

Vibrant Works
Statement of Activities--Period Ending June 30, 2023

	6/30/2022 YTD	06/30/23 Month YTD		Actual YTD vs. Prior YTD % Variance	FY 2024 Budget	Actual YTD vs. FY 2024 Budget % Variance
Manufacturing:						
Sales	5,512,942	2,714,004	7,221,713	31%	6,543,722	10%
Cost of Goods Sold	(4,856,588)	(2,288,730)	(5,608,797)	15%	(5,169,540)	8%
Gross Profit (Loss) on Manufacturing	656,354	425,274	1,612,916		1,374,182	17%
Gross Profit Percentage	12%	16%	22%		21%	
Plant Operating Expenses	(664,701)	(213,213)	(639,698)	-4%	(670,347)	-5%
Plant Administration Support	(385,431)	(175,688)	(517,358)	34%	(606,495)	-15%
Profit (Loss) on Manufacturing	(393,778)	36,373	455,860	216%	97,340	368%
Profit (Loss) as a % of Manufacturing Sales	-7%	1%	6%		1%	
BSC Stores and Commercial Sales:						
Sales	13,150,835	6,135,531	16,100,496	22%	15,782,087	2%
Cost of goods sold:	(10,014,885)	(4,587,666)	(12,089,881)	21%	(12,152,207)	-1%
Gross Profit on Sales	3,135,950	1,547,865	4,010,615	28%	3,629,880	10%
Gross Profit Percentage on Sales	24%	25%	25%		23%	
BSC Operating & Commercial Expenses	(1,541,572)	(618,078)	(1,853,812)	20%	(1,802,235)	3%
BSC Admin/Sales Support	(433,798)	(81,870)	(263,086)	-39%	(256,872)	2%
Profit (Loss) on Base Service Center Operations	1,160,580	847,917	1,893,717	63%	1,570,773	21%
Profit (Loss) as a % of BSC Sales	9%	14%	12%		10%	
Service Contracts						
Revenue	170,706	98,262	246,186	44%	252,663	-3%
Expense	(167,816)	(57,707)	(167,464)	0%	(186,150)	-10%
Profit (Loss) on Service Contracts	2,890	40,555	78,722	2624%	66,513	18%
Profit (Loss) as a % of Contract Sales	2%	41%	32%		26%	
Profit (Loss) on Industries	769,692	924,845	2,428,299	215%	1,734,626	40%
Industries Profit as a % of Gross Operating Sales	4%	10%	10%		8%	
Rehabilitation Services:						
Service Fees	58,589	51,816	97,511	66%	84,936	15%
Grants/Donations	107,549	82,401	138,502	29%	258,750	-46%
Total Funding	166,138	134,217	236,013	42%	343,686	-31%
Cost of Programs	(923,927)	(284,264)	(786,785)	-15%	(825,696)	-5%
Investment in Rehabilitation Services	(757,789)	(150,047)	(550,772)	-27%	(482,010)	14%
Operating Profit (Loss) before Support and Fundraising Expenses	11,903	774,798	1,877,527	15674%	1,252,616	50%
Administration and Fundraising Expenses						
Support Services	(1,034,867)	(306,321)	(966,436)	-7%	(1,126,041)	-14%
Fund Development	(143,633)	(52,591)	(168,732)	17%	(176,004)	-4%
Total Admin and Fundraising Expenses	(1,178,500)	(358,912)	(1,135,168)	-4%	(1,302,045)	-13%
Profit (Loss) from Operations	(1,166,597)	415,886	742,359	164%	(49,429)	-1602%
Oper Profit (Loss) Percentage	-6%	5%	3%		0%	
Oper Profit (Loss) % Excluding Fundraising	-7%	4%	3%		-1%	
Other Revenue, Gains and Misc Expenses						
Investments						
Investment Income	66,121	23,455	76,244	15%	45,000	69%
Unrealized appreciation of investments	(4,280,836)	(277,088)	461,403	-111%	367,500	26%
Realized gain/(loss) on sale of investments	297			-100%	0	
Investment Income (Loss)	(4,214,418)	(253,633)	537,647	113%	412,500	30%
Emma Freeman Scholarship Fund						
Fund Income						
Fund Expense and Distributions	(2,000)	-	(2,000)		0	
Interest Income					-	
Miscellaneous Income	12,796	12,273	12,796	0%	15,000	-15%
	-	-	-		-	
Total Other Revenue	(4,203,622)	(241,360)	548,443	113%	427,500	28%
Net Income (Loss)	(5,370,219)	174,526	1,290,802	124%	378,071	241%
Net Profit (Loss) as a Percentage of Total Revenue	-36%	2%	5%		2%	