

Financial Summary 2011

Aug '10 - Jul 11

Ordinary Income/Expense	
Income	
30000 · Counseling	382,433.66
30999 · Write offs	-501.00
31000 · Support Groups	1,901.00
33000 · Direct Public Support	103,690.92
35000 · Resources and Materials Sales	580.47
36000 · Special Events	3,528.00
39900 · Miscellaneous Income	1,576.00
401 · BETA University	160.00
Total Income	<u>493,369.05</u>
Cost of Goods Sold	
Event CGS	315.14
Insurance Reimbursements	7,380.00
Scholarships	128,743.43
Total COGS	<u>136,438.57</u>
Gross Profit	356,930.48
Expense	
Books	426.78
50000 · Counselors Fee	187,506.60
60900 · Business Expenses	134.00
62100 · Professional Services	3,537.44
62111 · Credit Card Expense	5,424.82
62800 · Facilities and Equipment	50,691.10
65000 · Operations	24,124.04
65100 · Other Types of Expenses	3,691.30
65170 · Training and Staff Development	2,600.00
66000 · Payroll Expenses	57,794.35
68300* · Travel, Meetings & Conferences	2,513.58
69000 · Marketing Expense	1,347.96
7005 · Taxes and Licenses 501 (c) 3	18.00
Total Expense	<u>339,809.97</u>
Net Ordinary Income	17,120.51
Other Income/Expense	
Other Income	
39000 · Other Income	25.00
Total Other Income	<u>25.00</u>
Net Other Income	<u>25.00</u>
	<u>17,145.51</u>

Financial Metrics Total Hours

	<u>Aug 10</u>	<u>Sep 10</u>	<u>Oct 10</u>	<u>Nov 10</u>	<u>Dec 10</u>	<u>Jan 11</u>	<u>Feb 11</u>	<u>Mar 11</u>	<u>Apr 11</u>	<u>May 11</u>	<u>June 11</u>	<u>July 11</u>	<u>TOTAL</u>
Hours total	443	481	363	474	360	414	426	473	353	349	361	357	4854
Revenue hour	41.75	46.82	56.29	40.04	42.02	51.87	50.32	53.51	52.16	62.60	72.00	60.24	51.82
Counselor Fee per Hour	33.56	30.58	34.67	33.25	41.48	37.83	38.89	36.51	43.62	43.54	46.51	49.39	38.60
OH per hour	30.84	30.35	39.70	19.92	30.67	35.81	33.08	34.05	38.54	34.16	27.47	26.90	31.57
Cost per hour	64.40	60.93	74.37	53.17	72.15	73.63	71.97	70.56	82.15	77.70	73.98	76.30	70.17
Contribution per hour	16.60	15.69	13.49	13.81	45.57	13.74	17.56	47.36	14.28	30.24	6.09	20.68	21.32

- Revenue per Hour Up
- Counselor Fee per hour UP – Altered Pay/Payments – Insurance
- OH per hour heading down

Budget Vs LY

	<u>Aug '10 - Jul 11</u>	<u>Aug '11 - Jul 12</u>	
Ordinary Income/Expense			
Income			
30000 · Counseling	382,433.66	272210.14	-110,223.52
30999 · Write offs	-501.00	-480	21.00
31000 · Support Groups	1,901.00	1860	-41.00
33000 · Direct Public Support	103,690.92	89200	-14,490.92
35000 · Resources and Materials Sales	580.47	225	-355.47
36000 · Special Events	3,528.00	3000	-528.00
39900 · Miscellaneous Income	1,576.00	1500	-76.00
401 · BETA University	160.00	0	-160.00
Total Income	493,369.05	367,515.14	-125,853.91
Cost of Goods Sold			
Event CGS	315.14	0	-315.14
Insurance Reimbursements	7,380.00	0	-7,380.00
Scholarships	128,743.43	0	-128,743.43
Total COGS	136,438.57	0.00	-136,438.57
Gross Profit	356,930.48	367,515.14	10,584.66
Expense			
Books	426.78	360.00	-66.78
50000 · Counselors Fee	187,506.60	188,789.00	1,282.40
60900 · Business Expenses	134.00	109.00	-25.00
62100 · Professional Services	3,537.44	3,900.00	362.56
62111 · Credit Card Expense	5,424.82	5,400.00	-24.82
62800 · Facilities and Equipment	50,691.10	50,872.00	180.90
65000 · Operations	24,124.04	28,160.00	4,035.96
65100 · Other Types of Expenses	3,691.30	3,600.00	-91.30
65170 · Training and Staff Development	2,600.00	3,300.00	700.00
66000 · Payroll Expenses	57,794.35	70,400.00	12,605.65
68300* · Travel, Meetings & Conferences	2,513.58	2,400.00	-113.58
69000 · Marketing Expense	1,347.96	3,600.00	2,252.04
7005 · Taxes and Licenses 501 (c) 3	18.00	0.00	-18.00
Total Expense	339,809.97	358,890.00	19,080.03
Net Ordinary Income	17,120.51	8,625.14	-8,495.37
Other Income/Expense			
Other Income			
39000 · Other Income	25.00	0.00	0.00
Total Other Income	25.00	0.00	0.00
Net Other Income	25.00	0.00	0.00
	17,145.51	6,625.14	-10,495.37