Learning Matters, Inc.															Results		
2016/2017 Yearly Budget		Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Total	Jul 1, '15 - Jun 30, '16 Tot '15-'16 Actual	Variance	%
evenue:																	
ctual Teaching Hours 13-14 -		224 228	517 362	479 606	397 371	373 317	468 569	615 520	569 423	581 503	379 323	155 302	411 480	5,164 5.000	-3%		
ctual Teaching Hours 15-16		468	460	376	688	555	435	217	412	900	574	554	477	6,114	22%		
ontract hours eaching hours less contract h	nours	468	64 396	86 291	71 617	68 487	58 377	60 157	70 342	78 822	73 502	82 473	477	708 5406			
udget Teaching Hours 16-17		491	416	305	648	511	395	164	359	863	527	496	501	5,676		5676.04	
ull Rate Fee Revenue: mount Billed @ full fee rate	calculated calculated	\$55.00 \$16.522.42	\$55.00 \$13.980.51	\$55.00 \$10.255.90	\$23,357.49	\$18.424.68	\$14,258.77	\$5.926.95	\$12.952.19	\$31,130,70	\$18.992.76	\$17.894.47	\$18.064.90	\$201.761.74			
	calculated	310,322.42	313,300.31	310,233.90	\$23,337.45	310,424.00	314,230.77	\$3,320.33	\$12,932.19	331,130.70	310,332.70	317,034.47	310,004.50	3201,761.74			
nrtial Rate Fee Revenue: mount Billed @ partial fee rate	calculated	\$4,245.53	\$3,592.37	\$2.635.31	\$5.594.93	\$4.413.35	\$3,415.47	\$1,419,71	\$3.102.50	\$7.456.89	\$4.549.43	\$4.286.35	\$4.327.17	\$49.039.01			
dditional new revenue				900.00	900.00	900.00	900.00	900.00	900.00	900.00	900.00	900.00	900.00	\$9,000.00			
tal Teaching Fees Revenue		\$20,767.95	\$17,572.88	\$13,791.21	\$29,852.43	\$23,738.03	\$18,574.24	\$8,246.66	\$16,954.69	\$39,487.59	\$24,442.18	\$23,080.82	\$23,292.07	\$259,800.75	229,757.50	\$30,043.25	13% \$37.58 2015-20 \$45.77 2015-20
ntract Revenue	Keep the same	-	\$1,000.00	\$8,500.00	\$1,000.00	\$1,000.00	\$1,000.00	\$6,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	-	\$22,500.00	22,000.00	\$500.00	
sessment Fees prestricted Contributions	Keep the same	6,655.00 2.000.00	6,655.00	6,655.00 2.000.00	6,655.00 2.000.00	6,655.00 2.000.00	6,655.00 10.000.00	6,655.00	6,655.00	6,655.00	6,655.00 2.000.00	6,655.00 2.000.00	6,655.00 2.000.00	79,860.00 40.000.00	72,600.00	\$7,260.00 \$8,733.61	10%
ants	Keep the same	10.000.00	10,000.00	2,000.00	2,000.00	2,000.00	5.000.00	5.000.00	5.000.00	5.000.00	2,000.00	2,000.00	2,000.00	40,000.00	25,600.00	\$14,400.00	56%
isc	In Kind						-	-	-						5.00	(\$5.00)	
otal Revenue		\$39,422.95	\$37,227.88	\$30,946.21	\$39,507.43	\$33,393.03	\$41,229.24	\$35,901.66	\$31,609.69	\$54,142.59	\$34,097.18	\$32,735.82	\$31,947.07	\$442,160.75	381,228.89	\$60,931.86	16%
penses:																	
of teaching hours verage teaching rate		491 26.00	416 26.00	305 26.00	648 26.00	511 26.00	395 26.00	164 26.00	359 26.00	863 26.00	527 26.00	496 26.00	501 26.00	5,676			
aching Salaries		\$12,776.40	\$10,810.80	\$7,930.65	\$16,837.28	\$13,281.45	\$10,278.45	\$4,272.45	\$9,336.60	\$22,440.60	\$13,690.95	\$12,899.25	\$13,022.10	\$147,576.98			
ntract salaries		\$0.00	\$1,746.25	\$2,358.13	\$1,952.50	\$1,870.00	\$1,595.00	\$1,650.00	\$1,925.00	\$2,145.00	\$1,993.75	\$2,241.25	\$0.00	\$19,476.88			
sessment Salary		\$5,324.00	\$5,324.00	\$5,324.00	\$5,324.00	\$5,324.00	\$5,324.00	\$5,324.00	\$5,324.00	\$5,324.00	\$5,324.00	\$5,324.00	\$5,324.00	\$63,888.00			
stal Teaching Salaries Iministrative Payroll		\$18,100.40	\$17,881.05 \$10,646.00	\$15,612.78	\$24,113.78	\$20,475.45 \$10,646.00	\$17,197.45 \$10,646.00	\$11,246.45	\$16,585.60	\$29,909.60	\$21,008.70 \$10,646.00	\$20,464.50	\$18,346.10	\$230,941.85 \$127,752.00	210,664.81	\$20,277.04	10% 7%
iministrative Payroli		\$10,646.00	\$28,527.05	\$26,258,78	\$34,759,78	\$31,121,45	\$10,646.00	\$21,892,45	\$27,231,60	\$40,555.60	\$31,654.70	\$31,110,50	\$28,992.10	\$358.693.85	330.361.72	\$28,332.13	9%
eneral & Administrative Expen	nses			,					. ,								
syroll Taxes		\$2,284.10	\$2,267.32	\$2,093.80	\$2,744.12	\$2,465.79	\$2,215.02	\$1,759.77	\$2,168.22	\$3,187.50	\$2,506.58	\$2,464.95	\$2,302.90	\$28,460.08	24,747.72	\$3,712.36	15%
ank Service Charges		\$500.00	\$100.00	\$100.00	\$100.00	\$100.00	\$500.00	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00 250.00	\$2,000.00	1,960.76 1,928.55	\$39.24	2% 100%
ues and Subscriptions puipment Rental		\$199.00	\$199.00	\$199.00	\$199.00	\$199.00	\$199.00	\$199.00	\$199.00	\$199.00	\$199.00	\$199.00	\$199.00	\$2,388.00	1,928.55	(\$1,678.55) \$490.95	26%
sability Insurance		\$143.73	\$142.64	\$131.29	\$173.80	\$155.61	\$139.22	\$109.46	\$136.16	\$202.78	\$158.27	\$155.55	\$144.96	\$1,793.47	1,074.89	\$718.58	67%
counting Fees		-	-	-	400.00	-	-	-	\$0.00	-	-	-	-	\$400.00	800.00	(\$400.00)	100%
ontract Labor censes and Permits	None expected	-		-	-	-	-	-	320.00	-		-	-	\$0.00 \$320.00	320.47	\$0.00 (\$0.47)	100%
ostage and Delivery		\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$320.00	2,321,35	\$78.65	3%
rinting and Reproduction		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	1,185.44	\$14.56	1%
syroll Services		\$285.00	\$285.00	\$285.00	\$285.00	\$285.00	\$285.00	\$285.00	\$285.00	\$285.00	\$285.00	\$285.00	\$285.00	\$3,420.00	3,418.49	\$1.51	0%
ent uilding Repairs	None expected	\$750.00	\$750.00	\$750.00	\$750.00	\$750.00	\$750.00	\$750.00	\$750.00	\$750.00	\$750.00	\$750.00	\$750.00	\$9,000.00	9,000.00	\$0.00 \$0.00	0% #DIV/0!
anding Repairs omputer Repairs	None expected												\$0.00	\$0.00	1,427.60	(\$1,427.60)	-100%
quipment Repairs	None expected	-	-			-	-	-	-	-	-	-	-	-		\$0.00	#DIV/0!
lecommunications		\$200.00	\$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	2,327.85	\$72.15	3%
onference and Training eals and Entertainment		75.00	-	75.00	-	225.00	\$700.00	75.00	-	75.00	900.00	75.00	-	\$900.00 \$1.300.00	2,698.83	(\$1,798.83) (\$101.59)	-67% -7%
eals and Entertainment avel		/5.00		/5.00		225.00	\$700.00	/5.00		/5.00	300.00	75.00		\$1,300.00	1,401.59	(\$101.59) (\$919.09)	100%
ifts		-	50.00	-	75.00	-	\$300.00	-	-	75.00	-	-	75.00	\$575.00	460.00	\$115.00	25%
utside Services	None expected	-	-	-	-		\$0.00	-	-	-	-	-	-	\$0.00			#DIV/0!
ability Insurance ffice Supplies		- \$275.00	5275.00	\$275.00	\$275.00	\$7,900.00 \$275.00	\$275.00	- \$275.00	\$275.00	\$275.00	\$275.00	\$275.00	\$275.00	\$7,900.00 \$3.300.00	7,672.00	\$228.00 \$80.21	3% 2%
rrice Supplies esting Material		\$273.UU -	200.00	200.00	200.00	200.00	200.00	200.00	200.00	\$200.00	200.00	200.00	\$275.00	\$2,000.00	4,106.59	(\$2,106.59)	-51%
eaching Material		-	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	2,058.76	(\$58.76)	-3%
echnology - operating liscellaneous Expense	New Account # None expected	135.00	-	99.00	-	59.00	200.00	-	-	636.00 \$0.00	-	40.00	\$0.00	\$1,169.00 \$0.00	-	\$1,169.00 \$0.00	WDIV/0! 100%
liscellaneous Expense Fotal General & Administrative I		\$33,893.23	\$33,496.00	\$31,166.87	\$40,661.70	\$44,435.85	\$34,306.69	\$26,345.68	\$32,364.98	\$47,240.88	\$38,028.56	\$36,355.01	\$33,873.96	\$432,169.40	405,608.54	\$26,560.86	100%
evelopment Expenses arketing Materials		100.00	100.00	100.00	100.00	250.00	3,000.00	100.00	100.00	100.00	100.00	100.00	100.00	\$4,250.00	4,138.43	\$111.57	100%
arketing Technology		-	240.00	-	-	-	-	-	40.00	240.00	59.00	180.00		\$759.00	-	\$759.00	
ajor Event eals dining with donors		1,000.00	2,800.00	1,000.00	-	-	-	100.00	-	100.00	-	-	-	4,800.00 200.00	4,650.00	\$150.00 \$200.00	100% 100%
leals dining with donors Total Development Expenses		\$1,100.00	\$3,140.00	\$1,100.00	\$100.00	\$250.00	\$3,000.00	\$200.00	\$140.00	\$440.00	\$159.00	\$280.00	\$100.00	\$10,009.00	8,788.43	\$200.00 \$1,220.57	100%
ther Expenses															232.00	(\$232.00)	100%
her Expenses tal Expenses		\$34,993.23	\$36,636.00	\$32,266.87	\$40,761.70	\$44,685.85	\$37,306.69	\$26,545.68	\$32,504.98	\$47,680.88	\$38,187.56	\$36,635.01	\$33,973.96	\$442,178.40	232.00 414,628.97	(\$232.00) \$27,549.43	100% 7%
		64 40C =:	6504.57		(64.254				(6005 55)		(64 000			1047	(22.405.22)		
et Income(Loss)		\$4,429.71	\$591.87	(\$1,320.65)	(\$1,254.27)	(\$11,292.82)	\$3,922.55	\$9,355.98	(\$895.29)	\$6,461.71	(\$4,090.37)	(\$3,899.18)	(\$2,026.89) check figure	(\$17.65) (\$17.65)	(33,400.08)	\$33,382.43	-100%
eginning Cash @ 6/30/2016 nding Cash @ 6/30/2017		\$47,618.00 \$52,047.71	\$52,047.71 \$52,639.59	\$52,639.59 \$51,318.93	\$51,318.93 \$50,064.66	\$50,064.66 \$38,771.85	\$38,771.85 \$42,694.40	\$42,694.40 \$52,050.38	\$52,050.38 \$51,155.09	\$51,155.09 \$57,616.80	\$57,616.80 \$53,526.42	\$53,526.42 \$49,627.24	\$49,627.24 \$47,600.35	0.65 \$0.01			