

Pro Forma Sample - Staff

	Base Year	Year 1	Year 2	Year 3	Year 4
Income					
Individuals	\$775,000	\$825,000	\$875,000	\$925,000	\$975,000
Corporate Donations	\$400,000	\$425,000	\$450,000	\$490,000	\$525,000
Foundation Grants	\$415,000	\$425,000	\$450,000	\$470,000	\$480,000
Events	\$675,000	\$700,000	\$725,000	\$750,000	\$780,000
Government Grants	\$350,000	\$350,000	\$350,000	\$350,000	\$350,000
Total Income	\$2,615,000	\$2,725,000	\$2,850,000	\$2,985,000	\$3,110,000
Expenses					
Salaries & Benefits	\$1,750,000	\$1,850,000	\$1,980,000	\$2,100,000	\$2,190,000
Background Checks	\$65,000	\$70,000	\$71,000	\$72,000	\$73,000
Evaluation	\$70,000	\$25,000	\$15,000	\$15,000	\$0
Professional Fees	\$50,000	\$54,000	\$55,000	\$56,000	\$57,000
Advertising & Marketing	\$50,000	\$54,000	\$55,000	\$56,000	\$57,000
Office Expenses	\$200,000	\$210,000	\$215,000	\$220,000	\$225,000
Travel	\$100,000	\$105,000	\$110,000	\$115,000	\$120,000
Training	\$30,000	\$30,000	\$32,000	\$34,000	\$36,000
Fundraising Events	\$150,000	\$160,000	\$170,000	\$180,000	\$190,000
Insurance	\$12,000	\$13,000	\$14,000	\$15,000	\$16,000
Other Expenses	\$5,000	\$5,500	\$6,000	\$6,500	\$7,000
Depreciation	\$9,000	\$12,000	\$12,000	\$12,000	\$12,000
Total Expenses	\$2,491,000	\$2,588,500	\$2,735,000	\$2,881,500	\$2,983,000

- Base Year is FY2018 budget.
- Only ongoing new cost from project budget is \$75,000 for Program Director.
- Based on the last four years of history, projecting a 4% growth in other revenue areas, including foundations, events, and government.
- Other costs adjusted annually for inflation and routine increases.
- Largest growth opportunities are individuals, major donors, and corporate giving. Our experienced staff, growing relationship portfolio, creative giving opportunities, and committed board lead us to believe that a 6-7% increase in these categories is sustainable.