High Hopes Inc.
Total Operating Budget
2008-2009

	2007-2008
Revenues	
Education Revenue	$645,050
Clinical Revenue	$579,459
Total Revenue	**$1,224,509**
Expenses	
Education Expenses	$700,650
Clinical Expenses	$574,677
Administration Expenses	$261,539
Total Expenses	**$1,536,866**
Operational Income/Loss	**($312,357)**
Giving on Green	
Hats off to High Hopes	
Donations/Grants	
Total Profit/Loss	**($312,357)**

High Hopes Inc.
Education Budget
2008-2009

	2008-2009	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	July	Aug	Comments
Revenues														
Grasshopper	126,312	10,526	10,526	10,526	10,526	10,526	10,526	10,526	10,526	10,526	10,526	10,526	10,526	See Tuition Budget Modeling
Firefly	98,952	8,246	8,246	8,246	8,246	8,246	8,246	8,246	8,246	8,246	8,246	8,246	8,246	See Tuition Budget Modeling
Dragonfly	87,024	7,252	7,252	7,252	7,252	7,252	7,252	7,252	7,252	7,252	7,252	7,252	7,252	See Tuition Budget Modeling
Butterfly	90,792	7,566	7,566	7,566	7,566	7,566	7,566	7,566	7,566	7,566	7,566	7,566	7,566	See Tuition Budget Modeling
Caterpillar	77,148	6,429	6,429	6,429	6,429	6,429	6,429	6,429	6,429	6,429	6,429	6,429	6,429	See Tuition Budget Modeling
Inchworm	63,864	5,322	5,322	5,322	5,322	5,322	5,322	5,322	5,322	5,322	5,322	5,322	5,322	See Tuition Budget Modeling
Bumblebees	82,464	6,872	6,872	6,872	6,872	6,872	6,872	6,872	6,872	6,872	6,872	6,872	6,872	See Tuition Budget Modeling
Ladybug	26,816	0	0	0	0	3,352	3,352	3,352	3,352	3,352	3,352	3,352	3,352	See Tuition Budget Modeling
Extra Days	820	0	70	70	70	70	60	60	60	60	100	100	100	1/2 of prior year.
TEIS	0													
Employee Discounts	(28,324)	(2,193)	(2,193)	(2,193)	(2,193)	(2,444)	(2,444)	(2,444)	(2,444)	(2,444)	(2,444)	(2,444)	(2,444)	
Sibiling Discounts	(14,368)	(1,078)	(1,078)	(1,078)	(1,078)	(1,257)	(1,257)	(1,257)	(1,257)	(1,257)	(1,257)	(1,257)	(1,257)	
Registration Fees	5,050	50	50	50	100	50	50	50	50	3,000	1,500	50	50	based on enrollment of 90 + Turnover
Supply Fees	28,500	2,375	2,375	2,375	2,375	2,375	2,375	2,375	2,375	2,375	2,375	2,375	2,375	based on enrollment of 95
Total Education Revenue	**645,050**	**51,367**	**51,437**	**51,437**	**51,487**	**54,359**	**54,349**	**54,349**	**54,349**	**57,299**	**55,839**	**54,389**	**54,389**	
Expenses														
Full-Time Salaries	435,440	34,680	34,680	34,680	34,680	37,090	37,090	37,090	37,090	37,090	37,090	37,090	37,090	assume only 4 kids in Ladybug
Benefits	65,040	5,420	5,420	5,420	5,420	5,420	5,420	5,420	5,420	5,420	5,420	5,420	5,420	PY + 5%
Payroll Taxes	35,808	2,850	2,850	2,850	2,850	3,051	3,051	3,051	3,051	3,051	3,051	3,051	3,051	
Rent	143,102	11,661	11,661	11,661	11,661	11,661	11,661	11,661	12,295	12,295	12,295	12,295	12,295	Lease
Classroom Supplies	15,240	1,270	1,270	1,270	1,270	1,270	1,270	1,270	1,270	1,270	1,270	1,270	1,270	PY + 5%
Training & Education	1,020	85	85	85	85	85	85	85	85	85	85	85	85	600 Kennedy + 300 CPR + 100 extra
Contract Labor	5,000	300	300	300	300	300	300	1,300	300	400	400	400	400	py
Total Education Expenses	**700,650**	**56,266**	**56,266**	**56,266**	**56,266**	**58,877**	**58,877**	**59,877**	**59,511**	**59,611**	**59,611**	**59,611**	**59,611**	
Projected Income/Loss	**(55,600)**	**(4,899)**	**(4,829)**	**(4,829)**	**(4,779)**	**(4,518)**	**(4,528)**	**(5,528)**	**(5,162)**	**(2,312)**	**(3,772)**	**(5,222)**	**(5,222)**	

NOTE: Still holding on TEIS IFSP - TEIS children listed at regular Tuition price

High Hopes Inc.
Clinical Budget
2008 - 2009

Clinical Revenues	**2008-2009**	**Sept**	**Oct**	**Nov**	**Dec**	**Jan**	**Feb**	**Mar**	**Apr**	**May**	**June**	**July**	**Aug**
Speech Therapy	297,600	24,800	24,800	24,800	24,800	24,800	24,800	24,800	24,800	24,800	24,800	24,800	24,800
Physical Therapy	256,032	18,648	18,648	18,648	18,648	22,680	22,680	22,680	22,680	22,680	22,680	22,680	22,680
Occupational Therapy	421,344	31,752	31,752	31,752	31,752	36,792	36,792	36,792	36,792	36,792	36,792	36,792	36,792
Contractual Adjustments	(400,232)	(30,080)	(30,080)	(30,080)	(30,080)	(34,989)	(34,989)	(34,989)	(34,989)	(34,989)	(34,989)	(34,989)	(34,989)
Listening Therapy/Rentals	1,875	150	150	150	150	150	150	150	150	150	150	150	225
Therapy Supplies Sold	600	50	50	50	50	50	50	50	50	50	50	50	50
Handwriting Camp	2,000	0	0	0	0	0	0	0	300	400	1,000	300	0
Screenings/Mtgs/Seminars	240	20	20	20	20	20	20	20	20	20	20	20	20
Total Clinical Revenue	**579,459**	**45,340**	**45,340**	**45,340**	**45,340**	**49,503**	**49,503**	**49,503**	**49,803**	**49,903**	**50,503**	**49,803**	**49,578**
Clinical Expenses													
Salary Employed	374,970	30,810	30,810	30,810	30,810	30,810	31,560	31,560	31,560	31,560	31,560	31,560	31,560
Salary Contract	36,400	1,400	1,400	1,400	1,400	1,400	4,200	4,200	4,200	4,200	4,200	4,200	4,200
Benefits	18,576	1,548	1,548	1,548	1,548	1,548	1,548	1,548	1,548	1,548	1,548	1,548	1,548
Payroll Taxes	29,423	2,421	2,421	2,421	2,421	2,421	2,474	2,474	2,474	2,474	2,474	2,474	2,474
Rent	102,300	8,525	8,525	8,525	8,525	8,525	8,525	8,525	8,525	8,525	8,525	8,525	8,525
Billing Expense	4,200	350	350	350	350	350	350	350	350	350	350	350	350
Training & Education	1,500	125	125	125	125	125	125	125	125	125	125	125	125
Casting Expense	4,500	375	375	375	375	375	375	375	375	375	375	375	375
Supplies Expense	1,800	150	150	150	150	150	150	150	150	150	150	150	150
Listening Expenses	1,008	84	84	84	84	84	84	84	84	84	84	84	84
Total Clinical Expenses	**574,677**	**45,788**	**45,788**	**45,788**	**45,788**	**45,788**	**49,391**	**49,391**	**49,391**	**49,391**	**49,391**	**49,391**	**49,391**
Projected Income/Loss	**4,782**	**(448)**	**(448)**	**(448)**	**(448)**	**3,715**	**112**	**112**	**412**	**512**	**1,112**	**412**	**187**

Comments
See Clinic Budget Modeling
5 new kids @ $375
PY + 20% growth
PY
PY averaged
Lease
1/2 of prior year avg
1/2 + of PY less hand/speech assessments
5 students + 5 CD's

High Hopes Inc.
Administrative Budget
2008-2009

	2008-2009	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	July	Aug
Total Revenues	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
Expenses													
Office Supplies	5,940	495	495	495	495	495	495	495	495	495	495	495	495
Administrative Expense	2,120	360	160	160	160	160	160	160	160	160	160	160	160
Telephone, Internet, & E-mail	9,300	775	775	775	775	775	775	775	775	775	775	775	775
Postage, Shipping & Delivery	2,400	200	200	200	200	200	200	200	200	200	200	200	200
Copier Rental	2,880	240	240	240	240	240	240	240	240	240	240	240	240
Printing Copying	6,900	575	575	575	575	575	575	575	575	575	575	575	575
Equipment & Computer Maintenan	2,400	200	200	200	200	200	200	200	200	200	200	200	200
Insurance - Liability	800	0	0	0	0	0	0	0	0	0	0	800	0
Worker's Compensation Insurance	5,460	455	455	455	455	455	455	455	455	455	455	455	455
Insurance - Property	6,295	0	0	0	1,420	880	880	880	880	880	0	0	475
Marketing/Advertising Expense	12,960	4,210	550	550	2,110	410	410	550	550	550	550	2,110	410
Licenses	600	0	0	0	0	0	300	0	300	0	0	0	0
Membership Dues	810	0	0	475	0	0	35	0	0	200	0	100	0
Building Repairs & Maintenance	2,480	210	110	110	110	110	110	110	110	110	110	270	1,010
Facility Cleaning & Supplies	6,960	580	580	580	580	580	580	580	580	580	580	580	580
Bank Fees	0	0	0	0	0	0	0	0	0	0	0	0	0
Credit Card Fees	2,880	240	240	240	240	240	240	240	240	240	240	240	240
Tuition Express Fee	960	80	80	80	80	80	80	80	80	80	80	80	80
Interest Expense	5,400	450	450	450	450	450	450	450	450	450	450	450	450
Late Fees	120	10	10	10	10	10	10	10	10	10	10	10	10
Paychex Fees	4,590	360	360	360	360	650	350	350	360	360	360	360	360
Audit Fees	8,000	0	0	0	8,000	0	0	0	0	0	0	0	0
Staff Development	5,300	300	0	300	4,100	0	300	0	0	300	0	0	0
Admin Staff Training	0	0	0	0	0	0	0	0	0	0	0	0	0
Board Development	900	100		100		100		100		100		100	300
Full Time Salaries	139,920	11,660	11,660	11,660	11,660	11,660	11,660	11,660	11,660	11,660	11,660	11,660	11,660
Benefits	13,944	1,162	1,162	1,162	1,162	1,162	1,162	1,162	1,162	1,162	1,162	1,162	1,162
Payroll Taxes	11,220	935	935	935	935	935	935	935	935	935	935	935	935
Contract Labor - Admin	0	0	0	0	0	0	0	0	0	0	0	0	0
	261,539	**23,597**	**19,237**	**20,112**	**34,317**	**20,367**	**20,602**	**20,207**	**20,417**	**20,717**	**19,237**	**21,957**	**20,772**
	(261,539)	**(23,597)**	**(19,237)**	**(20,112)**	**(34,317)**	**(20,367)**	**(20,602)**	**(20,207)**	**(20,417)**	**(20,717)**	**(19,237)**	**(21,957)**	**(20,772)**

Comments

PY + 10% (Goal to reduce office expenses in new yr.)
PY HR expenses, coffee, open house in Sept
PY
PY + 400
based on contract
PY + 1500 for clinic copier
PY + 300
PY
PY +5%
PY + 5%
PY - increase due to less video cost +300
Charitable, DHS
Sams, Costco, Will Cty COC, Exchange
Floors, orkin, alarm, fire testing + 400
Py + 10% (PY had 1600 in previous years expenses)

only fees should be NSF which will be charged back to parent
PY + 5%
reduce over prior year elimination of CC
TC- 50000 @ 6%/ST 30000 8%
Goal to reduce late fees in half
based on PY no increase projected emp number stable.

Dec Staff Gifts

Based on Actual Salaries + raises
Current Cost + 4 %
Actual Rates * Actual Salaries

7% overall increase.