

High Hopes Therapeutic Riding, Inc.

July - December 2020 Actual vs. Annual Budget

July 2020 through December 2020

	Jul - Dec 20 Actual	Annual Budget	\$ Over/Under Budget	% Over/Under Budget
Ordinary Income/Expense				
Income				
4000 · Operating Revenue				
4001 · Program Revenue				
4002 · Academic Year				
4003 · Participant Fees - Academic Yr	162,148.25	189,640.00	-27,491.75	85.5%
4005 · Financial Aid - Academic Yr	-38,634.50	-28,500.00	-10,134.50	135.56%
Total 4002 · Academic Year	123,513.75 (1)	161,140.00	-37,626.25	76.65%
4008 · Summer Program				
4010 · Participant Fees - Summer Prgm	14,687.50	22,000.00	-7,312.50	66.76%
4016 · Financial Aid - Summer Prgm	-880.00	-2,652.00	1,772.00	33.18%
Total 4008 · Summer Program	13,807.50 (2)	19,348.00	-5,540.50	71.36%
4024 · Summer Camp				
4026 · Participant Fees - Summer Camp	14,800.00	21,600.00	-6,800.00	68.52%
4028 · Financial Aid - Summer Camp	-2,400.00	-2,000.00	-400.00	120.0%
Total 4024 · Summer Camp	12,400.00 (2)	19,600.00	-7,200.00	63.27%
4030 · Special Programs				
4042 · Horse Sense				
4044 · Participant Fees - Horse Sense	1,450.00	0.00	1,450.00	100.0%
4046 · Financial Aid - Horse Sense	-800.00	0.00	-800.00	100.0%
Total 4042 · Horse Sense	650.00	0.00	650.00	100.0%
4050 · Community Lessons	23,760.00	16,860.00	6,900.00	140.93%
4052 · Equine Events - Net	0.00	2,000.00	-2,000.00	0.0%
4054 · Horse Show Days - Net	0.00	3,000.00	-3,000.00	0.0%
4058 · Birthday Parties	0.00	1,200.00	-1,200.00	0.0%
4060 · Field Trips				
4061 · Field Trip Financial Aid	-150.00			
4060 · Field Trips - Other	546.25	1,500.00	-953.75	36.42%
Total 4060 · Field Trips	396.25	1,500.00	-1,103.75	26.42%
Total 4030 · Special Programs	24,806.25	24,560.00	246.25	101.0%

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4080 · Assessment Fees	750.00	350.00	400.00	214.29%
4200 · Training & Education				
4202 · Instructor Training Course				
4205 · ITC Tuition	2,160.00	9,325.00	-7,165.00	23.16%
Total 4202 · Instructor Training Course	2,160.00	9,325.00	-7,165.00	23.16%
4208 · Instructor Training Mentor Prog	0.00	3,900.00	-3,900.00	0.0%
4210 · Workshop Tuition & Fees				
4211 · OSWC	7,350.00	14,775.00	-7,425.00	49.75%
4212 · ESMHL	-625.00 (3)	11,250.00	-11,875.00	-5.56%
4213 · Advanced On Demand Cert	0.00	1,000.00	-1,000.00	0.0%
4214 · Registered On Demand Cert	0.00	2,000.00	-2,000.00	0.0%
4215 · Other PATH Workshops	0.00	2,700.00	-2,700.00	0.0%
4216 · High Hopes Workshops	2,627.50	5,050.00	-2,422.50	52.03%
Total 4210 · Workshop Tuition & Fees	9,352.50	36,775.00	-27,422.50	25.43%
4225 · Consulting	0.00	1,000.00	-1,000.00	0.0%
4200 · Training & Education - Other	195.00	0.00	195.00	100.0%
Total 4200 · Training & Education	11,707.50	51,000.00	-39,292.50	22.96%
Total 4001 · Program Revenue	186,985.00	275,998.00	-89,013.00	67.75%
Total 4000 · Operating Revenue	186,985.00	275,998.00	-89,013.00	67.75%
4300 · Development Revenue				
4305 · Annual Appeal				
4307 · Adopt-A-Horse	6,095.13	15,000.00	-8,904.87	40.63%
4305 · Annual Appeal - Other	126,700.75	260,000.00	-133,299.25	48.73%
Total 4305 · Annual Appeal	132,795.88	275,000.00	-142,204.12	48.29%
4310 · Restricted Operating Gifts				
4315 · Scholarships				
4320 · Grants	23,000.00	25,000.00	-2,000.00	92.0%
4315 · Scholarships - Other	63,200.00	35,000.00	28,200.00	180.57%
Total 4315 · Scholarships	86,200.00	60,000.00	26,200.00	143.67%
4330 · Grants	33,000.00	70,000.00	-37,000.00	47.14%

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4310 · Restricted Operating Gifts - Other	15,945.00	70,000.00	-54,055.00	22.78%
Total 4310 · Restricted Operating Gifts	135,145.00	200,000.00	-64,855.00	67.57%
4355 · Unrestricted Operating Gifts				
4360 · Unrestricted Grants	52,000.00	42,500.00	9,500.00	122.35%
4355 · Unrestricted Operating Gifts - Other	45,458.60	92,500.00	-47,041.40	49.14%
Total 4355 · Unrestricted Operating Gifts	97,458.60	135,000.00	-37,541.40	72.19%
4365 · Donated Operating Goods/Service	3,365.00	49,500.00	-46,135.00	6.8%
4500 · June Benefit				
4502 · Revenue				
4504 · Contributions	125.00	2,250.00	-2,125.00	5.56%
4506 · Corporate Sponsors	2,500.00	95,000.00	-92,500.00	2.63%
4508 · RSVP	0.00	60,000.00	-60,000.00	0.0%
4510 · Auction	0.00	90,000.00	-90,000.00	0.0%
4512 · Scholarship Drive	0.00	50,000.00	-50,000.00	0.0%
4514 · Donated Goods & Services	1,290.00	103,000.00	-101,710.00	1.25%
Total 4502 · Revenue	3,915.00	400,250.00	-396,335.00	0.98%
4516 · Expenses				
4518 · Auction Supplies	-481.78	-15,000.00	14,518.22	3.21%
4522 · Green Room	0.00	-500.00	500.00	0.0%
4526 · Rentals	0.00	-12,000.00	12,000.00	0.0%
4528 · Advertising & Marketing	-1,290.00	-90,250.00	88,960.00	1.43%
4534 · Production	0.00	-30,000.00	30,000.00	0.0%
4536 · Catering	0.00	-24,500.00	24,500.00	0.0%
4540 · Printing	0.00	-8,200.00	8,200.00	0.0%
4542 · Beverages	0.00	-3,500.00	3,500.00	0.0%
4546 · Postage & Processing	-28.00	-1,000.00	972.00	2.8%
4548 · Decor	0.00	-3,500.00	3,500.00	0.0%
4550 · Sanitation	0.00	-2,750.00	2,750.00	0.0%
4556 · Insurance & Permits	0.00	-60.00	60.00	0.0%
4558 · Credit Card Fees	0.00	-4,000.00	4,000.00	0.0%

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4560 · Supplies	0.00	-1,000.00	1,000.00	0.0%
4562 · Entertainment	0.00	-5,000.00	5,000.00	0.0%
Total 4516 · Expenses	-1,799.78	-201,260.00	199,460.22	0.89%
Total 4500 · June Benefit	2,115.22	198,990.00	-196,874.78	1.06%
4600 · Holiday Market				
4602 · Revenue				
4604 · Vendor Revenue	4,999.20	4,000.00	999.20	124.98%
4606 · Corporate Sponsors	6,755.93	5,000.00	1,755.93	135.12%
4608 · Contributions	1,582.95			
4610 · Raffle Tickets Sales	51,788.24	55,000.00	-3,211.76	94.16%
4616 · Merchandise Sales - Holiday Mrk	0.00	500.00	-500.00	0.0%
4619 · Donated Goods & Services	52,369.00	45,000.00	7,369.00	116.38%
Total 4602 · Revenue	117,495.32	109,500.00	7,995.32	107.3%
4620 · Expenses				
4632 · Raffle	-25,436.70	-24,000.00	-1,436.70	105.99%
4634 · Advertising & Marketing	-48,625.00	-43,000.00	-5,625.00	113.08%
4636 · Printing	-1,828.85	-1,225.00	-603.85	149.29%
4642 · Sanitation	0.00	-2,250.00	2,250.00	0.0%
4646 · Credit Card Charges	-1,017.81	-500.00	-517.81	203.56%
4648 · Insurance & Permits	0.00	-50.00	50.00	0.0%
4652 · Postage & Processing	-745.00	-500.00	-245.00	149.0%
Total 4620 · Expenses	-77,653.36	-71,525.00	-6,128.36	108.57%
Total 4600 · Holiday Market	39,841.96 (4)	37,975.00	1,866.96	104.92%
Total 4300 · Development Revenue	410,721.66	896,465.00	-485,743.34	45.82%
5000 · Other Operating Revenue				
5015 · Cottage Rental				
5020 · Caretaker	7,200.00	14,400.00	-7,200.00	50.0%
Total 5015 · Cottage Rental	7,200.00	14,400.00	-7,200.00	50.0%
5030 · Facility Rental	0.00	500.00	-500.00	0.0%
5035 · Interest Income	90.97	500.00	-409.03	18.19%

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5040 · Merchandise				
5045 · Merchandise Sales	610.00	1,500.00	-890.00	40.67%
5050 · Merchandise Purchases	0.00	-2,000.00	2,000.00	0.0%
5040 · Merchandise - Other	10.00			
Total 5040 · Merchandise	620.00	-500.00	1,120.00	-124.0%
5060 · Endowment Draw	0.00	200,000.00	-200,000.00	0.0%
Total 5000 · Other Operating Revenue	7,910.97	214,900.00	-206,989.03	3.68%
Total Income	605,617.63	1,387,363.00	-781,745.37	43.65%
Gross Profit	605,617.63	1,387,363.00	-781,745.37	43.65%
Expense				
6100 · Program Expenses				
6105 · Personnel Expenses				
6110 · Salaries & Wages				
6118 · Wages - Program - Instruction	154,319.28	342,661.00	-188,341.72	45.04%
6122 · Wages - Program - Facility	19,371.29	35,019.00	-15,647.71	55.32%
6125 · Wages - Program - Equine	38,740.19	80,252.00	-41,511.81	48.27%
Total 6110 · Salaries & Wages	212,430.76	457,932.00	-245,501.24	46.39%
6130 · Payroll Taxes & Benefits				
6136 · FICA - Program - Instruction	11,624.14	24,941.00	-13,316.86	46.61%
6137 · FICA - Program - Facility	1,444.88	2,679.00	-1,234.12	53.93%
6138 · FICA - Program - Equine	2,782.70	6,139.00	-3,356.30	45.33%
6140 · CTPFL - Instruction	0.00	0.00	0.00	0.0%
6141 · CTPFL - Facility	0.00	0.00	0.00	0.0%
6142 · CTPFL - Equine	0.00	0.00	0.00	0.0%
6146 · Unemployment-PRG - Instruction	211.09	2,092.00	-1,880.91	10.09%
6147 · Unemployment-PRG - Facility	35.01	228.00	-192.99	15.36%
6148 · Unemployment-PRG - Equine	116.60	738.00	-621.40	15.8%
6152 · Health Ins. - PRG - Instruction	8,365.46	20,330.00	-11,964.54	41.15%
6153 · Health Ins. - PRG - Facility	904.06	1,898.00	-993.94	47.63%
6154 · Health Ins. - PRG - Equine	1,808.09	3,797.00	-1,988.91	47.62%

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6155 · Program-403B Match	0.00	9,208.00	-9,208.00	0.0%
6160 · Program-Dues	0.00	559.00	-559.00	0.0%
6165 · Program-Life & LTD Insurance	843.30	1,756.00	-912.70	48.02%
6170 · Program-Clothing	0.00	1,960.00	-1,960.00	0.0%
Total 6130 · Payroll Taxes & Benefits	28,135.33	76,325.00	-48,189.67	36.86%
6180 · Program-Worker's Compensation	43,182.51	83,707.14	-40,524.63	51.59%
6185 · Program-Staff Development	270.00	7,760.00	-7,490.00	3.48%
Total 6105 · Personnel Expenses	284,018.60	625,724.14	-341,705.54	45.39%
6200 · Equine Care Expenses				
6205 · Hay	17,395.02	40,000.00	-22,604.98	43.49%
6210 · Shoeing	5,800.00	13,000.00	-7,200.00	44.62%
6215 · Equine Therapy	850.00	1,500.00	-650.00	56.67%
6220 · Veterinary	8,764.51 (5)	17,000.00	-8,235.49	51.56%
6225 · Pasture Maintenance	270.47	2,000.00	-1,729.53	13.52%
6230 · Feed	6,622.82	9,000.00	-2,377.18	73.59%
6235 · Supplements & Rx	9,300.32	16,000.00	-6,699.68	58.13%
6240 · Shavings	1,114.38	4,500.00	-3,385.62	24.76%
6245 · Stable Supplies & Equipment	2,324.31	6,500.00	-4,175.69	35.76%
6250 · Vehicle Repair & Maintenance	6,437.37 (6)	6,000.00	437.37	107.29%
6260 · Other	1,080.00	5,000.00	-3,920.00	21.6%
Total 6200 · Equine Care Expenses	59,959.20	120,500.00	-60,540.80	49.76%
6300 · Other Program Expenses				
6305 · Carriage Driving	0.00	100.00	-100.00	0.0%
6310 · Program Supplies	2,246.86	5,900.00	-3,653.14	38.08%
6325 · Tack Repair & Replacement	185.00	250.00	-65.00	74.0%
6330 · Program Fees & Licenses	2,740.00	4,700.00	-1,960.00	58.3%
Total 6300 · Other Program Expenses	5,171.86	10,950.00	-5,778.14	47.23%
6400 · Training & Education Expenses				
6405 · Wages - T & E	15,040.52	19,126.00	-4,085.48	78.64%
6410 · FICA - T & E	1,150.61	1,463.00	-312.39	78.65%

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6412 · CTPFL - T & E	0.00	0.00	0.00	0.0%
6415 · Unemployment - T & E	43.53	107.00	-63.47	40.68%
6420 · Housing	0.00	600.00	-600.00	0.0%
6425 · T & E Food - Class by Type	268.53	1,675.00	-1,406.47	16.03%
6430 · T & E Travel - Class by Type	0.00	1,250.00	-1,250.00	0.0%
6435 · Path Materials - Class by Type	-1,706.66	3,045.00	-4,751.66	-56.05%
6440 · Supplies - Class by Type	303.38	220.00	83.38	137.9%
6445 · PATH Certs - Class by Type	310.00	2,410.00	-2,100.00	12.86%
6450 · Outside Faculty - Class by Type	3,405.00	12,160.00	-8,755.00	28.0%
Total 6400 · Training & Education Expenses	18,814.91	42,056.00	-23,241.09	44.74%
Total 6100 · Program Expenses	367,964.57	799,230.14	-431,265.57	46.04%
6500 · General & Admin Expenses				
6502 · Personnel Expenses				
6504 · Salaries & Wages				
6506 · Wages - General & Admin	56,127.11	112,253.00	-56,125.89	50.0%
6508 · Wages - Development	74,276.75	158,099.00	-83,822.25	46.98%
Total 6504 · Salaries & Wages	130,403.86	270,352.00	-139,948.14	48.24%
6512 · Payroll Taxes & Benefits				
6514 · Payroll Taxes-FICA-G & A	4,119.19	8,587.00	-4,467.81	47.97%
6515 · Payroll Taxes-FICA-Development	5,552.55	13,368.00	-7,815.45	41.54%
6516 · Unemployment-G & A	0.00	442.00	-442.00	0.0%
6517 · Unemployment-Development	0.00	969.00	-969.00	0.0%
6518 · Health Insurance				
6520 · Health Insurance-G & A	3,564.74	7,736.00	-4,171.26	46.08%
6522 · Health Insurance-Development	1,962.60	8,041.00	-6,078.40	24.41%
Total 6518 · Health Insurance	5,527.34	15,777.00	-10,249.66	35.03%
6524 · 403B Match				
6526 · 403B Match - General & Admin	0.00	2,245.00	-2,245.00	0.0%
6528 · 403B Match - Development	0.00	3,495.00	-3,495.00	0.0%
Total 6524 · 403B Match	0.00	5,740.00	-5,740.00	0.0%

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6530 · Dues				
6532 · Dues - General & Admin	0.00	41.00	-41.00	0.0%
6534 · Dues - Development	0.00	75.00	-75.00	0.0%
Total 6530 · Dues	0.00	116.00	-116.00	0.0%
6536 · Life & LTD Insurance				
6538 · Life & LTD Ins -General & Admin	210.18	427.00	-216.82	49.22%
6540 · Life & LTD Ins - Development	195.87	533.00	-337.13	36.75%
Total 6536 · Life & LTD Insurance	406.05	960.00	-553.95	42.3%
6542 · Clothing				
6544 · Clothing - General & Admin	0.00	310.00	-310.00	0.0%
6546 · Clothing - Development	0.00	555.00	-555.00	0.0%
Total 6542 · Clothing	0.00	865.00	-865.00	0.0%
6570 · CT Paid Family Leave				
6572 · CTPFL - General & Admin	0.00	0.00	0.00	0.0%
6574 · CTPFL - Development	0.00	0.00	0.00	0.0%
Total 6570 · CT Paid Family Leave	0.00	0.00	0.00	0.0%
Total 6512 · Payroll Taxes & Benefits	15,605.13	46,824.00	-31,218.87	33.33%
6554 · Workers' Compensation				
6556 · Worker's Comp - General & Admin	1,016.76	1,000.00	16.76	101.68%
6558 · Worker's Comp - Development	1,016.76	1,000.00	16.76	101.68%
Total 6554 · Workers' Compensation	2,033.52	2,000.00	33.52	101.68%
6560 · Staff Development				
6564 · Staff Devel. - Development	69.00	0.00	69.00	100.0%
Total 6560 · Staff Development	69.00	0.00	69.00	100.0%
Total 6502 · Personnel Expenses	148,111.51	319,176.00	-171,064.49	46.4%
6600 · Building & Grounds Expenses				
6608 · Supplies & Equipment	423.46	4,500.00	-4,076.54	9.41%
6611 · Repairs & Maintenance	1,143.50	5,500.00	-4,356.50	20.79%
6614 · Insurance				
6617 · Farm Policy	4,958.97	18,000.00	-13,041.03	27.55%

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6620 · Vehicles	1,424.00	1,400.00	24.00	101.71%
6622 · Umbrella Insurance	480.00	1,800.00	-1,320.00	26.67%
6614 · Insurance - Other	18.00	72.00	-54.00	25.0%
Total 6614 · Insurance	6,880.97	21,272.00	-14,391.03	32.35%
6623 · Electricity	4,819.64	12,075.00	-7,255.36	39.91%
6626 · Fuel Oil	4,255.67	12,500.00	-8,244.33	34.05%
6629 · Cleaning & Supplies	2,330.59	14,500.00	-12,169.41	16.07%
6632 · Mowing, Landscaping & Plowing	5,395.87	12,000.00	-6,604.13	44.97%
6635 · Security	0.00	1,000.00	-1,000.00	0.0%
6641 · Sanitation	1,677.27	3,000.00	-1,322.73	55.91%
6644 · Pest Control Services	470.00	1,000.00	-530.00	47.0%
6653 · Cottage Utilities & Upkeep	1,949.45	7,000.00	-5,050.55	27.85%
Total 6600 · Building & Grounds Expenses	29,346.42	94,347.00	-65,000.58	31.11%
6700 · Office Expenses				
6705 · Supplies & Equipment	1,688.37	5,300.00	-3,611.63	31.86%
6710 · Postage	995.96	3,000.00	-2,004.04	33.2%
6715 · Telephone	2,373.41	4,500.00	-2,126.59	52.74%
6720 · Copier	15,204.33	28,000.00	-12,795.67	54.3%
6725 · Technology	13,217.09	15,701.00	-2,483.91	84.18%
6730 · Printing	477.85	6,000.00	-5,522.15	7.96%
Total 6700 · Office Expenses	33,957.01	62,501.00	-28,543.99	54.33%
6800 · Comm. & Marketing Expenses				
6805 · Newsletter	1,895.48	5,980.00	-4,084.52	31.7%
6810 · Advertising & Marketing	1,935.00 (7)	21,250.00	-19,315.00	9.11%
6825 · Professional Fees	26,040.00 (8)	6,000.00	20,040.00	434.0%
Total 6800 · Comm. & Marketing Expenses	29,870.48	33,230.00	-3,359.52	89.89%
6900 · Development Expenses				
6905 · Appeal	4,892.74	40,100.00	-35,207.26	12.2%
6910 · Grant Writing Services	7,500.00	16,000.00	-8,500.00	46.88%
6915 · Cultivation	350.28	5,000.00	-4,649.72	7.01%

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Total 6900 · Development Expenses	12,743.02	61,100.00	-48,356.98	20.86%
6950 · Other Gen'l & Admin Expenses				
6952 · Audit Fee	18,200.00	20,000.00	-1,800.00	91.0%
6954 · Benefits Administration	1,310.22	5,500.00	-4,189.78	23.82%
6956 · Payroll Fees	867.26	2,500.00	-1,632.74	34.69%
6958 · Directors & Officers Insurance	0.00	1,860.00	-1,860.00	0.0%
6959 · ADD Insurance	3,398.00	4,100.00	-702.00	82.88%
6960 · Executive Discretionary Fund	750.00	1,000.00	-250.00	75.0%
6962 · Board Development	46.71	2,500.00	-2,453.29	1.87%
6964 · Credit Card/Bank Fees	2,205.14	2,500.00	-294.86	88.21%
6965 · Professional Fees	0.00	1,000.00	-1,000.00	0.0%
6968 · In/Out	637.74	0.00	637.74	100.0%
6969 · Miscellaneous	750.00	1,000.00	-250.00	75.0%
6970 · Gift of Warm Fund Expenses	203.40	10,000.00	-9,796.60	2.03%
Total 6950 · Other Gen'l & Admin Expenses	28,368.47	51,960.00	-23,591.53	54.6%
Total 6500 · General & Admin Expenses	282,396.91	622,314.00	-339,917.09	45.38%
6999 · Depreciation Expense	46,090.50	100,000.00	-53,909.50	46.09%
Total Expense	696,451.98	1,521,544.14	-825,092.16	45.77%
Net Ordinary Income	-90,834.35	-134,181.14	43,346.79	67.7%

Footnotes:

- (1) Academic revenue may fluctuate due to refunds for COVID related cancellations.
- (2) Budget assumed no Summer Program or Camp in 2020, but 2 weeks in 2021.
- (3) November ESMHL postponed to February. One participant requested refund rather than switch to February date.
- (4) Benchmark Corporate Sponsorship of \$2,500 booked in last FY.
- (5) Includes 2 years of vaccines.
- (6) Maintenance of equipment complete for year but were higher then anticipated.
- (7) In-kind donation - no cash spent to date.
- (8) Shift to outsource marketing services formerly in-house.