

Hopecam, Inc.
Profit & Loss Budget vs. Actual
 July 2017 through June 2018

	TOTAL		
	Jul '17 - Jun 18	Budget	\$ Over Budget
Ordinary Income/Expense			
Income			
Fall Dinner (October 2017)			
Fall Dinner Income	5,525.00	20,000.00	(14,475.00)
Fall Dinner Expense	(16,999.96)	(20,000.00)	3,000.04
Total Fall Dinner (October 2017)	(11,474.96)	0.00	(11,474.96)
Blue Ridge Ride (Sept. 2017)			
Blue Ridge Ride Income	11,034.03	15,000.00	(3,965.97)
Blue Ridge Ride Expense	(4,352.15)	(3,000.00)	(1,352.15)
Total Blue Ridge Ride (Sept. 2017)	6,681.88	12,000.00	(5,318.12)
5K (May 2018)			
5K Income	43,874.71	35,000.00	8,874.71
5K Expense	(10,296.37)	(12,000.00)	1,703.63
Total 5K (May 2018)	33,578.34	23,000.00	10,578.34
Founder Speech & Book			
Founder Speech & Book Donations	32,170.14	27,500.00	4,670.14
Founder Speech & Book Expense	(6,356.72)	(2,500.00)	(3,856.72)
Total Founder Speech & Book	25,813.42	25,000.00	813.42
RAAM			
Actual RAAM Income	291,188.22	250,000.00	41,188.22
RAAM Expense	(35,860.23)	(15,000.00)	(20,860.23)
Total RAAM	255,327.99	235,000.00	20,327.99
RAAM - Frank Fumich			
RAAM Income - Frank Fumich	36,252.45		
RAAM Expense - Frank Fumich	(1,805.88)		
Total RAAM - Frank Fumich	34,446.57		
Direct Public Support			
Annual Giving	32,524.66	25,000.00	7,524.66
Corporate and Foundation Grants	65,000.00	50,000.00	15,000.00
Third Party Events	12,756.59	10,000.00	2,756.59
Online and Indiv-Unrestricted	12,994.55	10,000.00	2,994.55
Total Direct Public Support	123,275.80	95,000.00	28,275.80
Total Income	467,649.04	390,000.00	77,649.04
Expense			
Personnel Expenses			
Volunteer Coordinator			

Hopecam, Inc.
Profit & Loss Budget vs. Actual
July 2017 through June 2018

	TOTAL		
	Jul '17 - Jun 18	Budget	\$ Over Budget
Salary	41,041.68	40,000.00	1,041.68
Health Insurance	3,869.83	5,000.00	(1,130.17)
Payroll Taxes	3,241.07	3,500.00	(258.93)
Total Volunteer Coordinator	48,152.58	48,500.00	(347.42)
Development Director			
Salary	83,000.00	83,000.00	0.00
Health Insurance	6,358.85	5,000.00	1,358.85
Payroll Taxes	5,700.54	7,500.00	(1,799.46)
Total Development Director	95,059.39	95,500.00	(440.61)
Program Director			
Salary	67,400.00	67,400.00	0.00
Health Insurance	9,083.46	5,000.00	4,083.46
Payroll Taxes	5,135.30	5,000.00	135.30
Total Program Director	81,618.76	77,400.00	4,218.76
Workers Comp	650.00	600.00	50.00
Total Personnel Expenses	225,480.73	222,000.00	3,480.73
Administrative			
Consultant	2,500.00		
Licenses and Taxes	789.15		
Volunteer Appreciation	289.97	2,000.00	(1,710.03)
401k	702.00	2,000.00	(1,298.00)
Miscellaneous	1,581.06	1,500.00	81.06
Board Expense	294.92	1,000.00	(705.08)
Education and Training	696.40	1,000.00	(303.60)
Liability Insurance	1,684.00	2,500.00	(816.00)
Office Rent	19,516.00	18,000.00	1,516.00
Phone and Internet	4,899.27	5,500.00	(600.73)
Accounting	6,240.00	12,000.00	(5,760.00)
Copier	5,001.03	3,000.00	2,001.03
Employee Search	576.50	500.00	76.50
Office Furniture and Supplies	2,713.93	3,000.00	(286.07)
Payroll Processing	2,715.39	2,500.00	215.39
Credit Card Processing	5,242.01	15,000.00	(9,757.99)
Total Administrative	55,441.63	69,500.00	(14,058.37)
Direct Program Costs			
Tablets	21,623.72	50,000.00	(28,376.28)
Shipping	5,674.27	5,000.00	674.27
Internet Access	43,719.76	50,000.00	(6,280.24)
Outreach and Marketing	4,873.31	5,000.00	(126.69)

Hopecam, Inc.
Profit & Loss Budget vs. Actual
July 2017 through June 2018

	TOTAL		
	Jul '17 - Jun 18	Budget	\$ Over Budget
Program Data Management	4,514.88	4,500.00	14.88
Total Direct Program Costs	80,405.94	114,500.00	(34,094.06)
Fundraising			
Website	486.00	1,000.00	(514.00)
Printing and Mailing	12,641.28	10,000.00	2,641.28
Donor Recognition/Thank You	2,011.09	4,000.00	(1,988.91)
Travel and Entertainment	344.26	1,000.00	(655.74)
Donor Outreach and Marketing	3,692.74	4,000.00	(307.26)
Total Fundraising	19,175.37	20,000.00	(824.63)
 Total Expense	 380,503.67	 426,000.00	 (45,496.33)
 Net Ordinary Income	 87,145.37	 (36,000.00)	 123,145.37
 Other Income/Expense			
Other Income			
Interest Income	1,720.30		
Total Other Income	1,720.30		
 Net Other Income	 1,720.30		
 Net Income	 88,865.67	 (36,000.00)	 124,865.67

Hopecam, Inc.
Profit & Loss Budget vs. Actual
 July 2017 through June 2018

	<u><u>% of Budget</u></u>
Ordinary Income/Expense	
Income	
Fall Dinner (October 2017)	
Fall Dinner Income	27.63%
Fall Dinner Expense	85.0%
Total Fall Dinner (October 2017)	<u>100.0%</u>
Blue Ridge Ride (Sept. 2017)	
Blue Ridge Ride Income	73.56%
Blue Ridge Ride Expense	145.07%
Total Blue Ridge Ride (Sept. 2017)	<u>55.68%</u>
5K (May 2018)	
5K Income	125.36%
5K Expense	85.8%
Total 5K (May 2018)	<u>145.99%</u>
Founder Speech & Book	
Founder Speech & Book Donations	116.98%
Founder Speech & Book Expense	254.27%
Total Founder Speech & Book	<u>103.25%</u>
RAAM	
Actual RAAM Income	116.48%
RAAM Expense	239.07%
Total RAAM	<u>108.65%</u>
RAAM - Frank Fumich	
RAAM Income - Frank Fumich	
RAAM Expense - Frank Fumich	
Total RAAM - Frank Fumich	
Direct Public Support	
Annual Giving	130.1%
Corporate and Foundation Grants	130.0%
Third Party Events	127.57%
Online and Indiv-Unrestricted	129.95%
Total Direct Public Support	<u>129.76%</u>
Total Income	119.91%
Expense	
Personnel Expenses	
Volunteer Coordinator	

Hopecam, Inc.
Profit & Loss Budget vs. Actual
 July 2017 through June 2018

	<u>% of Budget</u>
Salary	102.6%
Health Insurance	77.4%
Payroll Taxes	<u>92.6%</u>
Total Volunteer Coordinator	99.28%
Development Director	
Salary	100.0%
Health Insurance	127.18%
Payroll Taxes	<u>76.01%</u>
Total Development Director	99.54%
Program Director	
Salary	100.0%
Health Insurance	181.67%
Payroll Taxes	<u>102.71%</u>
Total Program Director	105.45%
Workers Comp	<u>108.33%</u>
Total Personnel Expenses	101.57%
Administrative	
Consultant	
Licenses and Taxes	
Volunteer Appreciation	14.5%
401k	35.1%
Miscellaneous	105.4%
Board Expense	29.49%
Education and Training	69.64%
Liability Insurance	67.36%
Office Rent	108.42%
Phone and Internet	89.08%
Accounting	52.0%
Copier	166.7%
Employee Search	115.3%
Office Furniture and Supplies	90.46%
Payroll Processing	108.62%
Credit Card Processing	<u>34.95%</u>
Total Administrative	79.77%
Direct Program Costs	
Tablets	43.25%
Shipping	113.49%
Internet Access	87.44%
Outreach and Marketing	97.47%

Hopecam, Inc.
Profit & Loss Budget vs. Actual
July 2017 through June 2018

	<u>% of Budget</u>
Program Data Management	100.33%
Total Direct Program Costs	<u>70.22%</u>
Fundraising	
Website	48.6%
Printing and Mailing	126.41%
Donor Recognition/Thank You	50.28%
Travel and Entertainment	34.43%
Donor Outreach and Marketing	92.32%
Total Fundraising	<u>95.88%</u>
Total Expense	<u>89.32%</u>
Net Ordinary Income	(242.07%)
Other Income/Expense	
Other Income	
Interest Income	
Total Other Income	
Net Other Income	<u> </u>
Net Income	<u><u>(246.85%)</u></u>