

Learning Matters
2021-22 Proposed Budget

APPROVED

| | 2022 Budget (proposed) | 2021 Budget | 2021 Actual (unaudited) | Notes |
|------------------------------------|---------------------------|------------------|----------------------------|--|
| Revenues | | | | |
| Teaching | 442,000 | \$ 476,000 | \$ 489,277 | CY Actual includes POD (\$20k) Budget 22% (18% PY) - Actual 22% |
| Discounts | (97,200) | (86,000) | (107,872) | |
| Net teaching revenue | 344,800 | 390,000 | 381,405 | 5 free assessments |
| Assessment | 170,000 | 150,000 | 183,825 | |
| Less: free assessments | (5,000) | - | - | |
| Advocacy | 2,000 | 2,000 | 128 | |
| Curriculum fee | 3,000 | 7,500 | 3,800 | |
| Contract | 18,500 | 10,000 | 18,423 | 2021 included special COVID grants |
| Contributions & Grants | 78,500 | 75,000 | 85,934 | |
| Major Event | 10,000 | - | - | |
| Interest Income | - | - | 54 | |
| Total Revenues | 621,800 | 634,500 | 673,570 | |
| Expenses | | | | |
| Salaries | 322,500 | 334,300 | 317,458 | built in extra for PT position; 2% admin COLA |
| Admin Salaries | 176,200 | 161,000 | 165,121 | |
| Payroll Taxes | 38,200 | 38,000 | 36,251 | |
| Bank Service Charges | 7,900 | 6,000 | 8,301 | |
| Dues and Memberships | 2,200 | 450 | 706 | |
| Disability Insurance | 1,000 | 1,300 | 744 | |
| Accounting Fees | 8,900 | 7,900 | 8,875 | |
| Licenses and Permits | 300 | 300 | 260 | |
| Printing | 300 | 1,600 | - | |
| Payroll Services | 3,500 | 3,250 | 3,267 | |
| Rent | 9,000 | 9,000 | 8,250 | \$8k for assessment training |
| Internal Meetings and Appreciation | 1,800 | 750 | 1,421 | |
| Contract Services | - | - | 100 | |
| Background Check Expense | 300 | 300 | 105 | |
| Liability Insurance | 5,400 | 6,000 | 5,447 | |
| Office Supplies | 3,400 | 4,000 | 4,879 | |
| Assessment Materials | 7,000 | 6,000 | 7,987 | |
| Teaching Material | 2,000 | 1,500 | 6,801 | |
| Technology - operating | 18,000 | 25,000 | 12,950 | |
| Professional Development | 10,000 | 1,000 | 219 | |
| Marketing Materials | 8,000 | 8,000 | 4,586 | |
| Bad debt expense | - | - | 68 | |
| Major Event | 5,000 | - | - | |
| Donor Cultivation | 100 | 100 | - | |
| Total Expenses | 631,000 | 615,750 | 593,795 | |
| Net Income (Loss) | \$ (9,200) | \$ 18,750 | \$ 79,774 | |

DRIVERS FOR REVENUES & DIRECT SALARIES

| | | | |
|----------------------|-------|----------|----------------------------|
| Hours | 6,500 | 170 | Est. # of Assessments W.A. |
| Rate/Hour (standard) | 68 | 1,000 | Rate/Assessment |
| Discount % | 22% | | |
| Teacher Rate/Hr | 31 | separate | |
| Curriculum fee | 100 | 30 | # of New Students charged |

Calculated

Input / Linked

| | Total from Budget '22 | Teaching | Assessments | Advocacy | G&A | Fundraising | Total |
|------------------------|-----------------------|----------|-------------|----------|-----|-------------|----------|
| Teaching | 442,000 | 442,000 | - | - | - | - | 442,000 |
| Discounts | (97,200) | (97,200) | - | - | - | - | (97,200) |
| Net teaching revenue | 344,800 | 344,800 | - | - | - | - | 344,800 |
| Assessment | 170,000 | - | 170,000 | - | - | - | 170,000 |
| Less: Free assessments | (5,000) | - | (5,000) | - | - | - | (5,000) |
| Advocacy | 2,000 | - | - | 2,000 | - | - | 2,000 |
| Curriculum fee | 3,000 | 3,000 | - | - | - | - | 3,000 |
| Contract | 18,500 | 18,500 | - | - | - | - | 18,500 |
| Contributions & Grants | 78,500 | - | - | - | - | 78,500 | 78,500 |
| Major Event | 10,000 | - | - | - | - | 10,000 | 10,000 |
| Total Revenue | 621,800 | 366,300 | 165,000 | 2,000 | - | 88,500 | 621,800 |

for allocations as a % of admin salaries

for allocation as a % of total salaries

14% 14% 4% 45% 23%
45% 29% 1% 16% 8%

| | | | | | | | |
|------------------------------------|------------|-----------|-------------|------------|--------------|-----------|------------|
| Salaries | 322,500 | 201,500 | 121,000 | - | - | - | 322,500 |
| Admin Salaries | 176,200 | 24,752 | 24,752 | 7,072 | 78,927 | 40,696 | 176,199 |
| Payroll Taxes | 38,200 | 17,400 | 11,200 | 500 | 6,000 | 3,100 | 38,200 |
| Bank Service Charges | 7,900 | 7,900 | - | - | - | - | 7,900 |
| Contributions | - | - | - | - | - | - | - |
| Dues and Memberships | 2,200 | - | - | - | 2,200 | - | 2,200 |
| Disability Insurance | 1,000 | 140 | 140 | 40 | 449 | 231 | 1,000 |
| Accounting Fees | 8,900 | - | - | - | 8,900 | - | 8,900 |
| Licenses and Permits | 300 | - | - | - | 300 | - | 300 |
| Printing | 300 | 136 | 88 | 4 | 48 | 24 | 300 |
| Payroll Services | 3,500 | - | - | - | 3,500 | - | 3,500 |
| Rent | 9,000 | 1,264 | 1,264 | 361 | 4,032 | 2,079 | 9,000 |
| Internal Meetings and Appreciation | 1,800 | - | - | - | 1,800 | - | 1,800 |
| Contract Services | - | - | - | - | - | - | - |
| Background Check Expense | 300 | 300 | - | - | - | - | 300 |
| Liability Insurance | 5,400 | 2,450 | 1,578 | 77 | 856 | 441 | 5,402 |
| Office Supplies | 3,400 | 478 | 478 | 136 | 1,522 | 785 | 3,399 |
| Assessment Materials | 7,000 | - | 7,000 | - | - | - | 7,000 |
| Teaching Material | 2,000 | 2,000 | - | - | - | - | 2,000 |
| Technology - operating | 18,000 | 8,166 | 5,261 | 255 | 2,849 | 1,469 | 18,000 |
| Professional Development | 10,000 | 2,000 | 8,000 | - | - | - | 10,000 |
| Marketing Materials | 8,000 | - | - | - | - | 8,000 | 8,000 |
| Major Event | 5,000 | - | - | - | - | 5,000 | 5,000 |
| Donor Cultivation | 100 | - | - | - | - | 100 | 100 |
| Total Expenses | 631,000 | 268,486 | 180,761 | 8,445 | 111,383 | 61,925 | 631,000 |
| Revenues Over (Under) Exp | \$ (9,200) | \$ 97,814 | \$ (15,761) | \$ (6,445) | \$ (111,383) | \$ 26,575 | \$ (9,200) |
| Total Expense % by Function | | 43% | 29% | 1% | 18% | 10% | |