

**High Hopes Therapeutic Riding, Inc.**  
**FY 22-23 Q1 & Q2 Actual v Annual Budget**  
**Summary**

|  | Q1 & Q2<br>22-23<br>Actual | FY<br>22-23<br>Budget | Q1 & Q2<br>22-23<br>\$ Variance | FY<br>22-23<br>% Variance |
|--|----------------------------|-----------------------|---------------------------------|---------------------------|
| <b>Revenue</b>                                   |                            |                       |                                 |                           |
| Program Revenue                                  | 217,810                    | 330,595               | -112,785.15                     | 65.88%                    |
| Training & Education                             | 14,893                     | 68,770                | -53,876.97                      | 21.66%                    |
| Development Revenue                              | 494,803                    | 1,025,945             | -531,142.38                     | 48.23%                    |
| Other Revenue                                    | 5,451                      | 300,323 (1)           | -294,871.75                     | 1.82%                     |
| <b>TOTAL REVENUE</b>                             | <b>732,957</b>             | <b>1,725,633</b>      | <b>-992,676.25</b>              | <b>42.48%</b>             |
| <b>Program Expenses</b>                          |                            |                       |                                 |                           |
| Program Personnel Expenses                       | 416,237                    | 875,544               | -459,307.23                     | 47.54%                    |
| Training & Education Expenses                    | 24,987                     | 59,827                | -34,840.05                      | 41.77%                    |
| Equine Care Expenses                             | 62,148                     | 156,000               | -93,852.11                      | 39.84%                    |
| Other Program Expenses                           | 2,591                      | 12,264                | -9,673.16                       | 21.13%                    |
| <b>Total Program Expenses</b>                    | <b>505,962</b>             | <b>1,103,635</b>      | <b>-597,672.55</b>              | <b>45.85%</b>             |
| <b>General, Admin &amp; Development Expenses</b> |                            |                       |                                 |                           |
| G&A & Development Personnel Expenses             | 183,218                    | 362,277               | -179,058.65                     | 50.57%                    |
| Building & Grounds Expenses                      | 115,109 (2)                | 102,757               | 12,351.71                       | 112.02%                   |
| Office Expenses                                  | 38,082                     | 68,850                | -30,768.48                      | 55.31%                    |
| Communication & Marketing Expenses               | 33,183                     | 70,020                | -36,837.03                      | 47.39%                    |
| Development Expenses                             | 25,101                     | 63,500                | -38,399.02                      | 39.53%                    |
| Other G&A Expenses                               | 49,157                     | 55,750                | -6,592.60                       | 88.18%                    |
| <b>Total G&amp;A Expenses</b>                    | <b>443,850</b>             | <b>723,194</b>        | <b>-279,344.07</b>              | <b>61.37%</b>             |
| <b>Depreciation Expenses</b>                     | <b>41,766</b>              | <b>120,000</b>        | <b>-78,233.51</b>               | <b>34.81%</b>             |
| <b>TOTAL EXPENSES</b>                            | <b>991,579</b>             | <b>1,946,829</b>      | <b>-955,250.13</b>              | <b>50.93%</b>             |
| <b>REVENUE OVER (UNDER) EXPENSES</b>             | <b>-258,622</b>            | <b>-221,196</b>       | <b>-37,426.12</b>               | <b>116.92%</b>            |

**Footnotes:**

(1) Includes Budgeted Draw of \$284,973 not yet taken

(2) Includes Capital Project Expenses of \$63,582 that will be pulled out as Fixed Assets at Year End