



# The Human Potential Center

## Financial Statements Through December 31, 2019

	December Totals	Last December	December Budget	% of Budget	Fund Totals	Last Year	Fund Budget	% of Budget
<b>Assets</b>								
<b>Current Assets</b>								
Cash in Checking	1,615.82	1,131.49			7,735.02	7,379.32		
Bingo Unit Account	0.00	0.00			2,819.81	2,819.81		
Bingo UBI Account	0.00	0.00			370.55	370.55		
Mobility Equipment	2,431.00	5,505.00			75,731.00	73,300.00		
Petty Cash	0.00	0.00			46.00	46.00		
Inventory	(10.17)	(91.69)			1,571.96	1,559.53		
Reimbursable Expenses	0.00	0.00			43.65	89.85		
Value of Unpaid Personnel	7,261.85	5,765.69			575,793.86	516,385.23		
<b>Total Current Assets</b>	<b>11,298.50</b>	<b>12,310.49</b>			<b>664,111.85</b>	<b>601,950.29</b>		
<b>Fixed Assets</b>								
Land & Buildings	0.00	0.00			380,494.20	380,494.20		
Furniture & Fixtures	0.00	0.00			0.00	0.00		
Less: Accum. Depreciation	0.00	0.00			0.00	0.00		
<b>Total Fixed Assets</b>	<b>0.00</b>	<b>0.00</b>			<b>380,494.20</b>	<b>380,494.2</b>		
<b>Total Assets</b>	<b>11,298.50</b>	<b>12,310.49</b>			<b>1,044,606.</b>	<b>982,444.4</b>		
<b>Liabilities</b>								
<b>Current Liabilities</b>								
Current Loans Payable	0.00	0.00			2,200.00	2,200.00		
Sales Tax Payable	2.52	8.27			(236.58)	(232.18)		
<b>Total Current</b>	<b>2.52</b>	<b>8.27</b>			<b>1,963.42</b>	<b>1,967.82</b>		
<b>Long-Term Liabilities</b>								
Mortgage (Principal)	(555.07)	(526.27)			229,463.27	256,769.01		
L/T Loans Payable	(168.48)	(38.18)			18,200.50	(1,169.34)		
<b>Long-Term Liabilities</b>	<b>(723.55)</b>	<b>(564.45)</b>			<b>247,663.77</b>	<b>255,599.6</b>		
<b>Net Assets</b>								
Accumulated Income	12,019.53	12,866.67			794,978.86	724,877.00		
<b>Total Net Assets</b>	<b>12,019.53</b>	<b>12,866.6</b>			<b>794,978.86</b>	<b>724,877.0</b>		
<b>Total Equities</b>	<b>11,298.50</b>	<b>12,310.49</b>			<b>1,044,606.</b>	<b>982,444.4</b>		

# Financial Statements Through December 31, 2019

	December Totals	Last December	December Budget	% of Budget	Fund Totals	Last Year	Fund Budget	% of Budget
<b>Program Sales</b>								
<b>Services/Programs</b>								
Personal Growth Sessions	1,320.00	1,320.00	2,160.00	61 %	16,821.00	14,970.00	19,320.00	87 %
Workshops (Staff for HPC)	0.00	0.00	0.00	0 %	675.00	1,515.00	2,400.00	28 %
Workshops (Other Presenters)	0.00	0.00	120.00	0 %	0.00	0.00	120.00	0 %
Workshops (Web Sales)	0.00	0.00	0.00	0 %	395.00	960.00	600.00	66 %
Workshops (CEU Fees)	0.00	0.00	0.00	0 %	0.00	50.00	0.00	0 %
Major Events	0.00	0.00	0.00	0 %	0.00	0.00	1,320.00	0 %
Associates	0.00	0.00	0.00	0 %	0.00	30.00	0.00	0 %
Membership	300.00	200.00	240.00	125 %	3,364.25	4,240.00	3,960.00	85 %
Practitioner Fees Received	3,410.00	2,605.00	2,760.00	124 %	38,422.33	34,182.50	34,080.00	113 %
Donations	142.57	137.32	3,480.00	4 %	1,181.01	6,081.20	6,000.00	20 %
Donations (Wheelchairs)	0.00	0.00	0.00	0 %	0.00	0.00	0.00	0 %
Donations (Visitors)	18.49	88.73	0.00	0 %	827.60	715.49	240.00	345 %
Bingo Income	0.00	3,000.00	960.00	0 %	11,250.00	7,000.00	4,680.00	240 %
Donated Mobility Equipment	21,671.00	35,088.00	19,680.00	110 %	21,671.00	35,088.00	19,680.00	110 %
Wheelchair Sales	2,435.00	500.00	840.00	290 %	9,627.18	19,069.00	9,120.00	106 %
Value of Volunteer Support	7,261.85	5,765.69	6,480.00	112 %	59,408.63	70,055.52	65,040.00	91 %
<b>Total Program Sales</b>	<b>36,558.91</b>	<b>48,704.7</b>	<b>36,720.0</b>	<b>100 %</b>	<b>163,643.00</b>	<b>193,956.71</b>	<b>166,560.0</b>	<b>98 %</b>
<b>Cost of Programs</b>								
Rent — Major Events	0.00	0.00	0.00	0 %	0.00	0.00	600.00	0 %
Supplies — Major Events	0.00	0.00	0.00	0 %	0.00	0.00	120.00	0 %
Advertising — Prof Services	29.95	29.95	0.00	0 %	359.40	359.40	120.00	300 %
Advertising — Program	0.00	0.00	0.00	0 %	126.44	0.00	120.00	105 %
Advertising — Major Events	0.00	0.00	120.00	0 %	0.00	0.00	240.00	0 %
Advertising Consultant	0.00	0.00	0.00	0 %	0.00	650.00	0.00	0 %
Presenter's Fees	0.00	0.00	0.00	0 %	0.00	0.00	120.00	0 %
Presenters — Major Events	0.00	0.00	0.00	0 %	0.00	0.00	720.00	0 %
Contract Labor —	0.00	0.00	0.00	0 %	0.00	0.00	240.00	0 %
Associates' Fees	0.00	0.00	0.00	0 %	65.00	15.00	0.00	0 %
Program Supplies	184.72	319.73	360.00	51 %	2,339.05	2,425.68	2,280.00	103 %
Bingo Hall Insurance	0.00	0.00	0.00	0 %	3,719.62	2,486.50	3,600.00	103 %
UBI Tax — Bingo	0.00	0.00	0.00	0 %	474.81	425.00	240.00	198 %
Wheelchairs — COGS	16,045.00	28,333.00	12,480.00	129 %	16,045.00	28,333.00	12,480.00	129 %
Wheelchairs — Repairs	52.87	145.90	120.00	44 %	3,579.05	4,638.64	3,240.00	110 %
Wheelchairs — Phone	0.00	0.00	0.00	0 %	0.00	0.00	600.00	0 %
Wheelchairs — Ads	0.00	0.00	0.00	0 %	0.00	73.75	0.00	0 %
Wheelchairs — Transport	0.00	0.00	0.00	0 %	70.00	100.00	120.00	58 %
Wheelchairs — Damaged	3,195.00	1,250.00	720.00	444 %	3,195.00	1,250.00	720.00	444 %
Pro Bono — PGS	0.00	90.00	360.00	0 %	730.00	1,000.00	1,920.00	38 %
Program Discount	0.00	0.00	0.00	0 %	0.00	70.00	0.00	0 %
Refunds	0.00	0.00	0.00	0 %	241.00	0.00	0.00	0 %
Pro Bono — Workshops	0.00	0.00	0.00	0 %	0.00	585.00	360.00	0 %
<b>Total Cost of Programs</b>	<b>19,507.54</b>	<b>30,168.5</b>	<b>14,160.0</b>	<b>138 %</b>	<b>30,944.37</b>	<b>42,411.97</b>	<b>27,840.00</b>	<b>111 %</b>
<b>Gross Profit</b>	<b>17,051.37</b>	<b>18,536.16</b>	<b>22,560.0</b>	<b>76 %</b>	<b>132,698.63</b>	<b>151,544.74</b>	<b>138,720.00</b>	<b>96 %</b>

# Financial Statements Through December 31, 2019

	December Totals	Last December	December Budget	% of Budget	Fund Totals	Last Year	Fund Budget	% of Budget
<b>Retail Sales</b>								
<b>Products</b>								
Books	0.00	0.00	0.00	0 %	117.65	62.85	0.00	0 %
Tapes/CD's	0.00	0.00	0.00	0 %	19.95	16.95	0.00	0 %
Products	33.90	111.42	0.00	0 %	330.28	296.75	0.00	0 %
Poly Kit	0.00	0.00	240.00	0 %	408.90	125.02	240.00	170 %
Shipping Income	0.00	0.00	0.00	0 %	13.81	0.00	0.00	0 %
<b>Total Retail</b>	<b>33.90</b>	<b>111.42</b>	<b>240.00</b>	<b>14 %</b>	<b>890.59</b>	<b>501.57</b>	<b>240.00</b>	<b>371 %</b>
<b>Cost of Retail Sales</b>								
Damaged Goods	0.00	0.00	0.00	0 %	0.00	3.89	0.00	0 %
Shipping Expense	0.00	0.00	0.00	0 %	101.12	20.77	0.00	0 %
Poly Kit Expenses	0.00	0.00	0.00	0 %	0.00	0.00	120.00	0 %
Retail Discount	3.40	11.15	0.00	0 %	30.85	30.02	0.00	0 %
Cost Of Goods Sold	10.17	91.69	0.00	0 %	188.45	240.33	0.00	0 %
<b>Total Cost of Retail</b>	<b>13.57</b>	<b>102.84</b>	<b>0.00</b>	<b>0 %</b>	<b>320.42</b>	<b>295.01</b>	<b>120.00</b>	<b>267</b>
<b>Gross Profit (Retail)</b>	<b>20.33</b>	<b>8.58</b>	<b>240.00</b>	<b>8 %</b>	<b>570.17</b>	<b>206.56</b>	<b>120.00</b>	<b>475</b>
<b>Expenses</b>								
<b>Selling Expenses</b>								
Printing	0.00	0.00	0.00	0 %	439.96	237.50	120.00	367 %
Postage	27.40	0.00	0.00	0 %	176.28	135.83	0.00	0 %
Advertising — General	10.00	0.00	0.00	0 %	1,167.68	107.00	120.00	973 %
Auto Upkeep	39.14	116.49	0.00	0 %	776.81	707.00	240.00	324 %
Travel	0.00	0.00	120.00	0 %	1,315.10	1,063.66	1,440.00	91 %
Conferences & Meetings	0.00	24.36	0.00	0 %	2,462.68	3,286.46	1,800.00	137 %
Gifts	50.00	10.00	0.00	0 %	245.80	104.00	0.00	0 %
Meals & Entertainment	12.19	120.97	120.00	10 %	576.36	634.93	960.00	60 %
<b>Total Selling Expenses</b>	<b>138.73</b>	<b>271.82</b>	<b>240.00</b>	<b>58 %</b>	<b>7,160.67</b>	<b>6,276.38</b>	<b>4,680.00</b>	<b>153 %</b>
<b>Administrative Expenses</b>								
Wages — Director	316.57	216.57	120.00	264 %	2,698.84	2,264.58	1,440.00	187 %
Wages — Operations Mgr	316.57	216.57	120.00	264 %	2,698.84	2,264.58	1,440.00	187 %
Wages — Wheelchairs	370.71	270.71	240.00	154 %	3,348.52	3,086.10	2,520.00	133 %
Wages — Payroll Taxes	(53.85)	(53.85)	0.00	0 %	1,071.96	843.72	960.00	112 %
Employee Benefits	175.00	175.00	120.00	146 %	2,100.00	2,100.00	1,440.00	146 %
Contract Labor — Maint	(210.00)	1,000.00	600.00	-35 %	7,487.50	20,595.40	9,720.00	77 %
Contract Labor — Cleaning	0.00	0.00	0.00	0 %	0.00	213.00	0.00	0 %
Office — Utilities	379.61	77.13	480.00	79 %	4,694.39	5,123.70	5,160.00	91 %
Office — Telephone	68.50	14.16	120.00	57 %	1,033.99	468.14	1,320.00	78 %
Office — Telecomm. (Comp.)	224.70	252.88	360.00	62 %	2,915.03	3,440.11	3,120.00	93 %
Books & Materials	0.00	0.00	0.00	0 %	79.93	40.45	0.00	0 %
Computer Supplies	0.00	0.00	120.00	0 %	1,823.44	658.95	600.00	304 %
Office Supplies	51.92	0.00	0.00	0 %	359.46	947.76	480.00	75 %
Repairs & Maintenance	832.00	1,665.88	960.00	87 %	3,706.20	5,362.20	2,880.00	129 %
Equipment Repairs	0.00	285.00	120.00	0 %	0.00	285.00	120.00	0 %
Dues & Subscriptions	0.00	0.00	0.00	0 %	193.50	265.00	120.00	161 %

## Financial Statements Through December 31, 2019

	December Totals	Last December	December Budget	% of Budget	Fund Totals	Last Year	Fund Budget	% of Budget
Professional Fees	1,250.00	0.00	0.00	0 %	1,891.90	1,823.63	600.00	315 %
Licenses & Fees	0.00	0.00	0.00	0 %	50.00	800.00	240.00	21 %
Networking	3.99	0.00	0.00	0 %	3.99	0.00	0.00	0 %
Volunteer Recognition	0.00	0.00	0.00	0 %	237.29	208.23	0.00	0 %
Depreciation	0.00	0.00	0.00	0 %	0.00	0.00	0.00	0 %
Insurance	53.43	53.43	0.00	0 %	4,885.61	5,883.22	5,160.00	95 %
Bank Fees	27.62	92.14	120.00	23 %	1,057.49	1,233.17	1,080.00	98 %
PayPal Fees	5.48	6.22	0.00	0 %	86.77	142.35	0.00	0 %
Mortgage (Interest)	1,052.34	1,081.14	1,080.00	97 %	12,964.18	13,316.56	13,800.00	94 %
<b>Total Admin. Expenses</b>	<b>4,864.59</b>	<b>5,352.98</b>	<b>4,560.00</b>	<b>107 %</b>	<b>55,388.83</b>	<b>71,365.85</b>	<b>52,200.00</b>	<b>106 %</b>
<b>Non-Operating Items</b>								
Interest Income	0.00	0.00	0.00	0 %	0.00	(7.48)	0.00	0 %
Interest Expense	48.85	53.27	0.00	0 %	617.44	85.92	0.00	0 %
<b>Total Non-Operating</b>	<b>48.85</b>	<b>53.27</b>	<b>0.00</b>	<b>0 %</b>	<b>617.44</b>	<b>78.44</b>	<b>0.00</b>	<b>0 %</b>
<b>Net Income</b>	<b>12,019.53</b>	<b>12,866.6</b>	<b>18,000.0</b>	<b>67 %</b>	<b>70,101.86</b>	<b>74,030.63</b>	<b>81,960.00</b>	<b>86 %</b>