

## Science Mill Attachments

### A) Line item budget for project:

Please note funding is only for the Science Mill summer camps. CIS-SA has funding.

| Line Item Description                                   | Total for 18 camps/<br>540 students | Najim funding for 2<br>camps/60 students |
|---|-------------------------------------|--|
| Staff salary: Training & Teaching                       | \$65,000                            | \$7,000                                  |
| Curriculum Development                                  | \$35,000                            | \$5,000                                  |
| Support and Administration                              | \$27,500                            | \$3,500                                  |
| Supplies and Equipment                                  | \$27,500                            | \$5,000                                  |
| Transportation: Chartering Buses<br>for Museum Day Trip | \$6,000                             | \$1,000                                  |
| Family Engagement                                       | \$5,000                             | \$750                                    |
| Overhead and Insurance                                  | \$8,000                             | \$1,000                                  |
| Evaluation and Outcome Analyses                         | \$10,000                            | \$1,750                                  |
| <b>Total</b>  | <b>\$184,000</b>                    | <b>\$25,000</b>                          |

**B) Project timeline:** This project will be from October 1, 2017 – August 11, 2018, where the majority of the year leading up to June will be in preparation for the camps and training, with the actual camps taking place in June – August of 2018.

### C) Project evaluation plan:

Camps will undergo a rigorous formative and summative assessment framework to establish objective evidence of successes and challenges. To ensure the effectiveness of our programming, our summer camps are designed and evaluated within the nationally regarded Dimensions of Success (DoS) framework, which defines twelve indicators of STEM program quality for out-of-school time programming (e.g., afterschool, summer camps, etc.). The DoS framework measures twelve dimensions that fall in 4 broad domains: *Features of the Learning Environment*, *Activity Engagement*, *STEM Knowledge and Practices*, and *Youth Development in STEM*. These measures are used in both our development and implementation of all camp activities, ensuring high-quality, inquiry-driven, and engaging programming.

Student outcome and impact is measured through our surveys, developed in-house, to track a variety of metrics specific to our camper experience. These surveys are completed by each camper, allowing us to measure the personal and overall impact of the camp experience on several levels (i.e., by camp, by gender, by city, by grade, etc.). Each survey question is designed to correlate to specific categories which include, but are not limited to: changes in attitude toward STEM, self-efficacy towards STEM, interest in STEM, excitement towards STEM, career knowledge, etc. Each category has been identified by our team of educators, as well as within the field of STEM education, as critical points or areas where students traditionally struggle to succeed in STEM education, interest, or identity. Every question is asked through our retrospective survey, requiring students to truly reflect on their week-long camp experience and evaluate their personal growth in each categorical measure. After camps are complete, outcome analysis and data obtained from camp will be shared with our funders along with a narrative discussing the outcomes and impacts of camps they supported.

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Minneapolis, MN

Hill Country Science Mill  
Balance Sheet  
As of September 13, 2017

|                                       | <u>Sep 13, 17</u>          |
|---------------------------------------|----------------------------|
| <b>ASSETS</b>                         |                            |
| Current Assets                        |                            |
| Checking/Savings                      |                            |
| Lone Star Capital Bank                | 122,259.88                 |
| Oppenheimer                           | 871.66                     |
| Cash                                  |                            |
| Cash Drawer                           | 360.00                     |
| Second Cash Drawer                    | 360.00                     |
| Change Pouch                          | 212.00                     |
| Petty Cash                            | 82.91                      |
| Cash Over/Under                       | 401.78                     |
| Cash - Other                          | 500.00                     |
| Total Cash                            | <u>1,916.69</u>            |
| Total Checking/Savings                | 125,048.23                 |
| Accounts Receivable                   |                            |
| Accounts Receivable                   | 4,198.00                   |
| Total Accounts Receivable             | 4,198.00                   |
| Other Current Assets                  |                            |
| Inventory Asset                       | 10,392.89                  |
| Total Other Current Assets            | <u>10,392.89</u>           |
| Total Current Assets                  | 139,639.12                 |
| Fixed Assets                          |                            |
| Furniture and Equipment               |                            |
| Accumulated Depreciation              | -11,180.00                 |
| Building                              | 2,738,718.13               |
| Equipment                             | 145,455.10                 |
| Exhibits                              | 1,297,201.22               |
| Land                                  | 180,544.42                 |
| Website                               | 31,675.00                  |
| Furniture and Equipment - Other       | 267.70                     |
| Total Furniture and Equipment         | <u>4,382,681.57</u>        |
| Total Fixed Assets                    | <u>4,382,681.57</u>        |
| <b>TOTAL ASSETS</b>                   | <b><u>4,522,320.69</u></b> |
| <b>LIABILITIES &amp; EQUITY</b>       |                            |
| Liabilities                           |                            |
| Current Liabilities                   |                            |
| Accounts Payable                      |                            |
| Accounts Payable                      | 3,682.22                   |
| Total Accounts Payable                | 3,682.22                   |
| Credit Cards                          |                            |
| US Bank Credit Card                   | 7,108.82                   |
| Total Credit Cards                    | 7,108.82                   |
| Other Current Liabilities             |                            |
| Gift Certificates Outstanding         | 549.01                     |
| Payroll Liabilities                   | -2,112.27                  |
| Sales Tax Payable                     | 651.04                     |
| Total Other Current Liabilities       | <u>-912.22</u>             |
| Total Current Liabilities             | <u>9,878.82</u>            |
| Total Liabilities                     | 9,878.82                   |
| Equity                                |                            |
| Unrestricted Net Assets               | 4,336,942.51               |
| Net Income                            | 175,499.36                 |
| Total Equity                          | <u>4,512,441.87</u>        |
| <b>TOTAL LIABILITIES &amp; EQUITY</b> | <b><u>4,522,320.69</u></b> |

Hill Country Science Mill  
Profit & Loss  
September 2016 through August 2017

|                                    | Sep 16     | Oct 16     | Nov 16     | Dec 16    | Jan 17     | Feb 17     | Mar 17     | Apr 17     | May 17     | Jun 17     | Jul 17     | Aug 17     | TOTAL        |
|------------------------------------|------------|------------|------------|-----------|------------|------------|------------|------------|------------|------------|------------|------------|--------------|
| Ordinary Income/Expense            |            |            |            |           |            |            |            |            |            |            |            |            |              |
| Income                             |            |            |            |           |            |            |            |            |            |            |            |            |              |
| Contributed Income                 |            |            |            |           |            |            |            |            |            |            |            |            |              |
| Individual, Business Contributions | 130,000.00 | 259,733.76 | 32,811.09  | 62,617.95 | 7,470.00   | 5,903.19   | 55,840.56  | 67,969.14  | 172,269.13 | 20,210.00  | 70,042.00  | 100,604.84 | 985,471.66   |
| Contributed Income - Other         | 0.00       | 0.00       | 0.00       | 0.00      | 0.00       | 0.00       | 0.00       | 0.00       | 0.00       | 0.00       | 1,514.23   | 30,000.00  | 31,514.23    |
| Total Contributed Income           | 130,000.00 | 259,733.76 | 32,811.09  | 62,617.95 | 7,470.00   | 5,903.19   | 55,840.56  | 67,969.14  | 172,269.13 | 20,210.00  | 71,556.23  | 130,604.84 | 1,016,985.89 |
| Investments                        | 11.61      | 48.99      | 72.27      | 67.40     | 71.22      | 83.78      | 23.03      | 9.70       | 41.49      | 12.51      | 3.69       | 3.62       | 449.31       |
| Earned Income                      |            |            |            |           |            |            |            |            |            |            |            |            |              |
| Gift Shop Sales                    | 1,714.97   | 2,990.68   | 3,391.10   | 5,400.28  | 3,660.94   | 2,579.19   | 8,803.81   | 7,009.56   | 4,779.37   | 5,087.97   | 4,826.63   | 3,361.11   | 53,605.61    |
| Visitor Admissions                 |            |            |            |           |            |            |            |            |            |            |            |            |              |
| General Admission                  | 5,384.00   | 6,167.50   | 7,832.00   | 14,209.25 | 17,214.50  | 6,581.00   | 31,704.71  | 7,345.50   | 6,965.50   | 16,064.50  | 25,105.00  | 18,668.50  | 163,241.96   |
| School Group Admissions            | 1,953.00   | 7,363.00   | 4,175.00   | 2,718.00  | 5,639.00   | 3,507.00   | 9,004.00   | 18,718.00  | 6,757.00   | 3,616.00   | 0.00       | 60.00      | 63,510.00    |
| Group Admissions                   | 0.00       | 299.00     | 203.00     | 126.00    | 269.00     | 441.00     | 909.00     | 532.00     | 1,068.00   | 6,695.00   | 6,833.00   | 973.00     | 18,348.00    |
| Total Visitor Admissions           | 7,337.00   | 13,829.50  | 12,210.00  | 17,053.25 | 23,122.50  | 10,529.00  | 41,617.71  | 26,595.50  | 14,790.50  | 26,375.50  | 31,938.00  | 19,701.50  | 245,099.96   |
| Membership Dues                    | 857.50     | 2,279.00   | 1,118.00   | 2,307.00  | 1,769.50   | 3,001.00   | 2,099.11   | 1,166.00   | 803.50     | 1,282.53   | 3,212.83   | 2,462.32   | 22,358.29    |
| Program Income                     | 0.00       | 100.00     | 584.00     | 743.50    | 370.00     | 9,151.00   | 11,600.00  | 9,895.00   | 15,601.00  | 21,421.00  | 469.98     | 6,145.00   | 76,080.48    |
| Event Income                       | 200.00     | 700.00     | 2,165.00   | 298.00    | 100.00     | 0.00       | 0.00       | 0.00       | 100.00     | 0.00       | 0.00       | 40.00      | 3,603.00     |
| Venue Rental                       | 0.00       | 0.00       | 0.00       | 0.00      | 0.00       | 200.00     | 0.00       | 0.00       | 0.00       | 0.00       | 0.00       | 0.00       | 200.00       |
| Ladybird Cafe Rent and Utilities   | 500.00     | 815.80     | 634.36     | 683.56    | 696.36     | 643.97     | 602.38     | 677.60     | 610.00     | 632.75     | 546.25     | 847.75     | 7,890.78     |
| Total Earned Income                | 10,609.47  | 20,714.98  | 20,102.46  | 26,485.59 | 29,719.30  | 26,104.16  | 64,723.01  | 45,343.66  | 36,684.37  | 54,799.75  | 40,993.69  | 32,557.68  | 408,838.12   |
| Total Income                       | 140,621.08 | 280,497.73 | 52,985.82  | 89,170.94 | 37,260.52  | 32,091.13  | 120,586.60 | 113,322.50 | 208,994.99 | 75,022.26  | 112,553.61 | 163,166.14 | 1,426,273.32 |
| Cost of Goods Sold                 |            |            |            |           |            |            |            |            |            |            |            |            |              |
| Cost of Goods Sold                 | 124.10     | 876.05     | 4,713.47   | 161.99    | 2,000.00   | 396.83     | 268.92     | 5,892.59   | 3,345.39   | 413.58     | 774.57     | 4,556.84   | 23,524.33    |
| Total COGS                         | 124.10     | 876.05     | 4,713.47   | 161.99    | 2,000.00   | 396.83     | 268.92     | 5,892.59   | 3,345.39   | 413.58     | 774.57     | 4,556.84   | 23,524.33    |
| Gross Profit                       | 140,496.98 | 279,621.68 | 48,272.35  | 89,008.95 | 35,260.52  | 31,694.30  | 120,317.68 | 107,429.91 | 205,649.60 | 74,608.68  | 111,779.04 | 158,609.30 | 1,402,748.99 |
| Expense                            |            |            |            |           |            |            |            |            |            |            |            |            |              |
| Federal Tax Payment                | 0.00       | 0.00       | 0.00       | -6,000.00 | 0.00       | 0.00       | 0.00       | 0.00       | 0.00       | 0.00       | 0.00       | 0.00       | -6,000.00    |
| Reimbursements                     | 0.00       | 0.00       | 0.00       | 0.00      | 0.00       | 0.00       | 0.00       | 0.00       | 0.00       | 0.00       | 0.00       | 0.00       | 0.00         |
| Program Costs                      | 5,389.68   | 1,749.98   | 4,001.00   | 14,041.80 | 2,497.69   | 1,621.49   | 13,559.43  | 9,465.42   | 25,417.09  | 44,661.53  | 20,265.09  | 21,634.96  | 164,305.16   |
| Business Expenses                  | 242.68     | 392.83     | 547.89     | 1,800.24  | 722.82     | 715.44     | 1,191.18   | 633.34     | 719.66     | 708.09     | 1,141.36   | 578.31     | 9,393.84     |
| Professional Services              | 2,600.80   | 2,847.37   | 7,398.97   | 3,187.43  | 3,227.50   | 2,701.11   | 7,794.51   | 5,176.32   | 6,471.52   | 4,485.31   | 5,376.85   | 5,967.34   | 57,235.03    |
| Operations                         | 9,188.33   | 11,031.74  | 9,401.39   | 13,761.08 | 9,999.73   | 10,454.10  | 16,570.39  | 9,695.78   | 11,783.04  | 17,596.14  | 12,652.13  | 12,588.04  | 144,721.89   |
| Other Types of Expenses            |            |            |            |           |            |            |            |            |            |            |            |            |              |
| Insurance                          | 0.00       | 588.75     | 1,090.75   | 0.00      | 1,601.50   | 1,338.50   | -1,017.00  | 1,026.50   | 5,891.12   | 0.00       | 1.95       | 4,619.67   | 15,141.74    |
| Total Other Types of Expenses      | 0.00       | 588.75     | 1,090.75   | 0.00      | 1,601.50   | 1,338.50   | -1,017.00  | 1,026.50   | 5,891.12   | 0.00       | 1.95       | 4,619.67   | 15,141.74    |
| Payroll Expenses                   |            |            |            |           |            |            |            |            |            |            |            |            |              |
| Health Insurance                   | 757.54     | 2,193.97   | 1,269.96   | 1,938.44  | 1,706.92   | 2,388.73   | 1,934.19   | 1,934.19   | 1,934.19   | 1,934.19   | 1,934.19   | 1,934.19   | 21,860.70    |
| Taxes                              | 3,672.38   | 3,596.88   | 3,457.74   | 3,474.57  | 3,800.05   | 3,866.46   | 3,809.58   | 3,703.55   | 3,883.22   | 4,304.11   | 4,090.45   | 4,001.88   | 45,660.87    |
| Payroll Fees                       | 86.35      | 88.48      | 79.95      | 88.48     | 90.61      | 86.35      | 0.00       | 32.99      | 33.99      | 35.00      | 35.00      | 41.49      | 698.69       |
| Wages                              | 44,351.14  | 46,188.71  | 47,212.25  | 47,135.00 | 49,077.39  | 50,702.79  | 51,733.89  | 51,292.46  | 54,557.57  | 53,961.62  | 52,407.23  | 51,911.53  | 600,531.58   |
| Payroll Expenses - Other           | 2,175.00   | 0.00       | 0.00       | 2,175.00  | 0.00       | 0.00       | 0.00       | 0.00       | 0.00       | 0.00       | 0.00       | 0.00       | 4,350.00     |
| Total Payroll Expenses             | 51,042.41  | 52,068.04  | 52,019.90  | 54,811.49 | 54,674.97  | 57,044.33  | 57,477.66  | 56,963.19  | 60,408.97  | 60,234.92  | 58,466.87  | 57,889.09  | 673,101.84   |
| Travel and Meetings                | 936.17     | 1,126.93   | 979.08     | 177.50    | 195.69     | 43.20      | 187.00     | 246.48     | 183.19     | 706.76     | 1,529.09   | 341.38     | 6,652.47     |
| Total Expense                      | 69,400.07  | 69,805.64  | 75,438.98  | 81,779.54 | 72,919.90  | 73,918.17  | 95,763.17  | 83,207.03  | 110,874.59 | 128,392.75 | 99,433.34  | 103,618.79 | 1,064,551.97 |
| Net Ordinary Income                | 71,096.91  | 209,816.04 | -27,166.63 | 7,229.41  | -37,659.38 | -42,223.87 | 24,554.51  | 24,222.88  | 94,775.01  | -53,784.07 | 12,345.70  | 54,990.51  | 338,197.02   |
| Net Income                         | 71,118.89  | 209,816.04 | -27,166.63 | 7,229.41  | -37,659.38 | -42,223.87 | 24,554.51  | 24,222.88  | 94,775.01  | -53,784.07 | 12,345.70  | 54,990.51  | 338,219.00   |



## 2017 BUDGET

|   | January 2017<br>Actual | February 2017<br>Actual | Mar-17       | Apr-17       | May-17       | Jun-17       | Jul-17      | Aug-17      | Sept 2017    | Oct 2017    | Nov 2017    | Dec 2017     | 2017 Budget Total |
|---|------------------------|-------------------------|--------------|--------------|--------------|--------------|-------------|-------------|--------------|-------------|-------------|--------------|-------------------|
| <b>Ordinary Income/Expense Income</b>     |                        |                         |              |              |              |              |             |             |              |             |             |              |                   |
| <b>Income</b>                             |                        |                         |              |              |              |              |             |             |              |             |             |              |                   |
| <b>Individual, Business Contributions</b> | \$7,470.00             | \$5,903.19              | \$138,500.00 | \$99,620.00  | \$125,000.00 | \$127,500.00 | \$37,500.00 | \$0.00      | \$185,000.00 | \$35,500.00 | \$0.00      | \$205,000.00 | \$966,993.19      |
| <b>Contributed Income</b>                 | \$7,470.00             | \$5,903.19              | \$138,500.00 | \$99,620.00  | \$125,000.00 | \$127,500.00 | \$37,500.00 | \$0.00      | \$185,000.00 | \$35,500.00 | \$0.00      | \$205,000.00 | \$966,993.19      |
| <b>Investments</b>                        |                        |                         |              |              |              |              |             |             |              |             |             |              |                   |
| <b>Interest-Savings, Short-term CD</b>    | \$71.22                | \$83.78                 | \$10.00      | \$10.00      | \$10.00      | \$10.00      | \$10.00     | \$10.00     | \$10.00      | \$10.00     | \$10.00     | \$10.00      | \$255.00          |
| <b>Earned Income</b>                      |                        |                         |              |              |              |              |             |             |              |             |             |              |                   |
| <b>Gift Shop Sales</b>                    | \$3,660.94             | \$2,579.19              | \$5,581.13   | \$5,243.43   | \$5,801.95   | \$2,470.45   | \$4,290.99  | \$2,277.84  | \$1,886.47   | \$3,289.75  | \$3,730.21  | \$5,940.31   | \$46,752.66       |
| <b>Visitor Admissions</b>                 |                        |                         |              |              |              |              |             |             |              |             |             |              |                   |
| <b>General Admission</b>                  |                        |                         |              |              |              |              |             |             |              |             |             |              |                   |
| <b>Adult Admission</b>                    | \$9,400.00             | \$3,228.00              | \$13,428.50  | \$3,295.60   | \$4,194.40   | \$6,387.90   | \$11,021.00 | \$5,724.50  | \$4,504.70   | \$3,819.90  | \$3,755.70  | \$6,912.20   | \$75,672.40       |
| <b>Military Admission</b>                 | \$256.00               | \$224.00                | \$479.36     | \$85.60      | \$145.52     | \$376.64     | \$428.00    | \$239.68    | \$154.08     | \$85.60     | \$154.08    | \$342.40     | \$2,970.96        |
| <b>Senior (65+) Admission</b>             | \$648.00               | \$528.00                | \$2,319.76   | \$616.32     | \$573.52     | \$2,020.16   | \$2,679.28  | \$1,592.16  | \$402.32     | \$265.36    | \$744.72    | \$1,266.88   | \$13,656.48       |
| <b>Youth/Student Admission</b>            | \$6,910.50             | \$2,601.00              | \$16,762.09  | \$3,174.16   | \$3,728.95   | \$8,103.65   | \$14,351.91 | \$8,203.69  | \$3,810.81   | \$3,037.73  | \$3,865.38  | \$6,366.50   | \$80,916.35       |
| <b>Total General Admission</b>            | \$17,214.50            | \$6,581.00              | \$32,989.71  | \$7,171.68   | \$8,642.39   | \$16,888.35  | \$28,480.19 | \$15,760.03 | \$8,871.91   | \$7,208.59  | \$8,519.88  | \$14,887.98  | \$173,216.21      |
| <b>School Group Admission</b>             |                        |                         |              |              |              |              |             |             |              |             |             |              |                   |
| <b>School Group Learning Labs</b>         | \$1,350.00             | \$900.00                | \$2,340.80   | \$2,917.20   | \$2,455.20   | \$800.80     |             |             | \$642.40     | \$2,761.00  | \$1,518.00  | \$547.80     | \$16,233.20       |
| <b>School Group Admission</b>             | \$4,289.00             | \$2,021.00              | \$8,159.75   | \$8,441.82   | \$9,031.00   | \$1,705.00   |             |             | \$1,505.90   | \$4,646.40  | \$2,409.00  | \$2,057.00   | \$44,265.86       |
| <b>School Group Lunches</b>               |                        | \$280.00                | \$100.00     | \$100.00     | \$100.00     |              |             |             | \$100.00     | \$100.00    | \$100.00    | \$100.00     | \$980.00          |
| <b>Homeschool Admission</b>               | \$390.00               | \$307.00                | \$391.62     | \$378.78     | \$577.80     | \$0.00       | \$0.00      | \$0.00      | \$725.46     | \$231.12    | \$545.70    | \$423.72     | \$3,971.20        |
| <b>Total School Visits</b>                | \$6,029.00             | \$3,508.00              | \$10,992.17  | \$11,837.80  | \$12,164.00  | \$2,505.80   | \$0.00      | \$0.00      | \$2,973.76   | \$7,738.52  | \$4,572.70  | \$3,128.52   | \$65,450.26       |
| <b>Group Admissions</b>                   |                        |                         |              |              |              |              |             |             |              |             |             |              |                   |
| <b>Group Lunches</b>                      |                        | \$120.00                |              |              |              | \$300.00     | \$300.00    | \$300.00    |              |             |             |              | \$1,020.00        |
| <b>Group Admissions Youth</b>             | \$66.00                | \$175.00                |              |              |              | \$2,926.00   | \$3,703.70  | \$1,278.20  |              |             |             |              | \$8,148.90        |
| <b>Group Admissions Adult</b>             | \$203.00               | \$146.00                |              |              |              | \$431.20     | \$361.90    | \$161.70    |              |             |             |              | \$1,303.80        |
| <b>Group Learning Lab</b>                 |                        |                         |              |              |              | \$942.00     | \$150.00    |             |              |             |             |              | \$1,092.00        |
| <b>Total Group Reservations</b>           | \$269.00               | \$441.00                | \$0.00       | \$0.00       | \$0.00       | \$4,599.20   | \$4,515.60  | \$1,739.90  | \$0.00       | \$0.00      | \$0.00      | \$0.00       | \$11,564.70       |
| <b>Total Visitor Admissions</b>           | \$23,512.50            | \$10,530.00             | \$43,981.87  | \$19,009.47  | \$20,806.39  | \$23,993.35  | \$32,995.79 | \$17,499.93 | \$11,845.67  | \$14,947.11 | \$13,092.58 | \$18,016.50  | \$250,231.17      |
| <b>Membership Dues</b>                    |                        |                         |              |              |              |              |             |             |              |             |             |              |                   |
| <b>Family x 4</b>                         | \$1,260.00             | \$1,080.00              | \$1,080.00   | \$360.00     | \$360.00     | \$720.00     | \$1,080.00  | \$540.00    | \$360.00     | \$540.00    | \$720.00    | \$1,710.00   | \$9,810.00        |
| <b>Family x 6</b>                         | \$660.00               | \$550.00                | \$660.00     | \$440.00     | \$440.00     | \$440.00     | \$990.00    | \$440.00    | \$330.00     | \$330.00    | \$550.00    | \$990.00     | \$6,820.00        |
| <b>Curle</b>                              |                        | \$1,000.00              |              |              |              | \$1,000.00   | \$1,000.00  |             | \$1,000.00   | \$1,000.00  |             | \$1,000.00   | \$5,000.00        |
| <b>Newton</b>                             |                        | \$500.00                |              |              |              | \$500.00     | \$500.00    |             | \$500.00     | \$500.00    |             | \$500.00     | \$2,500.00        |
| <b>Membership - Discount</b>              | (\$150.50)             | (\$129.00)              |              |              |              |              |             |             |              |             |             |              | (\$279.50)        |
| <b>Total Membership Dues</b>              | \$1,769.50             | \$3,001.00              | \$1,740.00   | \$800.00     | \$800.00     | \$2,660.00   | \$3,570.00  | \$980.00    | \$690.00     | \$2,370.00  | \$1,270.00  | \$4,200.00   | \$23,850.50       |
| <b>Program Income</b>                     |                        |                         |              |              |              |              |             |             |              |             |             |              |                   |
| <b>Birthday Parties</b>                   | \$370.00               | \$781.00                | \$375.00     | \$575.00     | \$575.00     | \$575.00     | \$575.00    | \$575.00    | \$575.00     | \$575.00    | \$575.00    | \$575.00     | \$6,701.00        |
| <b>HCSM Presents</b>                      |                        | \$645.00                |              |              |              |              |             |             |              |             |             |              |                   |
| <b>Camps</b>                              |                        | \$7,717.01              | \$22,281.00  | \$22,281.00  | \$22,281.00  |              |             |             |              |             |             |              | \$74,560.01       |
| <b>Program Income - Other</b>             |                        |                         |              |              |              |              |             |             |              |             |             |              | \$0.00            |
| <b>Total Program Income</b>               | \$370.00               | \$9,143.01              | \$22,656.00  | \$22,856.00  | \$22,856.00  | \$575.00     | \$575.00    | \$575.00    | \$575.00     | \$575.00    | \$575.00    | \$575.00     | \$81,906.01       |
| <b>Venue Rental Income</b>                | \$100.00               | \$200.00                | \$200.00     |              |              | \$200.00     |             |             | \$2,000.00   |             |             | \$3,000.00   | \$5,700.00        |
| <b>Ladybird Cafe Rent and Utilities</b>   | \$696.36               | \$643.97                | \$750.00     | \$575.00     | \$600.00     | \$750.00     | \$700.00    | \$650.00    | \$725.00     | \$675.00    | \$700.00    | \$850.00     | \$8,315.33        |
| <b>Total Earned Income</b>                | \$30,109.30            | \$26,097.17             | \$74,909.00  | \$48,483.90  | \$50,864.34  | \$30,648.80  | \$42,131.78 | \$21,982.77 | \$17,722.14  | \$21,856.86 | \$19,367.79 | \$32,581.81  | \$416,755.67      |
| <b>Total Income</b>                       | \$37,650.52            | \$32,084.14             | \$213,419.00 | \$148,113.90 | \$175,874.34 | \$158,158.80 | \$79,641.78 | \$21,992.77 | \$202,732.14 | \$57,366.86 | \$19,377.79 | \$237,591.81 | \$1,384,003.86    |
| <b>Cost of Goods Sold</b>                 |                        |                         |              |              |              |              |             |             |              |             |             |              |                   |
| <b>Gift Shop Merchandise</b>              | \$2,000.00             | \$396.83                | \$500.00     | \$4,000.00   | \$500.00     | \$500.00     | \$6,000.00  | \$500.00    | \$500.00     | \$7,000.00  | \$500.00    | \$500.00     | \$22,896.83       |
| <b>Total COGS</b>                         | \$2,000.00             | \$396.83                | \$500.00     | \$4,000.00   | \$500.00     | \$500.00     | \$6,000.00  | \$500.00    | \$500.00     | \$7,000.00  | \$500.00    | \$500.00     | \$22,896.83       |
| <b>Gross Profit</b>                       | \$35,650.52            | \$31,687.31             | \$212,919.00 | \$144,113.90 | \$175,374.34 | \$157,658.80 | \$73,641.78 | \$21,492.77 | \$202,232.14 | \$50,366.86 | \$18,877.79 | \$237,091.81 | \$1,361,107.03    |
| <b>Expense</b>                            |                        |                         |              |              |              |              |             |             |              |             |             |              |                   |
| <b>Program Costs</b>                      |                        |                         |              |              |              |              |             |             |              |             |             |              |                   |
| <b>School Group Supplies</b>              | \$28.32                | \$180.56                | \$250.00     | \$250.00     | \$300.00     |              |             | \$1,000.00  | \$250.00     | \$250.00    | \$250.00    | \$250.00     | \$3,008.88        |
| <b>School Lunch Costs</b>                 | \$44.00                | \$100.00                | \$100.00     | \$100.00     | \$100.00     |              |             |             | \$100.00     | \$100.00    | \$100.00    | \$100.00     | \$844.00          |
| <b>Group Lunch Costs</b>                  |                        | \$0.00                  |              |              |              | \$300.00     | \$300.00    | \$300.00    |              |             |             |              | \$900.00          |
| <b>School Group Transportation</b>        | \$1,000.00             | \$1,030.64              | \$1,013.00   | \$700.00     | \$2,000.00   |              | \$300.00    | \$300.00    |              | \$770.84    | \$483.50    | \$668.00     | \$7,665.98        |
| <b>Birthday Parties</b>                   |                        | \$200.00                | \$200.00     | \$50.00      | \$50.00      | \$50.00      | \$50.00     | \$50.00     | \$50.00      | \$50.00     | \$50.00     | \$50.00      | \$850.00          |
| <b>Event Costs</b>                        | \$1,395.37             | \$71.63                 | \$5,300.00   | \$300.00     | \$300.00     | \$300.00     | \$300.00    | \$300.00    | \$300.00     | \$5,000.00  | \$300.00    | \$300.00     | \$14,167.00       |
| <b>Camps</b>                              | \$30.00                | \$317.58                | \$17,930.00  | \$17,930.00  | \$17,930.00  | \$17,930.00  | \$17,930.00 | \$17,930.00 |              |             |             |              | \$107,927.58      |
| <b>Outreach</b>                           | \$0.00                 | \$13.09                 | \$100.00     |              | \$100.00     |              |             |             | \$100.00     |             | \$100.00    |              | \$513.09          |
| <b>Program Costs - Other</b>              |                        |                         |              |              |              |              |             |             |              |             |             |              | \$0.00            |
| <b>Total Program Costs</b>                | \$2,497.69             | \$1,913.50              | \$24,893.00  | \$19,330.00  | \$20,780.00  | \$18,580.00  | \$18,680.00 | \$19,580.00 | \$800.00     | \$6,170.84  | \$1,283.50  | \$1,368.00   | \$135,876.53      |
| <b>Business Expenses</b>                  |                        |                         |              |              |              |              |             |             |              |             |             |              |                   |
| <b>Bank Service Charges</b>               |                        |                         |              |              |              |              |             |             |              |             |             |              |                   |
| <b>Eventbrite Fees</b>                    |                        | \$44.78                 | \$100.00     |              |              | \$100.00     |             |             | \$100.00     |             |             | \$100.00     | \$444.78          |
| <b>Square Fees</b>                        | \$682.82               | \$668.71                | \$1,011.58   | \$437.22     | \$478.55     | \$551.85     | \$758.90    | \$402.50    | \$272.45     | \$343.78    | \$301.13    | \$414.38     | \$6,323.87        |

|                                      |                      |                      |                     |                    |                    |                    |                      |                      |                     |                      |                      |                     |                     |                       |
|--------------------------------------|----------------------|----------------------|---------------------|--------------------|--------------------|--------------------|----------------------|----------------------|---------------------|----------------------|----------------------|---------------------|---------------------|-----------------------|
| Interest Expense                     |                      |                      |                     |                    |                    |                    |                      |                      |                     |                      |                      |                     |                     | <b>\$0.00</b>         |
| Bank Service Charges - Other         | \$40.00              | \$1.95               | \$25.00             | \$0.00             | \$0.00             | \$25.00            | \$0.00               | \$0.00               | \$25.00             | \$0.00               | \$0.00               | \$25.00             | \$0.00              | <b>\$141.95</b>       |
| <b>Total Bank Service Charges</b>    | <b>\$722.82</b>      | <b>\$715.44</b>      | <b>\$1,136.58</b>   | <b>\$437.22</b>    | <b>\$478.55</b>    | <b>\$676.85</b>    | <b>\$758.90</b>      | <b>\$402.50</b>      | <b>\$397.45</b>     | <b>\$343.78</b>      | <b>\$301.13</b>      | <b>\$539.38</b>     | <b>\$539.38</b>     | <b>\$6,910.60</b>     |
| <b>Professional Services</b>         |                      |                      |                     |                    |                    |                    |                      |                      |                     |                      |                      |                     |                     |                       |
| Advertising and Promotion            | \$652.50             | \$126.11             | \$2,300.00          | \$550.00           | \$300.00           | \$500.00           | \$300.00             | \$300.00             | \$600.00            | \$500.00             | \$600.00             | \$500.00            | \$500.00            | <b>\$7,228.61</b>     |
| Marketing Fees                       | \$2,575.00           | \$2,575.00           | \$3,675.00          | \$3,675.00         | \$3,675.00         | \$3,675.00         | \$3,675.00           | \$3,675.00           | \$3,675.00          | \$3,675.00           | \$3,675.00           | \$3,675.00          | \$3,675.00          | <b>\$41,900.00</b>    |
| Accounting Fees                      |                      |                      |                     |                    |                    |                    |                      |                      |                     | \$2,800.00           |                      |                     |                     | <b>\$2,800.00</b>     |
| Development Fees                     |                      |                      | \$1,100.00          | \$1,100.00         | \$1,100.00         | \$1,100.00         | \$1,100.00           | \$1,100.00           | \$1,100.00          | \$1,100.00           | \$1,100.00           | \$1,100.00          | \$1,100.00          | <b>\$11,000.00</b>    |
| General Professional Services        |                      |                      |                     |                    |                    |                    |                      |                      |                     |                      |                      | \$500.00            | \$500.00            | <b>\$500.00</b>       |
| <b>Total Professional Services</b>   | <b>\$3,227.50</b>    | <b>\$2,701.11</b>    | <b>\$7,075.00</b>   | <b>\$5,325.00</b>  | <b>\$5,075.00</b>  | <b>\$5,275.00</b>  | <b>\$5,075.00</b>    | <b>\$5,075.00</b>    | <b>\$5,375.00</b>   | <b>\$8,075.00</b>    | <b>\$5,375.00</b>    | <b>\$5,775.00</b>   | <b>\$5,775.00</b>   | <b>\$63,428.61</b>    |
| <b>Operations</b>                    |                      |                      |                     |                    |                    |                    |                      |                      |                     |                      |                      |                     |                     |                       |
| Cinema Expenses                      | \$0.00               | \$0.00               | \$8,835.00          | \$2,945.00         | \$2,945.00         | \$2,945.00         | \$2,945.00           | \$2,945.00           | \$2,945.00          | \$2,945.00           | \$2,945.00           | \$2,945.00          | \$2,945.00          | <b>\$35,340.00</b>    |
| Company Events/Meetings              |                      | \$8.64               |                     | \$750.00           |                    |                    |                      |                      | \$300.00            | \$750.00             |                      |                     |                     | <b>\$1,808.64</b>     |
| Computer/IT Expense                  | \$394.88             | \$754.95             | \$400.00            | \$185.00           | \$185.00           | \$300.00           | \$400.00             | \$300.00             | \$185.00            | \$185.00             | \$400.00             | \$185.00            | \$185.00            | <b>\$3,874.83</b>     |
| Dues and Subscriptions               | \$919.00             | \$198.00             | \$200.00            | \$200.00           | \$300.00           | \$300.00           | \$300.00             | \$300.00             | \$100.00            | \$175.00             | \$350.00             | \$500.00            | \$500.00            | <b>\$3,442.00</b>     |
| Equipment Rental                     | \$0.00               | \$0.00               |                     |                    |                    |                    |                      |                      |                     |                      |                      |                     |                     | <b>\$0.00</b>         |
| Exhibit Expenses                     | \$2,028.38           | \$1,301.47           | \$1,200.00          | \$1,600.00         | \$1,200.00         | \$1,000.00         | \$2,800.00           | \$5,000.00           | \$400.00            | \$400.00             | \$1,200.00           | \$400.00            | \$400.00            | <b>\$18,529.85</b>    |
| Facilities and Equipment             | \$230.45             | \$130.96             | \$150.00            | \$150.00           | \$500.00           | \$150.00           | \$150.00             | \$500.00             | \$150.00            | \$500.00             | \$150.00             | \$150.00            | \$150.00            | <b>\$2,911.41</b>     |
| Janitorial Services                  | \$780.00             | \$780.00             | \$845.00            | \$845.00           | \$845.00           | \$845.00           | \$845.00             | \$845.00             | \$845.00            | \$845.00             | \$845.00             | \$845.00            | \$845.00            | <b>\$10,010.00</b>    |
| Janitorial Supplies                  | \$233.42             | \$137.56             | \$150.00            | \$200.00           | \$150.00           | \$150.00           | \$200.00             | \$150.00             | \$150.00            | \$200.00             | \$150.00             | \$150.00            | \$150.00            | <b>\$2,020.98</b>     |
| Licenses and Permits                 | \$0.00               | \$0.00               |                     |                    |                    |                    |                      |                      |                     |                      |                      |                     |                     | <b>\$0.00</b>         |
| Office Supplies and Equipment        | \$222.43             | \$180.05             | \$250.00            | \$250.00           | \$250.00           | \$250.00           | \$250.00             | \$250.00             | \$250.00            | \$250.00             | \$250.00             | \$250.00            | \$250.00            | <b>\$2,902.48</b>     |
| Postage, Mailing Service             | \$124.90             | \$17.06              | \$50.00             | \$50.00            | \$50.00            | \$200.00           | \$50.00              | \$50.00              | \$50.00             | \$50.00              | \$50.00              | \$50.00             | \$50.00             | <b>\$791.96</b>       |
| Printing and Copying                 | \$70.00              | \$2,926.30           | \$175.00            | \$175.00           | \$175.00           | \$175.00           | \$288.00             | \$175.00             | \$175.00            | \$175.00             | \$175.00             | \$175.00            | \$175.00            | <b>\$4,859.30</b>     |
| Repairs and Maintenance              | \$530.00             | \$0.00               | \$800.00            | \$1,000.00         | \$800.00           | \$800.00           | \$800.00             | \$800.00             | \$800.00            | \$800.00             | \$1,000.00           | \$800.00            | \$800.00            | <b>\$8,930.00</b>     |
| Signage                              | \$40.34              | \$0.00               | \$50.00             | \$50.00            | \$50.00            | \$50.00            | \$50.00              | \$50.00              | \$50.00             | \$50.00              | \$50.00              | \$50.00             | \$50.00             | <b>\$540.34</b>       |
| Utilities                            | \$4,425.93           | \$4,019.11           | \$3,425.00          | \$3,125.00         | \$3,125.00         | \$3,725.00         | \$3,625.00           | \$4,325.00           | \$4,825.00          | \$3,625.00           | \$3,425.00           | \$3,425.00          | \$3,425.00          | <b>\$45,095.04</b>    |
| <b>Total Operations</b>              | <b>\$9,999.73</b>    | <b>\$10,454.10</b>   | <b>\$16,530.00</b>  | <b>\$11,525.00</b> | <b>\$10,575.00</b> | <b>\$10,690.00</b> | <b>\$12,703.00</b>   | <b>\$15,490.00</b>   | <b>\$11,225.00</b>  | <b>\$11,150.00</b>   | <b>\$10,790.00</b>   | <b>\$9,925.00</b>   | <b>\$9,925.00</b>   | <b>\$141,056.83</b>   |
| <b>Other Types of Expenses</b>       |                      |                      |                     |                    |                    |                    |                      |                      |                     |                      |                      |                     |                     |                       |
| Insurance                            | \$1,601.50           | \$1,338.50           |                     | \$2,972.00         |                    | \$400.00           | \$2,484.00           | \$400.00             |                     |                      | \$1,684.00           |                     |                     | <b>\$10,880.00</b>    |
| <b>Total Other Types of Expenses</b> | <b>\$1,601.50</b>    | <b>\$1,338.50</b>    | <b>\$0.00</b>       | <b>\$2,972.00</b>  | <b>\$0.00</b>      | <b>\$400.00</b>    | <b>\$2,484.00</b>    | <b>\$400.00</b>      | <b>\$0.00</b>       | <b>\$0.00</b>        | <b>\$1,684.00</b>    | <b>\$0.00</b>       | <b>\$0.00</b>       | <b>\$10,880.00</b>    |
| <b>Payroll Expenses</b>              |                      |                      |                     |                    |                    |                    |                      |                      |                     |                      |                      |                     |                     |                       |
| Payroll Fees                         | \$90.61              | \$86.35              | \$35.00             | \$35.00            | \$35.00            | \$45.00            | \$45.00              | \$45.00              | \$35.00             | \$35.00              | \$35.00              | \$35.00             | \$35.00             | <b>\$556.96</b>       |
| Health Benefit Expense               | \$1,706.92           | \$2,388.73           | \$1,934.19          | \$2,131.00         | \$2,131.00         | \$2,131.00         | \$2,131.00           | \$2,131.00           | \$2,131.00          | \$2,131.00           | \$2,131.00           | \$2,131.00          | \$2,131.00          | <b>\$25,208.84</b>    |
| Wages                                |                      |                      |                     |                    |                    |                    |                      |                      |                     |                      |                      |                     |                     |                       |
| Full Time Wages                      | \$41,833.75          | \$45,826.88          | \$46,000.00         | \$46,000.00        | \$46,000.00        | \$46,000.00        | \$46,000.00          | \$46,000.00          | \$46,000.00         | \$46,000.00          | \$46,000.00          | \$46,000.00         | \$46,000.00         | <b>\$547,660.63</b>   |
| PT Wages/Contract Labor              | \$7,243.64           | \$4,875.91           | \$6,000.00          | \$5,660.00         | \$5,660.00         | \$5,868.00         | \$5,868.00           | \$5,868.00           | \$5,000.00          | \$5,660.00           | \$8,490.00           | \$5,660.00          | \$5,660.00          | <b>\$74,683.55</b>    |
| <b>Total Wages</b>                   | <b>\$49,077.39</b>   | <b>\$50,702.79</b>   | <b>\$52,000.00</b>  | <b>\$51,660.00</b> | <b>\$54,490.00</b> | <b>\$51,868.00</b> | <b>\$51,868.00</b>   | <b>\$51,868.00</b>   | <b>\$51,000.00</b>  | <b>\$51,660.00</b>   | <b>\$54,490.00</b>   | <b>\$51,660.00</b>  | <b>\$51,660.00</b>  | <b>\$622,344.18</b>   |
| Payroll Taxes                        | \$3,800.05           | \$3,866.46           | \$4,680.00          | \$4,649.40         | \$4,904.10         | \$4,668.12         | \$4,668.12           | \$4,668.12           | \$4,590.00          | \$4,649.40           | \$4,904.10           | \$4,649.40          | \$4,649.40          | <b>\$54,697.27</b>    |
| <b>Total Payroll Expenses</b>        | <b>\$54,674.97</b>   | <b>\$57,044.33</b>   | <b>\$58,649.19</b>  | <b>\$58,475.40</b> | <b>\$61,560.10</b> | <b>\$58,712.12</b> | <b>\$58,712.12</b>   | <b>\$58,712.12</b>   | <b>\$57,756.00</b>  | <b>\$58,475.40</b>   | <b>\$61,560.10</b>   | <b>\$58,475.40</b>  | <b>\$58,475.40</b>  | <b>\$702,807.25</b>   |
| <b>Travel and Meetings</b>           |                      |                      |                     |                    |                    |                    |                      |                      |                     |                      |                      |                     |                     |                       |
| Travel                               |                      |                      |                     |                    |                    |                    |                      |                      |                     |                      |                      |                     |                     |                       |
| Conference/Convention                | \$19.25              | \$0.00               | \$250.00            |                    |                    | \$1,000.00         |                      |                      | \$250.00            | \$1,800.00           |                      | \$250.00            | \$250.00            | <b>\$3,569.25</b>     |
| Mileage                              | \$176.44             | \$43.20              | \$150.00            | \$150.00           | \$150.00           | \$150.00           | \$150.00             | \$150.00             | \$150.00            | \$150.00             | \$150.00             | \$150.00            | \$150.00            | <b>\$1,719.64</b>     |
| Travel and Meetings - Other          |                      |                      |                     |                    |                    |                    |                      |                      |                     |                      |                      |                     |                     | <b>\$0.00</b>         |
| <b>Total Travel and Meetings</b>     | <b>\$195.69</b>      | <b>\$43.20</b>       | <b>\$400.00</b>     | <b>\$150.00</b>    | <b>\$150.00</b>    | <b>\$1,150.00</b>  | <b>\$150.00</b>      | <b>\$150.00</b>      | <b>\$400.00</b>     | <b>\$1,950.00</b>    | <b>\$150.00</b>      | <b>\$400.00</b>     | <b>\$400.00</b>     | <b>\$5,288.89</b>     |
| Other Expenses/Income                |                      |                      |                     |                    |                    |                    |                      |                      | \$0.00              | \$0.00               | \$0.00               | \$0.00              | \$0.00              | <b>\$0.00</b>         |
| <b>Total Expense</b>                 | <b>\$72,919.90</b>   | <b>\$74,210.18</b>   | <b>\$108,683.77</b> | <b>\$98,214.62</b> | <b>\$98,618.65</b> | <b>\$95,483.97</b> | <b>\$98,563.02</b>   | <b>\$99,809.62</b>   | <b>\$75,953.45</b>  | <b>\$86,165.02</b>   | <b>\$81,143.73</b>   | <b>\$76,482.78</b>  | <b>\$76,482.78</b>  | <b>\$1,066,248.71</b> |
| <b>Net Ordinary Income</b>           | <b>(\$37,269.38)</b> | <b>(\$42,522.87)</b> | <b>\$104,235.23</b> | <b>\$45,899.29</b> | <b>\$76,755.69</b> | <b>\$62,174.83</b> | <b>(\$24,921.24)</b> | <b>(\$78,316.85)</b> | <b>\$126,278.68</b> | <b>(\$35,798.16)</b> | <b>(\$62,265.94)</b> | <b>\$160,609.03</b> | <b>\$160,609.03</b> | <b>\$294,858.30</b>   |