

**High Hopes Therapeutic Riding, Inc.**  
**FY 20-21 Q1 Actual verses Q1 Budget**  
**Summary**

	<b>Q1 Actual</b>	<b>Q1 Budget</b>	<b>Q1 \$ Variance</b>	<b>Q1 % Variance</b>
<b>Revenue</b>				
Program Revenue	170,462	173,100	-2,637.75	98.48%
Training & Education	7,438	6,713	725.00	110.8%
Development Revenue	65,201 (1)	88,290	-23,088.66	73.85%
Other Revenue	3,852	3,675	177.47	104.83%
<b>TOTAL REVENUE</b>	<b>246,954</b>	<b>271,777</b>	<b>-24,823.94</b>	<b>90.87%</b>
<b>Program Expenses</b>				
Program Personnel Expenses	131,220 *	147,477	-16,256.76	88.98%
Training & Education Expenses	8,298 (2)	4,751	3,547.17	174.66%
Equine Care Expenses	34,777	32,025	2,752.22	108.59%
Other Program Expenses	2,372	2,790	-417.84	85.02%
<b>Total Program Expenses</b>	<b>176,668</b>	<b>187,043</b>	<b>-10,375.21</b>	<b>94.45%</b>
<b>General, Admin &amp; Development Expenses</b>				
G&A & Development Personnel Expenses	69,613 *	72,179	-2,565.67	96.45%
Building & Grounds Expenses	19,495	23,076	-3,580.63	84.48%
Office Expenses	18,744	18,200	544.03	102.99%
Communication & Marketing Expenses	13,745 *	9,063	4,682.47	151.67%
Development Expenses	4,318	15,025	-10,707.33	28.74%
Other G&A Expenses	7,590	8,990	-1,399.63	84.43%
<b>Total G&amp;A Expenses</b>	<b>133,506</b>	<b>146,533</b>	<b>-13,026.76</b>	<b>91.11%</b>
<b>Depreciation Expenses</b>	<b>23,045</b>	<b>25,000</b>	<b>-1,954.78</b>	<b>92.18%</b>
<b>TOTAL EXPENSES</b>	<b>333,219</b>	<b>358,576</b>	<b>-25,356.75</b>	<b>92.93%</b>
<b>REVENUE OVER (UNDER) EXPENSES</b>	<b>-86,266</b>	<b>-86,798</b>	<b>532.81</b>	<b>99.39%</b>

**Footnotes:**

(1) Timing of receipt of grants

(2) Cost of Outside Faculty for session not anticipated

\* Variances reflect change in strategy of utilizing outside firm for Communications & Marketing instead of staff