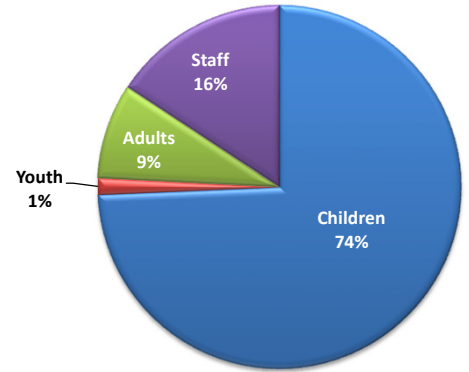
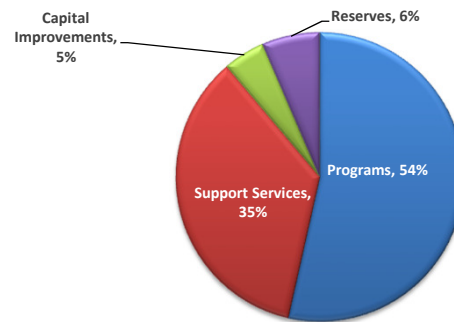
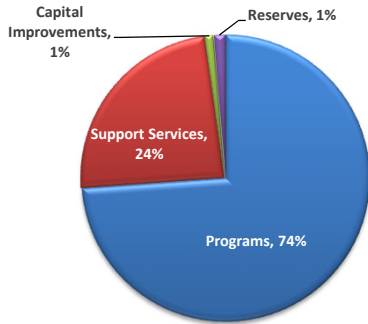


The Hopkins House Budget

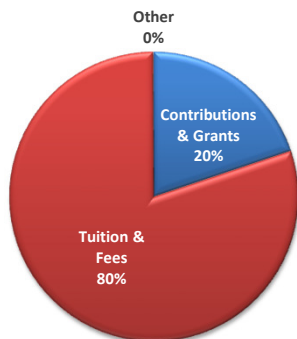
HOW MANY CHILDREN, YOUTH, ADULTS AND STAFF ARE DIRECTLY IMPACTED					
Children	307	74%	Individuals	413	
Youth	6	1%	Cost	\$ 4,276,441	
Adults	35	8%	Per Capita	\$ 10,355	
Staff	65	16%			
Total	413				
2017 (Projected)	352		Prior Year	\$ 10,056	
2016 (Actual)	503		Per Capita	\$ 8,367	



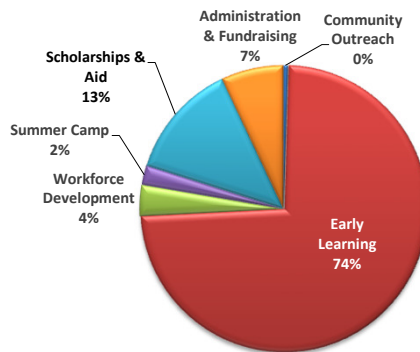
HOW THESE FUNDS ARE SHARED AMONG FUNCTIONAL UNITS					
Allocation of BUDGETED FUNDS			Allocation of CONTRIBUTED FUNDS & GRANTS		
Programs	\$ 3,159,033	74%	Programs	\$ 455,000	54%
Support Services	\$ 1,022,408	24%	Support Services	\$ 300,000	35%
Capital Improvements	\$ 40,000	1%	Capital Improvements	\$ 40,000	5%
Reserves	\$ 55,000	1%	Reserves	\$ 55,000	6%



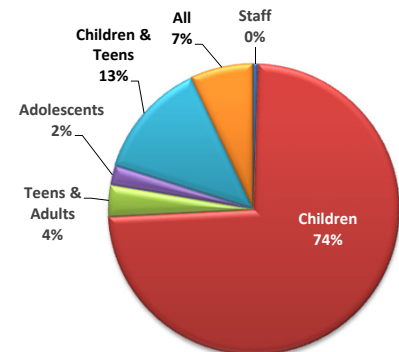
WHERE THESE FUNDS COME FROM			WHERE THESE FUNDS GO					
Sources	%	Amounts	Community Outreach	Early Learning	Workforce Development	Summer Camp	Scholarships & Aid	Administration & Fundraising
Contributions & Grants	20%	\$ 850,000	\$ 20,000	\$ 100,000	\$ 70,000	\$ 35,000	\$ 325,000	\$ 300,000
Tuition & Fees	80%	\$ 3,422,515	\$ -	\$ 3,050,250	\$ 78,665	\$ 58,350	\$ 235,250	\$ -
Other	0%	\$ 3,926	\$ -	\$ 2,676	\$ -	\$ -	\$ 1,250	\$ -
Total		\$ 4,276,441	\$ 20,000	\$ 3,152,926	\$ 148,665	\$ 93,350	\$ 561,500	\$ 300,000
WHAT THESE FUNDS SUPPORT			Direct Services / Programs \$3,976,441 93%					Administration \$300,000 7%
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	\$2,540,559	\$ 2,397,011	(\$143,548)	-6%
2	Fringe Benefits	\$175,300	\$ 165,394	(\$9,906)	-6%
3	Payroll Taxes	\$200,705	\$ 172,585	(\$28,120)	-14%
4	Sub-total:	\$2,916,564	\$ 2,734,990	(\$181,574)	-6%
5	Professional Fees	\$62,375	\$ 51,810	(\$10,565)	-17%
6	Supplies	\$402,700	\$ 208,075	(\$194,625)	-48%
7	Telephone Service	\$35,100	\$ 27,500	(\$7,600)	-22%
8	Postage	\$5,700	\$ 2,800	(\$2,900)	-51%
9	Utilities & Occupancy	\$478,695	\$ 334,425	(\$144,270)	-30%
10	Marketing & Advertising	\$38,500	\$ 9,500	(\$29,000)	-75%
11	Printing	\$16,250	\$ 3,850	(\$12,400)	-76%
12	Travel	\$8,500	\$ 26,500	\$18,000	212%
13	Conferences & Training	\$3,000	\$ 3,500	\$500	17%
14	Special Events	\$60,000	\$ 30,000	(\$30,000)	-50%
15	Membership Dues	\$3,000	\$ 2,300	(\$700)	-23%
16	Tuition Assistance	\$75,950	\$ 70,500	(\$5,450)	-7%
17	Services	\$76,322	\$ 32,972	(\$43,350)	-57%
18	Insurances	\$35,000	\$ 29,269	(\$5,731)	-16%
19	Equipment/Depreciation	\$135,000	\$ 170,000	\$35,000	26%
20	Mortgage Interest	\$102,500	\$ 219,099	\$116,599	114%
21	Sub-total:	\$1,538,592	\$ 1,222,100	(\$316,492)	-21%
22	Inkind Contributions Adjustment	\$2,551	\$ 2,551	\$0	0%
23	Total Expenditures:	\$4,457,707	\$ 3,959,641	(\$498,066)	-11%
REVENUES					
24	Contributions & Bequests	\$529,812	\$ 361,422	(\$168,390)	-32%
25	Foundations	\$125,000	\$ 100,000	(\$25,000)	-20%
26	Special Events	\$150,000	\$ 200,000	\$50,000	33%
27	1939 Society	\$50,000	\$ 19,390	(\$30,610)	-61%
28	Government Contracts	\$180,188	\$ 159,188	(\$21,000)	-12%
29	Fees & Tuitions	\$3,319,601	\$ 3,422,515	\$102,914	3%
30	Investment Income	\$1,250	\$ 1,250	\$0	0%
31	Miscellaneous	\$250	\$ 125	(\$125)	-50%
32	In-Kind Contributions	\$2,551	\$ 2,551	\$0	0%
33	Sub-total:	\$4,358,652	\$ 4,266,441	(\$92,211)	-2%
34	United Way	\$0	\$ 10,000	\$10,000	0%
35	Sub-total:	\$4,358,652	\$ 4,276,441	(\$82,211)	-2%
36	Total Revenues:	\$4,358,653	\$ 4,276,441	(\$82,212)	-2%
37	NET Less Reserves	(\$99,054)	\$ 316,800	\$415,854	-420%
38	Reserve Fund	\$0	\$ (55,000)	(\$55,000)	0%
39	Capital Improvement Fund	\$0	\$ (40,000)	(\$40,000)	0%
40	Prior Year Net Cash Adj	\$0	\$ (215,646)	(\$215,646)	0%
41	NET	(\$99,054)	\$ 6,154	\$105,208	-106%



HOPKINS HOUSE
ANNUAL OPERATING BUDGET
Fiscal 2017-2018

For the fiscal year from July 1 to June 30

BUDGET & PERSONNEL POLICY COMMITTEE

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Treasurer & Committee Chair
Wayne Wright
Assistant Treasurer & Committee Vice Chair

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Alvin Butler, Jr.
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Kendre Lloyd
Manager, Finance
Stefanie Brackett
Manager, Operations

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Alvin T. Butler, Jr.
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Ted Lewis
Assistant VP/Executive Director, The Hopkins House Fund

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