Learning Matters, Inc. 2017/2018 Yearly Budget		Acrt II	ы	Ane	Sen	Ort	Nov	Dar	lan	Feh	Mar	Anr	May	lun	Total	Results Jul 1, '16 - Jun 30, '17	Results Jul 1, '15 - Jun 10, '16 Tot '15 - '16 Actual	new budget to PY actual	*	1
Revenue:													,							
Actual Teaching Hours 14-15	Used sales by item		228	362	606	371	317	569	520	423	503	323	302	480	5,000					
Actual Teaching Hours 15-16	teaching hours report		468	460	376	688	555	435	217	412	900	574	554	477	6,114		22%			
Actual Teaching Hours 16-17 Contract hours	Used sales by item		301	328	605	430	331	567	614	750	516	608	348	681	6,077	-19				Does not May char
Teaching hours less contract hours	not used in this year		301	328	605	430	331	567	614	750	516	608	348	681	6077					initially Citial
Budget Teaching Hours 17-18	calculated	15% increase	346	377	695	495	381	652	706	862	593	699	400	783	6,989			6381.18		
Full Rate Fee Revenue:	calculated	\$59.00																		
Amount Billed @ full fee rate	calculated	58%	\$11,932.30	\$13,002.64	\$23,963.72	\$17,046.15	\$13,121.57	\$22,477.13	\$24,340.32	\$29,711.84	\$20,455.38	\$24,082.64	\$13,777.65	\$27,006.93	\$240,918.27					
Partial Rate Fee Revenue:		\$25.58																		
Amount Billed @ partial fee rate	calculated	42%	\$3,681.47	\$4,011.70	\$7,393.52	\$5,259.24	\$4,048.39	\$6,934.86	\$7,509.71	\$9,166.98	\$6,311.09	\$7,430.21	\$4,250.81	\$8,332.44	\$74,330.42					
Total Teaching Fees Revenue		4171	\$15,613.77	\$17,014.35	\$31,357.23	\$22,305.39	\$17,169.96	\$29,411.99	\$31,850.02	\$38,878.82	\$26,766.47	\$31,512.85	\$18,028.46	\$35,339.37	\$315,248.69	\$268,200.35	229,757.50	\$47,048.34	18%	\$37.58 \$45.11
Contract Revenue				\$1,421.00	\$1.421.00	\$1.421.00	\$1.421.00	\$1.421.00	\$1.421.00	\$1.421.00	\$1.421.00	\$1,421.00	\$1,421.00		\$14 210 00	\$26,108,00	22 000 00	(\$11.898.00)		\$45.11
Assessment Fees		4172	15,471.00	15,471.00	15,471.00	15,471.00	15,471.00	15,471.00	15,471.00	15,471.00	15,471.00	15,471.00	15,471.00	15,471.00	185,652.00	105,590.00		\$80,062.00	110%	Need to
Unrestricted Contributions Grants	Keep the same Keen the same	4300 4110	3,000.00 15.000.00	3,000.00	3,000.00	3,000.00	3,000.00	10,000.00	10,000.00	3,000.00	3,000.00	3,000.00	3,000.00	3,000.00	50,000.00	39,410.73		\$10,589.27 \$17.918.00	34%	
Misc	In Kind	4500	15,000.00	10,000.00	5,000.00		-	5,000.00	5,000.00	5,000.00	5,000.00				50,000.00	32,082.00	25,600.00	\$17,918.00	70%	
Total Revenue			\$49,084.77	\$46,906.35	\$56,249.23	\$42,197.39	\$37,061.96	\$61,303.99	\$63,742.02	\$63,770.82	\$51,658.47	\$51,404.85	\$37,920.46	\$53,810.37	\$615,110.69	\$471,391.08	381,228.89	\$143,719.61	38%	i
Expenses: Contract hours			0	44	40	40	40	20	40	40	30	40	20	0	354					
# of teaching hours			0 346	44 377	40 695	40 495	40 381	20 652	40 706	40 862	30 593	40 699	20 400	783	6,989					
Average teaching rate			26.00	26.00	26.00	26.00	26.00	26.00	26.00	26.00	26.00	26.00	26.00	26.00						
Teaching Salaries Contract salaries	calculation	5000	\$8,999.90	\$9,807.20 \$1,196.25	\$18,074.55 \$1,100.00	\$12,857.00 \$1,100.00	\$9,896.90 \$1,100.00	\$16,953.30 \$550.00	\$18,358.60 \$1,100.00	\$22,410.05 \$1,100.00	\$15,428.40 \$825.00	\$18,164.25 \$1,100.00	\$10,391.75 \$550.00	\$20,369.88 \$0.00	\$181,711.78 \$9.721.25					
Assessment Salary	trans detail tab	5000	\$7.812.50	\$1,196.25	\$1,100.00	\$1,100.00	\$1,100.00	\$7.812.50	\$1,100.00	\$1,100.00	\$825.00	\$1,100.00	\$7.812.50	\$7.812.50	\$9,721.25					
Total Teaching Salaries			\$16,812.40	\$18,815.95	\$26,987.05	\$21,769.50	\$18,809.40	\$25,315.80	\$27,271.10	\$31,322.55	\$24,065.90	\$27,076.75	\$18,754.25	\$28,182.38	\$285,183.03	\$268,884.34	210,664.81	\$16,298.69	8%	
Administrative Payroll		5100	\$14,068.00	\$14,068.00	\$14,068.00	\$14,068.00	\$14,068.00	\$14,068.00	\$14,068.00	\$14,068.00	\$14,068.00	\$14,068.00	\$14,068.00	\$14,068.00	\$168,816.00	\$119,403.06	119,696.91	\$49,412.94	41%	
General & Administrative Expenses			\$30,880.40	\$32,883.95	\$41,055.05	\$35,837.50	\$32,877.40	\$39,383.80	\$41,339.10	\$45,390.55	\$38,133.90	\$41,144.75	\$32,822.25	\$42,250.38	\$453,999.03	\$388,287.40	330,361.72	\$65,711.63 \$0.00	20%	
Payroll Taxes	calculation	5500	\$2,447.35	\$2,600.62	\$3,225.71	\$2,826.57	\$2,600.12	\$3,097.86	\$3,247.44	\$3,557.38	\$3,002.24	\$3,232.57	\$2,595.90	\$3,317.15	\$35,750.93	\$28,315.80	24,747.72	\$7,435.13	30%	
Bank Service Charges		6125	\$450.00	\$450.00	\$450.00	\$450.00	\$450.00	\$450.00	\$450.00	\$450.00	\$450.00	\$450.00	\$450.00	\$450.00	\$5,400.00	\$3,207.16	1,960.76	\$2,192.84	112%	
Dues and Subscriptions Equipment Rental		6165 6175	\$250.00	\$250.00	399.00 \$250.00	\$250.00	\$250.00	\$250.00	\$250.00	225.00 \$250.00	\$250.00	\$250.00	\$250.00	250.00 \$250.00	\$874.00 \$3,000.00	\$1,274.60 \$2,944.56		(\$400.60) \$55.44	-21% 3%	
Disability Insurance		6195	\$250.00 \$100.36	\$250.00	\$250.00	\$250.00	\$250.00	\$128.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$3,000.00	\$2,944.56 \$1.264.30		\$55.44 \$211.20	20%	
Accounting Fees		6210	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	\$600.00	\$75.00		\$525.00	66%	
Legal Fees Licenses and Permits	None expected	6220	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$18.75 \$220.47		(\$18.75) \$99.53	#DIV/01	
Postage and Delivery		6255	S200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$2,400.00	\$1,501.46		\$898.54	39%	
Printing and Reproduction		6265	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	\$1,200.00	\$2,342.15	1,185.44	(\$1,142.15)	-96%	
Payroll Services		6286	\$375.00	\$375.00	\$375.00	\$375.00	\$375.00	\$375.00	\$375.00	\$375.00	\$375.00	\$375.00	\$375.00	\$375.00	\$4,500.00	\$4,272.73		\$227.27	7%	
Rent Computer Repairs	None expected	6295 6320	\$750.00	\$750.00	\$750.00	\$750.00	\$750.00	\$750.00	\$750.00	\$750.00	\$750.00	\$750.00	\$750.00	\$750.00 \$0.00	\$9,000.00	\$9,000.00 \$101.67	9,000.00	\$0.00 (\$101.67)	-7%	
Equipment Repairs	None expected	6330																\$0.00	0%	
Telecommunications		6345	\$205.00	\$205.00	\$205.00	\$205.00	\$205.00	\$205.00	\$205.00	\$205.00	\$205.00	\$205.00	\$205.00	\$205.00	\$2,460.00	\$3,138.65		(\$678.65)	-29%	
Conference and Training Meals and Entertainment		6360 6375	75.00		1,600.00 75.00		75.00	\$700.00	75.00		75.00	1,500.00	75.00		\$3,100.00 \$1.150.00	\$403.43 \$909.65	2,698.83 1.401.59	\$2,696.57 \$240.35	100%	
Travel		6380			2,000.00										\$2,000.00	\$0.00		\$2,000.00	164%	
Gifts Outside Services		6386 6390		50.00	3.000.00	75.00		\$300.00 \$0.00			75.00			75.00	\$575.00 \$3,000.00	\$0.00 \$3.800.00		\$575.00 (\$800.00)	125%	
Outside Services Liability Insurance		6390 6410			3,000.00		\$7,900.00	\$0.00							\$3,000.00	\$3,800.00 \$7,842.00		(\$800.00) \$58.00	1%	
Office Supplies		6550	\$300.00	\$300.00	\$300.00	\$300.00	\$300.00	\$300.00	\$300.00	\$300.00	\$300.00	\$300.00	\$300.00	\$300.00	\$3,600.00	\$3,357.86	3,219.79	\$242.14	8%	
Testing Material		6671	708.00	708.00	708.00	708.00	708.00	708.00	708.00	708.00	708.00	712.00	708.00	708.00	\$8,500.00	\$7,172.71		\$1,327.29	32%	
Teaching Material Technology - operating	New Account #	6672 New #	190.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	\$200.00	200.00	200.00	\$0.00	\$2,000.00	\$131.75	2,058.76	\$1,868.25 \$2,658.00	91%	
Miscellaneous Expense		6900	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	\$1,200.00	\$1,763.91		(\$563.91)	0%	
Total General & Administrative Expense	s		\$37,181.11	\$40,464.45	\$55,231.19	\$42,598.54	\$47,302.37	\$47,551.66	\$48,538.89	\$53,562.45	\$45,378.08	\$49,758.04	\$39,522.82	\$49,572.85	\$556,662.45	\$471,346.01	405,608.54	\$85,316.44	100%	
Development Evnenses																				
Marketing Materials		6780	250.00	250.00	250.00	250.00	250.00	3,250.00	250.00	250.00	250.00	250.00	250.00	250.00	\$6,000.00	\$4,107.05	4,138.43	\$1,892.95	46%	
Marketing Technology		7220													\$0.00			\$0.00	100%	
Crash plan back up Major Event		7223 7240		8 000 00											\$0.00	\$214.74 7.201.59		\$798.41	17%	
Meals dining with donors		7250	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	600.00	75.77	4,030.00	\$524.23	100%	
Total Development Expenses			\$300.00	\$8,300.00	\$300.00	\$300.00	\$300.00	\$3,300.00	\$300.00	\$300.00	\$300.00	\$300.00	\$300.00	\$300.00	\$14,600.00	\$11,599.15	8,788.43	\$3,000.85	34%	
Other Expenses		8015														203 54	232.00	(\$203.54)	100%	
Total Expenses		0013	\$37,481.11	\$48,764.45	\$55,531.19	\$42,898.54	\$47,602.37	\$50,851.66	\$48,838.89	\$53,862.45	\$45,678.08	\$50,058.04	\$39,822.82	\$49,872.85	\$571,262.45	\$483,148.70		\$88,113.75	21%	
Net Income(Loss)			\$11,603.66	(\$1,858.10)	\$718.04	(\$701.15)	(\$10,540.41)	\$10,452.34	\$14,903.13	\$9,908.37	\$5,980.39	\$1,346.81	(\$1,902.36)	\$3,937.51	\$43,848.24	(\$11,757.62	(33,400.08)	\$55,605.86	-166%	i
														check figure	543,848.24					
Beginning Cash @ 6/30/2016			\$47,618.00	\$59,221.66	\$57,363.56	\$58,081.60	\$57,380.45	\$46,840.05	\$57,292.38	\$72,195.51	\$82,103.88	\$88,084.27	\$89,431.08	\$87,528.72	-1624.01					
Ending Cash @ 6/30/2017			\$59,221.66	\$57,363.56	\$58,081.60	\$57,380.45	\$46,840.05	\$57,292.38	\$72,195.51	\$82,103.88	\$88,084.27	\$89,431.08	\$87,528.72	\$91,466.24	(\$31.23)					
			calculated cell										check figure	\$91,466.24						