

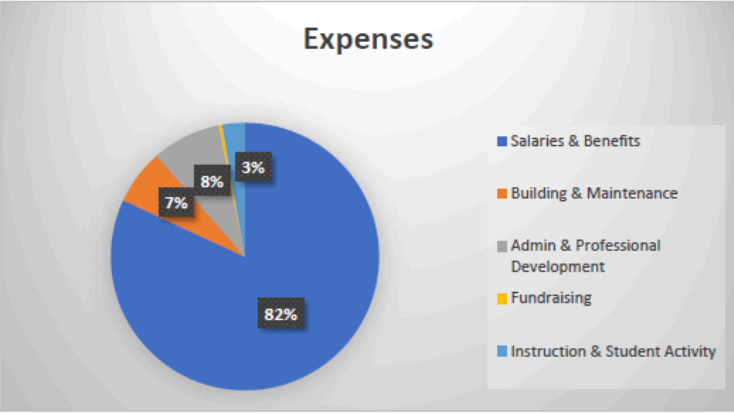
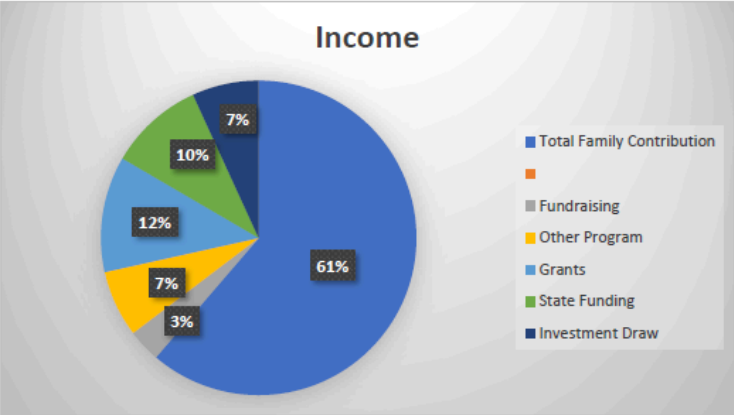
NOTES FROM THE BOARD/HEAD OF SCHOOL

Dear Hilltop Community,

This letter serves as our Annual Financial Report, providing an overview of the school’s finances for the past fiscal year (July 1, 2023 - June 30, 2024). We are pleased to share that the books have been closed, the Financial Review by our external auditor has been completed, and our Form 990 has been submitted to the IRS, as required for nonprofit organizations. We take pride in the thoughtful and strategic management of our financial resources over the past year.

FISCAL YEAR REPORT 2023/24

Operating Income	
Tuition	\$ 1,990,568
Staff Remission	\$ (61,295)
School Grants	\$ (385,591)
State Funding	\$ (197,587)
Total Family Contribution	\$ 1,346,095
Fundraising	\$ 74,013
Other Program	\$ 150,526
Grants	\$ 261,650
State Funding	\$ 214,118
Investment Draw	\$ 150,000
Total Income	\$ 2,196,402
Operating Expenses	
Salaries & Benefits	\$ 1,992,573
Building & Maintenance	\$ 161,565
Admin & Professional Development	\$ 201,920
Fundraising	\$ 9,490
Instruction & Student Activity	\$ 66,406
Total Expenses	\$ 2,431,954
Net Profit(Loss)	\$ (235,552)



While the year ended with an anticipated “income/expense” deficit on paper, cash flow remained strong. This planned deficit was carefully budgeted, leveraging the significant Employee Retention Tax Credit (ERTC) received in the previous year, which we strategically allocated over two years. Throughout the year, we worked diligently to manage expenses without compromising the quality of the robust, authentic Montessori programs that are the hallmark of Hilltop. Our efforts included setting ambitious yet thoughtful fundraising and grant targets to ensure that Hilltop continues to provide an enriching environment where all students thrive academically, socially, and emotionally. While we fell slightly short of our ambitious fundraising goal, we exceeded our grant targets and made significant strides in fundraising—allowing us to meet our budgeted projections!

This past fiscal year, our Investment Committee undertook a thorough evaluation of how the school’s Investment Fund was being managed. After careful consideration, we made the strategic and mission-aligned decision to

transition the school's investments from direct management by a local investment firm to socially responsible Vanguard funds at Charles Schwab. This decision was made, in part, to reduce fees while ensuring our investments align with Hilltop's values. The gains from these socially responsible investments, combined with responsible draws, allow us to continue supporting our community by funding school grants through our Indexed Tuition program. These grants are a critical component of our mission to foster accessibility and inclusivity, ensuring that as many families as possible can benefit from the Hilltop experience.

As we reflect on the 2023-24 school year, we are filled with deep gratitude for the support and dedication of our vibrant Hilltop Montessori community. This year has been marked by growth, reflection, and significant progress—all made possible by the unwavering commitment of our families, faculty, staff, and board members.

One of the most remarkable achievements of the year was achieving 100% family participation in the 2023-24 Annual Fund. This unified support speaks volumes about the shared belief in Hilltop's mission and the deep connection our families feel to the school. We are profoundly thankful for every contribution, which not only strengthens our financial foundation but also celebrates the spirit of collaboration and care that defines our community.

As we look ahead, we do so with a profound sense of gratitude for each member of the Hilltop community. Your trust, engagement, and generosity form the bedrock of our mission, ensuring that Hilltop continues to be a place of joyful learning, exploration, and growth for generations to come.

Thank you for your ongoing support and for being part of this extraordinary journey.

With gratitude,
Shelley Lockyear, Board Treasurer
Tamara Mount, Head of School