

## **Journey Through Hallowed Ground Partnership**

### **Executive Summary of Financials, August 31, 2021**

- **Cash and cash equivalents balance:**

The organization continues to have a strong cash position. We received the \$250k pledge payment from Jacquie Mars as a stock transfer in June. This donation was liquidated immediately. As of August 31, we had received \$340k in draws under the NPS task agreement, and by the end of September we will draw the remaining \$60k in funds.

We currently maintain 197 days cash on hand in our combined unrestricted cash & property reserve funds.

- **Accounts Receivable:**

Our receivable balance is split between current and long-term and primarily consists of the 5-year \$1M pledge from Jacquie Mars (\$895k Net Present Value). Also, \$39,814 represented NPS task agreement revenue earned not yet drawn at 8/31.

- **Tuition Receivable:**

Tuition receivable of \$32,545 is the receivable balance from Loudoun County for Extreme Journey tuition.

- **PPP Loan:**

We received our forgiveness letter for the first draft of \$105,400 in mid-April. This balance was reclassified from liabilities to current year income. The second draft balance of our SBA PPP loans shows as a liability on the August 31 balance sheet. Atlantic Union opened the forgiveness application for the second draft in mid-August. We will apply, and if a forgiveness letter is received from SBA before September 30, we will reclassify this \$110,750 loan balance from a liability to FY2021 revenue.

- **Revenues:**

In spring and summer we had a large influx of donation revenues from foundations. Over \$90k in combined donations and pledges were received from the following: Prince Charitable Trusts, The Jon Ben Snow Foundation and Memorial Trust, Mars Foundation, Bainum Family Foundation, William M. Backer Foundation, Greater Washington Community Foundation, Community Foundation for a Greater Richmond, Charles Hayden Foundation, and the Principato Foundation. We also received several individual donations between \$5k-\$10k each.

Our Federal Grant income to date includes \$393k in grant income under the NPS task agreement and \$105k in forgiven SBA PPP Loan principal.

Net tuition cash income for the National History Academy Online was \$21,925 as of August 31. The figure represents income from 288 students who enrolled in 544 sessions. The gross tuition revenue of \$51,680 represents gross revenue of \$95 per session, and the offsetting scholarships totaled \$29,755.

We are currently projected to end the year with \$992k in revenues, which includes \$105k SBA PPP Loan Forgiveness. This total revenue reflects Academy tuition and donation income higher than originally projected, as well as Extreme Journey revenues not in our original budget.

- **Expenses:**

Total expenses to date are \$92k, and we are projected to finish the fiscal year with approximately \$1.07M in total expenses. This figure is \$67k higher than the revised budget amount, as it includes more in marketing than anticipated. Total expenses also include unbudgeted Extreme Journey expenses. (Extreme Journey was not in our original budget, as all residential camps were considered unlikely at the time the original budget was completed.)

We are projected to end the fiscal year with a net reduction in cash of \$72k. Our accrual-based net income is projected to be \$54K. There are several year-end accrual adjustments which could change this figure materially: SBA 2<sup>nd</sup> draft PPP Loan Forgiveness not received; 5-year pledge NPV calculation adjustment; Website development cost capitalization.

**JOURNEY THROUGH HALLOWED GROUND**  
**Balance Sheet - Internal Draft**  
**As of August 31, 2021**

	As of Aug 31, 2021	As of Aug 31, 2020 (PY)	Total Change	% Change
<b>ASSETS</b>				
<b>Current Assets</b>				
<b>Bank Accounts</b>				
1010 Atlantic Union - Operating Ckg	168,234.74	98,957.34	69,277.40	
1011 Morgan Stanley Checking	514,552.18	591,872.15	-77,319.97	
1014 Atlantic Union- Money Market	177,406.16	182,472.91	-5,066.75	
<b>Total Bank Accounts</b>	<b>\$ 860,193.08</b>	<b>\$ 873,302.40</b>	<b>-\$ 13,109.32</b>	<b>-1.50%</b>
<b>Accounts Receivable</b>				
1110 Pledges Receivable	1,039,814.00	1,129,504.36	-89,690.36	
1111 Discount on Pledge Receivable	-89,816.54	-104,167.56	14,351.02	
<b>Total Accounts Receivable</b>	<b>\$ 949,997.46</b>	<b>\$ 1,025,336.80</b>	<b>-\$ 75,339.34</b>	<b>-7.35%</b>
<b>Other Current Assets</b>				
1115 Tuition Receivable	32,545.00	0.00	32,545.00	
1120 Other Receivables	0.00	15.49	-15.49	
1450 Prepaid Expenses	17,011.15	8,447.13	8,564.02	
<b>Total Other Current Assets</b>	<b>\$ 49,556.15</b>	<b>\$ 8,452.62</b>	<b>\$ 41,103.53</b>	<b>486.28%</b>
<b>Total Current Assets</b>	<b>\$ 1,859,746.69</b>	<b>\$ 1,907,091.82</b>	<b>-\$ 47,345.13</b>	
<b>Fixed Assets</b>				
1641 Fixed Assets Computers	38,416.30	33,029.31	5,386.99	
1642 Fixed Assets Furniture	15,441.83	15,441.83	0.00	
1744 Furniture & Fixtures-Accumulated Depreciation	-15,441.83	-15,440.91	-0.92	
1745 Computers- Accumulated Depreciation	-26,975.08	-22,767.99	-4,207.09	
1801 Website-Nat'l History Academy	49,886.00	49,886.00	0.00	
1802 Website, Heritage Area	61,224.43	61,224.43	0.00	
1803 Website-Online Academy	12,550.00	12,550.00	0.00	
1813 Trademarks	7,421.00	7,421.00	0.00	
1814 Donor Perfect License	18,453.00	18,453.00	0.00	
1851 Accum Amort-Academy Website	-44,689.51	-32,218.03	-12,471.48	
1852 Accum Amort-Herit Area Website	-29,336.71	-14,030.59	-15,306.12	
1853 Accum Amort - Online Academy Website	-3,660.44	-522.92	-3,137.52	
1863 Accum Amort-Trademarks	-4,304.69	-3,800.61	-504.08	
1864 Accum Amort-DP License	-18,453.08	-17,574.44	-878.64	
<b>Total Fixed Assets</b>	<b>\$ 60,531.22</b>	<b>\$ 91,650.08</b>	<b>-\$ 31,118.86</b>	<b>-33.95%</b>
1890 Deposits	0.00	500.00	-500.00	
<b>Total Other Assets</b>	<b>\$ 0.00</b>	<b>\$ 500.00</b>	<b>-\$ 500.00</b>	
<b>TOTAL ASSETS</b>	<b>\$ 1,920,277.91</b>	<b>\$ 1,999,241.90</b>	<b>-\$ 78,963.99</b>	<b>-3.95%</b>

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LIABILITIES AND EQUITY

Liabilities

Current Liabilities

2000 Accounts Payable	7,500.00	23,263.75	-15,763.75	-67.76%
<b>Total Accounts Payable</b>	<b>\$ 7,500.00</b>	<b>\$ 23,263.75</b>	<b>-\$ 15,763.75</b>	<b>-67.76%</b>

Credit Cards

2010 VISA 1131 - Corporate	11,588.82	6,238.00	5,350.82	85.78%
2011 VISA 2688 - Sellers	231.30	496.28	-264.98	-53.39%
2012 VISA 3234 - Burrelli	1,155.10	699.56	455.54	65.12%
<b>Total Credit Cards</b>	<b>\$ 12,975.22</b>	<b>\$ 7,433.84</b>	<b>\$ 5,541.38</b>	<b>74.54%</b>

Other Current Liabilities

2190 Accrued Expenses	10,309.01	0.00	10,309.01	
Direct Deposit Payable	0.00	-500.00	500.00	
<b>Payroll Liabilities</b>				0.00
Anthem	0.00	368.41	-368.41	
DC Income Tax	0.00	212.76	-212.76	
Federal Taxes (941/944)	8,843.52	4,766.17	4,077.35	
IN Income / Local Taxes	-697.65	472.98	-1,170.63	
Lincoln	2,831.74	1,124.06	1,707.68	
MD Income Tax	986.64	1,082.39	-95.75	
VA Income Tax	1,269.67	650.63	619.04	
VA SUI Employer	1,030.83	317.17	713.66	
WV Income Tax	164.27	0.00	164.27	
<b>Total Payroll Liabilities</b>	<b>\$ 14,429.02</b>	<b>\$ 8,994.57</b>	<b>\$ 5,434.45</b>	
Virginia Department of Taxation Payable	16.20	0.00	16.20	
<b>Total Other Current Liabilities</b>	<b>\$ 24,754.25</b>	<b>\$ 8,494.59</b>	<b>\$ 16,259.66</b>	

<b>Total Current Liabilities</b>	<b>\$ 45,229.47</b>	<b>\$ 39,192.18</b>	<b>\$ 6,037.29</b>	<b>15.40%</b>
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Long-Term Liabilities

2210 Other Long Term Liabilities - SBA PPP Loan, 2nd draft	110,750.00	105,400.00	5,350.00	5.08%
<b>Total Long-Term Liabilities</b>	<b>\$ 110,750.00</b>	<b>\$ 105,400.00</b>	<b>\$ 5,350.00</b>	<b>5.08%</b>

<b>Total Liabilities</b>	<b>\$ 155,979.47</b>	<b>\$ 144,592.18</b>	<b>\$ 11,387.29</b>	<b>7.88%</b>
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Equity

Net Assets Without Donor Restrictions

Unrestricted - General Operations	283,835.63	394,341.60	-110,505.97	
UR - 3021 Property Reserve	382,795.00	382,795.00	0.00	
UR 3022 Wayfinding - Sign Maintenance Reserve	5,805.00		5,805.00	
3100 Net Assets With Donor Restrict's	1,091,862.81	1,077,513.12	14,349.69	

<b>Total Equity</b>	<b>\$ 1,764,298.44</b>	<b>\$ 1,854,649.72</b>	<b>-\$ 195,751.28</b>	<b>-4.87%</b>
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<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$ 1,920,277.91</b>	<b>\$ 1,999,241.90</b>	<b>-\$ 78,963.99</b>	<b>-3.95%</b>
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- a** The increase in other current assets is caused primarily by the tuition receivable for Extreme Journey day camp (\$0 in PY) and an increase in prepaid expenses (higher insurance with the addition of the following coverages: Cyber Liability, LTD, STD, Dental & Vision)
- b** The decrease in net fixed assets is due to depreciation & amortization, net against the addition of two computers in FY2021 *This balance will be adjusted upward in September for the capitalization of any FY21 costs paid to Think 33 that fall into the classification category of asset development (a corresponding reduction in website expenses will show in the same adjustment).*
- c** The increase in current liability balances is primarily due to the Extreme Journey day camp credit card charges during August (\$0 in PY)
- d** Atlantic Union opened their portal on September 9 for SBA forgiveness loan. When the notice of forgiveness is received from the SBA, we will move this balance from liabilities to income.

**JOURNEY THROUGH HALLOWED GROUND**  
**Profit and Loss - Internal Draft**  
October 2020 - August 2021

	Oct 2020 - Aug 2021	Oct 2019 - Aug 2020 (PY)	Total Change	% Change	
<b>Income</b>					
4001 Individual Donations	308,238.91	693,492.91	-385,254.00	-55.55%	a
4005 Corporate Donations	1,826.04	25,755.00	-23,928.96	-92.91%	a
4010 Foundation	110,855.00	159,850.00	-48,995.00	-30.65%	a
4110 Federal grants	393,454.00	336,388.00	57,066.00	16.96%	b
4115 SBA PPP Loan Forgiveness	105,400.00		105,400.00		c
4120 State grants		22,718.36	-22,718.36	-100.00%	d
5210 Tuition	90,165.00	36,630.00	53,535.00	146.15%	e
5219 Scholarship - Discount	-35,694.69	-23,288.75	-12,405.94	-53.27%	e
<b>Total 5300 Merchandise Sales</b>	<b>\$ 586.61</b>	<b>\$ 820.73</b>	<b>-\$ 234.12</b>		
5310 Merchandise Royalties		61.12	-61.12		
5400 Interest/Dividend Income	299.24	1,934.99	-1,635.75		
5600 Sale of Real Estate		410,000.00	-410,000.00		
5610 Selling Expenses		-27,235.00	27,235.00		
5620 Real estate - NBV of property		-358,488.81	358,488.81		
<b>Total 5600 Sale of Real Estate</b>	<b>\$ 0.00</b>	<b>\$ 24,276.19</b>	<b>-\$ 24,276.19</b>		
6820 Realized gain (loss)	60.64	-5,710.70	5,771.34		
Sales of Product Income		0.00	0.00		
Services		0.00	0.00		
Uncategorized Income	1,804.36	5,927.54	-4,123.18		
<b>Total Income</b>	<b>\$ 976,995.11</b>	<b>\$ 1,278,855.39</b>	<b>-\$ 301,860.28</b>	<b>-23.60%</b>	
<b>Gross Profit</b>	<b>\$ 976,995.11</b>	<b>\$ 1,278,855.39</b>	<b>-\$ 301,860.28</b>	<b>-23.60%</b>	
<b>Expenses</b>					
7500 Professional Fees			0.00		
7510 Audit Fees	15,638.00	15,850.00	-212.00		
7520 Legal Fees	1,792.50		1,792.50		
7530 Curriculum consultant	7,000.00		7,000.00		
7531 Teachers and Assistants	30,775.00		30,775.00		
7535 Honorarium/Speaker fees	2,500.00	500.00	2,000.00		
7560 Strategic Planning Consulting	78,000.00		78,000.00		
7599 Professional Fees, Other	207.63	125,262.00	-125,054.37		
<b>Total 7500 Professional Fees</b>	<b>\$ 135,913.13</b>	<b>\$ 141,612.00</b>	<b>-\$ 5,698.87</b>	<b>-4.02%</b>	
8110 Supplies - general	6,231.43	5,680.22	551.21		
8111 Supplies - branded	4,115.33	83.58	4,031.75		
8112 Supplies - medical	125.16		125.16		
8113 Supplies - Classroom Materials	2,523.23		2,523.23		
8117 Planting Materials		17,598.35	-17,598.35		
8119 Gifts & Donations	1,117.25	357.31	759.94		
8150 Business meal - Staff team	781.21		781.21		
<b>Total 8100 Supplies</b>	<b>\$ 14,893.61</b>	<b>\$ 23,719.46</b>	<b>-\$ 8,825.85</b>	<b>-37.21%</b>	f
8200 Telework Expenses	2,550.00		2,550.00		
8220 Rent & Utilities		400.75	-400.75		
8225 Repair & Maintenance		220.00	-220.00		
8230 Telephone & telecom	4,161.83	5,098.48	-936.65		
8250 Postage & Shipping	1,557.74	1,782.21	-224.47		
8260 Printing & Copying		2,276.55	-2,276.55		
8265 Equipment Rental	1,178.45	3,887.09	-2,708.64		
8270 Depreciation	3,857.05	4,670.03	-812.98		
8280 Amortization	29,459.01	29,996.60	-537.59		
8290 Storage	550.00	1,350.00	-800.00		

8300 Travel				0.00	
8310 Mileage	3,416.31	7,135.74	-3,719.43		
8320 Parking,tolls,taxi & other transport	26.00	1,845.54	-1,819.54		
8330 Airfare		1,718.69	-1,718.69		
8340 Lodging		2,404.44	-2,404.44		
8350 Meals	601.66	2,600.56	-1,998.90		
8370 Conferences & workshops	40.00	956.60	-916.60		
<b>Total 8300 Travel</b>	<b>\$ 4,083.97</b>	<b>\$ 16,661.57</b>	<b>-\$ 12,577.60</b>	<b>-75.49%</b>	<b>g</b>
8510 Insurance (non-employee related)	8,980.29	13,810.94	-4,830.65		
8520 Interest Expense	-433.15	864.07	-1,297.22		
8530 Membership Dues, Subscriptions, Periodicals	964.45	197.94	766.51		
8540 Staff Develop,Recruit, Bkgnd cks	2,150.65	1,202.70	947.95		
8550 Software/Cloud Subscriptions	19,728.22	15,967.20	3,761.02		
8560 Student Registration Fees (Third-party)	6,004.32	5,414.00	590.32		
8570 Website - expensed costs	47,056.84	60,099.35	-13,042.51		
8630 Business fees - Registration & Other	875.00	917.15	-42.15		
8650 Bank Fees, other processing fees	303.57	494.97	-191.40		
8655 Stock transaction fees & commissions	611.79	1,135.04	-523.25		
8660 Credit Card Processing	2,240.45	2,895.01	-654.56		
8700 Student & Teacher Recruiting			0.00		
7550 Prof Marketing Contract Fees	26,045.00		26,045.00		
8710 Digital Student Recruiting	41,624.43	72,487.31	-30,862.88		
8720 Recruiting List Buys	41,336.68	23,892.45	17,444.23		
<b>Total 8700 Student Recruiting</b>	<b>\$ 109,006.11</b>	<b>\$ 96,379.76</b>	<b>\$ 12,626.35</b>	<b>13.10%</b>	<b>h</b>
8730 Marketing - email, direct mail, other	820.14	72.24	747.90		
8750 Meals, non-Facility			0.00		
8752 Meals - Student Session, nonFacility	53.74		53.74		
<b>Total 8750 Meals, non-Facility</b>	<b>\$ 53.74</b>	<b>\$ 0.00</b>	<b>\$ 53.74</b>		
8760 Field Trips	4,666.43	0.00	4,666.43		
8761 Tour Tickets & Parking	13,761.85	3,500.00	10,261.85	293.20%	f
8762 Transportation - bus service		0.00	0.00		
<b>Total 8760 Field Trips</b>	<b>\$ 18,428.28</b>	<b>\$ 3,500.00</b>	<b>\$ 14,928.28</b>	<b>426.52%</b>	
9999 Miscellaneous Expense	-0.05	-667.30	667.25	99.99%	
Payroll Expenses			0.00		
Company Contributions			0.00		
Health Insurance	26,413.31	34,475.55	-8,062.24		
Retirement	10,287.15	9,711.75	575.40		
<b>Total Company Contributions</b>	<b>\$ 36,700.46</b>	<b>\$ 44,187.30</b>	<b>-\$ 7,486.84</b>	<b>-16.94%</b>	
Taxes	38,929.87	35,646.59	3,283.28		
Wages	499,138.58	458,056.76	41,081.82		
<b>Total Payroll Expenses</b>	<b>\$ 574,768.91</b>	<b>\$ 537,890.65</b>	<b>\$ 36,878.26</b>	<b>6.86%</b>	
Reimbursements	529.58	0.00	529.58		
Uncategorized Expense	100.80		100.80		
<b>Total Expenses</b>	<b>\$ 990,394.73</b>	<b>\$ 971,848.46</b>	<b>\$ 18,546.27</b>	<b>1.91%</b>	
<b>Net Income/Loss</b>	<b>-\$ 13,399.62</b>	<b>\$ 307,006.93</b>	<b>-\$ 320,406.55</b>	<b>-104.36%</b>	

- a Decreased fundraising income, as no residential Academy (in PY had several months of fundraising surrounding residential camp)
- b NPS task agreement increased to \$400k this year
- c SBA PPP Loan forgiveness was received in FY2021, so the income was recognized at that time
- d In PY, there was income earned under the VDOT LAP agreement (tree planting)
- e Extreme Journey tuition (\$0 in PY, as camp did not run)
- f Extreme Journey expenses (\$0 in PY, as camp did not run)
- g In PY there were several months of regular travel expenses

**JTHG**  
**Net Assets With Donor Restrictions**  
**9/30/2021**

	9/30/2020	Increase, FY20	Decrease, FY20	Ending Balance 9/30/2021
Living Legacy Tree Planting	2,168.56	900.00		3,068.56
Living Legacy Tree Maintenance	20,000.00			20,000.00
Keller REIT	120,529.44			120,529.44
Rt 15 Corridor Efforts	34,552.37	1,000.00		35,552.37
Edison Institute (Henry Ford Museum) - Donation to be held for FY2021, per donor	5,000.00			5,000.00
Mrs. Mars - Donation of Kennedy Center tickets, refunded and cash held for future use	11,880.00			11,880.00
Mrs. Mars 5 year pledge restricted for time & Academy	895,832.44			895,832.44
<b>Net Assets With Donor Restrictions</b>	<b>1,089,962.81</b>	<b>1,900.00</b>	<b>-</b>	<b>1,091,862.81</b>

<i>Cash</i>	196,030.37
<i>Non-cash</i>	895,832.44

**RT 15 CORRIDOR EFFORTS, SUMMARY AS OF 8/31/2021**

**INCOME**

General (Traffic Calming Model)	\$	109,757.00	
Karst (Water)	\$	2,475.00	
			\$ 111,232.00

**EXPENSES**

Professional Consultant fees			
Martha Polkey	\$	24,000.00	
Coalition for Smarter Growth	\$	18,000.00	
Smart Mobility	\$	14,310.00	
Toole Design Group, LLC	\$	16,549.54	
	\$	72,859.54	
Supplies & Public Records requests	\$	3,819.85	
			\$ 76,679.39

**RT 15 RESTRICTED NET ASSETS BALANCE, 08/31/2021** \$ 34,552.61

**BALANCE BY FISCAL YEAR**

	<b>FY18</b>	<b>FY19</b>	<b>FY20</b>	<b>FY21</b>
Income	\$ 109,907.00	\$ 1,325.00	\$ -	\$ 1,000.00
Expense	\$ 73,870.17	\$ 2,651.21	\$ 158.01	
Net Assets Balance, end of fiscal year	\$ 36,036.83	\$ 34,710.62	\$ 34,552.61	\$ 35,552.61
	0.17			

**JTHG FY2021 - Budget to Actual, 8/31/2021**

	<b>Actual, 8/31/2021</b>	<b>Projected FY2021</b>	<b>Budget FY2021</b>	<b>Variance</b>
<b><u>INCOME (Cash Basis)</u></b>				
Individual	\$ 308,239	\$ 315,239	\$ 300,000	\$ 15,239
Corporation & Foundations	112,681	114,931	64,000	50,931
Government Grants	393,454	400,000	400,000	-
Event & Program Income/Tuition	54,470	54,470	15,000	39,470
Other	2,751	1,862		1,862
Budgeted additional fundraising income			223,100	(223,100)
SBA PPP Loan Forgiveness - 1st draft	105,400	105,400		

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**Total JTHG Projected Income**      **\$ 976,995    \$ 991,902    \$ 1,002,100    \$ (115,598)**

<b><u>EXPENSES (Cash Basis)</u></b>				
Labor (Wages, Consultant Fees, Benefits & Taxes)	\$ 710,682	\$ 770,481	\$ 767,300	\$ 3,181
Camp Room & Board			-	\$ -
Camp Field Trips	13,762	13,762	-	\$ 13,762
HistoryFieldTrips.org - site visits	4,666	4,666	5,000	\$ (334)
Student Recruiting	109,006	114,006	53,100	\$ 60,906
Cloud Subscriptions	19,728	28,500	28,500	\$ -
Website development	47,057	47,057	42,000	\$ 5,057
Staff Travel (mileage, meals)	4,084	4,484	5,000	\$ (516)
Program Administrative (Student Registration, Supplies & Other)	19,867	19,847	34,920	\$ (15,793)
Business Fees (Legal, Audit, Banking, Insurance, CC )	30,442	30,492	30,500	\$ (8)
Marketing, other	820	840	780	\$ 720
Depreciation & amortization	30,281	36,361		
Other potential projected costs	-			

b

**Expenses**      **\$ 990,395    \$ 1,070,496    \$ 967,100    \$ 66,975**

**Net accrual income before PPP Loan forgiveness**      **\$ (13,400)    \$ (78,594)    \$ 35,000**

1

SBA forgiveness - PPP Loan , 2nd draft      \$ 110,750    \$ 110,750    \$ 110,750    \$ -

**Net accrual income**      **\$ 97,350    \$ 32,156    \$ 145,750    \$ (113,594)**

c

Accrual adjustments      \$ (131,104)    \$ (103,903)

**Net cash outflows**      **\$ (33,754)    \$ (71,747)    \$ 145,750    \$ (217,497)**

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- a Decrease in fundraising due to COVID 19 and cancellation of FY2020 Residential Academy
- b Recruiting efforts ramped up during summer months to accommodate new professional marketing strategies

c **Three potential accrual adjustments could change this number materially:**

	<b>Estimated \$</b>
1- If the 2nd draft PPP Loan forgiveness letter is not received by 9/30	\$ (110,750.00)
2- NPV adjustment for 5-year pledge	\$ 15,000.00
3-Capitalization of Think 33 costs	\$ 10,000.00



JTHG  
Cash Activity  
August 2021

				A = B+C	D	E	F	B = D+E+F	C
	AU Operating Checking	Atlantic Union Savings	Morgan Stanley Savings	TOTAL CASH	UNRESTRICTED CASH, FOR GENERAL OPERATIONS	RESERVE: PPP FY2021 USE	CASH RESERVE-PROPERTY SALE	UNRESTRICTED CASH TOTAL	CASH RESTRICTED
<b>Register Balance 07/31/2021</b>	180,247	177,402	522,012	879,661	184,186	110,750	382,795	677,731	201,930
<b>Labor &amp; Benefits</b>	(72,708)			(72,708)	(72,708)			(72,708)	
<b>Credit card payment</b>	(1,404)			(1,404)	(1,404)			(1,404)	
<b>Other Disbursements</b>	(2,156)		(7,450)	(9,606)	(9,606)			(9,606)	
<b>Donations &amp; Deposits</b>	11,305			11,305	11,305			11,305	
<b>NPS funds draw</b>	52,950			52,950	52,950			52,950	
<b>Interest income</b>	2			2	2			2	
<b>Wire fees</b>				-	-			-	
<b>Tuition</b>				-	-			-	
<b>Interest/Wire fees</b>		4	(10)	(6)	(6)			(6)	
<b>Restriction of Net Assets</b>					5,900			5,900	(5900)
<b>Account transfer</b>				-				-	
<b>Register Balance 08/31/2021</b>	168,235	177,406	514,552	860,193	170,618	110,750	382,795	664,163	196,030

JTHG  
Cash Flow Projection  
8/31/2021

<b>FY2021</b>													
	Oct-20 Actual	Nov-20 Actual	Dec-20 Actual	Jan-21 Actual	Feb-21 Actual	Mar-21 Actual	Apr-21 Actual	May-21 Actual	Jun-21 Actual	Jul-21 Actual	Aug-21 Actual	Sep-21 Projected	FY2021 Projected
<b>Opening Unrestricted Cash Balance</b>	211,621	250,510	183,183	118,726	184,107	114,100	5,980	(48,754)	105,899	377,101	294,936	275,467	211,621
<b>RECEIPTS</b>													
<b>UNRESTRICTED:</b>													
Foundations & Corporations	8,000	100	100	250	711	10	10		44,500	2,000		250	55,931
Individuals	2,268	50	1,745	5,265		35	60	500	260,319	870		5,000	276,112
													-
<b>ACADEMY:</b>													
Foundations & Corporations							20,000						20,000
Individuals		400	970	6,250	2,000		73			14,891	10,250	2,500	37,334
Tuition - Residential Academy HS 2.5 weeks													-
Tuition - Residential Academy MS 1 week													-
Tuition - Online Academy HS summer						1,757	4,685	5,466	5,943	4,149	378		22,378
Tuition - Online Academy MS summer							-	-	-	-			-
Tuition - Extreme Journey Day Damp													-
Tuition - Professional Development Program								-	-	-	-		-
NPS Task Agreement - Federal Funding									189,190	64,000	47,500	52,950	46,360
National Scenic Byway (LLTP, Wayfinding)	900												900
Route 15 Efforts - Donations received							1,000						1,000
Other											370		370
Merchandise sales			300			19							319
Interest Income	35	37	12		21		16		14		2		137
<b>Total Cash Receipts</b>	11,203	587	3,127	11,765	2,733	1,821	25,844	211,411	377,776	95,410	63,976	56,110	861,763

JTHG  
Cash Flow Projection  
8/31/2021

<b>FY2021</b>													
	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-21	FY2021
	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Projected	Projected
<b>DISBURSEMENTS</b>													
Labor (contractor/employee), benefits & taxes	52,556	55,300	53,048	53,050	61,218	58,348	58,991	58,007	62,711	103,454	83,710	57,594	757,987
Historyfieldtrip.org/NHAO site visits	-	-	800	-	250	964	47	350	-	1,980	-	1,000	5,391
Student Recruiting	1,394	936	915	52	945	4,243	37,981	3,485	22,516	26,284	8,487	5,489	112,726
Cloud Subscriptions (Registration & other software)	1,783	2,209	1,802	2,504	1,190	1,563	2,500	2,235	2,753	1,575	3,576	1,664	25,355
Website development	9,721	-	435	-	-	13,500	-	3,000	7,521	7,843	7,450	500	49,970
Staff Travel/mileage, meals	(20)	365	1,066	428	113	487	79	141	27	540	207	1,314	4,747
Program administrative costs	1,306	3,394	2,015	1,567	1,849	924	654	2,007	3,546	4,436	508	3,872	26,078
Extreme Journey day camp Other direct costs	-	-	-	-	-	-	-	-	5,465	5,098	4,758	-	15,321
Business, Legal & Admin fees	1,899	1,247	14,754	118	4,997	2,398	2,524	584	2,694	1,259	1,446	2,369	36,290
Purchase of fixed assets and equipment	-	-	-	-	2,701	2,534	-	-	-	-	-	5,000	10,235
CC billing cycle & receivable/payable offset	9,074	4,463	(7,250)	(585)	(524)	24,980	(30,158)	(13,051)	(660)	25,106	(26,696)	15,301	-
<b>Total Cash Disbursements</b>	<b>77,714</b>	<b>67,914</b>	<b>67,584</b>	<b>57,135</b>	<b>72,739</b>	<b>109,941</b>	<b>72,618</b>	<b>56,758</b>	<b>106,573</b>	<b>177,575</b>	<b>83,446</b>	<b>94,103</b>	<b>1,044,100</b>
Forgiveness of PPP Loan; move to Undesignated	-	-	-	-	-	-	-	-	105,400	-	-	110,750	216,150
Trailblazer & Gateway maintenance reserve	-	-	-	-	-	-	-	-	(5,500)	-	-	-	(5,500)
Restriction classification entry	-	-	-	-	-	-	-	-	(2,460)	-	-	-	(2,460)
<b>Net Change in Undesignated Cash Balance</b>	<b>(66,511)</b>	<b>(67,327)</b>	<b>(64,457)</b>	<b>(45,370)</b>	<b>(70,007)</b>	<b>(108,120)</b>	<b>50,666</b>	<b>154,653</b>	<b>271,203</b>	<b>(82,165)</b>	<b>(19,470)</b>	<b>72,757</b>	<b>25,853</b>
SBA PPP Loan 1st draft, designated	105,400	-	-	-	-	-	-	(105,400)	-	-	-	(110,750)	(216,150)
SBA PPP Loan-2nd draft, designated	-	-	-	110,750	-	-	-	-	-	-	-	-	110,750
<b>Unrestricted Cash</b>	<b>250,510</b>	<b>183,183</b>	<b>118,726</b>	<b>184,107</b>	<b>114,100</b>	<b>5,980</b>	<b>(48,754)</b>	<b>105,899</b>	<b>377,101</b>	<b>294,936</b>	<b>275,467</b>	<b>237,474</b>	<b>237,314</b>
Reserve from Sale of Waterford Property	382,795	382,795	382,795	382,795	382,795	382,795	382,795	382,795	382,795	382,795	382,795	382,795	382,795
<b>TOTAL Unrestricted plus Property reserve</b>	<b>633,305</b>	<b>565,978</b>	<b>501,521</b>	<b>566,902</b>	<b>496,895</b>	<b>388,775</b>	<b>334,041</b>	<b>488,694</b>	<b>759,896</b>	<b>677,731</b>	<b>658,262</b>	<b>620,269</b>	<b>620,109</b>
Restricted Cash balance - TR Net Assets	194,130	194,130	194,130	194,130	193,970	193,970	201,930	201,930	201,930	201,930	201,930	201,930	201,930
<b>TOTAL CASH</b>	<b>827,435</b>	<b>760,108</b>	<b>695,651</b>	<b>761,032</b>	<b>690,865</b>	<b>582,745</b>	<b>535,971</b>	<b>690,624</b>	<b>961,826</b>	<b>879,661</b>	<b>860,192</b>	<b>822,199</b>	<b>822,199</b>
Beginning Cash 10/1/20: \$893,946	-	-	-	-	-	-	-	-	-	-	-	-	<b>893,946</b>
Total Cash, Beginning of Year												<b>893,946</b>	
Projected Change in Cash Balance:												<b>(71,747)</b>	