

**High Hopes Inc.  
Total Operating Budget  
2009-2010**

**2009-2010**

**Revenues**

Education Revenue	\$690,880
Clinical Revenue	\$657,215
Other Revenue	\$140
<b>Total Revenue</b>	<b>\$1,348,235</b>

**Expenses**

Education Expenses	\$741,300
Clinical Expenses	\$668,640
Administration Expenses	\$265,905
<b>Total Expenses</b>	<b>\$1,675,845</b>

**Operational Income/Loss** **(\$327,610)**

**Fundraisers for 2009-2010**

Hats Off	\$90,000
Golf Tournament	\$45,000
Walk-a-Thon	\$4,000
Symphony	\$2,000
<b>Funraiser Totals</b>	<b>\$141,000</b>
<b>Donations &amp; Grants needed</b>	<b>(\$186,610)</b>

**High Hopes Inc.  
Total Operating Budget  
2009-2010**

**Education**

	08/09 Budget	09-10 Budget	Difference	Comments
Revenues	\$649,222	\$690,880	\$41,658	Increased enrollment
Expenses	\$703,169	\$741,300	\$38,131	Ladybug room closed until January
Total Profit/ Loss	(\$53,947)	(\$50,420)	\$3,527	

**Clinic**

	08/09 Budget	09-10 Budget	Difference	
Revenues	\$605,059	\$657,215	\$52,156	Budgeted for closure and illness in 09-10
Expenses	\$590,018	\$668,640	\$78,622	Added one FT and one PT therapist
Total Profit/ Loss	\$15,041	(\$11,425)	(\$26,466)	

NOTE: Clinic actual loss as of 7/31/09 is

**Administrative**

	08/09 Budget	09-10 Budget	Difference	
Revenues	\$0	\$140	\$140	
Expenses	\$263,886	\$265,905	\$2,019	Increase in cleaning cost/Decrease in Marketing.
Total Profit/ Loss	(\$263,886)	(\$265,765)	(\$1,879)	

High Hopes Inc.  
Education Budget  
2009-2010

Education Revenue	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	July	Aug	YTD Budget	Comments
Ladybug Tuition	3,150	3,150	3,150	3,150	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	52,600	Based on Sept 1 Enroll
Bumblebee Tuition	6,300	6,300	6,300	6,300	6,300	6,300	6,300	6,300	6,300	6,300	6,300	6,300	75,600	Based on Sept 1 Enroll
Inchworm Tuition	5,100	5,100	5,100	5,100	5,100	5,100	5,100	5,100	5,100	5,100	5,100	5,100	61,200	Based on Sept 1 Enroll
Caterpillar Tuition	5,200	5,200	5,200	5,200	5,200	5,200	5,200	5,200	5,200	5,200	5,200	5,200	62,400	Based on Sept 1 Enroll
Butterfly Tuition	5,100	5,100	5,400	5,400	6,000	6,000	6,000	6,160	6,400	6,400	6,400	6,400	70,760	Based on Sept 1 Enroll
Dragonfly Tuition	8,700	8,700	8,700	8,700	8,700	8,700	8,700	8,200	8,200	8,200	8,200	8,200	101,900	Based on Sept 1 Enroll
Firefly Tuition	9,200	9,200	9,200	9,200	9,200	9,200	9,200	9,200	9,200	8,600	8,600	8,600	108,600	Based on Sept 1 Enroll
Grasshopper Tuition	10,300	10,300	10,300	10,300	10,300	10,300	10,300	10,300	10,300	10,300	9,600	5,100	117,700	Based on Sept 1 Enroll. Assume school start in Aug
Other Tuition	300	300	300	300	300	300	300	300	300	300	300	300	3,600	Ext only Handling, CC fees enroll & prior yr
Employee Discounts	(1,775)	(1,775)	(1,775)	(1,775)	(1,650)	(1,650)	(1,650)	(1,650)	(1,650)	(1,650)	(1,650)	(1,650)	(20,300)	lose Stephenson Discount
Sibling Discounts	(1,200)	(1,200)	(1,200)	(1,200)	(1,300)	(1,300)	(1,300)	(1,300)	(1,300)	(1,300)	(1,300)	(1,300)	(15,200)	Add Hudy, Jones Bachert
Supply Fees	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	30,000	Based on 100 kids
Registration Fees	120	120	120	120	120	120	120	5,400	120	120	120	120	6,720	Based on reenroll 90
TEIS	3,300	3,300	2,700	2,700	2,500	2,500	2,500	2,200	2,200	2,200	1,000	1,000	28,100	Based on Sept 1 enroll
Music Class	600	600	600	600	600	600	600	600	600	600	600	600	7,200	based on current enroll less Grasshopper kids
													690,880	
Total Education	56,895	56,895	56,595	56,595	58,870	58,870	58,870	63,510	58,470	57,870	55,970	51,470	690,880	

Education Expense	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	July	Aug	YTD Budget	Comments
Education Salary	38,650	38,650	38,650	38,650	38,650	38,650	38,650	38,650	38,650	38,650	38,650	38,650	463,800	See Salary File
Education Benefits	5,800	5,800	5,800	5,800	5,800	5,800	5,800	5,800	5,800	5,800	5,800	5,800	69,600	See Salary File
Education Taxes	3,350	3,350	3,350	3,350	3,350	3,350	3,350	3,350	3,350	3,350	3,350	3,350	40,200	See Salary File
Contract Labor - Education	900	900	900	900	1,200	1,200	1,200	900	900	1,200	1,200	900	12,300	\$550 for Music Class/up from PY for full music
School Rent	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000	144,000	based on lease
														down \$200 from py budget avg 830 in actual keeping high for equipment problems./\$9300 spent through Aug
Education Supplies	900	900	900	900	900	900	900	900	900	900	900	900	10,800	15
Education Training	50	50	50	50	50	50	50	50	50	50	50	50	600	2 seminars avg over 12
													741,300	
Total Education	61,650	61,650	61,650	61,650	61,950	61,950	61,950	61,650	61,650	61,950	61,950	61,650	741,300	

Education Profit/Loss	(4,755)	(4,755)	(5,055)	(5,055)	(3,080)	(3,080)	(3,080)	1,860	(3,180)	(4,080)	(5,980)	(10,180)	(50,420)	(50,420)
-----------------------	---------	---------	---------	---------	---------	---------	---------	-------	---------	---------	---------	----------	----------	----------

High Hopes Inc.  
Clinical Budget  
2009 - 2010

Clinical Revenue	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	July	Aug	YTD Budget	Comments
Occupational	38,800	38,300	34,200	30,100	39,800	44,400	46,400	46,400	34,800	43,400	43,400	42,200	482,200	See Clinic Budget Model
Physical	22,200	22,200	22,000	18,700	22,200	24,200	25,700	25,700	19,200	24,700	24,700	23,700	275,200	See Clinic Budget Model
Speech	30,000	30,000	26,700	22,700	26,000	29,200	30,000	30,000	22,500	28,000	28,000	27,400	330,500	See Clinic Budget Model
Contractuals	(35,000)	(36,300)	(36,200)	(33,200)	(28,605)	(35,200)	(39,000)	(40,800)	(40,800)	(30,700)	(38,400)	(38,400)	(432,605)	See Clinic Budget Model
Listening Therapy	0	0	0	0	0	0	0	0	0	0	0	0	0	
Therapy Supplies Sold	50	50	50	50	50	50	50	50	50	50	50	50	600	Based on PY
Handwriting Camp	0	0	0	0	0	0	0	0	0	660	660	0	1,320	6 campers
Screenings, Seminars, Mtgs	0	0	0	0	0	0	0	0	0	0	0	0	0	
													657,215	
Total Clinical Revenue	56,050	54,250	46,750	38,350	59,445	62,650	63,150	61,350	35,750	66,110	58,410	54,950	657,215	

Clinical Expense	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	July	Aug	YTD Budget	Comments
Clinical Salary	37,450	35,300	38,520	37,500	39,600	39,600	39,600	39,600	39,600	39,600	39,600	39,600	465,570	See Salary File Sept - Dec takes in Maternity Leave
Clinical Benefits	1,120	1,120	1,120	1,120	1,120	1,120	1,120	1,120	1,120	1,120	1,120	1,120	13,440	See Salary File PY +5%
Clinical Salary	3,250	3,250	3,250	3,250	3,250	3,250	3,250	3,250	3,250	3,250	3,250	3,250	39,000	See Salary File based on current tax rates
Contract Labor - Clinical	3,100	3,100	3,100	3,100	3,100	3,100	3,100	3,100	3,100	3,100	3,100	3,100	37,200	See Salary File
Clinic Rent	8,525	8,525	8,525	8,525	8,525	8,525	8,525	8,525	8,525	8,525	8,525	8,525	102,300	based lease
Clinical Supplies	440	440	440	440	440	440	440	440	440	440	440	440	5,280	PY actual no increase as casting should decrease
Billing Expense	420	420	450	430	400	420	450	470	470	420	450	450	5,250	PY avg 390 increase due to volume
Clinical Staff Training	50	50	50	50	50	50	50	50	50	50	50	50	600	2 seminars avg over 12
													668,640	
Total Clinical Expense	54,355	52,205	55,455	54,415	56,485	56,505	56,535	56,555	56,555	56,505	56,535	56,535	668,640	

Clinic Profit/Loss

1,6952,045(8,705)(16,065)2,9606,1456,6154,795(20,805)9,6051,875(1,585)(11,425)

High Hopes Inc.  
Administrative Budget  
2009-2010

<b>Other Income</b>	<b>Sept</b>	<b>Oct</b>	<b>Nov</b>	<b>Dec</b>	<b>Jan</b>	<b>Feb</b>	<b>Mar</b>	<b>Apr</b>	<b>May</b>	<b>June</b>	<b>July</b>	<b>Aug</b>	<b>YTD Total</b>	<b>Comments</b>
Interest & Dividend	0	35	0	0	35	0	0	35	0	0	35	0	140	Meriwether based on PY
Other Income	0	0	0	0	0	0	0	0	0	0	0	0	0	
													140	
<b>Total Other Income</b>	0	35	0	0	35	0	0	35	0	0	35	0	140	

<b>Administrative</b>	<b>Sept</b>	<b>Oct</b>	<b>Nov</b>	<b>Dec</b>	<b>Jan</b>	<b>Feb</b>	<b>Mar</b>	<b>Apr</b>	<b>May</b>	<b>June</b>	<b>July</b>	<b>Aug</b>	<b>Total</b>	<b>Comments</b>
Office Supplies	400	400	400	400	400	400	400	400	400	400	400	400	4,800	reduce due to toner change in clinic
Administrative Expense	160	160	160	160	160	160	160	160	160	160	160	160	1,920	based on PY actual
Telephone, Internet, & E-mail	550	550	550	550	550	550	550	550	550	550	550	550	6,600	Down from PY actual due to co change
Postage, Shipping & Delivery	220	220	220	220	220	220	220	220	220	220	220	220	2,640	PY actual + 40 for postage increase
Copier Rental	240	240	240	240	240	240	240	240	535	240	240	240	3,175	per contract. May incl Interface fee
Printing Copying	0	0	1,200	0	0	1,200	0	0	1,200	0	0	1,200	4,800	based PY highest months
Equipment & Computer Maintenance	70	70	70	70	70	70	70	70	80	80	80	80	880	PY actual + 10%
Insurance - Liability	3,000	0	0	0	0	0	0	0	0	1,300	0	0	4,300	Assume 7% on Dir. 350 Enrollees on Accident
Worker's Compensation Insurance	1,600	0	0	1,600	0		1,600			1,600	0	0	6,400	Based on PY contract * Budget Salary + audit adjs of 1200
Insurance - Property	0	0	0	1,500	0	800	800	800	800	800	0	0	5,500	PY contract + 6%
Marketing/Advertising Expense	1,300	400	100	1,200	100	370	300	100	100	1,000	300	300	5,570	PY - video & Citysearch Down over \$5000
Membership Dues	0	0	300	210	0	200	0	100	0	0	0	0	810	Costco, Sam's CofC based on PY - No exchange club
Licenses	0	0	0	0	0	300	0	0	0	0	300	0	600	DHS/Charitable Solicitations
Building Repairs & Maintenance	200	200	200	200	200	200	200	200	200	200	200	200	2,400	PY + 30 per month
Facility Cleaning & Supplies	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,800	21,600	based on monthly avg cost March - Aug maybe high with new Mercury order
Bank Fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Credit Card Fees	300	300	300	300	300	300	300	300	300	300	300	300	3,600	runs 250 a month/increase to vol
Tuition Express Fee	75	75	75	75	75	75	75	75	75	75	75	75	900	based on prior yr avg of 70 + \$5
Interest Expense	285	285	285	285	285	285	285	285	285	285	285	285	3,420	based on current debt/rates
Late Fees	30	30	0	0	0	0	30	30	0	0	0	30	150	budget
Paychex Fees	320	320	320	320	620	320	320	320	320	320	320	320	4,140	January includes w-2 fees
Audit Fees	0	0	0	4,000	3,500	0	0	0	0	0	0	0	7,500	based on proposal for vote
Staff Development	100	100	100	3,000	100	100	100	100	100	100	100	100	4,100	Christmas/Staff Mtg dinners avg
Admin Staff Training	55	55	55	55	55	55	55	55	55	55	55	55	660	CPR based on prior avg + 30
Board Development	20	0	20	0	20	0	20	0	20	0	20	0	120	
Administrative Salaries	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000	144,000	See Salary File
Benefits	1,120	1,120	1,120	1,120	1,120	1,120	1,120	1,120	1,120	1,120	1,120	1,120	13,440	See Salary File
Payroll Taxes	990	990	990	990	990	990	990	990	990	990	990	990	11,880	See Salary File
Contract Labor - Admin	0	0	0	0	0	0	0	0	0	0	0	0	0	0
													265,905	
<b>Total Administrative</b>	24,835	19,315	20,505	30,295	22,805	21,755	21,635	19,915	21,310	23,595	19,515	20,425	265,905	