

**Name of Agency** Girl Scouts in the Heart of Pennsylvania

	<b>Actual</b>	<b>Current</b>	<b>%</b>	<b>Proposed</b>	<b>%</b>
	Fiscal Year Actual 2008-2009	Fiscal Year Estimate 2009- 2010	Change from Actual	Fiscal Year Budget 2010- 2011	Change from Current
<b>SOURCES OF REVENUE</b>					
United Way Monroe Co. Funding (or Request)	\$ 12,600	\$ -		\$ 15,000	
Total United Way of Monroe Co. Donor Designations					
Other United Ways	517,537	\$ 612,580	16%	\$ 612,895	0.1%
Special Events/fundraising	6,981				
Government Funding (Grants)	13,360	5,000	-167%	15,000	66.7%
Contributions	342,530	603,288	43%	687,748	12.3%
Program Related Rev.(Cookie & Fall Program, GS Shop)	5,998,609	5,377,304	-12%	5,649,319	4.8%
Membership Dues and Program Fees	501,431	580,298	14%	290,149	-100%
Investment Revenue		\$ 236,658	100%	\$ 246,112	3.8%
<b>TOTAL REVENUE</b>	<b>\$ 7,393,048</b>	<b>\$ 7,415,128</b>	<b>0.3%</b>	<b>\$ 7,516,223</b>	<b>1.3%</b>
<b>OPERATIONAL EXPENSES</b>					
Salaries	\$ 3,405,599	\$ 3,342,681	-2%	\$ 3,340,598	-0.1%
Benefits and Related Personnel Costs	\$ 812,153	\$ 1,093,465	26%	\$ 1,255,232	12.9%
Professional Fees	\$ 353,370	\$ 553,816	36%	\$ 321,537	-72.2%
Supplies	\$ 475,914	\$ 733,391	35%	\$ 626,726	-17.0%
Postage	\$ 48,176	\$ 73,658	35%	\$ 75,500	2.4%
Printing	\$ 49,744	\$ 65,959	25%	\$ 67,608	2.4%
Telephone/Networks	\$ 192,002	\$ 237,283	19%	\$ 193,215	-22.8%
Occupancy/Utilities	\$ 773,031	\$ 818,260	6%	\$ 787,114	-4.0%
Equipment Rental, Maintenance & Purchase	\$ 199,056	\$ 167,117	-19%	\$ 146,906	-13.8%
Insurances	\$ 263,622	\$ 255,058	-3%	\$ 259,435	1.7%
Transportation/Travel	\$ 173,275	\$ 246,440	30%	\$ 252,601	2.4%
Staff Training & Certification	\$ 37,040	\$ 83,611	56%	\$ 75,702	-10.4%
Client Award, Grants, Special Assistance	\$ 139,598	\$ 162,763	14%	\$ 166,832	2.4%
Other Expenditures	\$ 122,908	\$ 188,729	35%	\$ 168,647	-11.9%
<b>TOTAL OPERATIONAL EXPENSES</b>	<b>\$ 7,045,488</b>	<b>\$ 8,022,231</b>	<b>12%</b>	<b>\$ 7,737,652</b>	<b>-3.7%</b>