

## High Hopes Therapeutic Riding, Inc. FY 17-18 Actual vs. Annual Budget July 2017 through June 2018

	FY 17-18 Actual Jul '17 - Jun 18	FY 17-18 Budget	FY 17-18 \$ Over Budget	FY 17-18 % of Budget	FY 18-19 Approved Budget
<b>Ordinary Income/Expense</b>					
<b>Income</b>					
<b>4000 - Operating Revenue</b>					
<b>4001 - Program Revenue</b>					
<b>4002 - Academic Year</b>					
4003 - Participant Fees - Academic Yr	264,275.00	259,250.00	5,025.00	101.94%	278,650.00
4005 - Financial Aid - Academic Yr	(41,527.50)	(35,000.00)	(6,527.50)	118.65%	(35,000.00)
4007 - Group Scholarships	0.00	(50,000.00) (1)	50,000.00	0.0%	0.00
<b>Total 4002 - Academic Year</b>	<u>222,747.50</u>	<u>174,250.00</u>	<u>48,497.50</u>	<u>127.83%</u>	<u>243,650.00</u>
<b>4008 - Summer Program</b>					
4010 - Participant Fees - Summer Prgm	36,455.56	53,592.00	(17,136.44)	68.02%	47,666.00
4016 - Financial Aid - Summer Prgm	(7,945.83)	(10,000.00)	2,054.17	79.46%	(6,000.00)
<b>Total 4008 - Summer Program</b>	<u>28,509.73</u>	<u>43,592.00</u> (2)	<u>(15,082.27)</u>	<u>65.4%</u>	<u>41,666.00</u>
<b>4018 - Camp Harkness</b>					
4020 - Participant Fees - Harkness	16,000.00	16,000.00	0.00	100.0%	0.00
4022 - Financial Aid - Harkness	0.00	0.00	0.00	0.0%	0.00
<b>Total 4018 - Camp Harkness</b>	<u>16,000.00</u>	<u>16,000.00</u>	<u>0.00</u>	<u>100.0%</u>	<u>0.00</u>
<b>4024 - Summer Camp</b>					
4026 - Participant Fees - Summer Camp	27,468.00	25,600.00	1,868.00	107.3%	25,600.00
4028 - Financial Aid - Summer Camp	(2,390.00)	(2,000.00)	(390.00)	119.5%	(2,000.00)
<b>Total 4024 - Summer Camp</b>	<u>25,078.00</u>	<u>23,600.00</u>	<u>1,478.00</u>	<u>106.26%</u>	<u>23,600.00</u>
<b>4030 - Special Programs</b>					
<b>4032 - Immersion</b>					
4034 - Participant Fees - Immersion	2,750.00	3,000.00	(250.00)	91.67%	3,000.00
4036 - Financial Aid - Immersion	(1,450.00)				(1,000.00)
<b>Total 4032 - Immersion</b>	<u>1,300.00</u>	<u>3,000.00</u>	<u>(1,700.00)</u>	<u>43.33%</u>	<u>2,000.00</u>
<b>4042 - Horse Sense</b>					
4044 - Participant Fees - Horse Sense	4,150.00	3,500.00	650.00	118.57%	3,500.00
4046 - Financial Aid - Horse Sense	(3,000.00)	(3,500.00)	500.00	85.71%	(3,000.00)
<b>Total 4042 - Horse Sense</b>	<u>1,150.00</u>	<u>0.00</u>	<u>1,150.00</u>	<u>100.0%</u>	<u>500.00</u>

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July 2017 through June 2018

	FY 17-18 Actual Jul '17 - Jun 18		FY 17-18 Budget	FY 17-18 \$ Over Budget	FY 17-18 % of Budget	FY 18-19 Approved Budget
4050 · Community Lessons	19,200.00		22,200.00	(3,000.00)	86.49%	22,000.00
4052 · Equine Events - Net	4,600.00		4,500.00	100.00	102.22%	4,000.00
4054 · Horse Show Days - Net	6,391.14	(3)	10,150.00	(3,758.86)	62.97%	8,000.00
4056 · Pony Power	0.00		0.00	0.00	0.0%	0.00
4058 · Birthday Parties	855.00		1,750.00	(895.00)	48.86%	1,750.00
4060 · Field Trips	3,315.00		2,750.00	565.00	120.55%	2,750.00
4062 · Additional Programs						
4064 · Participant Fees	2,925.00					8,700.00
4066 · Financial Aid	(1,000.00)					(1,000.00)
<b>Total 4062 · Additional Programs</b>	<b>1,925.00</b>					<b>7,700.00</b>
4068 · Other	75.00					0.00
<b>Total 4030 · Special Programs</b>	<b>38,811.14</b>		<b>44,350.00</b>	<b>(5,538.86)</b>	<b>87.51%</b>	<b>48,700.00</b>
4075 · Equine Fac. Psychotherapy	650.00					650.00
4080 · Assessment Fees	750.00					500.00
4200 · Training & Education						
4202 · Instructor Training Course						
4205 · ITC Tuition	34,550.00		34,750.00	(200.00)	99.42%	17,375.00
4207 · ITC Financial Aid	(2,025.00)		(2,000.00)	(25.00)	101.25%	(500.00)
<b>Total 4202 · Instructor Training Course</b>	<b>32,525.00</b>		<b>32,750.00</b>	<b>(225.00)</b>	<b>99.31%</b>	<b>16,875.00</b>
4210 · Workshop Tuition & Fees						
4211 · OSWC	20,825.00		21,900.00	(1,075.00)	95.09%	21,900.00
4212 · ESMHL	22,535.00		27,375.00	(4,840.00)	82.32%	22,500.00
4213 · Advanced On Demand Cert	3,200.00		1,000.00	2,200.00	320.0%	3,000.00
4214 · Registered On Demand Cert	0.00		0.00	0.00	0.0%	3,000.00
4216 · High Hopes Workshops	11,160.00		18,250.00	(7,090.00)	61.15%	11,925.00
4210 · Workshop Tuition & Fees - Other	9,767.00		0.00	9,767.00	100.0%	0.00
<b>Total 4210 · Workshop Tuition &amp; Fees</b>	<b>67,487.00</b>		<b>68,525.00</b>	<b>(1,038.00)</b>	<b>98.49%</b>	<b>62,325.00</b>
4220 · Housing						
4222 · ITC Housing	6,500.00		7,200.00	(700.00)	90.28%	0.00
4223 · Other Housing	400.00					0.00

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Total 4220 · Housing	6,900.00	7,200.00	(300.00)	95.83%	0.00
4225 · Consulting	2,985.82	1,000.00	1,985.82	298.58%	1,000.00
Total 4200 · Training & Education	109,897.82	109,475.00	422.82	100.39%	80,200.00
4001 · Program Revenue - Other	0.00				0.00
Total 4001 · Program Revenue	442,444.19	411,267.00	31,177.19	107.58%	438,966.00
Total 4000 · Operating Revenue	442,444.19	411,267.00	31,177.19	107.58%	438,966.00
4300 · Development Revenue					
4305 · Annual Appeal					
4307 · Adopt-A-Horse	13,500.00				20,000.00
4305 · Annual Appeal - Other	246,635.31	285,000.00	(38,364.69)	86.54%	270,000.00
Total 4305 · Annual Appeal	260,135.31	285,000.00	(24,864.69)	91.28%	290,000.00
4310 · Restricted Operating Gifts					
4315 · Scholarships					
4320 · Grants	39,500.00				26,000.00
4315 · Scholarships - Other	58,765.46	0.00	58,765.46	100.0%	39,000.00
Total 4315 · Scholarships	98,265.46	0.00	98,265.46	100.0%	65,000.00
4330 · Grants	75,000.00				70,000.00
4350 · Other	2,400.00				0.00
4310 · Restricted Operating Gifts - Other	29,804.00	220,000.00	(190,196.00)	13.55%	82,500.00
Total 4310 · Restricted Operating Gifts	205,469.46	220,000.00	(14,530.54)	93.4%	217,500.00
4355 · Unrestricted Operating Gifts					
4360 · Unrestricted Grants	38,850.00				45,500.00
4355 · Unrestricted Operating Gifts - Other	98,841.78	120,000.00	(21,158.22)	82.37%	94,500.00
Total 4355 · Unrestricted Operating Gifts	137,691.78	120,000.00	17,691.78	114.74%	140,000.00
4365 · Donated Operating Services	56,123.50	(4)			0.00
4500 · June Benefit					
4502 · Revenue					
4504 · Contributions	4,950.00				0.00
4506 · Corporate Sponsors	109,650.00	120,000.00	(10,350.00)	91.38%	106,250.00
4508 · RSVP	65,678.42	75,000.00	(9,321.58)	87.57%	68,000.00

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July 2017 through June 2018

	FY 17-18 Actual Jul '17 - Jun 18		FY 17-18 Budget		FY 17-18 \$ Over Budget		FY 17-18 % of Budget		FY 18-19 Approved Budget
4510 · Auction	122,203.74		85,000.00		37,203.74		143.77%		90,000.00
4512 · Scholarship Drive	56,782.80		37,000.00		19,782.80		153.47%		45,000.00
4514 · Donated Goods & Services	131,075.00	(4)	0.00		131,075.00		100.0%		18,750.00
<b>Total 4502 · Revenue</b>	<b>490,339.96</b>	<b>(4)</b>	<b>317,000.00</b>		<b>173,339.96</b>		<b>154.68%</b>		<b>328,000.00</b>
<b>4516 · Expenses</b>									
4518 · Auction Supplies	(17,491.19)		(3,500.00)		(13,991.19)		499.75%		(10,000.00)
4522 · Green Room	(417.44)		(400.00)		(17.44)		104.36%		(350.00)
4526 · Rentals	(9,633.62)		(16,400.00)		6,766.38		58.74%		(10,000.00)
4528 · Advertising & Marketing	(115,740.75)	(4)	(650.00)		(115,090.75)		17,806.27%		(14,000.00)
4534 · Production	(30,675.00)		(22,000.00)		(8,675.00)		139.43%		(18,000.00)
4536 · Catering	(21,423.72)		(20,000.00)		(1,423.72)		107.12%		(22,000.00)
4540 · Printing	(1,141.29)		(5,000.00)		3,858.71		22.83%		(4,000.00)
4542 · Beverages	(3,983.38)		(4,500.00)		516.62		88.52%		(4,500.00)
4546 · Postage	(720.40)		(1,000.00)		279.60		72.04%		(900.00)
4548 · Decor	(2,599.31)		(3,500.00)		900.69		74.27%		(3,000.00)
4550 · Sanitation	(2,250.00)		(2,750.00)		500.00		81.82%		(2,750.00)
4556 · Insurance & Permits	(25.00)		(800.00)		775.00		3.13%		(100.00)
4558 · Credit Card Fees	(1,590.86)		(4,000.00)		2,409.14		39.77%		(3,000.00)
4560 · Supplies	(7,418.51)		(500.00)		(6,918.51)		1,483.7%		(1,000.00)
4562 · Entertainment	(4,695.00)		(15,000.00)		10,305.00		31.3%		(5,000.00)
4564 · Signage	(825.97)		0.00		(825.97)		100.0%		0.00
<b>Total 4516 · Expenses</b>	<b>(220,631.44)</b>	<b>(4)</b>	<b>(100,000.00)</b>		<b>(120,631.44)</b>		<b>220.63%</b>		<b>(98,600.00)</b>
<b>Total 4500 · June Benefit</b>	<b>269,708.52</b>		<b>217,000.00</b>		<b>52,708.52</b>		<b>124.29%</b>		<b>229,400.00</b>
<b>4600 · Holiday Market</b>									
<b>4602 · Revenue</b>									
4604 · Vendor Revenue	13,735.27		11,000.00		2,735.27		124.87%		14,520.00
4606 · Corporate Sponsors	5,600.00		20,000.00		(14,400.00)		28.0%		6,650.00
4610 · Raffle Tickets Sales	45,100.01		50,000.00		(4,899.99)		90.2%		47,100.00
4614 · Beverage Sales	615.00		600.00		15.00		102.5%		600.00
4616 · Merchandise Sales - Holiday Mrk	1,199.00		1,200.00		(1.00)		99.92%		1,000.00

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4618 · Other	153.00		0.00		153.00		100.0%		0.00
4619 · Donated Goods & Services	48,516.75	(4)	0.00		48,516.75		100.0%		17,350.00
<b>Total 4602 · Revenue</b>	<b>114,919.03</b>	<b>(4)</b>	<b>82,800.00</b>		<b>32,119.03</b>		<b>138.79%</b>		<b>87,220.00</b>
<b>4620 · Expenses</b>									
4628 · Entertainment	(595.00)								(495.00)
4632 · Raffle	(21,151.36)		(22,000.00)		848.64		96.14%		(21,000.00)
4634 · Advertising & Marketing	(47,347.36)	(4)	(7,500.00)		(39,847.36)		631.3%		(15,000.00)
4636 · Printing	(940.57)		(1,300.00)		359.43		72.35%		(1,000.00)
4638 · Childrens' Activities	(27.65)		(50.00)		22.35		55.3%		0.00
4640 · Beverages	(422.32)		(250.00)		(172.32)		168.93%		(175.00)
4642 · Sanitation	(2,250.00)		(2,500.00)		250.00		90.0%		(2,250.00)
4646 · Credit Card Charges	(539.42)		(350.00)		(189.42)		154.12%		(600.00)
4648 · Insurance & Permits	(25.00)		(50.00)		25.00		50.0%		(2,675.00)
4652 · Postage	(534.24)		(800.00)		265.76		66.78%		(600.00)
4654 · Merchandise - Holiday Market	(520.91)		0.00		(520.91)		100.0%		(500.00)
4660 · Supplies	(356.24)		(200.00)		(156.24)		178.12%		(1,375.00)
<b>Total 4620 · Expenses</b>	<b>(74,710.07)</b>	<b>(4)</b>	<b>(35,000.00)</b>		<b>(39,710.07)</b>		<b>213.46%</b>		<b>(45,670.00)</b>
<b>Total 4600 · Holiday Market</b>	<b>40,208.96</b>		<b>47,800.00</b>		<b>(7,591.04)</b>		<b>84.12%</b>		<b>41,550.00</b>
<b>Total 4300 · Development Revenue</b>	<b>969,337.53</b>	<b>(4)</b>	<b>889,800.00</b>		<b>79,537.53</b>		<b>108.94%</b>		<b>918,450.00</b>
<b>5000 · Other Operating Revenue</b>									
5005 · Misc. Revenue	29.51								0.00
5010 · Income from Endowment	27.91								0.00
<b>5015 · Cottage Rental</b>									
5020 · Caretaker	1,201.33	(5)	7,800.00		(6,598.67)		15.4%		14,400.00
<b>Total 5015 · Cottage Rental</b>	<b>1,201.33</b>		<b>7,800.00</b>		<b>(6,598.67)</b>		<b>15.4%</b>		<b>14,400.00</b>
5030 · Facility Rental	2,780.00		3,000.00		(220.00)		92.67%		3,000.00
5035 · Interest Income	1,252.21		500.00		752.21		250.44%		500.00
<b>5040 · Merchandise</b>									
5045 · Merchandise Sales	3,401.70		6,000.00		(2,598.30)		56.7%		2,000.00
5050 · Merchandise Purchases	(6,020.55)								(4,000.00)

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<b>Total 5040 - Merchandise</b>	(2,618.85)		6,000.00		(8,618.85)		-43.65%		(2,000.00)
<b>5060 - Endowment Draw</b>	93,500.00		93,500.00		0.00		100.0%		120,000.00
<b>Total 5000 - Other Operating Revenue</b>	96,172.11		110,800.00		(14,627.89)		86.8%		135,900.00
<b>Total Income</b>	1,507,953.83	(4)	1,411,867.00		96,086.83		106.81%		1,493,316.00
<b>Gross Profit</b>	1,507,953.83		1,411,867.00		96,086.83		106.81%		1,493,316.00
<b>Expense</b>									
<b>6100 - Program Expenses</b>									
<b>6105 - Personnel Expenses</b>									
<b>6110 - Salaries &amp; Wages</b>									
<b>6115 - Wages - Program-Regular</b>	387,807.35		376,368.00		11,439.35		103.04%		421,901.00
<b>6120 - Wages - Program-PT Instructors</b>	38,147.21		39,885.96		(1,738.75)		95.64%		37,177.00
<b>6125 - Wages - Program - Equine</b>	41,038.67		43,299.96		(2,261.29)		94.78%		47,540.00
<b>Total 6110 - Salaries &amp; Wages</b>	466,993.23		459,553.92		7,439.31		101.62%		506,618.00
<b>6130 - Payroll Taxes &amp; Benefits</b>									
<b>6135 - Payroll Taxes-FICA-Program</b>	34,447.29		35,156.00		(708.71)		97.98%		38,756.00
<b>6145 - Unemployment-Program</b>	3,862.99		3,572.00		290.99		108.15%		3,968.00
<b>6150 - Health Insurance-Program</b>	36,018.62		27,814.00		8,204.62		129.5%		36,031.00
<b>6155 - Program-403B Match</b>	4,945.86		10,044.00		(5,098.14)		49.24%		10,986.00
<b>6160 - Program-Dues</b>	85.00		979.00		(894.00)		8.68%		679.00
<b>6165 - Program-Life Insurance</b>	355.39		452.00		(96.61)		78.63%		402.00
<b>6170 - Program-Clothing</b>	2,283.75		2,785.00		(501.25)		82.0%		3,135.00
<b>Total 6130 - Payroll Taxes &amp; Benefits</b>	81,998.90		80,802.00		1,196.90		101.48%		93,957.00
<b>6180 - Program-Worker's Compensation</b>	46,721.50		39,361.00		7,360.50		118.7%		44,064.00
<b>6185 - Program-Staff Development</b>	12,531.71		22,500.00		(9,968.29)		55.7%		15,000.00
<b>Total 6105 - Personnel Expenses</b>	608,245.34		602,216.92		6,028.42		101.0%		659,639.00
<b>6200 - Equine Care Expenses</b>									
<b>6205 - Hay</b>	47,442.60	(6)	38,000.00		9,442.60		124.85%		40,000.00
<b>6210 - Shoeing</b>	14,435.00		13,000.00		1,435.00		111.04%		13,000.00
<b>6215 - Equine Therapy</b>	5,465.25		5,000.00		465.25		109.31%		5,500.00
<b>6220 - Veterinary</b>	20,581.91	(7)	10,000.00		10,581.91		205.82%		13,000.00

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6225 · Pasture Maintenance	3,976.86	3,000.00	976.86	132.56%	2,000.00
6230 · Feed	8,536.51	9,000.00	(463.49)	94.85%	8,000.00
6235 · Supplements & Rx	15,005.02	18,000.00	(2,994.98)	83.36%	17,000.00
6240 · Shavings	4,371.22	4,000.00	371.22	109.28%	4,500.00
6245 · Stable Supplies & Equipment	5,641.10	6,000.00	(358.90)	94.02%	6,000.00
6250 · Vehicle Repair & Maintenance	6,388.77	7,000.00	(611.23)	91.27%	7,000.00
6260 · Other	1,080.00	5,000.00	(3,920.00)	21.6%	5,000.00
<b>Total 6200 · Equine Care Expenses</b>	<b>132,924.24</b>	<b>118,000.00</b>	<b>14,924.24</b>	<b>112.65%</b>	<b>121,000.00</b>
<b>6300 · Other Program Expenses</b>					
6305 · Carriage Driving	615.96	1,000.00	(384.04)	61.6%	1,000.00
6310 · Program Supplies	14,835.89	15,000.00	(164.11)	98.91%	11,000.00
6325 · Tack Repair & Replacement	816.57	1,000.00	(183.43)	81.66%	1,000.00
6330 · Program Fees & Licenses	3,302.90	10,020.00	(6,717.10)	32.96%	3,000.00
6335 · Program Database Services	3,740.00	3,750.00	(10.00)	99.73%	0.00
<b>Total 6300 · Other Program Expenses</b>	<b>23,311.32</b>	<b>30,770.00</b>	<b>(7,458.68)</b>	<b>75.76%</b>	<b>16,000.00</b>
<b>6400 · Training &amp; Education Expenses</b>					
6405 · Wages - T & E	42,814.02	42,627.00	187.02	100.44%	42,636.00
6410 · FICA - T & E	3,213.35	3,261.00	(47.65)	98.54%	3,262.00
6415 · Unemployment - T & E	285.02	285.00	0.02	100.01%	285.00
6425 · T & E Food - Class by Type	2,682.47	3,755.00	(1,072.53)	71.44%	3,400.00
6430 · T & E Travel - Class by Type	1,570.94	1,250.00	320.94	125.68%	1,250.00
6435 · Path Materials - Class by Type	3,576.00	3,850.00	(274.00)	92.88%	3,850.00
6440 · Supplies - Class by Type	413.19	1,645.00	(1,231.81)	25.12%	1,065.00
6445 · PATH Certs - Class by Type	3,851.00	5,085.00	(1,234.00)	75.73%	4,855.00
6450 · Outside Faculty - Class by Type	7,963.00	10,450.00	(2,487.00)	76.2%	10,050.00
6455 · T & E Advertising	0.00	0.00	0.00	0.0%	0.00
6460 · T & E Postage - Class by Type	0.00	0.00	0.00	0.0%	0.00
6465 · T & E Consulting Expense	518.57	0.00	518.57	100.0%	0.00
6470 · ATC Annual Fee	400.00	400.00	0.00	100.0%	400.00
6475 · ATC Cert. Evaluation Fees	700.00	1,100.00	(400.00)	63.64%	550.00

## High Hopes Therapeutic Riding, Inc. FY 17-18 Actual vs. Annual Budget July 2017 through June 2018

	FY 17-18 Actual Jul '17 - Jun 18	FY 17-18 Budget	FY 17-18 \$ Over Budget	FY 17-18 % of Budget	FY 18-19 Approved Budget
<b>Total 6400 - Training &amp; Education Expenses</b>	67,987.56	73,708.00	(5,720.44)	92.24%	71,603.00
<b>Total 6100 - Program Expenses</b>	832,468.46	824,694.92	7,773.54	100.94%	868,242.00
<b>6500 - General &amp; Admin Expenses</b>					
<b>6502 - Personnel Expenses</b>					
<b>6504 - Salaries &amp; Wages</b>					
<b>6506 - Wages - General &amp; Admin</b>	107,779.80	108,133.00	(353.20)	99.67%	109,755.00
<b>6508 - Wages - Development</b>	146,659.82	146,866.00	(206.18)	99.86%	151,323.00
<b>Total 6504 - Salaries &amp; Wages</b>	254,439.62	254,999.00	(559.38)	99.78%	261,078.00
<b>6512 - Payroll Taxes &amp; Benefits</b>					
<b>6514 - Payroll Taxes-FICA-G &amp; A</b>	8,262.85	8,707.00	(444.15)	94.9%	8,396.00
<b>6515 - Payroll Taxes-FICA-Development</b>	10,609.48	10,800.00	(190.52)	98.24%	11,576.00
<b>6516 - Unemployment-G &amp; A</b>	498.75	507.00	(8.25)	98.37%	442.00
<b>6517 - Unemployment-Development</b>	1,163.43	904.00	259.43	128.7%	969.00
<b>6518 - Health Insurance</b>					
<b>6520 - Health Insurance-G &amp; A</b>	63.19	6,281.00	(6,217.81)	1.01%	0.00
<b>6522 - Health Insurance-Development</b>	13,466.60	10,569.00	2,897.60	127.42%	12,390.00
<b>Total 6518 - Health Insurance</b>	13,529.79	16,850.00	(3,320.21)	80.3%	12,390.00
<b>6524 - 403B Match</b>					
<b>6526 - General &amp; Admin</b>	969.86	2,163.00	(1,193.14)	44.84%	2,195.00
<b>6528 - Development</b>	1,552.42	2,937.00	(1,384.58)	52.86%	3,026.00
<b>Total 6524 - 403B Match</b>	2,522.28	5,100.00	(2,577.72)	49.46%	5,221.00
<b>6530 - Dues</b>					
<b>6532 - General &amp; Admin</b>	20.00	73.00	(53.00)	27.4%	41.00
<b>6534 - Development</b>	150.00	73.00	77.00	205.48%	105.00
<b>Total 6530 - Dues</b>	170.00	146.00	24.00	116.44%	146.00
<b>6536 - Life Insurance</b>					
<b>6538 - General &amp; Admin</b>	66.22	70.00	(3.78)	94.6%	62.00
<b>6540 - Development</b>	55.23	63.00	(7.77)	87.67%	56.00
<b>Total 6536 - Life Insurance</b>	121.45	133.00	(11.55)	91.32%	118.00
<b>6542 - Clothing</b>					



## High Hopes Therapeutic Riding, Inc. FY 17-18 Actual vs. Annual Budget July 2017 through June 2018

	FY 17-18 Actual Jul '17 - Jun 18	FY 17-18 Budget	FY 17-18 \$ Over Budget	FY 17-18 % of Budget	FY 18-19 Approved Budget
6544 · General & Admin	166.64	310.00	(143.36)	53.76%	310.00
6546 · Development	379.00	430.00	(51.00)	88.14%	430.00
<b>Total 6542 · Clothing</b>	<b>545.64</b>	<b>740.00</b>	<b>(194.36)</b>	<b>73.74%</b>	<b>740.00</b>
6548 · Other					
6550 · General & Admin	19.24	0.00	19.24	100.0%	0.00
6552 · Development	18.44	0.00	18.44	100.0%	0.00
<b>Total 6548 · Other</b>	<b>37.68</b>	<b>0.00</b>	<b>37.68</b>	<b>100.0%</b>	<b>0.00</b>
<b>Total 6512 · Payroll Taxes &amp; Benefits</b>	<b>37,461.35</b>	<b>43,887.00</b>	<b>(6,425.65)</b>	<b>85.36%</b>	<b>39,998.00</b>
6554 · Workers' Compensation					
6556 · General & Admin	319.68	184.00	135.68	173.74%	300.00
6558 · Development	249.72	250.00	(0.28)	99.89%	300.00
<b>Total 6554 · Workers' Compensation</b>	<b>569.40</b>	<b>434.00</b>	<b>135.40</b>	<b>131.2%</b>	<b>600.00</b>
6560 · Staff Development					
6562 · General & Admin	235.15	1,500.00	(1,264.85)	15.68%	1,500.00
6564 · Development	5,252.89	1,500.00	3,752.89	350.19%	1,500.00
<b>Total 6560 · Staff Development</b>	<b>5,488.04</b>	<b>3,000.00</b>	<b>2,488.04</b>	<b>182.94%</b>	<b>3,000.00</b>
<b>Total 6502 · Personnel Expenses</b>	<b>297,958.41</b>	<b>302,320.00</b>	<b>(4,361.59)</b>	<b>98.56%</b>	<b>304,676.00</b>
6600 · Building & Grounds Expenses					
6605 · Trail Expense	1,968.46	0.00	1,968.46	100.0%	0.00
6608 · Supplies & Equipment	4,030.61	5,500.00	(1,469.39)	73.28%	10,000.00
6611 · Repairs & Maintenance	8,589.51 (8)	7,500.00	1,089.51	114.53%	7,200.00
6614 · Insurance					
6617 · Farm Policy	16,357.32	20,156.00	(3,798.68)	81.15%	14,925.00
6620 · Vehicles	6,444.22	1,690.00	4,754.22	381.32%	1,750.00
6622 · Umbrella Insurance	1,938.48				1,700.00
<b>Total 6614 · Insurance</b>	<b>24,740.02</b>	<b>21,846.00</b>	<b>2,894.02</b>	<b>113.25%</b>	<b>18,375.00</b>
6623 · Electricity	9,460.89	11,730.00	(2,269.11)	80.66%	9,500.00
6626 · Fuel Oil	7,771.01	10,200.00	(2,428.99)	76.19%	8,500.00
6629 · Cleaning & Supplies	13,601.64	13,000.00	601.64	104.63%	14,000.00
6632 · Mowing, Landscaping & Plowing	16,016.51 (9)	10,000.00	6,016.51	160.17%	12,000.00

## High Hopes Therapeutic Riding, Inc. FY 17-18 Actual vs. Annual Budget July 2017 through June 2018

	FY 17-18 Actual Jul '17 - Jun 18		FY 17-18 Budget	FY 17-18 \$ Over Budget	FY 17-18 % of Budget	FY 18-19 Approved Budget
6635 · Security	723.00		1,000.00	(277.00)	72.3%	1,000.00
6641 · Sanitation	2,909.45		2,500.00	409.45	116.38%	2,500.00
6644 · Pest Control Services	1,755.00	(10)	1,000.00	755.00	175.5%	1,000.00
6650 · Arena & Facility Painting	0.00		0.00	0.00	0.0%	0.00
6653 · Cottage Utilities & Upkeep	5,410.78		6,000.00	(589.22)	90.18%	6,000.00
6655 · Furniture & Fixtures (non-cap)	1,000.00		0.00	1,000.00	100.0%	0.00
6656 · Capital Project Expenses	74,701.62	(11)	71,750.00	2,951.62	104.11%	79,150.00
6659 · Reserve Capital Expenditures	0.00		0.00	0.00	0.0%	0.00
<b>Total 6600 · Building &amp; Grounds Expenses</b>	<b>172,678.50</b>		<b>162,026.00</b>	<b>10,652.50</b>	<b>106.58%</b>	<b>187,600.00</b>
<b>6700 · Office Expenses</b>						
6705 · Supplies & Equipment	6,108.20		7,300.00	(1,191.80)	83.67%	7,300.00
6710 · Postage	3,818.61		4,100.00	(281.39)	93.14%	4,100.00
6715 · Telephone	4,144.19		5,300.00	(1,155.81)	78.19%	5,300.00
6720 · Copier	27,279.31		27,830.00	(550.69)	98.02%	27,830.00
6725 · Technology	6,852.50		9,000.00	(2,147.50)	76.14%	20,663.00
6730 · Printing	1,556.96		5,000.00	(3,443.04)	31.14%	5,000.00
<b>Total 6700 · Office Expenses</b>	<b>49,759.77</b>		<b>58,530.00</b>	<b>(8,770.23)</b>	<b>85.02%</b>	<b>70,193.00</b>
<b>6800 · Comm. &amp; Marketing Expenses</b>						
6805 · Newsletter	2,380.16		3,500.00	(1,119.84)	68.01%	5,762.00
6810 · Advertising & Marketing	10,222.68		12,375.00	(2,152.32)	82.61%	7,750.00
6820 · Internet/Website Expenses	6,062.50	(4)	0.00	6,062.50	100.0%	0.00
6825 · Professional Fees	46,906.00	(4)	0.00	46,906.00	100.0%	6,500.00
<b>Total 6800 · Comm. &amp; Marketing Expenses</b>	<b>65,571.34</b>	<b>(4)</b>	<b>15,875.00</b>	<b>49,696.34</b>	<b>413.05%</b>	<b>20,012.00</b>
<b>6900 · Development Expenses</b>						
6910 · Grant Writing Services	15,000.00		15,000.00	0.00	100.0%	15,000.00
6912 · Development Database Services	3,588.00		3,588.00	0.00	100.0%	4,000.00
6915 · Cultivation	5,598.95		7,000.00	(1,401.05)	79.99%	5,000.00
<b>Total 6900 · Development Expenses</b>	<b>24,186.95</b>		<b>25,588.00</b>	<b>(1,401.05)</b>	<b>94.53%</b>	<b>24,000.00</b>
<b>6950 · Other Gen'l &amp; Admin Expenses</b>						
6952 · Audit Fee	12,735.00		12,975.00	(240.00)	98.15%	13,400.00

## High Hopes Therapeutic Riding, Inc. FY 17-18 Actual vs. Annual Budget

July 2017 through June 2018

	FY 17-18 Actual Jul '17 - Jun 18	FY 17-18 Budget	FY 17-18 \$ Over Budget	FY 17-18 % of Budget	FY 18-19 Approved Budget
6954 · Benefits Administration	5,389.66	4,000.00	1,389.66	134.74%	5,500.00
6956 · Payroll Fees	2,185.52	2,477.00	(291.48)	88.23%	2,500.00
6957 · Temporary Workers	2,240.00	0.00	2,240.00	100.0%	0.00
6958 · Directors & Officers Insurance	1,860.00	1,860.00	0.00	100.0%	2,000.00
6959 · ADD Insurance	3,247.75				1,750.00
6960 · Executive Discretionary Fund	400.00	1,000.00	(600.00)	40.0%	1,000.00
6962 · Board Development	4,835.25	2,500.00	2,335.25	193.41%	2,500.00
6964 · Credit Card/Bank Fees	6,551.51	4,600.00	1,951.51	142.42%	2,500.00
6965 · Professional Fees	591.52				1,000.00
6968 · In/Out	0.00				0.00
6969 · Miscellaneous	3,632.00	4,000.00	(368.00)	90.8%	4,000.00
<b>Total 6950 · Other Gen'l &amp; Admin Expenses</b>	<b>43,668.21</b>	<b>33,412.00</b>	<b>10,256.21</b>	<b>130.7%</b>	<b>36,150.00</b>
<b>Total 6500 · General &amp; Admin Expenses</b>	<b>653,823.18</b>	<b>597,751.00</b>	<b>56,072.18</b>	<b>109.38%</b>	<b>642,631.00</b>
6999 · Depreciation Expense	59,579.85	125,000.00	(65,420.15)	47.66%	100,000.00
<b>Total Expense</b>	<b>1,545,871.49</b>	<b>1,547,445.92</b>	<b>(1,574.43)</b>	<b>99.9%</b>	<b>1,610,873.00</b>
<b>Net Ordinary Income</b>	<b>(37,917.66)</b>	<b>(135,578.92)</b>	<b>97,661.26</b>	<b>27.97%</b>	<b>(117,557.00)</b>
<b>Other Income/Expense</b>					
<b>Other Income</b>					
<b>7001 · Endowment Campaign</b>					
7010 · Endowment Campaign Gifts	615,617.19	(12)			
7015 · Endowment Campaign Gifts-Bricks	3,255.93				
7020 · Endowment Campaign - Restricted	25,000.00				
7060 · Endowment Campaign - Expenses	(44,925.10)				
7001 · Endowment Campaign - Other	0.00	200,000.00	(200,000.00)	0.0%	
<b>Total 7001 · Endowment Campaign</b>	<b>598,948.02</b>	<b>(12)</b>	<b>200,000.00</b>	<b>398,948.02</b>	<b>299.47%</b>
<b>7500 · Portfolio - Income</b>					
7510 · Portfolio -Investment Income	89,424.04				
7520 · Portfolio -Unrealized Gain/Loss	206,465.46				
7530 · Portfolio -Realized Gain/Loss	(4,326.39)				
<b>Total 7500 · Portfolio - Income</b>	<b>291,563.11</b>				

**High Hopes Therapeutic Riding, Inc.**  
**FY 17-18 Actual vs. Annual Budget**  
 July 2017 through June 2018

	FY 17-18 Actual Jul '17 - Jun 18	FY 17-18 Budget	FY 17-18 \$ Over Budget	FY 17-18 % of Budget	FY 18-19 Approved Budget
<b>Total Other Income</b>	890,511.13	200,000.00	690,511.13	445.26%	
<b>Other Expense</b>					
<b>8000 - Endowment - Expenses</b>					
<b>8010 - Distributions to Operating</b>	93,500.00				
<b>8020 - Investment Fees</b>	14,648.00				
<b>8000 - Endowment - Expenses - Other</b>	21.21				
<b>Total 8000 - Endowment - Expenses</b>	108,169.21				
<b>9010 - Bad Debt</b>	250.00				2,500.00
<b>Total Other Expense</b>	108,419.21				
<b>Net Other Income</b>	782,091.92	(4) 200,000.00	582,091.92	391.05%	
<b>Net Income</b>	<b>744,174.26</b>	<b>(4) 64,421.08</b>	<b>679,753.18</b>	<b>1,155.17%</b>	

## High Hopes Therapeutic Riding, Inc. FY 17-18 Actual vs. Annual Budget July 2017 through June 2018

FY 17-18 Actual Jul '17 - Jun 18	FY 17-18 Budget	FY 17-18 \$ Over Budget	FY 17-18 % of Budget	FY 18-19 Approved Budget
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**Footnotes:**

- (1) No Group Scholarships awarded
- (2) Lower than expected attendance
- (3) \$5,000 from Cain Fund - release of TRNA
- (4) Recording of Donated Goods and Operating Services effects both Revenue and Expenses
- (5) No Caretaker in FY 17-18 reduced income but is partially offset by reduction in wages
- (6) Timing issue
- (7) Excessive veterinary costs (Whibley, Hal Pint, Hummer and Bella). Also no vaccine grant in FY 17-18.
- (8) Includes expenses that were donated In-Kind. Offsetting Revenue is in Acct # 4514 - June Benefit: Donated Goods & Services
- (9) Overage due to numerous small snow storms
- (10) 2 annual contracts in one FY
- (11) Capital Project Expenses:

Barn Doors	\$4,000	
Run-in-Shed	\$10,039	Off set by grant of \$7,000
Cottage Renovation	\$18,855	
Replacement Office Chairs	\$5,427	
Tack Room Improvements	\$7,576	
Quad ATV Polaris	\$6,480	
Runway Footing	\$7,640	
Bathroom Remodel	\$6,952	
Technology	\$7,733	
	\$74,702	

Driveway not done in FY 17-18 will carry over to FY 18-19

- (12) May vary from reporting from Development Dept. due to auditing requirements