

## Saddle Up! 2018 Annual Operating Budget

|                                       |                     |
|---------------------------------------|---------------------|
| <b>Income</b>                         |                     |
| 43100 - Annual Fund                   | 285,000.00          |
| 43200 - United Way Designated         | 20,000.00           |
| 43300 - Corporate Support             | 30,000.00           |
| 43400 - Fundraisers                   |                     |
| 43410 - Chukkers For Charity          | 75,000.00           |
| 43420 - Music Country Grand Prix      | 190,000.00          |
| 43430 - Horse/Cat Sponsorships        | 28,500.00           |
| 43440 - Miscellaneous Fundraisers     | 15,000.00           |
| <b>Total 43400 - Fundraisers</b>      | <b>308,500.00</b>   |
| 43500 - Grants                        | 50,000.00           |
| 43600 - Interest & Savings            | 6,000.00            |
| 43700 - In-Kind Donations             | 69,500.00           |
| 43800 - Endowment Fund Income         | 80,000.00           |
| 44100 - Program Revenues              |                     |
| 44110 - Lesson Fees                   | 150,000.00          |
| 44120 - Equestrian Club               | 4,000.00            |
| 44130 - Hippotherapy                  | 34,000.00           |
| 44140 - Equine Assisted Learning      | 8,400.00            |
| <b>Total 44100 - Program Revenues</b> | <b>196,400.00</b>   |
| 44200 - Clinics/Seminars/Workshops    | 10,875.00           |
| 44300 - Horse Shows                   | 5,000.00            |
| 44400 - Merchandise                   | 500.00              |
| 44500 - Miscellaneous Income          | 500.00              |
| <b>Total Income</b>                   | <b>1,062,275.00</b> |
| <b>Expense</b>                        |                     |
| 61100 - Program Expense               |                     |
| 61110 - Property Maintenance          | 6,000.00            |
| 61120 - Facility Maintenance          | 17,500.00           |
| 61130 - Vehicle Expenses              | 4,000.00            |
| 61140 - Program Equipment & Supplies  | 1,625.00            |
| 61160 - Horse Show Expenses           | 2,300.00            |
| 61170 - Volunteer Support             | 3,200.00            |
| 61180 - Volunteer Background Checks   | 5,000.00            |
| 61210 - Program Insurance             | 69,000.00           |
| 61220 - PATH Dues                     | 2,000.00            |
| 61230 - PR/Marketing                  | 7,500.00            |
| <b>Total 61100 - Program Expense</b>  | <b>118,125.00</b>   |
| 62100 - Clinics & Workshops           | 8,800.00            |
| 63100 - Employee Expense              | 717,500.00          |
| 64100 - Administrative                | 26,000.00           |
| 65100 - Horse Expense                 | 36,500.00           |
| 66100 - Utilities                     | 23,900.00           |
| 66200 - Fundraiser Expense            | 52,250.00           |
| 66300 - Annual Fund Expense           | 4,000.00            |
| 66400 - In-Kind Expense               | 54,500.00           |
| 66500 - Designated Expense            | 10,000.00           |
| 66600 - Merchandise Expense           | 200.00              |
| 66700 - Miscellaneous Expense         | 9,500.00            |
| 66800 - Development & Marketing       | 1,000.00            |
| <b>Total Expense</b>                  | <b>1,062,275.00</b> |