

ENTERPRISE FOR HIGH SCHOOL STUDENTS
TOTAL BUDGET - FY 2017

G/L #	G/L Account Description	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	2017 TOTAL	2016 Budget	Delta	%	Notes 2016 vs. Forecast
INCOME & REVENUE																		
4000	FAS PRODUCTION REVENUE													728,800	728,800	0	0%	
4005	General Admission Tickets	-	-	-	-	-	-	-	-	-	21,563	-	-	21,563	21,563	-	0%	
4007	Lecture Tickets	-	-	-	-	-	-	-	9	643	8,470	184	-	9,306	9,306	-	0%	
4015	Dealer Revenue	-	-	(101)	14,960	163,623	8,519	40,047	23,732	256,519	32,140	-	(174)	539,365	539,365	(0)	0%	
4017	Catalog Advertising	-	-	11,412	8,297	35,859	64,516	27,232	16,546	(1,891)	(3,841)	-	436	158,566	158,566	0	0%	
	TOTAL FAS PROD REV.	-	-	11,310	22,357	199,481	74,035	67,279	40,288	255,271	58,332	620	(174)	728,800	729,800	0	0%	
4300	FAS CONTRIBUTIONS													848,604	848,604	130,500	15%	
4305	FAS - Patron & Benefactor Contributions	-	30,963	76,015	24,967	6,742	163,486	81,350	50,599	66,657	65,906	610	610	567,905	567,905	(0)	0%	
4310	FAS - Individual Contributions	-	-	-	-	368	-	129	-	607	-	37	459	1,599	1,599	0	0%	
4320	FAS - Preview Party Contributions	-	-	1,623	-	-	-	378	3,346	34,873	94,559	-	(679)	134,100	134,100	0	0%	
4330	FAS - Sponsors	-	-	-	-	5,190	23,356	30,104	29,585	45,389	8,781	-	2,595	145,000	145,000	130,500	900%	
	TOTAL FAS REVENUE	-	30,963	88,949	47,324	211,782	260,877	179,239	123,818	402,796	227,578	1,266	2,812	1,577,404	1,578,404	130,500	8%	
5000	FAS Production COGS	(11,338)	(18,892)	(15,858)	(18,857)	(35,719)	(47,703)	(22,145)	(199,449)	(121,312)	(434,303)	(74,377)	(28,252)	(1,028,205)	(1,028,205)	(0)	0%	
	TOTAL FAS COGS	(11,338)	(18,892)	(15,858)	(18,857)	(35,719)	(47,703)	(22,145)	(199,449)	(121,312)	(434,303)	(74,377)	(28,252)	(1,028,205)	(1,028,205)	(0)	0%	
	NET FAS REVENUE	(11,338)	12,071	73,090	28,467	176,062	213,174	157,094	(75,631)	281,484	(205,725)	(73,110)	(25,441)	549,199	550,199	(1,000)	0%	
4100	PRIVATE COLLECTIONS													45,000	45,000	-	0%	
4120	EHSS Art Tour Ticket Revenue	-	-	45,000	-	-	-	-	-	-	-	-	-	45,000	45,000	-	0%	
4130	EHSS Private Collections Sponsors	-	-	10,000	-	-	-	-	-	-	-	-	-	10,000	10,000	-	0%	
4140	EHSS Other Event Contributions	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
4200	FEE FOR SERVICE - DCYF													477,027	430,000	47,027	11%	
4220	Government Contracts - DCYF	39,356	39,356	39,356	39,356	39,356	39,356	40,149	40,149	40,149	40,149	40,149	40,149	477,027	430,000	47,027	11%	Cost of living increase along with one time augmentation
4400	EHSS CONTRIBUTIONS	600	600	8,100	600	600	8,100	600	600	8,100	600	39,900	47,400	115,800	140,000	(24,200)	-18%	
4440	Annual Fund	-	-	-	-	-	-	-	-	-	-	-	20,500	20,500	41,000	(9,280)	-46%	
4450	Other individual contributions	-	-	-	-	-	-	-	-	-	-	-	-	-	1,025	(1,025)	-100%	
4460	Board Gifts	600	600	600	600	600	600	600	600	600	600	19,400	19,400	44,800	30,438	14,362	47%	
4470	Major Gifts	-	-	7,500	-	-	7,500	-	-	7,500	-	-	7,500	30,000	58,000	(28,000)	-48%	
4480	David Rawson Fund Contributions	-	-	-	-	-	-	-	-	-	-	-	-	-	256	(256)	-100%	
4500	GRANTS	102,800	-	-	70,000	-	84,516	54,516	25,000	13,000	-	12,000	10,000	371,832	380,000	(12,200)	-3%	Reduction of TWA Grant, slight offset by new sources
4570	Grants - Foundations	102,800	-	-	70,000	-	20,000	10,000	15,000	-	-	12,000	10,000	239,800	250,000	(10,200)	-4%	
4575	Grants - Corporations	-	-	-	-	-	30,000	10,000	10,000	-	-	-	-	63,000	65,000	(2,000)	-3%	
4575	New Corporate Grants	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
4580	Government Contracts - SGP	-	-	-	-	-	34,516	34,516	-	-	-	-	-	69,032	65,000	4,032	6%	
4600	INVESTMENT INCOME	692	692	1,779	692	692	1,779	692	692	1,779	692	692	1,779	12,647	8,647	4,000	46%	
4620	Interest Income	692	692	692	692	692	692	692	692	692	692	692	692	8,298	5,698	2,600	46%	
4630	Dividend Income	-	-	1,087	-	-	1,087	-	-	1,087	-	-	1,087	4,349	2,949	1,400	47%	
4650	Gains and Losses, Unrealized	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
4655	Gains and Losses, Realized	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
4800	MISCELLANEOUS INCOME													-	-	-	-	
4820	Misc. Income	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
4830	One-time Bequests	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
4900	Donated Goods and Services general	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
4910	Donated Goods and Services events	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
	TOTAL INCOME & REVENUE	143,447	71,611	183,183	157,971	252,429	394,628	275,196	190,258	465,824	269,018	94,007	102,139	2,599,710	2,582,051	145,127	0	
	NET REVENUE	132,110	52,719	167,325	139,114	216,709	346,924	253,050	(9,191)	344,512	(165,285)	19,630	73,887	1,571,505	1,553,846	13,627	0	

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EXPENSES																			
6000	PERSONNEL	84,062	84,062	84,662	84,062	92,254	127,349	180,410	91,454	83,862	86,112	83,862	84,229	1,166,380	1,139,357	27,023	2%		
6005	Salaries, Full and Part-time Staff	70,707	70,707	70,707	70,707	70,707	70,707	70,707	70,707	70,707	70,707	70,707	70,707	848,485	825,513	22,972	3%		
6010	Student Wages	-	-	-	-	4,193	22,913	24,353	4,193	-	-	-	-	55,651	51,511	4,140	8%	New minimum wage effective 07/01/17	
6015	Student Stipends	-	-	600	-	4,200	17,000	70,680	3,400	-	2,250	-	-	98,130	102,300	(4,200)	-4%	Changes to TWA & YC Stipends	
6020	Payroll Taxes	6,329	6,329	6,329	6,329	6,329	6,329	6,329	6,329	6,329	6,329	6,329	6,329	75,951	72,639	3,312	5%	Increase in min wage/student programs, rates	
6025	Workers' Compensation Insurance	830	830	830	830	830	4,205	2,346	830	830	830	830	830	14,851	22,565	(7,714)	-34%	Increase in min wage/student programs, rates	
6030	Health Insurance	5,496	5,496	5,496	5,496	5,496	5,496	5,496	5,496	5,496	5,496	5,496	5,496	65,947	57,432	8,515	15%	Increase in staff taking health insurance as well as increase in cost	
6060	Misc. Employee Benefits/Fees	700	700	700	700	500	700	500	500	500	500	500	500	867	7,367	7,367	-	0%	
6060	Vacation Accrual																		
	Sub-total Personnel Expenses	84,062	84,062	84,662	84,062	92,254	127,349	180,410	91,454	83,862	86,112	83,862	84,229	1,166,380	1,139,357	27,024	2%		
7000	OPERATIONS	33,647	38,324	39,556	38,162	45,083	36,918	31,992	32,254	37,902	31,057	34,111	34,483	433,491	408,504	24,987	6%		
7005	Professional Fees	3,090	3,000	3,470	3,000	14,678	5,995	3,000	4,000	3,320	3,000	3,000	3,320	52,872	24,208	28,664	118%	Audit/Tax \$12K, Bd/Staff Retreat \$1K, Newsletter \$1.5K, YPG \$7K, ED transition	
7010	Contract Services	-	1,545	-	-	361	258	-	361	-	-	361	2,060	4,944	22,918	(17,974)	-78%	No Building Blox	
7100	Travel	624	197	1,000	320	542	840	583	583	325	186	119	119	5,440	7,195	(1,755)	-24%	Reduction in staff travel costs	
7125	Conferences and Training	1,298	422	1,813	438	886	629	886	268	886	680	886	268	9,358	8,477	881	10%		
7200	Rent	16,447	16,447	16,447	16,447	16,447	16,447	16,447	16,447	16,447	16,447	16,447	16,447	197,363	193,543	3,820	2%		
7210	Telephone	494	494	494	494	494	494	494	494	494	494	494	494	5,833	6,798	(865)	-13%		
7250	Technology	1,017	1,532	1,017	1,017	1,017	3,232	1,017	1,017	1,969	1,017	1,017	1,620	16,489	14,199	2,290	16%		
7300	Printing/Copying	1,329	4,197	592	4,197	968	335	77	77	968	592	2,292	232	15,857	13,689	2,168	16%		
7310	Supplies	2,168	1,558	1,970	5,353	2,497	2,001	1,692	1,501	2,054	1,347	1,506	1,640	25,288	24,936	352	1%		
7330	Postage and Delivery	148	2,233	354	96	96	96	96	96	96	96	1,358	354	5,119	3,497	1,622	46%		
7340	Meetings	1,446	1,007	1,574	1,007	1,563	904	2,166	1,733	1,162	1,471	956	1,996	16,985	16,418	567	3%		
7400	Insurance	1,631	1,631	1,631	1,631	1,631	1,631	1,631	1,631	1,631	1,631	1,631	1,631	19,576	16,995	2,581	15%		
7500	Bank Fees	10	10	10	10	10	10	10	10	10	10	10	10	628	628	0	0%		
7550	Credit Card Fees	155	180	155	26	26	26	26	26	26	26	26	26	721	1,483	(762)	-51%		
7600	Misc	90	90	5,240	347	90	244	90	90	89	140	89	346	6,942	2,410	4,532	188%	Increase in PC Post Party Costs	
8000	Depreciation	3,701.11	3,779.82	3,789.70	3,777.07	3,777.07	3,777.07	3,777.07	3,919.39	3,919.39	3,919.39	3,919.39	3,919.39	45,976	45,111	865	2%		
7015	Rawson Scholarships								4,000					4,000	6,000	(2,000)			
	Sub-total Personnel & Operations	117,709	122,386	124,218	122,224	137,338	164,268	212,403	123,709	121,764	117,169	117,973	118,712	1,599,872	1,547,861	52,011	3%		
	Sub-total EXPENSES	129,047	141,278	140,076	141,081	173,057	211,971	234,548	323,157	243,075	551,472	192,350	146,964	2,628,077	2,576,066	52,010			
	Operating Surplus/(Deficit)	14,401	(69,668)	43,107	16,890	79,372	182,657	40,647	(132,899)	222,748	(282,454)	(98,343)	(44,825)	(28,367)	5,985	93,117			
	% of Net Revenue													-1.8%	0.4%				
	Less Capex	(1,000)	-	-	-	-	-	(5,000)	-	-	-	-	-	(6,000)	(10,000)			Student Computers Replace broken printer	
	Add back Deprec/Amort/Def. Rent	3,701	4,218	4,228	4,216	4,216	4,216	2,900	3,042	3,042	3,042	3,042	3,042	42,906	42,480				
	From Rawson Fund	-	-	-	-	-	-	-	4,000	-	-	-	-	4,000	6,000				
	To (From) Reserves													12,539	44,465				
	Opex													1,599,872	1,547,861				
	Non-cash Opex Items													46,906	48,480				
	Cash Opex													1,552,966	1,499,381				
	Cash Opex net of non-recurring items													1,552,966	1,499,381				
	Monthly Cash expenses													129,413.83					