## Manito Life Center Budget 2020 :

|  | Budget 2020:           | Actual 1/1/20 to 12/31/20 |  |  |  |
|--|------------------------|---------------------------|--|--|--|
| <b>Income</b> from equine assisted activ<br>Private sector | vities:<br>\$87,000.00 | \$ 63,974.00              |  |  |  |
| Grants   | \$ 85,000.00           | \$89,238.00               |  |  |  |
| Contracts  | \$25,000.00            | \$14,157.00               |  |  |  |
| Donations  | \$ 13,000.00           | \$15,800.00               |  |  |  |
| Fundraising  | \$30,000.00            | \$10,181.00               |  |  |  |
| COVID relief (EIDL and grar                                | nt) \$0.00             | \$48,900.00               |  |  |  |
| TOTAL  | \$240,000.00           | \$242,250.00              |  |  |  |
| *in kind donation- Manito                                  |                        |                           |  |  |  |
| Equestrian Center  |                        | +54,579.00                |  |  |  |
|  |                        | \$296,829.00              |  |  |  |

| Expenses:               |              |              |
|-------------------------|--------------|--------------|
| Accounting              | \$2,600.00   | \$2,600.00   |
| Advertising             | \$ 950.00    | \$96.00      |
| Bank Fees               | \$48.00      | \$40.00      |
| Dues and Memberships    | \$1,500.00   | \$1,460.00   |
| Equipment               | \$1,000.00   | \$0.00       |
| Equipment Repair        | 0.00         | \$1,114.00   |
| Fundraising Expenses    | \$11,000.00  | \$10,993.00  |
| Horse Hauling           | \$500.00     | \$700.00     |
| Insurance- D&O          | \$800.00     | \$800.00     |
| Interest                | 0.00         | \$138.00     |
| Payment Processing Fees | \$1,100.00   | \$1,476.00   |
| Postage                 | \$20.00      | \$15.00      |
| Service Fees            | \$215,347.00 | \$219,500.00 |

| Supplies   | \$200.00         | \$46.00      |
|--|------------------|--------------|
| Taxes, Business Privil                               | ege \$35.00      | \$0.00       |
| Total  | ls: \$235,000.00 | \$238,978.00 |
| <b>Total Income:</b>                                 | +\$5,000.00      | +\$3,272.00  |
| With in-kind donation                                |                  | \$293.557.00 |
| Total Income minus expenses<br>with in-kind donation |                  | +57,851.00   |

\*Service fees include payment for the following: capital improvements, computers and internet, employee/payroll expenses for barn staff, administration, fundraising staff, horse handlers, instructors and therapeutic instructors, indirect expenses, farm equipment and supplies, equipment rental, farrier, feed, hay and bedding, availability of 18 horses as partners in programming, liability insurance, office supplies,

professional/contractor/therapists, program supplies, use of offices, barns, storage areas, treatment rooms, arenas and 60 acres, repairs and maintenance, utilities, veterinarian and training/ boarding of Manito Life Center horses, volunteer coordination for each session, Workers Compensation insurance, free evaluations of prospective Manito Life Center students.

\*\* Manito Equestrian Center donates more than \$50,000 per year as an in-kind donation towards service fees. This is not listed as income on the budget but is reflected on Manito Life Center's 990.

\*\*\* Please note: 2020 financials have not yet been completed or audited.