

September 2018-January 2019 T & E Update

- September 2018 Registered On Demand Certification
 - Completed two Registered On Demand Certifications during this quarter:
Revenue received \$1,000

- November 2018 PATH Intl. On Site Workshop and Certification (OSWC)
 - 12 candidates for workshop and/or certification
 - Fees collected \$5,850 vs. budget of \$10,950
 - The change in the PATH Intl. certification process which is anticipated to go into effect in July 2019 has precipitated uncertainty for candidates pursuing their instructor certification as to whether to pursue now, under the current process, or wait and pursue certification under the new process. This uncertainty resulted in many of the centers hosting OSWC's during this past quarter cancelling their workshops due to lack of participation. While High Hopes did not have the number of candidates we budgeted for, we did decide to host realizing net revenue of \$3,200.
 - As additional information about the new certification process is shared and more understood, we anticipate candidates will continue to pursue instructor education offered through PATH Intl. workshops. Current information indicates that both certification processes will be offered concurrently beginning in July and into 2020 to provide a 'bridge' for those candidates in the middle of the current process.

- November 2018 Equine Specialist in Mental Health and Learning (ESMHL)
 - 16 candidates for Workshop and 17 candidates for Skills Test
 - Fees collected \$10,300 vs. budget of \$11,250

- PATH Intl. Instructor Training Course Candidates (ITC's) - January 2019 and Instructor in Training Mentored Teaching Candidates (IT's)
 - Total of 5 ITC candidates budgeted = \$16,875
 - 3 ITC candidates attending the PATH Intl. Approved Instructor Training Course January 9 - April 2019
 - One candidate from MA and two candidates from NY
 - Two candidates completing the full course = \$7,550
 - 1 candidate scheduled /not attending = \$3,475
 - Status of this tuition to be determined/possible donation
 - 1 candidate completing the lecture and practicum components/with completion of teaching hours at later date = \$2,175
 - 1 IT completing mentored teaching hours = \$1,300 plus certification fee = \$500
 - 3 candidates anticipated for early April certification
 - PATH Intl. IT (Instructor in Training) Mentored Teaching Program
 - Second IT will be registering for the Mentored Instructor Teaching Program
 - Will complete mentored teaching from Mid-March through mid-April
 - Additional revenue \$1,300 plus anticipated certification in June = \$500 for total of \$1,800
 - Total revenue for all above = \$16,800 vs. budget of \$16,875

Other Training and Education:

- PATH Intl. New Instructor Certification Study Guide: Development of the study guide has continued throughout this quarter and is nearing completion. The goal is for this guide to be made available to PATH Intl. members by March 2019. To recap- the decision for High Hopes to be involved in this project was driven by our desire to be privy to as much information on the new certification process

as possible, allowing High Hopes to understand how best to structure our education around the new certification going forward. High Hopes revenue anticipated \$3,000.

- Johnson & Wales University in Providence continues their planning to offer a 'Specialization in Equine Assisted Activities and Therapies' which is anticipated to be offered in the fall of 2019. A draft of the MOU has been completed and submitted to JWU for review. It is anticipated that JWU students pursuing PATH Intl. Instructor Certification will complete some or all of their mentored teaching hours through High Hopes. Further details will be forthcoming once the MOU has been finalized.

Marketing and Communication:

- With the update and launch of the new High Hopes website, the Training & Education section of the website has been updated as well, providing additional promotional and marketing enhancements along with consistency in marketing materials.