	0.00	0.00	0.00	0.00	0.00
Total 49200 · Restaurant Nights	0.00	0.00	34.49	0.00	0.00
Total 49300 · Golf Tournament	0.00	6,950.00	5,004.00	3,150.00	0.00
Total 49500 · Big Give SA	0.00	0.00	0.00	0.00	0.00
Total 49600 · Birdies for Charity	1,177.00	0.00	0.00	0.00	0.00
Total 49800 · Empty Bowls	0.00	0.00	0.00	0.00	150.00
Total 49000 · Special Events Income, Net	1,177.00	6,950.00	5,038.49	3,150.00	150.00
Total Income	105,144.10	93,470.06	103,727.23	93,138.25	120,647.47
Total COGS	38.00	70.00	33.00	38.80	73.00
Gross Profit	105,106.10	93,400.06	103,694.23	93,099.45	120,574.47
Expense					
60300 · Awards and Grants					
60330 · Noncash Awards and Grants					
60331 · Donated Food given to Clients	52,384.11	35,066.85	39,568.06	37,001.10	43,491.28
60332 · Donated other items to clients	4,369.43	1,157.99	1,753.69	926.10	3,614.13
60333 · Purchased Food given to Clients	2,260.35	4,620.86	4,600.72	3,107.16	2,880.48
60334 · Purchased Other itms to clients	15.00	1.80	210.60	33.90	12.45
Total 60330 · Noncash Awards and Grants	59,028.89	40,847.50	46,133.07	41,068.26	49,998.34
60340 · Specific Assist to Individuals					
60342 · Utility Assistance	84.00	1,252.53	1,390.08	793.48	1,701.09
60343 · Housing/Rent Assistance	3,077.54	674.57	1,356.97	1,577.00	1,934.31
60344 · Medical Assistance	0.00	89.28	0.00	0.00	0.00
60345 · General Assistance	487.59	1,314.06	193.54	2,000.00	0.00
Total 60340 · Specific Assist to Individuals	3,649.13	3,330.44	2,940.59	4,370.48	3,635.40

Hill Country Family Services Profit & Loss

January through December 2019

	Jun 19	Jul 19	Aug 19	Sep 19	Oct 19
Total 60300 · Awards and Grants	62,678.02	44,177.94	49,073.66	45,438.74	53,633.74
60900 · Business Expenses					
60910 · Bad Debts	0.00	0.00	0.00	0.00	0.00
60960 · Bank and Credit Card Fees	363.14	477.23	463.75	320.70	334.92
Total 60900 · Business Expenses	363.14	477.23	463.75	320.70	334.92
62100 · Contract Services					
62110 · Accounting Fees	182.27	5,682.27	185.97	191.54	191.54
62140 · Legal Fees	0.00	0.00	0.00	0.00	0.00
62150 · Outside Contract Services	177.60	88.80	1,028.60	432.90	107.30
62160 · Volunteer Services - Non-GAAP	10,300.20	10,905.50	11,052.10	9,601.70	12,471.80
Total 62100 · Contract Services	10,660.07	16,676.57	12,266.67	10,226.14	12,770.64
62800 · Facilities and Equipment					
62840 · Equip Rental and Maintenance	419.37	1,085.55	1,341.41	657.81	771.33
62850 · Janitorial Services	875.00	700.00	800.00	775.00	700.00
62870 · Property Insurance	362.50	362.50	362.50	362.50	362.49
62890 · Rent, Parking, Utilities	1,727.60	1,711.02	2,355.31	1,983.04	1,806.21
Total 62800 · Facilities and Equipment	3,384.47	3,859.07	4,859.22	3,778.35	3,640.03
65000 · Operations					
65010 · Books, Subscriptions, Reference	321.11	321.11	321.11	321.11	321.11
65020 · Postage, Mailing Service	0.00	0.00	0.00	0.00	70.00
65030 · Printing and Copying	291.10	286.56	0.00	0.00	0.00
65040 · Supplies	778.35	724.68	631.33	2,114.75	126.64
65050 · Telephone, Telecommunications	1,258.30	423.55	421.07	606.36	1,447.36
65060 · Donated Material & Supplies	0.00	0.00	0.00	0.00	0.00
Total 65000 · Operations	2,648.86	1,755.90	1,373.51	3,042.22	1,965.11
65100 · Other Types of Expenses					
65110 · Advertising Expenses	0.00	0.00	0.00	69.29	12.66
65120 · Insurance - Liability, D and O	346.92	346.92	346.92	346.92	346.92
65150 · Memberships and Dues	0.00	0.00	0.00	0.00	0.00
Total 65160 · Other Costs - Food Spoilage	3,127.98	1,565.81	3,127.98	826.33	6,632.10
65170 · Staff Development	0.00	0.00	0.00	319.00	0.00
Total 65100 · Other Types of Expenses	3,474.90	1,912.73	3,474.90	1,561.54	6,991.68
66000 · Payroll Expenses					
66100 · Officer & Directors Salaries	12,500.00	7,500.00	7,500.00	7,500.00	7,500.00
66200 · Other Employee Salaries & Wages	25,078.83	26,481.42	28,037.41	30,764.39	32,425.62
66400 · Employee Benefits	1,150.00	1,125.00	1,191.94	1,150.00	1,250.00
66500 · Payroll Taxes	3,382.49	2,130.80	3,253.14	3,358.81	3,412.90
66550 · Retirement Plan Expenses	180.00	176.00	180.00	180.00	188.00
Total 66000 · Payroll Expenses	42,291.32	37,413.22	40,162.49	42,953.20	44,776.52
68300 · Travel and Meetings					
68310 · Conference, Convention, Meeting	0.00	0.00	0.00	0.00	0.00
68320 · Travel, Mileage	0.00	0.00	0.00	3.95	667.90
Total 68300 · Travel and Meetings	0.00	0.00	0.00	3.95	667.90
Total Expense	125,500.78	106,272.66	111,674.20	107,324.84	124,780.54
Net Ordinary Income	-20,394.68	-12,872.60	-7,979.97	-14,225.39	-4,206.07

Hill Country Family Services Profit & Loss

January through December 2019

	Jun 19	Jul 19	Aug 19	Sep 19	Oct 19
Net Other Income - Sales Tax Discount	10.32	10.59	9.66	9.24	11.05
Net Income	-20,384.36	-12,862.01	-7,970.31	-14,216.15	-4,195.02

Hill Country Family Services Profit & Loss

January through December 2019

	Nov 19	Dec 19	TOTAL
Ordinary Income/Expense			
Income			
43300 · Direct Public Grants			
43330 · Foundation and Trust Grants	5,897.00	34,510.00	84,497.82
43340 · Nonprofit Organization Grants	6,092.71	10,524.23	56,486.90
Total 43300 · Direct Public Grants	11,989.71	45,034.23	140,984.72
43400 · Direct Public Support			
43440 · Gifts in Kind - Goods			
43441 · In-kind Food	34,198.06	31,359.86	494,375.79
43442 · In-kind Other	1,617.31	2,961.00	32,846.12
Total 43440 · Gifts in Kind - Goods	35,815.37	34,320.86	527,221.91
43450 · Individ, Business Contributions	1,926.00	47,328.24	124,281.37
43480 · Volunteer Services - Non-GAAP	8,669.20	7,418.30	116,706.90
43490 · Gift Cards	0.00	2,122.16	2,122.16
Total 43400 · Direct Public Support	46,410.57	91,189.56	770,332.34
Total 44500 · Government Grants-City & County	0.00	0.00	16,250.00
Total 45000 · Investments - Interest	0.00	0.00	1,712.35
Total 46400 · Other Types of Income - Salv. Army R	0.00	0.00	1,350.00
Total 47400 · Earned Revenue - TS/WH Sales	27,813.50	20,818.22	296,616.23
48000 · Returned check charges	0.00	0.00	40.00
49000 · Special Events Income, Net			
Total 49001 · Style of Giving Event	0.00	0.00	100.00
Total 49200 · Restaurant Nights	0.00	0.00	34.49
Total 49300 · Golf Tournament	4,000.00	0.00	28,854.00
Total 49500 · Big Give SA	0.00	0.00	3,200.74
Total 49600 · Birdies for Charity	0.00	0.00	1,177.00
Total 49800 · Empty Bowls	4,725.00	1,650.00	6,525.00
Total 49000 · Special Events Income, Net	8,725.00	1,650.00	39,891.23
Total Income	94,938.78	158,692.01	1,267,176.87
Total COGS	79.28	99.00	635.58
Gross Profit	94,859.50	158,593.01	1,266,541.29
Expense			
60300 · Awards and Grants			
60330 · Noncash Awards and Grants			
60331 · Donated Food given to Clients	34,198.06	-29,367.76	433,683.17
60332 · Donated other items to clients	1,617.31	5,458.00	35,343.12
60333 · Purchased Food given to Clients	4,533.68	2,722.43	43,174.08
60334 · Purchased Other itms to clients	55.80	0.00	7,847.12
Total 60330 · Noncash Awards and Grants	40,404.85	-21,187.33	520,047.49
60340 · Specific Assist to Individuals			
60342 · Utility Assistance	133.00	1,387.15	13,899.09
60343 · Housing/Rent Assistance	2,665.00	1,715.00	24,918.39
60344 · Medical Assistance	75.00	50.00	1,214.20
60345 · General Assistance	300.00	569.94	9,205.81
Total 60340 · Specific Assist to Individuals	3,173.00	3,722.09	49,237.49

Hill Country Family Services Profit & Loss

January through December 2019

	Nov 19	Dec 19	TOTAL
Total 60300 · Awards and Grants	43,577.85	-17,465.24	569,284.98
60900 · Business Expenses			
60910 · Bad Debts	0.00	0.00	0.00
60960 · Bank and Credit Card Fees	477.49	494.71	4,509.37
Total 60900 · Business Expenses	477.49	494.71	4,509.37
62100 · Contract Services			
62110 · Accounting Fees	259.10	8,298.43	22,205.75
62140 · Legal Fees	470.00	0.00	470.00
62150 · Outside Contract Services	485.80	244.20	3,349.60
62160 · Volunteer Services - Non-GAAP	8,669.20	7,418.30	116,706.90
Total 62100 · Contract Services	9,884.10	15,960.93	142,732.25
62800 · Facilities and Equipment			
62840 · Equip Rental and Maintenance	579.05	454.24	7,908.91
62850 · Janitorial Services	650.00	925.00	9,100.00
62870 · Property Insurance	362.49	362.49	4,342.47
62890 · Rent, Parking, Utilities	1,438.27	1,258.10	18,843.81
Total 62800 · Facilities and Equipment	3,029.81	2,999.83	40,195.19
65000 · Operations			
65010 · Books, Subscriptions, Reference	321.11	400.11	4,126.24
65020 · Postage, Mailing Service	0.00	0.00	619.48
65030 · Printing and Copying	0.00	119.96	2,561.70
65040 · Supplies	788.04	993.12	11,204.81
65050 · Telephone, Telecommunications	622.90	602.64	7,870.58
65060 · Donated Material & Supplies	0.00	0.00	448.20
Total 65000 · Operations	1,732.05	2,115.83	26,831.01
65100 · Other Types of Expenses			
65110 · Advertising Expenses	0.00	503.20	595.13
65120 · Insurance - Liability, D and O	346.92	346.92	5,198.53
65150 · Memberships and Dues	0.00	0.00	196.00
Total 65160 · Other Costs - Food Spoilage	883.75	2,416.34	26,128.25
65170 · Staff Development	0.00	0.00	319.00
Total 65100 · Other Types of Expenses	1,230.67	3,266.46	32,436.91
66000 · Payroll Expenses			
66100 · Officer & Directors Salaries	7,500.00	12,500.00	121,052.18
66200 · Other Employee Salaries & Wages	31,347.30	33,827.72	322,097.94
66400 · Employee Benefits	1,200.00	1,200.00	14,314.36
66500 · Payroll Taxes	3,033.73	3,735.66	46,911.75
66550 · Retirement Plan Expenses	188.00	188.00	1,964.00
Total 66000 · Payroll Expenses	43,269.03	51,451.38	506,340.23
68300 · Travel and Meetings			
68310 · Conference, Convention, Meeting	0.00	0.00	300.00
68320 · Travel, Mileage	0.00	0.00	730.20
Total 68300 · Travel and Meetings	0.00	0.00	1,030.20
Total Expense	103,201.00	58,823.90	1,323,360.14
Net Ordinary Income	-8,341.50	99,769.11	-56,818.85

Hill Country Family Services Profit & Loss

January through December 2019

	Nov 19	Dec 19	TOTAL
Net Other Income - Sales Tax Discount	11.41	8.58	120.73
Net Income	-8,330.09	99,777.69	-56,698.12