Goodwill LEADS, Inc.

Income Statement

LEADS - Combined

		Actual 7/1/2020 - 1/31/2021	Budget 7/1/2020 - 1/31/2021	Favorable / (Unfavorable)
Revenue				
Private Funding				
0101-410000019200-SJW	In-Kind Contributions	1,273.64	0.00	1,254.81
0300-410000019200-ECH	In-Kind Contributions	0.00	0.00	28,351.24
0300-410000019200-GAR	In-Kind Contributions	0.00	0.00	21,462.55
0300-410000019200-SJW	In-Kind Contributions	0.00	0.00	27,523.04
0101-410000019202-ECH	In-Kind Contribution of Wages, Taxes & Benefits	0.00	0.00	46,452.28
0101-410000019202-GAR	In-Kind Contribution of Wages, Taxes & Benefits	0.00	0.00	56,651.52
0101-410000019202-SJW	In-Kind Contribution of Wages, Taxes & Benefits	0.00	0.00	45,569.11
0101-410000019208-GAR	Contributions - Goodwill	75,000.00	75,000.00	0.00
0101-410000019209-ECH	Contributions	405.36	0.00	420.81
0101-410000019209-GAR	Contributions	198.33	0.00	295.88
0101-410000019209-SJW	Contributions	440.93	0.00	485.61
0300-410000019209-ECH	Contributions	2,251.22	0.00	3,114.21
0300-410000019209-GAR	Contributions	1,077.99	0.00	3,032.30
0300-410000019209-SJW	Contributions	2,845.62	0.00	4,329.00
Total Private Funding		83,493.09	75,000.00	238,942.36
State Funding				
0101-420000031160-ECH	Adult Learners	870,187.50	1,082,816.00	547,747.75
0101-420000031160-GAR	Adult Learners	448,875.00	590,625.00	170,640.00
0101-420000031160-SJW	Adult Learners	1,051,312.50	1,082,816.00	591,757.75
Total State Funding		2,370,375.00	2,756,257.00	1,310,145.50
Federal Funding				
6890-430000045992-GAR	Implementation Grant Revenue	18,668.09	21,965.00	157,208.02
4100-430451400000-ECH	Title I	1,518.45	0.00	0.00
4100-430451400000-GAR	Title I	689.63	0.00	0.00
4100-430451400000-SJW	Title I	1,799.83	0.00	0.00
7990-430499000000-ECH	Paycheck Protection Program Grant	182,352.25	0.00	0.00
7990-430499000000-GAR	Paycheck Protection Program Grant	183,803.17	0.00	0.00
7990-430499000000-SJW	Paycheck Protection Program Grant	173,542.75	0.00	0.00

Goodwill LEADS, Inc.
Income Statement
LEADS - Combined

		Actual 7/1/2020 - 1/31/2021	Budget 7/1/2020 - 1/31/2021	Favorable / (Unfavorable)
Total Federal Funding		562,374.17	21,965.00	157,208.02
Other Income				
2300-490000017600-SJW	Extra Curricular Revenue	0.00	0.00	349.60
0101-490000019940-ECH	Overpayments and Refunds	6,706.75	0.00	0.00
0101-490000019940-GAR	Overpayments and Refunds	285.23	0.00	0.00
0101-490000019940-SJW	Overpayments and Refunds	2,339.83	0.00	0.00
0300-490000019940-ECH	Overpayments and Refunds	5,657.20	0.00	0.00
0300-490000019940-GAR	Overpayments and Refunds	280.55	0.00	0.00
0300-490000019940-SJW	Overpayments and Refunds	612.25	0.00	0.00
0101-490000019990-ECH	Other Income	0.00	0.00	13,880.48
0101-490000019990-SJW	Other Income	0.46	0.00	2,119.31
0300-490000019990-ECH	Other Income	50.92	0.00	209.52
0300-490000019990-SJW	Other Income	179.50	0.00	364.57
2000-490000019990-SJW	Other Income	0.00	0.00	2,235.00
Total Other Income		16,112.69	0.00	19,158.48
Total Revenue		**3,032,354.95**	**2,853,222.00**	**1,725,454.36**
Expense				
Personnel Expenses				
Salary/Wages				
0101-511310011000-ECH	Instructional Salaries, Certified	199,619.67	220,736.00	(59,399.17)
0101-511310011000-GAR	Instructional Salaries, Certified	166,343.14	182,960.00	(60,705.98)
0101-511310011000-SJW	Instructional Salaries, Certified	201,402.05	201,117.00	(102,480.52)
7990-511310011000-ECH	Instructional Salaries, Certified	0.00	0.00	(49,385.91)
7990-511310011000-GAR	Instructional Salaries, Certified	12,719.19	12,719.00	(38,338.78)
7990-511310011000-SJW	Instructional Salaries, Certified	0.00	0.00	(51,301.38)
0101-511310012000-ECH	Instructional Salaries, Non-Certified	1,500.00	0.00	0.00
0101-511390012000-SJW	Bi-Lingual Paraprofessional Salaries, Non-Certifie	860.00	0.00	(3,757.50)
0101-512122012000-ECH	Coaching Salaries, Non-Certified	92,551.91	116,445.00	(11,140.63)
0101-512122012000-GAR	Coaching Salaries, Non-Certified	46,599.19	61,590.00	(49,089.79)

Goodwill LEADS, Inc.

Income Statement

LEADS - Combined

		Actual 7/1/2020 - 1/31/2021	Budget 7/1/2020 - 1/31/2021	Favorable / (Unfavorable)
0101-512122012000-SJW	Coaching Salaries, Non-Certified	95,963.37	119,819.00	(23,253.79)
2000-512122012000-SJW	Coaching Salaries, Non-Certified	0.00	0.00	(943.36)
7990-512122012000-ECH	Coaching Salaries, Non-Certified	0.00	0.00	(23,156.34)
7990-512122012000-GAR	Coaching Salaries, Non-Certified	4,212.16	4,212.00	(14,894.72)
7990-512122012000-SJW	Coaching Salaries, Non-Certified	0.00	0.00	(25,367.82)
0101-512129012000-ECH	Scheduling Support Coordinator Salaries, Non-Cert	9,639.89	11,809.00	1,102.47
0101-512129012000-GAR	Scheduling Support Coordinator Salaries, Non-Cert	7,011.81	5,040.00	(4,882.10)
0101-512129012000-SJW	Scheduling Support Coordinator Salaries, Non-Cert	11,437.11	10,997.00	(7,954.04)
7990-512129012000-ECH	Scheduling Support Coordinator Salaries, Non-Cert	0.00	0.00	(1,604.43)
7990-512129012000-GAR	Scheduling Support Coordinator Salaries, Non-Cert	0.00	0.00	(1,604.41)
7990-512129012000-SJW	Scheduling Support Coordinator Salaries, Non-Cert	0.00	0.00	(3,921.92)
0101-512181011000-ECH	Special Ed Salaries, Certified	26,968.20	27,279.00	(7,041.65)
0101-512181011000-GAR	Special Ed Salaries, Certified	22,763.24	26,485.00	(5,841.24)
0101-512181011000-SJW	Special Ed Salaries, Certified	29,284.73	29,620.00	(10,793.11)
7990-512181011000-ECH	Special Ed Salaries, Certified	0.00	0.00	(6,984.64)
7990-512181011000-SJW	Special Ed Salaries, Certified	0.00	0.00	(7,584.64)
0101-512191012000-ECH	Drop In Center Salaries, Non-Certified	49,709.44	0.00	(55,707.10)
0101-512191012000-GAR	Drop In Center Salaries, Non-Certified	15,812.40	31,319.00	(4,937.01)
0101-512191012000-SJW	Drop In Center Salaries, Non-Certified	45,621.81	0.00	(57,442.54)
0300-512191012000-ECH	Drop In Center Salaries, Non-Certified	5,069.98	80,430.00	80,430.00
0300-512191012000-GAR	Drop In Center Salaries, Non-Certified	5,312.58	0.00	0.00
0300-512191012000-SJW	Drop In Center Salaries, Non-Certified	6,604.89	48,006.00	48,006.00
7990-512191012000-ECH	Drop In Center Salaries, Non-Certified	0.00	0.00	(7,806.44)
7990-512191012000-GAR	Drop In Center Salaries, Non-Certified	1,622.60	1,623.00	(1,622.20)
7990-512191012000-SJW	Drop In Center Salaries, Non-Certified	0.00	0.00	(8,600.02)
0300-512321011000-ECH	Vice President Salaries, Certified	21,333.06	22,897.00	(13,369.39)
0300-512321011000-GAR	Vice President Salaries, Certified	16,122.24	9,776.00	(11,569.08)
0300-512321011000-SJW	Vice President Salaries, Certified	16,122.31	21,329.00	2,644.65
7990-512321011000-ECH	Vice President Salaries, Certified	0.00	0.00	(8,035.91)
7990-512321011000-GAR	Vice President Salaries, Certified	0.00	0.00	(3,066.23)
7990-512321011000-SJW	Vice President Salaries, Certified	0.00	0.00	(2,725.54)
0101-512410011000-ECH	Director Office Salaries, Certified	40,589.97	40,845.00	(17,839.73)

Goodwill LEADS, Inc.
Income Statement
LEADS - Combined

		Actual 7/1/2020 - 1/31/2021	Budget 7/1/2020 - 1/31/2021	Favorable / (Unfavorable)
0101-512410011000-GAR	Director Office Salaries, Certified	34,994.24	35,486.00	(18,482.53)
0101-512410011000-SJW	Director Office Salaries, Certified	44,633.95	44,774.00	(18,768.80)
7990-512410011000-ECH	Director Office Salaries, Certified	0.00	0.00	(10,458.43)
7990-512410011000-GAR	Director Office Salaries, Certified	2,426.92	2,427.00	(7,280.68)
7990-512410011000-SJW	Director Office Salaries, Certified	0.00	0.00	(11,463.52)
0101-512410012000-ECH	Director Office Salaries, Non-Certified	20,657.62	22,155.00	(15,828.09)
0101-512410012000-GAR	Director Office Salaries, Non-Certified	20,299.40	20,731.00	(16,588.77)
0101-512410012000-SJW	Director Office Salaries, Non-Certified	21,709.18	21,371.00	(17,502.21)
7990-512410012000-ECH	Director Office Salaries, Non-Certified	0.00	0.00	(5,672.00)
7990-512410012000-GAR	Director Office Salaries, Non-Certified	1,418.00	1,418.00	(4,254.00)
7990-512410012000-SJW	Director Office Salaries, Non-Certified	0.00	0.00	(5,472.00)
0101-512490012000-ECH	Central Office Manager Salaries, Non-Certified	8,789.44	11,298.00	8,069.01
0101-512490012000-GAR	Central Office Manager Salaries, Non-Certified	6,349.95	4,823.00	1,957.75
0101-512490012000-SJW	Central Office Manager Salaries, Non-Certified	11,941.19	10,528.00	4,164.17
7990-512490012000-ECH	Central Office Manager Salaries, Non-Certified	0.00	0.00	(1,534.05)
7990-512490012000-GAR	Central Office Manager Salaries, Non-Certified	0.00	0.00	(971.86)
7990-512490012000-SJW	Central Office Manager Salaries, Non-Certified	0.00	0.00	(4,069.85)
0101-513394012000-ECH	Drop In Center Salaries, Non-Certified	(4,648.16)	0.00	(40,534.30)
0101-513394012000-GAR	Drop In Center Salaries, Non-Certified	(1,970.30)	0.00	(19,944.67)
0101-513394012000-SJW	Drop In Center Salaries, Non-Certified	(5,221.44)	0.00	0.00
0300-513394012000-SJW	DNU - Drop In Center Salaries, Non-Certified	0.00	0.00	(36,481.60)
7990-513394012000-ECH	DNU - Drop In Center Salaries, Non-Certified	0.00	0.00	(8,631.07)
7990-513394012000-GAR	DNU - Drop In Center Salaries, Non-Certified	0.00	0.00	(3,525.20)
7990-513394012000-SJW	DNU - Drop In Center Salaries, Non-Certified	0.00	0.00	(8,600.02)
Total Salary/Wages		1,314,176.93	1,462,064.00	(873,838.66)
Payroll Taxes				
0101-511310021100-ECH	Instructional Payroll Taxes, Non-Certified	114.75	0.00	0.00
0101-511310021200-ECH	Instructional Payroll Taxes, Certified	15,608.03	16,872.00	(7,840.12)
0101-511310021200-GAR	Instructional Payroll Taxes, Certified	13,834.44	14,979.00	(5,437.55)
0101-511310021200-SJW	Instructional Payroll Taxes, Certified	15,581.94	15,386.00	(10,609.41)
0101-511310023000-SJW	Instructional Unemployment Taxes, Certified	8,102.34	0.00	(1,212.90)

Goodwill LEADS, Inc.
Income Statement
LEADS - Combined

		Actual 7/1/2020 - 1/31/2021	Budget 7/1/2020 - 1/31/2021	Favorable / (Unfavorable)
0101-511390021100-SJW	Bi-Lingual Paraprofessional Payroll Taxes, Non-Ce	65.79	0.00	(287.45)
0101-512122021100-ECH	Coaching Payroll Taxes, Non-Certified	7,418.04	8,911.00	(2,412.31)
0101-512122021100-GAR	Coaching Payroll Taxes, Non-Certified	4,031.08	5,035.00	(4,241.15)
0101-512122021100-SJW	Coaching Payroll Taxes, Non-Certified	7,520.48	9,164.00	(3,119.27)
0101-512129021100-ECH	Scheduling Support Coordinator Payroll Taxes, No	660.37	903.00	37.11
0101-512129021100-GAR	Scheduling Support Coordinator Payroll Taxes, No	483.50	385.00	(494.71)
0101-512129021100-SJW	Scheduling Support Coordinator Payroll Taxes, No	940.60	844.00	(735.15)
0101-512181021200-ECH	Special Ed Payroll Taxes, Certified	2,159.55	2,086.00	(1,019.50)
0101-512181021200-GAR	Special Ed Payroll Taxes, Certified	1,602.72	2,028.00	(224.86)
0101-512181021200-SJW	Special Ed Payroll Taxes, Certified	2,145.15	2,265.00	(854.65)
0101-512191021100-ECH	Drop In Center Payroll Txes, Non-Certified	3,692.81	0.00	(4,644.37)
0101-512191021100-GAR	Drop In Center Payroll Taxes, Non-Certified	1,445.75	2,519.00	(353.16)
0101-512191021100-SJW	Drop In Center Payroll Taxes, Non-Certified	3,247.65	0.00	(3,809.59)
0300-512191021100-ECH	Drop In Center Payroll Taxes, Non-Certified	357.35	6,153.00	6,153.00
0300-512191021100-GAR	Drop In Center Payroll Taxes, Non-Certified	204.79	0.00	0.00
0300-512191021100-SJW	Drop In Center Payroll Taxes, Non-Certified	437.48	3,669.00	3,669.00
0300-512321021200-ECH	Vice President Payroll Taxes, Certified	1,576.64	1,757.00	(1,304.46)
0300-512321021200-GAR	Vice President Payroll Taxes, Certified	1,215.06	745.00	(928.14)
0300-512321021200-SJW	Vice President Payroll Taxes, Certified	1,214.47	1,631.00	162.50
0101-512410021100-ECH	Director Office Payroll Taxes, Non-Certified	1,534.26	1,694.00	(1,298.21)
0101-512410021100-GAR	Director Office Payroll Taxes, Non-Certified	1,670.70	1,695.00	(1,288.87)
0101-512410021100-SJW	Director Office Payroll Taxes, Non-Certified	1,690.40	1,633.00	(1,715.63)
0101-512410021200-ECH	Director Office Payroll Taxes, Certified	3,290.31	3,126.00	(2,068.62)
0101-512410021200-GAR	Director Office Payroll Taxes, Certified	2,742.12	2,902.00	(1,326.91)
0101-512410021200-SJW	Director Office Payroll Taxes, Certified	3,492.74	3,426.00	(1,980.98)
2000-512410021200-SJW	Director Office Payroll Taxes, Certified	0.00	0.00	(93.14)
0101-512490021100-ECH	Central Office Manager Payroll Taxes, Non-Certifi	585.44	868.00	547.33
0101-512490021100-GAR	Central Office Manager Payroll Taxes, Non-Certifi	(85.90)	367.00	256.22
0101-512490021100-SJW	Central Office Manager Payroll Taxes, Non-Certifi	933.05	805.00	232.49
0101-513394021100-ECH	Drop In Center Payroll Taxes, Non-Certfied	0.00	0.00	(3,508.45)
0101-513394021100-GAR	Drop In Center Payroll Taxes, Non-Certfied	0.00	0.00	(1,827.52)
0300-513394021100-SJW	DNU - Drop In Center Payroll Taxes, Non-Certfied	0.00	0.00	(3,105.56)

Goodwill LEADS, Inc.
Income Statement
LEADS - Combined

		Actual 7/1/2020 - 1/31/2021	Budget 7/1/2020 - 1/31/2021	Favorable / (Unfavorable)
Total Payroll Taxes		109,513.90	111,848.00	(56,684.99)
Group Insurance				
0101-511310022100-ECH	Instructional Life Ins, Certified	727.54	812.00	(328.86)
0101-511310022100-GAR	Instructional Life Ins, Certified	732.20	749.00	(191.11)
0101-511310022100-SJW	Instructional Life Ins, Certified	786.05	990.00	(379.56)
7990-511310022100-ECH	Instructional Life Ins, Certified	0.00	0.00	(252.89)
7990-511310022100-GAR	Instructional Life Ins, Certified	0.00	0.00	(333.10)
7990-511310022100-SJW	Instructional Life Ins, Certified	0.00	0.00	(258.61)
0101-511310022200-ECH	Instructional Group Health Ins, Certified	9,615.46	10,073.00	(3,992.45)
0101-511310022200-GAR	Instructional Group Health Ins, Certified	14,623.67	15,886.00	(2,550.58)
0101-511310022200-SJW	Instructional Group Health Ins, Certified	20,243.45	20,854.00	(10,584.46)
7990-511310022200-ECH	Instructional Group Health Ins, Certified	0.00	0.00	(2,867.30)
7990-511310022200-GAR	Instructional Group Health Ins, Certified	(885.40)	0.00	(6,313.88)
7990-511310022200-SJW	Instructional Group Health Ins, Certified	0.00	0.00	(7,235.02)
0101-511310022400-ECH	Instructional Other Group Ins, Certified	693.68	574.00	(249.24)
0101-511310022400-GAR	Instructional Other Group Ins, Certified	776.60	1,162.00	(365.36)
0101-511310022400-SJW	Instructional Other Group Ins, Certified	967.02	1,110.00	(433.86)
7990-511310022400-ECH	Instructional Other Group Ins, Certified	0.00	0.00	(167.22)
7990-511310022400-GAR	Instructional Other Group Ins, Certified	33.23	0.00	(305.54)
7990-511310022400-SJW	Instructional Other Group Ins, Certified	0.00	0.00	(296.72)
0101-511310029100-SJW	Instructional HSA Expense, Certified	115.38	0.00	0.00
0101-511390022400-SJW	Bi-Lingual Paraprofessional Other Group Ins, Non-	3.80	0.00	(6.87)
0101-512122022101-ECH	Coaching Life Ins, Non-Certified	405.51	511.00	(195.74)
0101-512122022101-GAR	Coaching Life Ins, Non-Certified	179.24	315.00	(81.74)
0101-512122022101-SJW	Coaching Life Ins, Non-Certified	352.53	487.00	(187.57)
7990-512122022101-ECH	Coaching Life Ins, Non-Certified	0.00	0.00	(138.40)
7990-512122022101-GAR	Coaching Life Ins, Non-Certified	0.00	0.00	(128.50)
7990-512122022101-SJW	Coaching Life Ins, Non-Certified	0.00	0.00	(131.95)
0101-512122022201-ECH	Coaching Group Health Ins, Non-Certified	(888.66)	1,183.00	30.82
0101-512122022201-GAR	Coaching Group Health Ins, Non-Certified	2,271.00	11,186.00	(2,787.40)
0101-512122022201-SJW	Coaching Group Health Ins, Non-Certified	3,192.46	5,514.00	(1,673.37)

Goodwill LEADS, Inc.
Income Statement
LEADS - Combined

		Actual 7/1/2020 - 1/31/2021	Budget 7/1/2020 - 1/31/2021	Favorable / (Unfavorable)
7990-512122022201-ECH	Coaching Group Health Ins, Non-Certified	0.00	0.00	666.88
7990-512122022201-GAR	Coaching Group Health Ins, Non-Certified	(204.52)	0.00	(3,464.63)
7990-512122022201-SJW	Coaching Group Health Ins, Non-Certified	0.00	0.00	(546.20)
0101-512122022400-ECH	Coaching Other Group Ins, Certified	(55.13)	0.00	(102.47)
7990-512122022400-ECH	Coaching Other Group Ins, Certified	0.00	0.00	25.02
7990-512122022400-GAR	Coaching Other Group Ins, Certified	(15.64)	0.00	(6.50)
0101-512122022401-ECH	Coaching Other Group Ins, Non-Certified	801.64	833.00	(333.05)
0101-512122022401-GAR	Coaching Other Group Ins, Non-Certified	107.36	595.00	(181.06)
0101-512122022401-SJW	Coaching Other Group Ins, Non-Certified	288.93	553.00	(198.63)
7990-512122022401-ECH	Coaching Other Group Ins, Non-Certified	0.00	0.00	(315.70)
7990-512122022401-GAR	Coaching Other Group Ins, Non-Certified	25.82	0.00	(228.89)
7990-512122022401-SJW	Coaching Other Group Ins, Non-Certified	0.00	0.00	(115.58)
0101-512122029100-SJW	Coaching HSA Expense, Certified	38.46	0.00	0.00
0101-512129022100-SJW	Scheduling Support Coordinator Life Ins, Non-Cert	112.68	137.00	(50.78)
7990-512129022100-SJW	Scheduling Support Coordinator Life Ins, Non-Cert	0.00	0.00	(36.82)
0101-512129022200-ECH	Scheduling Support Coordinator Group Health, No	3,261.49	3,129.00	(2,350.60)
0101-512129022200-GAR	Scheduling Support Coordinator Group Health, No	1,195.02	3,164.00	1,143.36
0101-512129022200-SJW	Scheduling Support Coordinator Group Health, No	2,712.64	2,924.00	(2,131.78)
7990-512129022200-ECH	Scheduling Support Coordinator Group Health, No	0.00	0.00	(1,198.60)
7990-512129022200-GAR	Scheduling Support Coordinator Group Health, No	0.00	0.00	(720.96)
7990-512129022200-SJW	Scheduling Support Coordinator Group Health, No	0.00	0.00	(920.84)
0101-512129022400-SJW	Scheduling Support Coordinator Other Group Ins N	450.98	154.00	(108.61)
7990-512129022400-SJW	Scheduling Support Coordinator Other Group Ins N	0.00	0.00	(137.78)
0101-512181022100-ECH	Special Ed Life Ins, Certified	110.01	98.00	(42.74)
0101-512181022100-GAR	Special Ed Life Ins, Certified	36.14	133.00	(36.32)
0101-512181022100-SJW	Special Ed Life Ins, Certified	111.35	138.00	(54.58)
7990-512181022100-ECH	Special Ed Life Ins, Certified	0.00	0.00	(36.22)
7990-512181022100-GAR	Special Ed Life Ins, Certified	0.00	0.00	(55.17)
7990-512181022100-SJW	Special Ed Life Ins, Certified	0.00	0.00	(37.90)
0101-512181022200-ECH	Special Ed Group Health Ins, Certified	(55.04)	476.00	(108.08)
0101-512181022200-GAR	Special Ed Group Health Ins, Certified	1,959.01	8,932.00	(2,270.16)
0101-512181022200-SJW	Special Ed Group Health Ins, Certified	7,209.27	8,565.00	(3,399.52)

Goodwill LEADS, Inc.
Income Statement
LEADS - Combined

		Actual 7/1/2020 - 1/31/2021	Budget 7/1/2020 - 1/31/2021	Favorable / (Unfavorable)
7990-512181022200-ECH	Special Ed Group Health Ins, Certified	0.00	0.00	27.52
7990-512181022200-GAR	Special Ed Group Health Ins, Certified	0.00	0.00	(5,157.27)
7990-512181022200-SJW	Special Ed Group Health Ins, Certified	0.00	0.00	(2,446.18)
0101-512181022400-ECH	Special Ed Other Group Ins, Certified	88.08	119.00	(93.91)
0101-512181022400-GAR	Special Ed Other Group Ins, Certified	315.17	378.00	(123.25)
0101-512181022400-SJW	Special Ed Other Group Ins, Certified	0.00	14.00	(2.87)
7990-512181022400-ECH	Special Ed Other Group Ins, Certified	0.00	0.00	(41.16)
7990-512181022400-GAR	Special Ed Other Group Ins, Certified	27.97	0.00	(277.10)
0101-512181029100-SJW	Special Ed HSA Expense, Certified	76.92	0.00	0.00
0101-512191022101-ECH	Drop In Center Life Ins, Non-Certified	47.01	0.00	(162.25)
0101-512191022101-GAR	Drop In Center Life Ins, Non-Certified	21.84	78.00	(13.43)
0101-512191022101-SJW	Drop In Center Life Ins, Non-Certified	124.08	0.00	(270.68)
0300-512191022101-ECH	Drop In Center Life Ins, Non-Certified	0.00	126.00	126.00
0300-512191022101-SJW	Drop In Center Life Ins, Non-Certified	0.00	217.00	217.00
7990-512191022101-ECH	Drop In Center Life Ins, Non-Certified	0.00	0.00	(33.48)
7990-512191022101-GAR	Drop In Center Life Ins, Non-Certified	0.00	0.00	(20.04)
7990-512191022101-SJW	Drop In Center Life Ins, Non-Certified	0.00	0.00	(50.89)
0101-512191022201-ECH	Drop In Center Group Health Ins, Non-Certified	7,412.59	0.00	(14,537.01)
0101-512191022201-GAR	Drop In Center Group Health Ins, Non-Certified	1,185.07	2,940.00	228.30
0101-512191022201-SJW	Drop In Center Group Health Ins, Non-Certified	2,727.47	0.00	(9,583.87)
0300-512191022201-ECH	Drop In Center Group Health Ins, Non-Certified	(172.06)	12,978.00	12,978.00
0300-512191022201-GAR	Drop In Center Group Health Ins, Non-Certified	(98.32)	0.00	0.00
0300-512191022201-SJW	Drop In Center Group Health Ins, Non-Certified	(221.22)	9,877.00	9,877.00
7990-512191022201-ECH	Drop In Center Group Health Ins, Non-Certified	0.00	0.00	(5,137.78)
7990-512191022201-GAR	Drop In Center Group Health Ins, Non-Certified	(6.88)	0.00	(905.96)
7990-512191022201-SJW	Drop In Center Group Health Ins, Non-Certified	0.00	0.00	(1,134.52)
0101-512191022401-ECH	Drop In Center Other Group Ins, Non-Certified	(22.61)	0.00	(251.00)
0101-512191022401-GAR	Drop In Center Other Group Ins, Non-Certified	60.99	266.00	9.38
0101-512191022401-SJW	Drop In Center Other Group Ins, Non-Certified	564.81	0.00	(824.62)
0300-512191022401-ECH	Drop In Center Other Group Ins, Non-Certified	(6.52)	231.00	231.00
0300-512191022401-GAR	Drop In Center Other Group Ins, Non-Certified	(9.56)	0.00	0.00
0300-512191022401-SJW	Drop In Center Other Group Ins, Non-Certified	6.45	714.00	714.00

Goodwill LEADS, Inc.
Income Statement
LEADS - Combined

		Actual 7/1/2020 - 1/31/2021	Budget 7/1/2020 - 1/31/2021	Favorable / (Unfavorable)
7990-512191022401-ECH	Drop In Center Other Group Ins, Non-Certified	0.00	0.00	(81.84)
7990-512191022401-GAR	Drop In Center Other Group Ins, Non-Certified	10.22	0.00	(71.05)
7990-512191022401-SJW	Drop In Center Other Group Ins, Non-Certified	0.00	0.00	(189.16)
0300-512321022100-ECH	Vice President Life Ins, Certified	193.66	236.00	(89.12)
7990-512321022100-ECH	Vice President Life Ins, Certified	0.00	0.00	(64.28)
0300-512321022200-ECH	Vice President Group Health Ins, Certified	2,590.77	1,708.00	(2,249.87)
0300-512321022200-GAR	Vice President Group Health Ins, Certified	626.97	2,478.00	1,003.89
0300-512321022200-SJW	Vice President Group Health Ins, Certified	2,775.01	2,716.00	(1,289.45)
7990-512321022200-ECH	Vice President Group Health Ins, Certified	0.00	0.00	(730.05)
7990-512321022200-GAR	Vice President Group Health Ins, Certified	0.00	0.00	(655.80)
7990-512321022200-SJW	Vice President Group Health Ins, Certified	0.00	0.00	(1,111.25)
0300-512321022400-ECH	Vice President Other Group Ins, Certified	364.39	406.00	(157.85)
7990-512321022400-ECH	Vice President Other Group Ins, Certified	0.00	0.00	(113.04)
0101-512410022100-ECH	Director Office Life Ins, Certified	153.78	189.00	(69.08)
0101-512410022100-GAR	Director Office Life Ins, Certified	141.82	173.00	(41.54)
0101-512410022100-SJW	Director Office Life Ins, Certified	163.89	199.00	(76.10)
7990-512410022100-ECH	Director Office Life Ins, Certified	0.00	0.00	(50.88)
7990-512410022100-GAR	Director Office Life Ins, Certified	0.00	0.00	(70.28)
7990-512410022100-SJW	Director Office Life Ins, Certified	0.00	0.00	(54.28)
0101-512410022101-ECH	Director Office Life Ins, Non-Certified	89.25	98.00	(36.55)
0101-512410022101-GAR	Director Office Life Ins, Non-Certified	86.86	103.00	(27.21)
0101-512410022101-SJW	Director Office Life Ins, Non-Certified	96.17	194.00	(62.27)
7990-512410022101-ECH	Director Office Life Ins, Non-Certified	0.00	0.00	(29.12)
7990-512410022101-GAR	Director Office Life Ins, Non-Certified	0.00	0.00	(42.16)
7990-512410022101-SJW	Director Office Life Ins, Non-Certified	0.00	0.00	(31.52)
0101-512410022200-ECH	Director Office Group Health Ins, Certified	8,575.85	0.00	0.00
0101-512410022200-GAR	Director Office Group Health Ins, Certified	13,369.00	6,745.00	(1,150.03)
0101-512410022200-SJW	Director Office Group Health Ins, Certified	15,219.69	3,841.00	(1,530.78)
7990-512410022200-GAR	Director Office Group Health Ins, Certified	(281.80)	0.00	(3,571.01)
7990-512410022200-SJW	Director Office Group Health Ins, Certified	0.00	0.00	(1,113.34)
0101-512410022201-ECH	Director Office Group Health Ins, Non-Certified	3,149.30	2,975.00	(1,285.36)
0101-512410022201-GAR	Director Office Group Health Ins, Non-Certified	3,781.89	3,568.00	(710.25)

Goodwill LEADS, Inc.
Income Statement
LEADS - Combined

		Actual 7/1/2020 - 1/31/2021	Budget 7/1/2020 - 1/31/2021	Favorable / (Unfavorable)
0101-512410022201-SJW	Director Office Group Health Ins, Non-Certified	461.42	0.00	1,686.96
7990-512410022201-ECH	Director Office Group Health Ins, Non-Certified	0.00	0.00	(1,052.12)
7990-512410022201-GAR	Director Office Group Health Ins, Non-Certified	(97.46)	0.00	(2,073.10)
7990-512410022201-SJW	Director Office Group Health Ins, Non-Certified	0.00	0.00	27.52
0101-512410022400-GAR	Director Office Other Group Ins, Certified	480.29	494.00	(151.55)
0101-512410022400-SJW	Director Office Other Group Ins, Certified	175.33	192.00	(78.00)
7990-512410022400-GAR	Director Office Other Group Ins, Certified	(2.31)	0.00	(258.55)
7990-512410022400-SJW	Director Office Other Group Ins, Certified	0.00	0.00	(54.18)
0101-512410022401-ECH	Director Office Other Group Ins, Non-Certified	165.11	196.00	(74.00)
0101-512410022401-GAR	Director Office Other Group Ins, Non-Certified	165.11	210.00	(62.97)
0101-512410022401-SJW	Director Office Other Group Ins, Non-Certified	121.13	474.00	(167.15)
7990-512410022401-ECH	Director Office Other Group Ins, Non-Certified	0.00	0.00	(54.18)
7990-512410022401-GAR	Director Office Other Group Ins, Non-Certified	10.22	0.00	(71.05)
7990-512410022401-SJW	Director Office Other Group Ins, Non-Certified	0.00	0.00	(54.70)
0101-512410029100-GAR	Director Office HSA Expense, Certified	76.92	0.00	0.00
0101-512410029100-SJW	Director Office HSA Expense, Certified	38.46	0.00	0.00
0101-512410029101-ECH	Director Office HSA Expense, Non-Certified	26.92	0.00	0.00
0101-512410029101-GAR	Director Office HSA Expense, Non-Certified	15.38	0.00	0.00
0101-512410029101-SJW	Director Office HSA Expense, Non-Certified	111.54	0.00	0.00
0101-512490022100-SJW	Central Office Manager Life Ins, Non-Certified	83.51	25.00	(17.64)
7990-512490022100-SJW	Central Office Manager Life Ins, Non-Certified	0.00	0.00	(26.78)
0101-512490022200-ECH	Central Office Manager Health Ins, Non-Certified	3,209.01	3,437.00	(2,748.21)
0101-512490022200-GAR	Central Office Manager Health Ins, Non-Certified	1,660.17	3,619.00	1,221.92
0101-512490022200-SJW	Central Office Manager Health Ins, Non-Certified	2,368.40	3,499.00	(2,141.73)
7990-512490022200-ECH	Central Office Manager Health Ins, Non-Certified	0.00	0.00	(1,154.11)
7990-512490022200-GAR	Central Office Manager Health Ins, Non-Certified	0.00	0.00	(735.45)
7990-512490022200-SJW	Central Office Manager Health Ins, Non-Certified	0.00	0.00	(745.80)
0101-512490022400-ECH	Central Office Manager Group Ins, Non-Certified	(75.18)	0.00	0.00
0101-512490022400-GAR	Central Office Manager Group Ins, Non-Certified	(54.43)	0.00	0.00
0101-512490022400-SJW	Central Office Manager Group Ins, Non-Certified	472.49	78.00	(116.50)
7990-512490022400-ECH	Central Office Manager Group Ins, Non-Certified	0.00	0.00	16.68
7990-512490022400-GAR	Central Office Manager Group Ins, Non-Certified	0.00	0.00	11.02

Goodwill LEADS, Inc.
Income Statement
LEADS - Combined

		Actual 7/1/2020 - 1/31/2021	Budget 7/1/2020 - 1/31/2021	Favorable / (Unfavorable)
7990-512490022400-SJW	Central Office Manager Group Ins, Non-Certified	0.00	0.00	(131.06)
0101-513394022101-ECH	Drop In Center Life Ins, Non-Certified	0.00	0.00	(16.70)
0101-513394022101-GAR	Drop In Center Life Ins, Non-Certified	0.00	0.00	(10.02)
0300-513394022101-SJW	DNU - Drop In Center Life Ins, Non-Certified	0.00	0.00	(28.80)
0101-513394022201-ECH	Drop In Center Group Health Ins, Non-Certified	0.00	0.00	(4,189.09)
0101-513394022201-GAR	Drop In Center Group Health Ins, Non-Certified	0.00	0.00	(958.17)
0300-513394022201-SJW	DNU - Drop In Center Group Health Ins, Non-Cer	0.00	0.00	(3,498.28)
0101-513394022401-ECH	Drop In Center Other Group Ins, Non-Certified	0.00	0.00	(81.84)
0101-513394022401-GAR	Drop In Center Other Group Ins, Non-Certified	0.00	0.00	(87.92)
0101-513394022401-SJW	Drop In Center Other Group Ins, Non-Certified	0.00	0.00	(50.30)
0300-513394022401-SJW	DNU - Drop In Center Other Group Ins, Non-Cert	0.00	0.00	(145.23)
7990-513394022401-SJW	DNU - Drop In Center Other Group Ins, Non-Cert	0.00	0.00	23.22
Total Group Insurance		144,675.26	167,028.00	(110,218.95)
Retirement Benefits				
0101-511310021600-ECH	Instructional TRF Expense	15,204.44	15,101.00	(2,451.21)
0101-511310021600-GAR	Instructional TRF Expense	11,188.10	12,175.00	(3,230.88)
0101-511310021600-SJW	Instructional TRF Expense	13,647.36	14,280.00	(5,564.26)
7990-511310021600-ECH	Instructional TRF Expense	0.00	0.00	(3,237.05)
7990-511310021600-GAR	Instructional TRF Expense	820.43	820.00	(2,475.56)
7990-511310021600-SJW	Instructional TRF Expense	0.00	0.00	(3,288.91)
0101-511310029000-ECH	Instructional 403B Expense, Certified	672.86	1,302.00	(601.09)
0101-511310029000-GAR	Instructional 403B Expense, Certified	449.28	0.00	0.00
0101-511310029000-SJW	Instructional 403B Expense, Certified	1,155.54	1,383.00	(175.21)
7990-511310029000-ECH	Instructional 403B Expense, Certified	0.00	0.00	(332.80)
7990-511310029000-SJW	Instructional 403B Expense, Certified	0.00	0.00	(283.56)
0101-512122029001-ECH	Coaching 403B Expense, Non-Certified	4,636.49	5,824.00	(161.77)
0101-512122029001-GAR	Coaching 403B Expense, Non-Certified	1,835.67	3,083.00	(2,102.20)
0101-512122029001-SJW	Coaching 403B Expense, Non-Certified	4,427.53	5,531.00	(236.65)
2000-512122029001-SJW	Coaching 403B Expense, Non-Certified	0.00	0.00	(60.88)
7990-512122029001-ECH	Coaching 403B Expense, Non-Certified	0.00	0.00	(1,096.00)
7990-512122029001-GAR	Coaching 403B Expense, Non-Certified	208.10	208.00	(737.30)

Goodwill LEADS, Inc.

Income Statement

LEADS - Combined

		Actual 7/1/2020 - 1/31/2021	Budget 7/1/2020 - 1/31/2021	Favorable / (Unfavorable)
7990-512122029001-SJW	Coaching 403B Expense, Non-Certified	0.00	0.00	(1,156.44)
0101-512129029000-ECH	Scheduling Support Coordinator 403B Expense, N	370.94	917.00	488.74
0101-512129029000-GAR	Scheduling Support Coordinator 403B Expense, N	271.75	392.00	(4.94)
0101-512129029000-SJW	Scheduling Support Coordinator 403B Expense, N	530.40	854.00	112.45
7990-512129029000-ECH	Scheduling Support Coordinator 403B Expense, N	0.00	0.00	(64.18)
7990-512129029000-GAR	Scheduling Support Coordinator 403B Expense, N	0.00	0.00	(64.18)
7990-512129029000-SJW	Scheduling Support Coordinator 403B Expense, N	0.00	0.00	(156.87)
0101-512181021600-ECH	Special Ed TRF Expense	2,116.49	2,317.00	558.34
0101-512181021600-GAR	Special Ed TRF Expense	1,912.42	2,254.00	(544.87)
0101-512181021600-SJW	Special Ed TRF Expense	2,581.37	3,112.00	67.75
7990-512181021600-ECH	Special Ed TRF Expense	0.00	0.00	(593.68)
7990-512181021600-SJW	Special Ed TRF Expense	0.00	0.00	(627.68)
0101-512191029001-ECH	Drop In Center 403B Expense, Non-Certified	1,164.72	0.00	(2,206.05)
0101-512191029001-GAR	Drop In Center 403B Expense, Non-Certified	536.05	1,356.00	(122.68)
0101-512191029001-SJW	Drop In Center 403B Expense, Non-Certified	1,046.28	0.00	(3,277.83)
0300-512191029001-ECH	Drop In Center 403B Expense, Non-Certified	174.22	2,408.00	2,408.00
0300-512191029001-GAR	Drop In Center 403B Expense, Non-Certified	247.42	0.00	0.00
0300-512191029001-SJW	Drop In Center 403B Expense, Non-Certified	84.47	1,155.00	1,155.00
7990-512191029001-ECH	Drop In Center 403B Expense, Non-Certified	0.00	0.00	(426.08)
7990-512191029001-GAR	Drop In Center 403B Expense, Non-Certified	66.71	67.00	(213.84)
7990-512191029001-SJW	Drop In Center 403B Expense, Non-Certified	0.00	0.00	(513.00)
0300-512321021600-ECH	Vice President TRF Expense	1,879.24	1,946.00	(1,083.46)
0300-512321021600-GAR	Vice President TRF Expense	1,441.85	829.00	(948.96)
0300-512321021600-SJW	Vice President TRF Expense	1,443.38	1,813.00	257.89
7990-512321021600-ECH	Vice President TRF Expense	0.00	0.00	(673.15)
7990-512321021600-GAR	Vice President TRF Expense	0.00	0.00	(256.86)
7990-512321021600-SJW	Vice President TRF Expense	0.00	0.00	(228.30)
0101-512410021600-ECH	Director Office TRF Expense	3,655.89	3,472.00	(1,410.81)
0101-512410021600-GAR	Director Office TRF Expense	3,121.50	3,022.00	(1,416.98)
0101-512410021600-SJW	Director Office TRF Expense	3,937.30	3,804.00	(1,454.73)
7990-512410021600-ECH	Director Office TRF Expense	0.00	0.00	(888.96)
7990-512410021600-GAR	Director Office TRF Expense	202.04	202.00	(606.16)

Goodwill LEADS, Inc.
Income Statement
LEADS - Combined

		Actual 7/1/2020 - 1/31/2021	Budget 7/1/2020 - 1/31/2021	Favorable / (Unfavorable)
7990-512410021600-SJW	Director Office TRF Expense	0.00	0.00	(957.40)
0101-512410029001-ECH	Directors Office 403B Expense, Non-Certified	639.64	665.00	(388.26)
0101-512410029001-GAR	Directors Office 403B Expense, Non-Certified	1,056.75	1,041.00	(731.55)
0101-512410029001-SJW	Directors Office 403B Expense, Non-Certified	900.12	855.00	(863.30)
7990-512410029001-ECH	Directors Office 403B Expense, Non-Certified	0.00	0.00	(164.16)
7990-512410029001-GAR	Directors Office 403B Expense, Non-Certified	68.40	68.00	(205.60)
7990-512410029001-SJW	Directors Office 403B Expense, Non-Certified	0.00	0.00	(218.88)
0101-512490029000-ECH	Central Office Manager 403B, Non-Certified	414.62	567.00	410.00
0101-512490029000-GAR	Central Office Manager 403B, Non-Certified	301.72	294.00	154.65
0101-512490029000-SJW	Central Office Manager 403B, Non-Certified	666.94	573.00	353.66
7990-512490029000-ECH	Central Office Manager 403B, Non-Certified	0.00	0.00	(74.46)
7990-512490029000-GAR	Central Office Manager 403B, Non-Certified	0.00	0.00	(47.13)
7990-512490029000-SJW	Central Office Manager 403B, Non-Certified	0.00	0.00	(197.19)
0101-513394029001-ECH	Drop In Center 403B Expense, Non-Certified	0.00	0.00	(349.28)
0101-513394029001-GAR	Drop In Center 403B Expense, Non-Certified	0.00	0.00	(311.02)
0300-513394029001-SJW	DNU - Drop In Center 403B Expense, Non-Certi	0.00	0.00	(423.73)
Total Retirement Benefits		85,078.43	93,690.00	(43,941.50)
Other Benefits				
0101-512410022500-ECH	Workers Comp Insurance	3,795.42	2,199.00	(1,578.26)
0101-512410022500-GAR	Workers Comp Insurance	1,669.34	1,022.00	(1,435.12)
0101-512410022500-SJW	Workers Comp Insurance	3,656.22	2,051.00	(1,468.44)
0101-512410029009-SJW	Director Office Tuition Reimbursement	3,135.00	0.00	0.00
0300-512410029009-ECH	Director Office Tuition Reimbursement	936.00	0.00	0.00
0300-512410029009-GAR	Director Office Tuition Reimbursement	936.00	0.00	0.00
0300-512410029009-SJW	Director Office Tuition Reimbursement	936.00	0.00	0.00
Total Other Benefits		15,063.98	5,272.00	(4,481.82)
Total Personnel Expenses		1,668,508.50	1,839,902.00	(1,089,165.92)
Professional Fees				
2000-521310031100-SJW	Instruction Services	756.50	0.00	0.00

Goodwill LEADS, Inc.

Income Statement

LEADS - Combined

		Actual 7/1/2020 - 1/31/2021	Budget 7/1/2020 - 1/31/2021	Favorable / (Unfavorable)
2900-521310031100-SJW	Instruction Services	0.00	0.00	(400.00)
0101-521310031101-ECH	Instruction - Dual Credit/Certification Fees	1,090.59	1,642.00	(926.34)
0101-521310031101-GAR	Instruction - Dual Credit/Certification Fees	423.72	1,722.00	(931.53)
0101-521310031101-SJW	Instruction - Dual Credit/Certification Fees	2,263.57	16,457.00	5,459.16
2000-521310031101-SJW	Instruction - Dual Credit/Certification Fees	5,242.88	0.00	(6,891.02)
2900-521310031101-SJW	Instruction - Dual Credit/Certification Fees	0.00	0.00	(1,924.90)
3749-521310031101-ECH	Instruction - Dual Credit/Certification Fees	0.00	0.00	225.00
3749-521310031101-SJW	Instruction - Dual Credit/Certification Fees	0.00	0.00	(3,695.41)
0101-522181031900-SJW	Special Ed Professional Services	1,080.00	1,456.00	(622.75)
0101-522213031200-ECH	Staff Training	3,627.12	952.00	(378.01)
0101-522213031200-GAR	Staff Training	604.46	2,758.00	(1,462.56)
0101-522213031200-SJW	Staff Training	1,228.42	2,371.00	(987.83)
4100-522213031200-ECH	Staff Training	299.00	0.00	0.00
4100-522213031200-SJW	Staff Training	598.00	0.00	0.00
0101-522236053000-ECH	Internet Access	8,054.36	14,280.00	2,703.07
0101-522236053000-GAR	Internet Access	9,709.30	7,040.00	422.63
0101-522236053000-SJW	Internet Access	3,234.42	3,791.00	(1,401.05)
7990-522236053000-ECH	Internet Access	0.00	0.00	(901.48)
7990-522236053000-GAR	Internet Access	1,583.54	1,584.00	(503.08)
7990-522236053000-SJW	Internet Access	0.00	0.00	(53.96)
0300-522315031900-ECH	Legal Fees	6,019.85	0.00	0.00
0300-522315031900-GAR	Legal Fees	27.15	0.00	0.00
0300-522315031900-SJW	Legal Fees	59.25	0.00	0.00
0300-522322031900-ECH	Marketing Expense	59,510.43	34,636.00	(31,756.20)
0300-522322031900-GAR	Marketing Expense	65,793.11	46,886.00	(14,449.21)
0300-522322031900-SJW	Marketing Expense	69,029.09	49,402.00	(27,932.87)
6890-522322031900-GAR	Marketing Expense	0.00	0.00	(22,067.16)
0300-522322054000-ECH	Student Recruitment	219.30	0.00	(139.77)
0300-522322054000-GAR	Student Recruitment	219.30	0.00	(231.31)
0300-522322054000-SJW	Student Recruitment	321.99	0.00	(148.75)
0101-522410031900-ECH	Admin Professional Services	32,762.36	28,581.00	25,764.28
0101-522410031900-GAR	Admin Professional Services	19,331.20	37,222.00	36,717.52

Goodwill LEADS, Inc.
Income Statement
LEADS - Combined

		Actual 7/1/2020 - 1/31/2021	Budget 7/1/2020 - 1/31/2021	Favorable / (Unfavorable)
0101-522410031900-SJW	Admin Professional Services	17,897.42	28,214.00	25,572.14
0300-522410031900-GAR	Admin Professional Services	0.00	0.00	(850.70)
0101-522410031901-ECH	Licensing Fee	8,904.00	8,904.00	(2,544.00)
0101-522410031901-GAR	Licensing Fee	3,801.00	3,556.00	(1,331.00)
0101-522410031901-SJW	Licensing Fee	8,295.00	8,295.00	(2,370.00)
0101-522410031904-ECH	Background Checks	301.28	896.00	(440.60)
0101-522410031904-GAR	Background Checks	139.67	0.00	(208.00)
0101-522410031904-SJW	Background Checks	461.65	712.00	(305.50)
0300-522410031904-SJW	Background Checks	94.00	0.00	0.00
0101-522410031905-ECH	Authorizer Fees	4,859.36	4,795.00	(3,355.64)
0101-522410031905-GAR	Authorizer Fees	2,439.47	1,162.00	(1,057.08)
0101-522410031905-SJW	Authorizer Fees	4,770.04	4,984.00	(3,588.56)
0101-522410031907-ECH	Donated Wage Expense	0.00	0.00	(37,003.51)
0101-522410031907-GAR	Donated Wage Expense	0.00	0.00	(44,997.24)
0101-522410031907-SJW	Donated Wage Expense	0.00	0.00	(36,818.91)
0101-522410031908-ECH	Donated FICA Tax Expense	0.00	0.00	(2,830.77)
0101-522410031908-GAR	Donated FICA Tax Expense	0.00	0.00	(4,041.76)
0101-522410031908-SJW	Donated FICA Tax Expense	0.00	0.00	(3,057.07)
0101-522410031909-ECH	Donated Benefits	0.00	0.00	(6,618.00)
0101-522410031909-GAR	Donated Benefits	0.00	0.00	(7,612.52)
0101-522410031909-SJW	Donated Benefits	0.00	0.00	(5,693.13)
0300-522515031900-ECH	Payroll Services	3,304.83	1,645.00	(1,164.04)
0300-522515031900-GAR	Payroll Services	1,819.73	686.00	(487.96)
0300-522515031900-SJW	Payroll Services	3,524.15	1,526.00	(1,087.90)
0300-522516031900-ECH	Accounting and Audit Fees	11,111.76	8,645.00	(3,737.12)
0300-522516031900-GAR	Accounting and Audit Fees	4,517.21	3,689.00	(1,231.43)
0300-522516031900-SJW	Accounting and Audit Fees	10,351.75	8,057.00	(3,016.15)
6890-522516031900-GAR	Accounting and Audit Fees	0.00	0.00	(1,000.02)
0300-522660031900-ECH	Security Services	7,799.00	11,697.00	(4,903.38)
0300-522660031900-GAR	Security Services	6,356.00	8,281.00	(3,264.00)
0300-522660031900-SJW	Security Services	8,595.00	14,098.00	(5,549.00)
Total Professional Fees		402,431.23	370,622.00	(211,106.38)

Goodwill LEADS, Inc.
Income Statement
LEADS - Combined

		Actual 7/1/2020 - 1/31/2021	Budget 7/1/2020 - 1/31/2021	Favorable / (Unfavorable)
Supplies and Materials				
0101-521310061100-ECH	Classroom Supplies	59.89	0.00	(391.76)
0101-521310061100-GAR	Classroom Supplies	0.00	511.00	(202.65)
0101-521310061100-SJW	Classroom Supplies	0.00	1,389.00	(371.91)
2000-521310061100-SJW	Classroom Supplies	158.74	0.00	(225.44)
2000-521310063000-SJW	Curricular Materials	2,728.96	0.00	0.00
0101-521310065500-ECH	Software License Expense	1,455.51	2,050.00	(1,486.14)
0101-521310065500-GAR	Software License Expense	638.37	2,972.00	2,906.84
0101-521310065500-SJW	Software License Expense	401.47	1,900.00	(810.20)
0300-521310065500-ECH	Software License Expense	296.37	0.00	(214.97)
0300-521310065500-GAR	Software License Expense	20.16	0.00	(214.98)
0300-521310065500-SJW	Software License Expense	43.98	0.00	(214.98)
2000-521310065500-ECH	Software License Expense	711.06	0.00	0.00
2000-521310065500-GAR	Software License Expense	304.71	0.00	0.00
2000-521310065500-SJW	Software License Expense	1,900.99	0.00	0.00
6890-521310065500-GAR	Software License Expense	2,099.58	0.00	(6,167.78)
6890-521310065500-SJW	Software License Expense	0.00	0.00	(449.84)
0101-522122061100-GAR	Coaching Supplies	0.00	0.00	(4.64)
0101-522237065500-ECH	Equipment & Supplies under Cap Threshold	904.85	0.00	(203.64)
0101-522237065500-GAR	Equipment & Supplies under Cap Threshold	1,577.28	0.00	(203.65)
0101-522237065500-SJW	Equipment & Supplies under Cap Threshold	0.00	0.00	(203.64)
0101-522237065501-ECH	Instructional Computer Expense	885.45	0.00	(307.59)
0101-522237065501-GAR	Instructional Computer Expense	628.43	0.00	(1,058.24)
0101-522237065501-SJW	Instructional Computer Expense	19.97	0.00	(566.24)
2900-522237065502-SJW	Instructional Software Expense	0.00	0.00	(815.00)
0300-522311031900-ECH	Board of Director Expenses	925.58	575.00	(156.40)
0300-522311031900-GAR	Board of Director Expenses	395.11	575.00	262.78
0300-522311031900-SJW	Board of Director Expenses	862.28	575.00	(106.38)
0101-522410031902-ECH	Graduation Expenses	120.00	1,463.00	(621.88)
0101-522410031902-GAR	Graduation Expenses	(78.67)	1,022.00	(651.57)
0101-522410031902-SJW	Graduation Expenses	0.00	987.00	(422.95)
0101-522410053001-ECH	Postage/Machine Rental Expense	388.80	0.00	(55.00)

Goodwill LEADS, Inc.
Income Statement
LEADS - Combined

		Actual 7/1/2020 - 1/31/2021	Budget 7/1/2020 - 1/31/2021	Favorable / (Unfavorable)
0101-522410053001-SJW	Postage/Machine Rental Expense	561.50	0.00	(330.00)
0101-522410055000-ECH	Printing/Copying Expense	736.29	1,865.00	(813.74)
0101-522410055000-GAR	Printing/Copying Expense	518.78	1,953.00	(768.65)
0101-522410055000-SJW	Printing/Copying Expense	477.47	3,238.00	(1,278.27)
0101-522410061100-ECH	Office Supplies	544.52	1,595.00	(837.69)
0101-522410061100-GAR	Office Supplies	261.03	1,680.00	(712.68)
0101-522410061100-SJW	Office Supplies	2,188.36	3,712.00	(2,183.57)
0101-522410081000-ECH	Dues and Fees	177.33	0.00	(394.00)
0101-522410081000-GAR	Dues and Fees	26.60	245.00	(304.00)
0101-522410081000-SJW	Dues and Fees	352.07	0.00	(416.65)
0300-522660061100-ECH	Security Supplies	0.00	0.00	(171.39)
0300-522660061100-SJW	Security Supplies	0.00	0.00	(204.20)
0300-524600074700-ECH	DNU - Software License Expense	0.00	0.00	(116.96)
0300-524600074700-GAR	DNU - Software License Expense	0.00	0.00	196.51
0300-524600074700-SJW	DNU - Software License Expense	0.00	0.00	(79.55)
Total Supplies and Materials		23,292.82	28,307.00	(21,372.69)
Drop-In Center				
0300-523394058000-ECH	Drop In Center Travel Expense	731.07	1,701.00	(733.04)
0300-523394058000-GAR	Drop In Center Travel Expense	571.82	1,788.00	(768.52)
0300-523394058000-SJW	Drop In Center Travel Expense	67.15	427.00	(183.07)
0300-523394061100-ECH	Drop In Center Supplies	719.20	2,457.00	(964.38)
0300-523394061100-GAR	Drop In Center Supplies	201.67	985.00	(335.21)
0300-523394061100-SJW	Drop In Center Supplies	221.69	2,693.00	34.70
6890-523394061100-GAR	Drop In Center Supplies	1,608.57	10,101.00	10,101.00
Total Drop-In Center		4,121.17	20,152.00	7,151.48
Rent				
0300-522680044100-ECH	Building Rent Expense	45,465.14	55,440.00	(20,174.20)
0300-522680044100-GAR	Building Rent Expense	25,254.23	25,000.00	(31,999.00)
0300-522680044100-SJW	Building Rent Expense	19,803.44	42,000.00	3,902.80
7990-522680044100-ECH	Building Rent Expense	9,684.69	0.00	(15,261.58)

Goodwill LEADS, Inc.
Income Statement
LEADS - Combined

		Actual 7/1/2020 - 1/31/2021	Budget 7/1/2020 - 1/31/2021	Favorable / (Unfavorable)
7990-522680044100-GAR	Building Rent Expense	9,745.77	10,000.00	0.00
7990-522680044100-SJW	Building Rent Expense	6,864.60	0.00	(7,619.44)
Total Rent		116,817.87	132,440.00	(71,151.42)
Occupancy				
0300-522620041100-ECH	Water & Sewer	123.96	434.00	(292.06)
0300-522620041100-SJW	Water & Sewer	1,541.88	1,799.00	(770.80)
7990-522620041100-SJW	Water & Sewer	256.98	0.00	(256.98)
0300-522620041200-ECH	Trash Removal	1,603.17	1,715.00	(1,233.88)
0300-522620041200-SJW	Trash Removal	1,120.14	1,204.00	(987.70)
0300-522620042000-ECH	Janitorial Services	13,950.00	19,488.00	(8,356.06)
0300-522620042000-GAR	Janitorial Services	15,891.73	16,359.00	(7,011.00)
0300-522620042000-SJW	Janitorial Services	12,046.18	16,915.00	(7,254.21)
0300-522620043100-ECH	Building Repairs & Maintenance	25,158.20	24,521.00	(10,941.02)
0300-522620043100-GAR	Building Repairs & Maintenance	536.15	480.00	(207.57)
0300-522620043100-SJW	Building Repairs & Maintenance	1,690.00	2,513.00	(1,393.49)
7990-522620043100-ECH	Building Repairs & Maintenance	368.64	0.00	(4,994.70)
0300-522620061100-ECH	Building/Janitorial Supplies	1,009.33	1,729.00	(741.09)
0300-522620061100-GAR	Building/Janitorial Supplies	789.07	2,226.00	(954.18)
0300-522620061100-SJW	Building/Janitorial Supplies	93.94	1,113.00	(754.88)
4100-522620061100-ECH	Building/Janitorial Supplies	787.74	0.00	0.00
4100-522620061100-GAR	Building/Janitorial Supplies	431.90	0.00	0.00
4100-522620061100-SJW	Building/Janitorial Supplies	530.16	0.00	0.00
0300-522620062100-ECH	Electric Utilities	12,840.66	14,112.00	(7,354.43)
0300-522620062100-GAR	Electric Utilities	13,522.82	10,917.00	(8,604.67)
0300-522620062100-SJW	Electric Utilities	3,096.96	3,612.00	(1,549.60)
7990-522620062100-ECH	Electric Utilities	0.00	0.00	(1,467.82)
7990-522620062100-GAR	Electric Utilities	2,747.28	2,747.00	(1,055.11)
7990-522620062100-SJW	Electric Utilities	516.16	0.00	(1,289.30)
0300-522620062200-ECH	Gas Utilities	2,361.83	2,884.00	(1,283.64)
0300-522620062200-GAR	Gas Utilities	1,826.22	2,817.00	(1,343.32)
0300-522620062200-SJW	Gas Utilities	2,055.91	3,059.00	(1,308.19)

Goodwill LEADS, Inc.
Income Statement
LEADS - Combined

		Actual 7/1/2020 - 1/31/2021	Budget 7/1/2020 - 1/31/2021	Favorable / (Unfavorable)
7990-522620062200-ECH	Gas Utilities	0.00	0.00	(180.24)
7990-522620062200-GAR	Gas Utilities	95.15	95.00	(324.92)
7990-522620062200-SJW	Gas Utilities	0.00	0.00	(276.88)
0300-522630031900-SJW	Grounds Maintenance	3,835.00	5,769.00	(3,846.00)
0300-524900081000-ECH	Property Tax Expense	15,757.64	9,219.00	(3,946.69)
7990-524900081000-ECH	Property Tax Expense	1,387.42	0.00	(2,774.84)
Total Occupancy		137,972.22	145,727.00	(82,755.27)
Student Transportation				
0300-522770051000-GAR	Student Bus Passes	0.00	1,948.00	(833.00)
0300-522770051000-SJW	Student Bus Passes	0.00	3,091.00	(1,321.90)
0300-522770051001-ECH	Other Student Transportation	1,668.50	11,130.00	(4,773.38)
0300-522770051001-GAR	Other Student Transportation	70.00	2,149.00	(918.63)
0300-522770051001-SJW	Other Student Transportation	0.00	2,142.00	(918.00)
Total Student Transportation		1,738.50	20,460.00	(8,764.91)
Interest Expense				
0200-525220083200-ECH	Interest Expense	21,470.42	0.00	0.00
0200-525220083200-GAR	Interest Expense	12,273.83	0.00	0.00
0200-525220083200-SJW	Interest Expense	0.00	0.00	(1,067.63)
0300-525220083200-ECH	Interest Expense	0.00	18,074.00	(25,013.66)
0300-525220083200-GAR	Interest Expense	0.00	2,782.00	(4,732.67)
2000-525220083200-SJW	Interest Expense	0.00	0.00	12.00
2900-525220083200-SJW	Interest Expense	0.00	0.00	(35.52)
7990-525220083200-ECH	Interest Expense	886.87	0.00	(362.38)
7990-525220083200-GAR	Interest Expense	893.91	0.00	(365.26)
7990-525220083200-SJW	Interest Expense	844.88	0.00	(344.87)
0200-525220083202-ECH	Contributed Interest Expense - Promissory Note	21,246.66	0.00	0.00
0200-525220083202-SJW	Contributed Interest Expense - Promissory Note	0.00	0.00	(174,020.56)
0300-525220083202-ECH	Contributed Interest Expense - Promissory Note	0.00	21,247.00	(18,354.96)
Total Interest Expense		57,616.57	42,103.00	(224,285.51)

Goodwill LEADS, Inc.
Income Statement
LEADS - Combined

		Actual 7/1/2020 - 1/31/2021	Budget 7/1/2020 - 1/31/2021	Favorable / (Unfavorable)
Depreciation				
0100-529000099901-ECH	Depreciation Expense	95,643.44	102,634.00	(71,482.28)
0100-529000099901-GAR	Depreciation Expense	5,538.75	5,540.00	(3,955.00)
0100-529000099901-SJW	Depreciation Expense	84,747.44	102,185.00	(71,763.73)
0101-529000099901-ECH	Depreciation Expense	120.54	119.00	(87.64)
0101-529000099901-GAR	Depreciation Expense	1,105.30	917.00	(708.58)
0101-529000099901-SJW	Depreciation Expense	2,832.69	2,835.00	(2,021.04)
0300-529000099901-ECH	Depreciation Expense	1,186.85	1,239.00	(871.67)
0300-529000099901-GAR	Depreciation Expense	1,996.54	1,377.00	(1,157.19)
0300-529000099901-SJW	Depreciation Expense	640.01	455.00	(377.87)
2900-529000099901-SJW	Depreciation Expense	4,635.61	4,634.00	(3,312.76)
5200-529000099901-SJW	Depreciation Expense	250.60	252.00	(177.60)
6890-529000099901-GAR	Depreciation Expense	35,120.02	30,741.00	(22,969.00)
6890-529000099901-SJW	Depreciation Expense	9,813.93	24,493.00	(16,815.32)
Total Depreciation		243,631.72	277,421.00	(195,699.68)
Other Expenses				
0101-521310058000-ECH	Instruction Travel Expense	369.77	420.00	(178.29)
0101-521310058000-GAR	Instruction Travel Expense	0.00	630.00	(270.99)
0101-521310058000-SJW	Instruction Travel Expense	150.75	252.00	(104.40)
0101-522122058000-ECH	Coaching Travel Expense	0.00	273.00	(116.92)
0101-522122058000-GAR	Coaching Travel Expense	0.00	130.00	(53.12)
0101-522122058000-SJW	Coaching Travel Expense	0.00	49.00	(25.24)
0101-522129058000-ECH	Scheduling Support Coordinator Travel Expense	83.71	98.00	(16.55)
0101-522129058000-GAR	Scheduling Support Coordinator Travel Expense	70.37	98.00	(16.55)
0101-522129058000-SJW	Scheduling Support Coordinator Travel Expense	20.97	98.00	(41.85)
0300-522129058000-ECH	Scheduling Support Coordinator Travel Expense	0.00	0.00	(25.30)
0300-522129058000-GAR	Scheduling Support Coordinator Travel Expense	0.00	0.00	(25.30)
0101-522181058000-GAR	Special Ed Travel	0.00	498.00	(212.62)
0101-522213058000-ECH	Training Travel	0.00	504.00	(215.10)
0101-522213058000-GAR	Training Travel	0.00	503.00	(216.09)
0101-522213058000-SJW	Training Travel	0.00	504.00	(215.10)

Goodwill LEADS, Inc.

Income Statement

LEADS - Combined

		Actual 7/1/2020 - 1/31/2021	Budget 7/1/2020 - 1/31/2021	Favorable / (Unfavorable)
0300-522321058000-ECH	VP Office Travel Expense	1,228.08	1,785.00	(823.57)
0300-522321058000-GAR	VP Office Travel Expense	557.46	568.00	(255.68)
0300-522321058000-SJW	VP Office Travel Expense	1,199.49	1,671.00	(784.19)
0300-522329096000-ECH	COVID-19 Operation Related Expenses	18.29	0.00	0.00
4100-522329096000-ECH	COVID-19 Operation Related Expenses	431.71	0.00	0.00
4100-522329096000-GAR	COVID-19 Operation Related Expenses	257.73	0.00	0.00
4100-522329096000-SJW	COVID-19 Operation Related Expenses	671.67	0.00	0.00
0101-522410053000-ECH	Telephone Expense	2,083.74	2,276.00	(839.51)
0101-522410053000-GAR	Telephone Expense	1,301.15	1,074.00	(420.84)
0101-522410053000-SJW	Telephone Expense	5,192.97	5,850.00	(2,239.66)
0300-522410053000-ECH	Telephone Expense	41.00	0.00	0.00
0300-522410053000-GAR	Telephone Expense	32.00	0.00	0.00
0300-522410053000-SJW	Telephone Expense	47.00	0.00	0.00
7990-522410053000-ECH	Telephone Expense	0.00	0.00	(479.58)
7990-522410053000-GAR	Telephone Expense	0.00	0.00	(301.47)
7990-522410053000-SJW	Telephone Expense	215.84	0.00	(1,457.57)
0101-522410053100-ECH	DNU - Telephone Expense	0.00	0.00	(60.00)
0101-522410053100-SJW	DNU - Telephone Expense	0.00	0.00	(60.00)
0101-522410058000-ECH	Director Office Travel Expense	105.07	469.00	(202.08)
0101-522410058000-GAR	Director Office Travel Expense	344.66	240.00	(101.29)
0101-522410058000-SJW	Director Office Travel Expense	259.11	994.00	(421.05)
0300-522519587100-ECH	Bank Fees	0.00	0.00	(144.00)
0300-522519587100-GAR	Bank Fees	0.00	0.00	(0.59)
0300-522519587100-SJW	Bank Fees	1,518.83	0.00	0.01
0300-522586044200-ECH	Operations Equipment Rental	1,899.80	1,897.00	(1,359.80)
0300-522586044200-GAR	Operations Equipment Rental	1,159.90	1,158.00	(830.40)
0300-522586044200-SJW	Operations Equipment Rental	4,020.10	1,803.00	(2,090.32)
0300-522586065500-ECH	Operations Computer Expense	18,081.63	15,186.00	(14,314.79)
0300-522586065500-GAR	Operations Computer Expense	8,334.83	6,482.00	(17,359.68)
0300-522586065500-SJW	Operations Computer Expense	16,844.94	14,147.00	(13,901.20)
0300-522586065501-ECH	Operations Equipment Expense	0.00	0.00	(1,934.16)
0300-522586065502-ECH	Operations Software Expense	3,788.06	1,368.00	(3,787.03)

Goodwill LEADS, Inc.

Income Statement

LEADS - Combined

		Actual 7/1/2020 - 1/31/2021	Budget 7/1/2020 - 1/31/2021	Favorable / (Unfavorable)
0300-522586065502-GAR	Operations Software Expense	3,025.38	585.00	810.40
0300-522586065502-SJW	Operations Software Expense	3,964.81	1,278.00	(3,685.82)
6890-522586065502-GAR	Operations Software Expense	0.00	0.00	(3,778.35)
0300-522670052000-ECH	Liability Insurance Expense	9,957.71	8,645.00	(5,831.93)
0300-522670052000-GAR	Liability Insurance Expense	4,250.82	3,693.00	(2,486.98)
0300-522670052000-SJW	Liability Insurance Expense	9,276.68	8,057.00	(5,429.76)
0300-522670052500-ECH	Treasurers Bond	0.00	0.00	(75.73)
0300-522670052500-GAR	Treasurers Bond	0.00	0.00	(51.44)
0300-522670052500-SJW	Treasurers Bond	0.00	0.00	(72.83)
0300-523190061100-ECH	Food Purchase - Supplies	0.00	0.00	(22.29)
0300-523190061100-SJW	Food Purchase - Supplies	37.80	374.00	(164.96)
0300-523190061400-ECH	Food Purchases/Meals	215.11	1,827.00	(778.93)
0300-523190061400-GAR	Food Purchases/Meals	148.78	1,449.00	(620.95)
0300-523190061400-SJW	Food Purchases/Meals	368.65	1,203.00	(520.70)
0100-529900000000-GAR	Loss on Disposal of Asset	0.00	0.00	(2,862.70)
0101-529999999999-ECH	Temporary Distribution	38.50	0.00	0.00
Total Other Expenses		101,614.87	88,136.00	(91,474.84)
Total Expense		**2,757,745.47**	**2,965,270.00**	**(1,988,625.14)**
NET INCOME		**274,609.48**	**(112,048.00)**	**(263,170.78)**