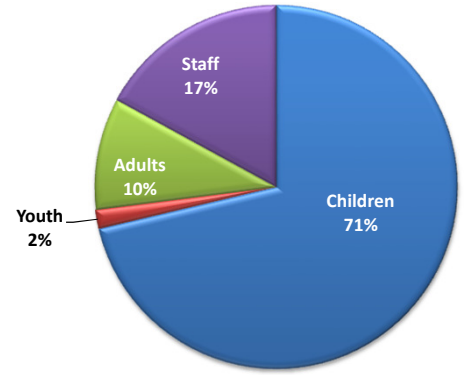
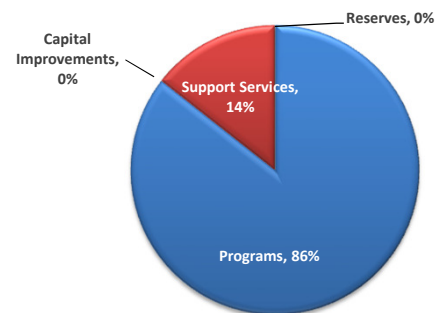
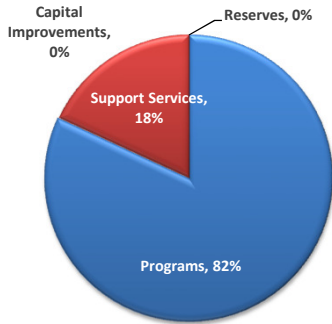


Hopkins House FY2019 Budget

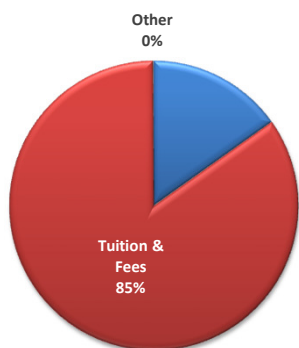
HOW MANY CHILDREN, YOUTH, ADULTS AND STAFF ARE DIRECTLY IMPACTED					
Children	251	71%	Individuals	352	
Youth	6	2%	Cost	\$ 3,655,976	
Adults	35	10%	Per Capita	\$ 10,386	
Staff	60	17%			
Total	352				
2018 (Projected)	350		Prior Year	\$ 9,011	
2017 (Actual)	391		Per Capita	\$ 10,764	



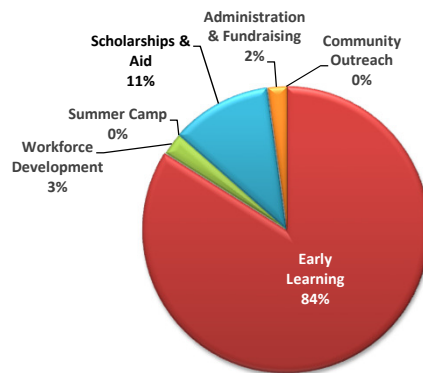
HOW THESE FUNDS ARE SHARED AMONG FUNCTIONAL UNITS					
Allocation of BUDGETED FUNDS			Allocation of CONTRIBUTED FUNDS & GRANTS		
Programs	\$ 2,994,913	82%	Programs	\$ 475,000	86%
Support Services	\$ 661,063	18%	Support Services	\$ 80,000	14%
Capital Improvements	\$ -	0%	Capital Improvements	\$ -	0%
Reserves	\$ -	0%	Reserves	\$ -	0%



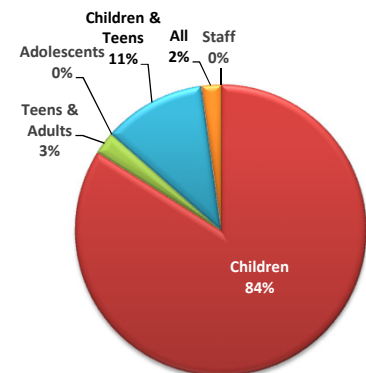
WHERE THESE FUNDS COME FROM			WHERE THESE FUNDS GO						
Sources	%	Amounts	Community Outreach	Early Learning	Workforce Development	Summer Camp	Scholarships & Aid	Administration & Fundraising	
Contributions & Grants	15%	\$ 555,000	\$ -	\$ 146,000	\$ 80,000	\$ -	\$ 249,000	\$ 80,000	
Tuition & Fees	85%	\$ 3,097,050	\$ -	\$ 2,920,800	\$ 12,000	\$ -	\$ 164,250	\$ -	
Other	0%	\$ 3,926	\$ -	\$ 2,676	\$ -	\$ -	\$ 1,250	\$ -	
Total		\$ 3,655,976	\$ -	\$ 3,069,476	\$ 92,000	\$ -	\$ 414,500	\$ 80,000	
WHAT THESE FUNDS SUPPORT			Direct Services / Programs \$3,575,976 98%						Administration \$80,000 2%
WHO THESE FUNDS BENEFIT			Staff	Children	Teens & Adults	Adolescents	Children & Teens	All	



Where these Funds Come From



Where these Funds Go



Who these Funds Benefit

A	B	C	D	E	
	PRIOR YEAR BUDGET	BUDGET	CHANGE	% CHANGE	
EXPENDITURES					
1	Salaries & Wages	\$2,128,200	\$ 2,236,949	\$108,749	5%
2	Fringe Benefits	\$146,845	\$ 154,349	\$7,504	5%
3	Payroll Taxes	\$153,230	\$ 158,823	\$5,593	4%
4	Sub-total:	\$2,428,275	\$ 2,550,122	\$121,847	5%
5	Professional Fees	\$36,000	\$ 52,500	\$16,500	46%
6	Supplies	\$196,775	\$ 186,405	(\$10,370)	-5%
7	Telephone Service	\$27,500	\$ 6,150	(\$21,350)	-78%
8	Postage	\$2,800	\$ 2,100	(\$700)	-25%
9	Utilities & Occupancy	\$328,800	\$ 211,300	(\$117,500)	-36%
10	Marketing & Advertising	\$9,500	\$ 3,500	(\$6,000)	-63%
11	Printing	\$3,850	\$ 3,250	(\$600)	-16%
12	Travel	\$3,600	\$ 3,600	\$0	0%
13	Conferences & Training	\$3,500	\$ 3,500	\$0	0%
14	Special Events	\$5,000	\$ 25,000	\$20,000	400%
15	Membership Dues	\$2,300	\$ 2,000	(\$300)	-13%
16	Tuition Assistance	\$70,500	\$ 83,000	\$12,500	18%
17	Services	\$25,607	\$ 24,777	(\$830)	-3%
18	Insurances	\$29,269	\$ 29,269	\$0	0%
19	Equipment/Depreciation	\$170,000	\$ 170,000	\$0	0%
20	Mortgage Interest	\$219,099	\$ 219,099	(\$0)	0%
21	Sub-total:	\$1,134,100	\$ 1,025,450	(\$108,650)	-10%
22	Inkind Contributions Adjustment	\$2,551	\$ 2,551	\$0	0%
23	Total Expenditures:	\$3,564,926	\$ 3,578,123	\$13,197	0%
REVENUES					
24	Contributions & Bequests	\$65,812	\$ 260,422	\$194,610	296%
25	Foundations	\$0	\$ 95,000	\$95,000	0%
26	Special Events	\$55,000	\$ 25,000	(\$30,000)	-55%
27	1939 Society	\$0	\$ 19,390	\$19,390	0%
28	Government Contracts	\$154,188	\$ 155,188	\$1,000	1%
29	Fees & Tuitions	\$3,364,165	\$ 3,097,050	(\$267,115)	-8%
30	Investment Income	\$1,250	\$ 1,250	\$0	0%
31	Miscellaneous	\$125	\$ 125	\$0	0%
32	In-Kind Contributions	\$2,551	\$ 2,551	\$0	0%
33	Sub-total:	\$3,643,091	\$ 3,655,976	\$12,885	0%
34	United Way	\$0	\$ -	\$0	0%
35	Sub-total:	\$3,643,091	\$ 3,655,976	\$12,885	0%
36	Total Revenues:	\$3,643,042	\$ 3,655,976	\$12,934	0%
37	NET Less Reserves	\$78,116	\$ 77,853	(\$263)	0%
38	Reserve Fund	\$0	\$ -	\$0	0%
39	Capital Improvement Fund	\$0	\$ -	\$0	0%
40	Prior Year Net Cash Adj	\$93,000	\$ (65,000)	(\$158,000)	170%
41	NET	(\$6,884)	\$ 12,853	\$19,737	-287%



HOPKINS HOUSE

ANNUAL OPERATING BUDGET Fiscal 2019

For the fiscal year from July 1 to June 30

BUDGET & PERSONNEL POLICY COMMITTEE

Richard R. Belle Isle

Treasurer & Committee Chair

Wayne Wright

Assistant Treasurer & Committee Vice Chair

James L. Banks, Jr.

J. Glenn Hopkins

Willard Jasper

Clarence Johnson

OFFICE OF FINANCE & OPERATIONS

Alexandro Meruvia

Registrar

EXECUTIVE OFFICERS

J. Glenn Hopkins

President/CEO

Headquarters

5904 Richmond Hwy - Suite 525

Suite 525

Alexandria, VA 22303

Incorporated in the Commonwealth of Virginia

www.HopkinsHouse.org