\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|c|c|c|c|c|c|c|}
\hline \multirow[t]{2}{*}{Learning Matters, Inc. 2015/2016 Yearly Budget} \& \multirow[b]{2}{*}{Act \#} \& \multirow[b]{2}{*}{Jul} \& \multirow[b]{2}{*}{Aug} \& \multirow[b]{2}{*}{Sep} \& \multirow[b]{2}{*}{Oct} \& \multirow[b]{2}{*}{Nov} \& \multirow[b]{2}{*}{Dec} \& \multirow[b]{2}{*}{Jan} \& \multirow[b]{2}{*}{Feb} \& \multirow[b]{2}{*}{Mar} \& \multirow[b]{2}{*}{Apr} \& \multirow[b]{2}{*}{May} \& \multirow[b]{2}{*}{Jun} \& \multirow[b]{2}{*}{Total} \& \multirow[t]{2}{*}{$$
\begin{array}{|c|}
\hline \text { Results } \\
\text { Jul 1, '14- Jun 30, '15 } \\
\hline \text { Tot '14-'15 Actual }
\end{array}
$$} \& \multirow[b]{2}{*}{Variance} \& \multirow[b]{2}{*}{\%} \\
\hline \& \& \& \& \& \& \& \& \& \& \& \& \& \& \& \& \& \\
\hline \multicolumn{18}{|l|}{Revenue:} \\
\hline Actual Teaching Hours 12-13 \& \& 318 \& 315 \& 503 \& 358 \& 245 \& 445 \& 421 \& 359 \& 476 \& 431 \& 161 \& 326 \& 4,354 \& \& \& \\
\hline Actual Teaching Hours 13-14-persales bryeme deailirepert \& \& 224 \& 517 \& 479 \& 397 \& 373 \& 468 \& 615 \& 569 \& 581 \& 379 \& 155 \& 411 \& 5,164 \& \& \& \\
\hline Actual Teaching Hours 14-15 \& 10xincrese \& 228 \& 362 \& 606 \& 371 \& 317 \& 569 \& 520 \& 423 \& 503 \& 323 \& 302 \& 480 \& 5,000 \& \& \& \\
\hline Budget Teaching Hours 15-16 \& 10 Sincrase \& 251 \& 398 \& 666 \& 408 \& 348 \& 625 \& 572 \& 465 \& 553 \& 355 \& 332 \& 527 \& 5,500 \& 10\% \& \& \\
\hline Full Rate Fee Revenue: \& \$55.00 \& \& \& \& \& \& \& \& \& \& \& \& \& \& \& \& \\
\hline Amount Billed @ full fee rate \& 66.00\% \& \$9,104.04 \& \$14,434.70 \& \$24,177.62 \& \$14,794.07 \& \$12,637.85 \& \$22,700.21 \& \$20,763.60 \& \$16,890.39 \& \$20,084.79 \& S12,877.43 \& \$12,038.90 \& \$19,146.44 \& \$199,650.00 \& \& \& \\
\hline Partiol Rate Fee Revenue: \& \$26.64 \& \& \& \& \& \& \& \& \& \& \& \& \& \& \& \& \\
\hline Amount Billed @ partial fee rate \& 34.00\% \& \$2,271.65 \& \$3,601.75 \& \$6,032.81 \& \$3,691.42 \& \$3,153.40 \& \$5,664.17 \& \$5,180.95 \& \$4,214.50 \& \$5,011.57 \& \$3,213.18 \& \$3,003.95 \& \$4,777.43 \& \$49,816.80 \& \& \& \\
\hline Total Teaching Fees Revenue \& 4171 \& \$11,375.69 \& \$18,036.45 \& \$30,210.43 \& \$18,485.49 \& \$15,791.25 \& \$28,364.38 \& \$25,944.55 \& \$21,104.89 \& \$25,096.36 \& \$16,090.61 \& \$15,042.85 \& \$23,923.87 \& \$249,466.80 \& 236,058.50 \& \$13,408.30 \& 6\% \\
\hline Contract Revenue \& \& \& \$7,25.00 \& \$2,25.00 \& \$1,00.00 \& \$1,000.00 \& \$7,250.00 \& \$2,250.00 \& \$1,00.00 \& \$1,00.00 \& \$1,00.00 \& \$1,00.00 \& - \& \$25,000.00 \& \& \& \\
\hline Assessment Fees \& 4172 \& 6,900.00 \& 4,800.00 \& 8,300.00 \& 4,200.00 \& 6,300.00 \& \& 4,850.00 \& 4,200.00 \& 5,350.00 \& 9,700.00 \& 5,700.00 \& \& 60,30.00 \& 56,555.00 \& \$3,745.00 \& 7\% \\
\hline Unrestricted Contributions \& 4300 \& 1,000.00 \& 15,000.00 \& 1,500.00 \& 1,500.00 \& 2,000.00 \& 5,000.00 \& 5,000.00 \& 2,000.00 \& 2,000.00 \& 2,000.00 \& 1,500.00 \& 1,500.00 \& 40,000.00 \& 22,172.49 \& \$17,827.51 \& 80\% \\
\hline Grants \& ${ }_{4110}$ \& - \& 5,70.00 \& 1,000.00 \& 3,000.00 \& - \& 1,000.00 \& 8,000.00 \& 2,000.00 \& 2,500.00 \& 5,000.00 \& 10,800.00 \& 1,000.00 \& 40,000.00 \& \$29,481.00 \& \$10,519.00 \& 36\% \\
\hline Misc \& 4500 \& \& \& \& \& \& \& \& \& \& \& \& \& \& \& \$0.00 \& \\
\hline Total Revenue \& \& \$19,275.69 \& \$50,786.45 \& \$43,260.43 \& \$28,185.49 \& \$25,091.25 \& \$411,614.38 \& \$46,044.55 \& \$30,304.89 \& \$35,946.36 \& \$33,790.61 \& \$34,042.85 \& \$26,423.87 \& \$414,766.80 \& \$344,266.99 \& \$70,499.81 \& \\
\hline \multicolumn{18}{|l|}{Expenses:} \\
\hline \# of teaching hours \& \& 251 \& 398 \& 666 \& 408 \& 348 \& 625 \& 572 \& 465 \& 553 \& 355 \& 332 \& 527 \& 5,500 \& \& \& \\
\hline Average teaching rate \& \& 25.00 \& 25.00 \& 25.00 \& 25.00 \& 25.00 \& 25.00 \& 25.00 \& 25.00 \& 25.00 \& 25.00 \& 25.00 \& 25.00 \& 25.00 \& \& \& \\
\hline Teaching Salaries \& 5000 \& \$6,270.00 \& \$9,941.25 \& \$16,651.25 \& \$10,188.75 \& \$8,703.75 \& \$15,633.75 \& \$14,300.00 \& \$11,632.50 \& \$13,832.50 \& \$8,868.75 \& \$8,291.25 \& \$13,186.25 \& \$137,500.00 \& \& \& \\
\hline Assessment Salary \& 5000 \& \$5,520.00 \& \$3,840.00 \& \$6,640.00 \& \$3,36.00 \& \$5,040.00 \& \$0.00 \& \$3,880.00 \& \$3,360.00 \& \$4,280.00 \& \$7,760.00 \& \$4,560.00 \& \$0.00 \& \$48,240.00 \& \& \& \\
\hline Total Teaching Salaries \& \& S11,790.00 \& \$13,781.25 \& \$23,291.25 \& \$113,548.75 \& \$13,743.75 \& \$15,633.75 \& \$18,180.00 \& \$14,992.50 \& \$18,112.50 \& \$16,628.75 \& \$12,851.25 \& \$13,186.25 \& \$185,740.00 \& 176,106.59 \& \$9,633.41 \& 5\% \\
\hline Administrative Payroll \& 5100 \& \$8,315.30 \& \$8,315.30 \& \$8,315.30 \& \$12,487.95 \& \$8,315.30 \& \$8,315.30 \& \$8,315.30 \& \$8,315.30 \& \$8,315.30 \& \$12,487.95 \& \$8,315.30 \& ${ }_{\text {S }}^{\$ 8,3151.30}$ \& \$108,128.90 \& 94,891.79 \& \$13,237.11 \& ${ }^{14 \%}$ \\
\hline \multicolumn{18}{|l|}{\multirow[b]{2}{*}{General \& Administrative Expenses}} \\
\hline \& \& \& \& \& \& \& \& \& \& \& \& \& \& \& \& \& \\
\hline Payroll Taxes \& 5500 \& \$1,623.06 \& \$1,775.39 \& \$2,502.90 \& \$2,076.81 \& \$1,772.52 \& \$1,917.10 \& \$2,111.89 \& \$1,868.05 \& \$2,106.73 \& \$2,312.43 \& \$1,704.24 \& \$1,729.87 \& \$23,500.97 \& 20,191.90 \& \$3,309.07 \& 16\% \\
\hline Bank Serrice Charges \& 6125 \& \$415.00 \& \$175.00 \& \$175.00 \& \$175.00 \& \$415.00 \& \$175.00 \& \$175.00 \& \$175.00 \& \$175.00 \& \$175.00 \& \$175.00 \& \$175.00 \& \$2,580.00 \& 2,357.47 \& \$222.53 \& 9\% \\
\hline Dues and Subscriptions \& 6165 \& \& 225.00 \& \& \& \& 150.00 \& \& 225.00 \& \& \& \& \& \$600.00 \& 894.35 \& (5294.35) \& 100\% \\
\hline Equipment Rental \& 6175 \& \$125.00 \& \$125.00 \& \$125.00 \& \$125.00 \& \$125.00 \& \$125.00 \& \$125.00 \& \$125.00 \& \$125.00 \& \$125.00 \& \$125.00 \& \$125.00 \& \$1,500.00 \& 1,601.21 \& (\$101.21) \& -6\% \\
\hline Disability Insurance \& 6195 \& \$100.53 \& \$110.48 \& \$158.03 \& \$130.18 \& \$110.30 \& \$119.75 \& \$132.48 \& \$116.54 \& \$132.14 \& \$145.58 \& \$105.83 \& \$107.51 \& \$1,469.34 \& 1,058.81 \& \$410.53 \& 39\% \\
\hline Accounting Fees \& 6210 \& \& \& \& \& \& \& \& \$300.00 \& \& \& \& \& \$300.00 \& \& \$300.00 \& 100\% \\
\hline Contract Labor \& 6215 \& \& \& \& \& \& \& \& \& \& \& \& \& \$0.00 \& \& \$0.00 \& 100\% \\
\hline Legal fees \& 6220 \& \$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 \& 700\% \\
\hline Licenses and Permits \& 6235 \& \& \& \& \& \& 25.00 \& \& 200.00 \& \& \& 50.00 \& \& \$275.00 \& 272.25 \& \$2.75 \& 1\% \\
\hline Postage and Delivery \& 6255 \& \$505.00 \& - \& \& 180.00 \& \$210.00 \& 210.00 \& \& \$295.00 \& \$210.00 \& - \& \$210.00 \& \& \$1,820.00 \& 2,005.11 \& (\$185.11) \& -9\% \\
\hline Printing and Reproduction \& 6265 \& \& - \& 115.00 \& \& \& 125.00 \& \& \& 160.00 \& - \& \& $\cdots$ \& \$400.00 \& 1,454.01 \& (\$1,054.01) \& -72\% \\
\hline Payroll Services \& ${ }_{6286}$ \& \$283.33 \& \$283.33 \& \$283.33 \& \$283.33 \& \$283.33 \& \$283.33 \& \$283.33 \& \$283.33 \& \$283.33 \& \$283.33 \& \$283.33 \& \$283.33 \& \$3,400.00 \& 3,163.30 \& \$236.70 \& 7\% \\
\hline Rent \& 6295 \& \$750.00 \& \$750.00 \& \$750.00 \& \$750.00 \& \$750.00 \& \$750.00 \& \$750.00 \& \$750.00 \& \$750.00 \& \$750.00 \& \$750.00 \& \$750.00 \& \$9,00.00 \& 9,000.00 \& \$0.00 \& 0\% \\
\hline Building Repairs \& ${ }^{6310}$ \& . \& . \& \& \& \& \& \& \& \& - \& \& \& \& 1,885.00 \& (\$1,885.00) \& -100\% \\
\hline Computer Repairs \& 6320 \& \& \& 640.00 \& \& \& 500.00 \& \& \& \& $\cdots$ \& \& \$0.00 \& \$1,140.00 \& 1,138.95 \& \$1.05 \& 0\% \\
\hline Equipment Repairs \& 6330
6345 \& 10.00
$\$ 22500$ \& 10.00 \& 10.00
$\$ 22500$ \& 10.00
$\$ 22500$ \& 10.00
$\$ 22500$ \& 10.00
$\$ 22500$ \& 10.00 \& 10.00
$\$ 22500$ \& 10.00
$\$ 22500$ \& ${ }^{10.00}$ \& 10.00
52500 \& 10.00 \& ( $\begin{array}{r}\text { \$120.00 } \\ \$ 270000\end{array}$ \& ${ }^{13.06}$ \& \$106.94
( 543564 ) \& 819\% \\
\hline Telecommunications \& ${ }_{6345}^{635}$ \& \$225.00 \& \$225.00 \& \$225.00 \& \$225.00 \& \$225.00 \& \$225.00 \& \$225.00 \& \$225.00 \& \$225.00 \& \$225.00 \& \$225.00 \& \$225.00 \& \$2,700.00 \& 3,135.64 \& (5435.64) \& 14\% \\
\hline Conference and Training \& 6360 \& \& \& 1,600.00 \& \& \& \& \& \& \& \& \& \& \$1,600.00 \& ${ }^{995.00}$ \& \$605.00 \& 61\% \\
\hline Meals and Entertainment \& 6375
6380 \& 75.00 \& 100.00 \& 75.00
12500 \& 100.00 \& 1,125.00 \& \$500.00 \& 75.00 \& 100.00 \& 75.00
12500 \& 100.00 \& 75.00 \& 100.00 \& \$2,500.00 \& ${ }^{867.32}$ \& ¢ $\begin{gathered}\text { S1,632.68 } \\ \$ 3,19300\end{gathered}$ \& 188\% \\
\hline Travel \& ${ }_{638}^{638}$ \& \& \& 125.00 \& 1,600.00 \& 1,100.00 \& 125.00 \& \& \& ${ }^{125.00}$ \& \& \& 125.00
7500 \& \$3,200.00 \& 7.00
549109 \& \$3,193.00 \& 100\% \\
\hline Gifts \& ${ }_{6396}$ \& - \& 50.00 \& \& 75.00 \& - \& \$300.00 \& - \& - \& 75.00 \& - \& \& ${ }^{75.00}$ \& \$575.00 \& \$491.09 \& \$83.91 \& 17\% \\
\hline Outside Services \& 6390 \& - \& - \& 85.00 \& - \& \& \$85.00 \& - \& - \& 85.00 \& - \& - \& 85.00 \& \$340.00 \& 30.00 \& \$310.00 \& 1033\% \\
\hline Liability Insurance \& ${ }_{6410}$ \& \& \& \& 5255 \& \$7,478.64 \& \& \& \& \& \& \& \& 57,478.64 \& 7,332.00 \& \$146.64 \& 2\% \\
\hline Office Supplies \& 6550 \& \$265.00 \& \$265.00 \& \$265.00 \& \$265.00 \& \$265.00 \& \$265.00 \& \$265.00 \& \$265.00 \& \$265.00 \& \$265.00 \& \$265.00 \& \$265.00 \& \$3,180.00 \& 3,490.31 \& (5310.31) \& -9\% \\
\hline Testing Material \& 6671 \& . \& . \& 1,000.00 \& . \& - \& \& - \& 1,000.00 \& \& - \& - \& \& \$2,000.00 \& 2,612.39 \& (5612.39) \& 23\% \\
\hline Teaching Material \& 6672 \& - \& - \& 60.00 \& - \& - \& 60.00 \& - \& - \& \$600.00 \& - \& - \& \$600.00 \& \$2,400.00 \& 2,170.97 \& \$229.03 \& 11\% \\
\hline Miscellaneous Expense
Total Genera \& Administrative Expenses \& 6900 \& \$24,532.22 \& \$26,240.75 \& 15.00
$540,405.82$ \& \$32,082.02 \& \$35,978.84 \& 15.00
$\$ 30,504.23$ \& \$30,698.00 \& \$29,295.72 \& \$15.00 \& \$33,558.04 \& \$25,194.96 \& \$ ${ }_{\text {\$15,.00 }}$ \& $\$ 66.00$
$\$ 366,607.86$ \& ¢0,00

$\$ 337,240.52$ \& \$60.00 \& 100\% \\
\hline \multicolumn{18}{|l|}{Development Expenses} \\
\hline Professional Development \& 7200 \& 270.00 \& - \& - \& 100.00 \& . \& - \& - \& \& \$100.00 \& - \& - \& . \& \$470.00 \& \& \$470.00 \& 100\% \\
\hline Technology \& 7220 \& . \& - \& \& \& . \& . \& . \& . \& . \& . \& . \& - \& \& \& \& \\
\hline -Website Upgrade \& 7221 \& - \& 1,500.00 \& \$1,500.00 \& - \& \& - \& \& \& \& $\cdot$ \& \& - \& \$3,00.00 \& 59.00 \& \$2,941.00 \& 100\% \\
\hline - Daylite \& 7222 \& - \& 240.00 \& \& - \& \& - \& - \& - \& - \& \& - \& - \& \$240.00 \& \& \$240.00 \& 100\% \\
\hline -Crash Plan Back-up \& 7223 \& 00 \& \& 0 \& \& : \& \& \& \& \& ${ }^{180.00}$ \& \& \& 180.00 \& \& \$180.00 \& 100\% \\
\hline Publications and Promotional Materials \& 7230 \& 700.00 \& 4,725.00 \& \$2,900.00 \& 315.00 \& \& \$800.00 \& 50.00 \& 50.00 \& \$50.00 \& 365.00 \& 50.00 \& 50.00 \& 10,055.00 \& 6,460.35 \& \$3,594.65 \& \\
\hline Major Event Minor Events - MeE dining with donors \& ${ }_{7250} 72$ \& - \& \& - \& \& $\checkmark$ \& : \& \& : \& - \& - \& : \& \& \& \& \$90.00 \& \\
\hline Minor Events - M\&E dining with donors Total Development Expenses \& 7250 \& \$970.00 \& \$6,465.00 \& 54,400.00 \& 5415.00 \& \$0.00 \& \$800.00 \& $\begin{array}{r}\text { 450.00 } \\ \hline 500.00\end{array}$ \& \$50.00 \& \$150.00 \& \$545.00 \& \$50.00 \& S450.00
$\$ 50000$ \& $\xrightarrow{\text { 914,845.00 }}$ \& 6,519.35 \& ¢ $\begin{gathered}5900.00 \\ \$ 835.65\end{gathered}$ \& 100\% \\
\hline \multirow[t]{2}{*}{Other Expenses
Total Expenses} \& 8015 \& . \& \& \& \& . \& . \& - \& . \& . \& . \& . \& . \& . \& \$354.00 \& (\$354.00) \& 100\% \\
\hline \& \& S25,502.22 \& \$32,705.75 \& 544,805.82 \& \$32,497.02 \& \$35,978.84 \& \$311,304.23 \& \$31,198.00 \& \$29,345.72 \& \$32,045.00 \& \$34,103.04 \& \$25,244.96 \& \$26,722.26 \& \$381,452.86 \& \$344,113.87 \& \$37,338.99 \& 11\% \\
\hline \multirow[t]{2}{*}{Net Income(Loss)} \& \& ( $56,226.53$ ) \& \$18,080.70 \& ( 51.545 .39$)$ \& ( $54,311.53$ ) \& ( 510.887 .59 ) \& \$10,310.14 \& \$14,846.55 \& 5959.17 \& \$3,901.36 \& (\$312.44) \& \$8,797.89 \& (5298.39) \& \$33,313.94 \& \$153.12 \& \$33,160.82 \& 21657\% \\
\hline \& \& \& \& \& \& \& \& \& \& \& \& \& feekt frue \& \$33,313,94 \& \& \& \\
\hline Begining Cash @ 6/30/2015 \& \& \$83,835.53 \& \$77,609.00 \& \$95,689.70 \& \$94,144.31 \& \$89,832.78 \& \$78,945.19 \& \$89,255.33 \& \$104,101.88 \& \$105,061.05 \& \$108,962.41 \& \$108,699.98 \& \$117,447.87 \& \& \& \& \\
\hline \multirow[t]{2}{*}{Ending Cash @ 6/30/2016} \& \& \$77,609.00 \& \$95,689.70 \& \$94,144.31 \& \$89,832.78 \& \$78,945.19 \& \$89,255.33 \& \$104,101.88 \& \$105,061.05 \& \$108,962.41 \& \$108,649.98 \& \$117,447.87 \& \$117,149.47 \& \& \& \& \\
\hline \& \& \& \& \& \& \& \& \& \& \& \& \& \$117, 149.47 \& \& \& \& \\
\hline
\end{tabular}

