Learning Matters, Inc.															Results		
2015/2016 Yearly Budget  Revenue:	Acct #	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Total	Jul 1, '14 - Jun 30, '15 Tot '14-'15 Actual	Variance	%
Actual Teaching Hours 12-13		318 224	315 517	503 479	358 397	245 373	445 468	421 615	359 569	476 581	431 379	161 155	326 411	4,354			
Actual Teaching Hours 13-14 - per sales by item detail report Actual Teaching Hours 14-15	10% increase	224	362	479 606	397	373 317	468 569	520	569 423	581	379 323	155 302	411	5,164 5.000			
Budget Teaching Hours 15-16	10% increase	251	398	666	408	348	625	572	465	553	355	332	527	5,500	10%		
Full Rate Fee Revenue:	\$55.00																
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	\$12,877.43	\$12,038.90	\$19,146.44	\$199,650.00			
Partial Rate Fee Revenue: Amount Billed @ partial fee rate	\$26.64 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			
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%
Contract Revenue		-	\$7,250.00	\$2,250.00	\$1,000.00	\$1,000.00	\$7,250.00	\$2,250.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	-	\$25,000.00			
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	-	60,300.00	56,555.00	\$3,745.00	7%
Unrestricted Contributions	4300 4110	1,000.00	15,000.00 5,700.00	1,500.00 1.000.00	1,500.00 3.000.00	2,000.00	5,000.00 1.000.00	5,000.00 8.000.00	2,000.00	2,000.00	2,000.00 5.000.00	1,500.00 10,800.00	1,500.00 1.000.00	40,000.00 40,000.00	22,172.49 \$29.481.00	\$17,827.51 \$10.519.00	80% 36%
Grants Misc	4110 4500	-	5,700.00	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	30%
Total Revenue	4300	\$19,275.69	\$50,786.45	\$43,260.43	\$28,185.49	\$25,091.25	\$41,614.38	\$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	
Expenses:																	
# of teaching hours		251	398	666	408	348	625	572	465	553	355	332	527	5,500			
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			
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			
Assessment Salary Total Teaching Salaries	5000	\$5,520.00 \$11.790.00	\$3,840.00 \$13,781.25	\$6,640.00 \$23,291.25	\$3,360.00 \$13.548.75	\$5,040.00 \$13.743.75	\$0.00 \$15.633.75	\$3,880.00 \$18.180.00	\$3,360.00 \$14.992.50	\$4,280.00 \$18.112.50	\$7,760.00 \$16.628.75	\$4,560.00 \$12.851.25	\$0.00 \$13.186.25	\$48,240.00 \$185.740.00	176,106.59	\$9.633.41	5%
Administrative Payroll	5100	\$11,790.00	\$8 315 30	\$8 315 30	\$13,548.75	\$8 315 30	\$8 315 30	\$8,180.00	\$8 315 30	\$8,112.50	\$10,028.75	\$12,851.25	\$8 315 30	\$185,740.00	94 891 79	\$9,033.41	14%
· · · · · · · · · · · · · · · · · · ·	3200	\$20,105.30	\$22.096.55	\$31,606.55	\$26,036.70	\$22,059.05	\$23.949.05	\$26,495.30	\$23,307.80	\$26,427.80	\$29,116.70	\$21,166.55	\$21,501.55	\$293,868.90	\$270,998.38	\$22.870.52	8%
General & Administrative Expenses		,			,	, ,	,	,	,	,		. ,	. ,		,		
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%
Bank Service 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%
Dues and Subscriptions	6165	\$125.00	225.00 \$125.00				150.00	S125.00	225.00		\$125.00	\$125.00		\$600.00 \$1.500.00	894.35	(\$294.35)	100%
Equipment Rental Disability Insurance	6175 6195	\$125.00 \$100.53	\$125.00 \$110.48	\$125.00 \$158.03	\$125.00 \$130.18	\$125.00 \$110.30	\$125.00 \$119.75	\$125.00 \$132.48	\$125.00 \$116.54	\$125.00 \$132.14	\$125.00 \$145.58	\$125.00 \$105.83	\$125.00 \$107.51	\$1,500.00	1,601.21 1,058.81	(\$101.21) \$410.53	-6% 39%
Accounting Fees	6210	7100.33	J110.40	-		-	-	7132.40	\$300.00	-	-	-	-	\$300.00		\$300.00	100%
Contract Labor	6215	-	-	-	-	-	-	-	-	-	-	-	-	\$0.00	-	\$0.00	100%
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%
Licenses and Permits	6235		-	-	-	-	25.00	-	200.00	-	-	50.00	-	\$275.00	272.25	\$2.75	1%
Postage and Delivery Printing and Reproduction	6255 6265	\$505.00	-	115.00	180.00	\$210.00	210.00 125.00		\$295.00	\$210.00 160.00	-	\$210.00		\$1,820.00 \$400.00	2,005.11 1.454.01	(\$185.11) (\$1.054.01)	-9% -72%
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%
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	\$9,000.00	9,000.00	\$0.00	0%
Building Repairs	6310			-	-	-	-		-	-	-	-		-	1,885.00	(\$1,885.00)	-100%
Computer Repairs	6320	-	-	640.00	-	-	500.00	-	-	-	-	-	\$0.00	\$1,140.00	1,138.95	\$1.05	0%
Equipment Repairs	6330	10.00	10.00 \$225.00	10.00	10.00	10.00	10.00	10.00	10.00	10.00	10.00	10.00 \$225.00	10.00	\$120.00	13.06	\$106.94	819%
Telecommunications Conference and Training	6345 6360	\$225.00	\$225.00	\$225.00 1.600.00	\$225.00	\$225.00	\$225.00	\$225.00	\$225.00	\$225.00	\$225.00	\$225.00	\$225.00	\$2,700.00 \$1.600.00	3,135.64 995.00	(\$435.64) \$605.00	-14% 61%
Meals and Entertainment	6375	75.00	100.00	75.00	100.00	1 125 00	\$500.00	75.00	100.00	75.00	100.00	75.00	100.00	\$2,500.00	867.32	\$1,632,68	188%
Travel	6380			125.00	1,600.00	1,100.00	125.00			125.00	-		125.00	\$3,200.00	7.00	\$3,193.00	100%
Gifts	6386	-	50.00	-	75.00		\$300.00		-	75.00	-	-	75.00	\$575.00	\$491.09	\$83.91	17%
Outside Services	6390	-	-	85.00	-		\$85.00		-	85.00	-	-	85.00	\$340.00	30.00	\$310.00	1033%
Liability Insurance	6410	-		-	-	\$7,478.64	-	-	-		-		-	\$7,478.64	7,332.00	\$146.64	2%
Office Supplies Testing Material	6550 6671	\$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 2,612.39	(\$310.31) (\$612.39)	-9% -23%
Teaching Material	6672			600.00			600.00			\$600.00			\$600.00	\$2,400.00	2,170.97	\$229.03	11%
Miscellaneous Expense	6900	-	-	15.00	-	-	15.00	-	-	\$15.00	-	-	\$15.00	\$60.00	\$0.00	\$60.00	100%
Total General & Administrative Expenses		\$24,532.22	\$26,240.75	\$40,405.82	\$32,082.02	\$35,978.84	\$30,504.23	\$30,698.00	\$29,295.72	\$31,895.00	\$33,558.04	\$25,194.96	\$26,222.26	\$366,607.86	\$337,240.52		
Development Expenses																	
Professional Development	7200	270.00	-	-	100.00	-	-		-	\$100.00	-	-	-	\$470.00	-	\$470.00	100%
Technology	7220	-	-		-	-	-		-	-	-	-	-	-	-		
-Website Upgrade	7221	-	1,500.00	\$1,500.00	-	-	-		-	-	-	-	-	\$3,000.00	59.00	\$2,941.00	100%
-Daylite -Crash Plan Back-up	7222 7223	-	240.00		- 1		-		-	-	180.00	-		\$240.00 180.00	-	\$240.00 \$180.00	100%
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	100%
Major Event	7240		-,-==-50	-	-		-	-	-	-	-	-	-	,	-,	\$0.00	100%
Minor Events - M&E dining with donors	7250		-	-				450.00		-	-	-	\$450.00	900.00	-	\$900.00	100%
Total Development Expenses		\$970.00	\$6,465.00	\$4,400.00	\$415.00	\$0.00	\$800.00	\$500.00	\$50.00	\$150.00	\$545.00	\$50.00	\$500.00	\$14,845.00	6,519.35	\$8,325.65	100%
Other Expenses	8015	-													\$354.00	(\$354.00)	100%
Total Expenses		\$25,502.22	\$32,705.75	\$44,805.82	\$32,497.02	\$35,978.84	\$31,304.23	\$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%
Net Income(Loss)		(\$6,226.53)	\$18,080.70	(\$1,545.39)	(\$4,311.53)	(\$10,887.59)	\$10,310.14	\$14,846.55	\$959.17	\$3,901.36	(\$312.44)	\$8,797.89	(\$298.39) check figure	\$33,313.94 \$33,313.94	\$153.12	\$33,160.82	21657%
Beginning Cash @ 6/30/2015		\$83,835.53	\$77,609.00	\$95,689.70	\$94,144.31	\$89,832.78	\$78,945.19			\$105,061.05		\$108,649.98					
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 check figure	\$117,149.47 \$117,149.47				