

| BOOKTRAILS 12/31/18 FINANCIAL REPORT | | 2015 ACTUALS | 2016 ACTUALS | 2017 ACTUALS | 2018 BUDGET | 12/31/2018 ACTUALS |
|---|--|-------------------------|-------------------------|-------------------------|------------------------|-------------------------------|
| Liquid Assets - Opening Balance | | | | | | |
| | Cash & Receivables | | 43,553 | 24,662 | 24,943 | |
| | Unrestricted | | 12,777 | 24,662 | 24,943 | 24,943 |
| | Restricted - scholarships | | 8,276 | 0 | 0 | 0 |
| | Restricted - site improvements | | 22,500 | 0 | 0 | 0 |
| Income | | 133,752 | 117,848 | 141,210 | 197,445 | 274,933 |
| 4100 | Tuition Fees - cash | 58,660 | 42,741 | 58,744 | 71,000 | 66,006 |
| 4200 | Foundations | 38,564 | 44,676 | 50,308 | 94,445 | 159,975 |
| 4300 | Special Event | 15,163 | 11,833 | 12,014 | 12,000 | 12,916 |
| | Sunset Gala | 8,625 | 7,895 | 12,014 | 12,000 | 12,916 |
| | Hoedown | 6,538 | 3,938 | | | |
| 4400 | Donations | 13,862 | 18,594 | 20,140 | 20,000 | 36,031 |
| | Corporate & Governmental | 1,372 | 7,541 | 6,433 | 8,000 | 9,329 |
| | Individual | 12,489 | 11,053 | 12,782 | 12,000 | 26,702 |
| | Scholarships | | | 925 | | |
| 4500 | In Kind | 7,500 | | | | |
| 4600 | Interest | 4 | 4 | 4 | | 5 |
| Operating + Capital Expenditures | | 90,445 | 136,740 | 140,928 | 179,931 | 164,679 |
| Operating Expenses | | | | | | |
| 5200 | Program Expenses | 73,471 | 98,581 | 116,674 | 146,531 | 154,231 |
| 5201 | Payroll,staff training & hiring | 42,874 | 63,981 | 72,234 | 98,131 | 101,786 |
| 5202 | Insurance & licensing | 6,403 | 6,179 | 7,296 | 8,600 | 7,979 |
| 5203 | Advertising, Dues & Subscriptions | 1,927 | 4,545 | 8,874 | 8,500 | 8,920 |
| 5204 | Travel & meetings | 565 | 1,087 | 1,557 | 1,600 | 967 |
| 5205 | Vehicle expenses | 6,900 | 6,291 | 7,898 | 10,700 | 10,667 |
| 5206 | Registration fees | 2,778 | 1,469 | 2,114 | 3,000 | 3,122 |
| 5208 | Program supplies | 12,024 | 15,028 | 16,701 | 16,000 | 20,791 |
| 5400 | Office rent, supplies, website | 3,893 | 9,268 | 6,865 | 6,800 | 5,987 |
| 5600 | Professional Services | 2,875 | 2,349 | 2,235 | 3,700 | 2,203 |
| 5700 | Special Events/Fundraising | 8,195 | 1,333 | 876 | 900 | 888 |
| | Sunset Gala | 312 | 534 | 876 | 900 | 888 |
| | Hoedown | 7,883 | 799 | | | |
| 5100 | Site Improvements | 2,000 | 0 | 1,129 | 2,000 | 1,369 |
| 5800 | In Kind Expense | | | | | |
| 5850 | Bank fees | 12 | 431 | 504 | | 2 |
| | Other | 246 | (95) | | | |
| | | 90,445 | 111,866 | 128,283 | 159,931 | 164,679 |
| Capital Expenditures | | | | | | |
| | Site improvements | 0 | 24,873 | 12,646 | 20,000 | |
| | | 0 | 24,873 | 12,646 | 20,000 | |
| All Assets - Closing Balance | | 43,553 | 49,120 | 62,462 | 99,976 | 135,197 |
| | Cash & Receivables | 43,553 | 24,662 | 24,943 | 42,457 | 135,197 |
| | Unrestricted | 12,777 | 24,662 | 24,943 | 42,457 | 135,197 |
| | Restricted - scholarships | 8,276 | 0 | 0 | 0 | 0 |
| | Restricted - site improvements | 22,500 | 0 | 0 | 0 | 0 |
| | Payables | | 0 | 0 | 0 | |
| | Fixed Assets- Site improvements | | 24,458 | 37,519 | 57,519 | |
| | Net operating income (loss) excl. deprc | 43,307 | 5,982 | 12,927 | 37,514 | 110,254 |